## Usher's Urban World

"U Remind Me" by Usher (Laface/Arista) scores 77
 first-week adds at Urban. The first single from the singer's forthcoming release, 8701, debuts at No. 50 on this week's R\&R Urban chart. Find out more at www.usherworld.com.

Kg

## RADIO \& REECRIS

## MAY 25, 2001

## Annual Black Music Month Special

Every year R\&R pays tribute to the great black artists and broadcasters in the business. This time the focus of our attention is the largest African American-operated radio group, Radio One. It begins on the next page.

## ......... urban ........

RADIO ONE
"number one with bullet"

Warner Bros. Records \& Divine Mill Present The Sound \& Soul Of,

(atch Jah This Summer On The Seagram's hip-Hop Tour $\square$ Nystikal \& Jagged Edgefll
"JUST IN CASE"

## ...YOU HAVEN'T HEARD JAHEIM IS THE TRUTH!

From the Debut CD Ghetto Love In Stores Now >>> www.goodurb.com |www.Divinemill.com

Produced by Kaygee for D.M. Productions and Eddie Berkeley for Fingaz Goal Entertainment Management: $\mathbf{1 1 8}$ th Street Management

CONANCilOUS

COMING SOON

## DREAMWORKS RECORDS SALUTES RADID ONE MUCH GONTINUED SUGGESSI!



When is the best time of day to ask for the order? If your response is "Doesn't matter," you're probably wrong. In this week's Management, Marketing \& Sales section, Pam Beter chats with motivational speaker Perry Buffington, who declares that people are most receptive to listering and understanding in the morming, before lunch. Buffington also lays out a carefully researched "body clock" that shows you the times of day when you should consider fulfilling your other routines. This week's MMS section also features another in Dan O'Day's great series of commercial copy makeovers. And in our GM Spotight this week: Infinity/Chicago's Steve Ennen.

Pages 10-15

## RADIO ONE IS TOPSI

## One of the great byproducts of

 consolidation has been the rise of Radio One. With a growing number of stations in its portiolio, Radio One is now the most influential operator of Urban and Urban AC stations in the country. This phenomenon spurred our Wah Low to feature four of the company's principals in his annual Black Music Month special, which appears in this issue. Our Assistant Urban Editor, Tanya O'OuInn, did her part by conducting insightful interviews with Luther Vandross and a number of up-and-coming "Roughneck Romeos." In conjunction with this week's spectal, RąR Publisher/CEO Erica Farber spotights NABOB's James Winston in Publisher's Profile, and Bot Shanmon sat down with the one and only Tom Joyner for his Legends column.Pages 1, 29, 39-80, 156

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| - R.E.m. Imitation Of Lite (Warner Bros.) | Supreme Court Clears Radio Host Ruling: First Amendment outwights wiretap laws



By Joe howard
RER WASHINGTON BUREAU jhowarde rromline.com

In a ruling that could have farreaching effects on radio broadcasters, the U.S. Supreme Count ruled this week that a radio station talk host was within his First Amendment rights when he aired a tape of a telephone conversation that had been reconded without the prior knowledge of the call's participants.

# Radio One: No. 1 With A Bullet 

R\&R salutes company in annual Urtan special

By Wait Lone
rar urananedtoon
babylove $\oplus$ rmonline.com
Each year RER produces an annual special devoted to Urban radio and music to commemorate Black Music Month. R\&R's 2001 theme, Radio One: No. I With a Bullet, was chosen to acknowledge and pay tribute to the Washington, DC-based radio group that has emerged as the top broadcaster reaching Utban listeners today.
We are proud to present exclusive interviews with four Radio One principals.
cathy hughes Radio ONE FOUNDER/

CHAIRPERSON
R\&R: How many years have you been doing radio? CH: Good question! About 32.
R\&R: How did you start in the business?
CH: My interest was piqued when a group of athletes and entreprencurs in Omaha decided that they wanted to buy a Black-formatted radio station in


A toonage Cathy thghes props up Radio Ones hiture ChaimanCEO, Alfred Liggins.

## Omaha. I was working for the

 Ford Foundation at the time, and Ford was giving grants to what were then classified as "minorities" to start businesses.R\&R: What about the early days at WHUR/Washington?
CH: Well, WHUR was my first professional job in radio. I had been a lecturer on the faculty of the Howard University School of Communications, and Kath-
erine Graham and the Washington Pust had given WTOP-FM 10 the univensity. Howard renamed it WHUR, for "Howard University Radio," and it was really the first true profit center at Howard. During those days we were government employees. Our checks read "U.S. Treasury," and we were all gov-ernment-service rated. as all government employees were. This was before the federal government allowed Howard autonomy and responsibility for its own fiscal affairs.

It was quite unusual for a university to have a commercial radio license. It is still rare - most college stations have public licenses. Howard had gone through a series of managers, really trying to find just how, in fact, to structure and run a profit center.

See Page AO

## Lehow Returns To Emmis In VP Post

By Adam Jacobson
RER RADIO EDTIOR
jacobson rronline.com
Between 1986 and 1992 David Lebow worked for Emmis Communications in
 several capacities, including Sales Manager at K'PWR/Los Angeles and corporate Di-rector/Reseanch \& Market Development. Now, after taking a year to consider his employment future, Lebow has decided to return to Emmis, as Regional VP for the

Lexow/see Paye 2

## Doobies Fire Up RAR Convention 2001

The legendary Dooble Brothers will perform at R\&R Convention 2001, which happens June 14-16 at the Century Plaza Hotel \& Spa in Los Angeles. This addition to the convention agenda is but one of many great events that have been added in the last week, including appearances by


In a 6-3 vote released Monday, the Supreme Court said that a radio host can't be sued for airing a phone conversation that was illegally taped by a third party because the First Amendment takes precedence over wiretap laws. The case in question involved WGBI \& WILK/ Wilkes Barre host Fred Willciams, who aired a tape of a cellphone conversation belween a ceuntitien Page 28

## Clear Channel/s.f. Resets Managers

## Martin risess 100 M

Clear Channel has resel the upper-management tier at its San Francisco properties:


Krampt


- Joe Cunningham will oversee CHR/Rhythmic stations KMEL and KYLD as VP/GM. effective June 1 . He is currently GM of Urban AC KISQ and KYLD.
- Exec. VP/Market Manager Ed Krampr will oversee day-today operations of Adult Standards KABL-AM, '80s KIOI. KISQ and Smooth Jazz KKSF.
- KMEL \& KYLD PD Michael Martin has been promoted to the newly created OM position for the entire San Francisco cluster.
clean chanmeldse Pape 21


## Groups Make Their Case To Investors

By Jbrfacy Yorke
rar washington burenu chief yorke © rronline.com

NEW YORK - This time last year it would have been a trip to Fat City for Lowry Mays. Back then Clear Channel shares were just south of $\$ 100$ and advertising sales were brisk. But the picture was different last week as Mays stood before the Banc Of America Securities Media and Telecommunications Conference on May 17. Shares in his company were half the value they were a year ago.
"Why invest in Clear Channel, other than that the stock is so ridiculously low?" Mays quipped in his Texas drawl.
Mays may have answered why Clear Channel shares - and shares in other adventising-driven IMVESTORS/See Page 28

## c) 1


the follow-up single to the hit "Leaving Town"
from their debut album,
A Life Of Saturdays

## dexter freablish



## Cook Adds Country Duties At Westwood

Westwood One 24/7 Formats VP/GM Charlie Cook has been
 given the additional responsibility of oversecing the company's country music programming. As VP/ GM of $24 / 7$ Formats \& Country Music Programming. Cook will direct WWI's country music programs and develop new programming and specials.
Cook's promotion is part of a pro-gramming-departnent restructuring at Westwood One in which President/Programming Ed Salamon has also changed roles and will now serve as a consultant for WWI's country programming.
Cook reports to WWI Presidenv CEO Joel Hollander, who said. "Charlie is an integral member of Westwood One's programming and management team. He has an extensive background in and passion for

## coorses Pay 28

## Hansen To Program KSSJ/Sacramento

Veteran Smooth Jazz programmer Lee Hansen has been tapped as
 Station Manager/PD at Entercom's KSSJ/ Sacramento. He succeeds Steve Williams, who is now PD of WDAS-FM/ Philadelphia (R\&R 5/18).
"Lee's skills and experience are precisely what we need at this point in the station's development." Entercom/ Sacramento VP/Market Manager John Gcary told R\&R. "He"s got a rich and successful history in Smooth Jazz, and I especially like that he was there in its formative years and is deep-rooted in where the format came from to get to where it is today. What's more, I

$$
\text { Hansen/See Page } 20
$$

## R\&R Observes Memorial Day

In observance of the Memorial Day holiday, R\&R's Los Angeles. Nashville and Washington, DC offices will be closed Mon. day, May 28.


Rush Communications Chairman/CEO and Def Jam/Def Soul cofounder Russell Simmons led ten music-industry teams recently in the Second Annual T.J. Martell B-Ball Classic, which raised \$100,000 for the T.J. Martell. Foundation. Pictured ( $1-r$ ) are T.J. Martell Foundation board of directors member Michael Klentner (the event's emcee) and founder/Chairman Tony Martell; Simmons; and Elektra Entertainment EVP, T.J. Martell Foundation Board of Directors member and B-Ball Classic chairman Gary Casson.

## The New Kids On The Block <br> - Senate queries commission nominees, Powell

Breezing through what could have been a tough question-and-answer session. the three nominees for seats on the FCC's five-member panel escaped unscathed from a brief hearing before the Senate Commerce Committee. But Chairman Michael Powell, who is up for renomination, didn't enjoy the same kind treatment, as he was grilled for nearly two hours on a wide range of topics, including consolidation in the broadcasting industry.
Nominees Kathleen Abernathy, Michael Copps and Kevin Martin entertained a handful of fairly straightforward questions from the committee members (including Chairman John McCain), who are charged with voting on whether the hopefuls will assume commission posts. The brevity of the Q\&A session was due in part to the fact that the nominees made the rounds with committee members before the hearing. a custom that committee spokeswoman Pia Pialorsi said is


FCC nominees Martin, Abernathy and Copps field questions from the Sen ate Commerce Committee.

Still, each nominee took turns making statements to the committee. Republican Abernathy said that, if confirmed, she will "thoroughly weigh the critical issues' facing the FCC, adding that com munications policy "stands at a critical juncture." She described Powell as "a leader of unusual foresight and energy - one who has charted a challenging agenda of promoting competition deregulation and internal reform."
Martin, the other Republican nominee and a former legal adviser to outgoing commissioner Harold Furchtgott-Roth, cited "providing a clear and sound regulatory framework that promotes competition" as a goal for his first two years on the commission and said he would support deregulation "where such action would further competition, foster innovation and enhance consumer choice and welfare." He believes that a successful commissioner

MAY 25, 2001

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## KFI/Los Angeles' Andrew Howard Dies

Andrew Howard, onehalf of KFI/Los Angeles talk duo Karel \& Andrew. died Monday of a reported pulmonary embolism. He was 34.
A KFI spokesperson told R\&R that Howard had awakened with scvere chest pains at around 4am Monday. Karel Bouley. Howard's professional and life partner of 12 years.

nounced dead just after 6am.
Karel \& Andrew broke new ground in broadcasting as the nation's first openly gay couple to host a general-interest talk show on a mainstream radio station when they replaced John Kobylt and Ken Chiampou in afternoon drive on KFI in 1999 In an interview with R\&R

HOWARD/See Page 21

## KLNA/Sacramento: Salem's Fifth ‘Fish'

Salem Communications is acquiring Pacific Spanish Network's former CHR/Rhythmic KLNAFM/Sacramento for \$8 million and plans to flip the station to the company's Christian AC "Fish" format. Salem has taken control of the station via an LMA and is simulcasting Christian Talk KFIAAM on KLNA's 105.5 frequency until the new structure and staff are in place.

KLNA will become Salem's fifth Fish station. a format that is already heard in Los Angeles. Atlanta and Chicago and that will dehut in Cleveland in Junc. Salem PresidenUCEO Edward Atsinger explained, "Sacramento. the No. 27 radio market. is also the No. 21 market in terms of Contemporary Christian music sales. so its potential revenue value

KLMASee Page 21

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| MASHVILLE BUREAU: | $615-244-8822$ | $615-248-6655$ | Ihelton@ ronline.com |

# Shareholders File Suit Against Rare Medium 

## $\square$ Investors feel duped in cash and XM stock deals

B) Joe Howard

RKR WASHINGTON HUREAU
jhoward@rmmlime.com
Web consultant Rare Medium was the subject of two lawsuits filed during the past week, and in both cases the complaints center on alleged raw deals by the company. In one suit a Rare Medium investor is fighting a buyout of the company by Motient that includes 9 million shares of XM Satellite Radio stock; in the other suit four men who sold their business to Rare Medium say that it duped them out of a potentially lucrative deal.

Motient is offering its 9 million XM shares and $\$ 13$ million cash to Apollo Advisors for Apollo's $45 \%$ stake in Rare Medium - a deal that would nake Apollo the largest investor in both XM and Sirius Satellite Radio. Rare Medium shareholder Todd Augenbaum said that the deal gives Rare Medium company directors, but
not common stockholders. a price "far higher than the book and market value of their holdings." Augenbaum is asking a judge to stop the deal and to award damages and legal fees.
Four men who sold their business to Rare Medium in March of 1999 have also filed suit against the company. Rare Medium bought Big Hand

Inc. in exchange for 1.2 million unrestricted Rare Medium shares, and the sellers agreed not to sell their shares for one year after the deal closed. Rare Medium hit a high of $\$ 94.75$ in March of $\mathbf{2 0 0 0}$, but its price began to slide after that.
According to a Dow Jones report. the sellers allege that their agreement with Rare Medium allowed them to lock in a price range for their Rare Medium stock in April of 2000, but the company ignored that agreement and refused to guarantee a price. The men contend that Rare Medium refused to authorize a deal because it was trying to protect its own stock price at the plaintiffs' expense.

# XM, Sirius Shares Drop On Auto Concerns 

## Article says satellite radio is ready, cars aren't

## By Eilabeth Ramos

R\&R WASHINGTON BUREAU

When investors read May 18 that "satellite-radio companies are finding it easier to launch satellites into space than to get their businesses off the ground"' in a feature in the Wall Street Journal, they got jumpy. The story, which got banner placement on the front of the paper's "Marketplace" section, detailed the various challenges that have plagued the competing firms, including XM's launch delays and Sirius' holdups in chip development.

But the real challenge to the satel-lite-radio companies is getting their service into cars. General Motors Rick Lee told WS/ that GM plans to roll out XM service late this year in only two Cadillac models. Although Cadillac buyers do not fit the projected satellite-radio demo, Lee said the Seville and DeVille are the only wo GM models with electrical systems that can handle XM receivers.

A Ford spokesman said that Sirius will probably be an option on one or two cars next year, and another Sirius partner, DaimlerChrysler, initially plans to prewire cars to allow dealens to install Sirius for customers who want the service. rather than building in the radios at its factories.
The WS/ piece was a revelation to investors who have not followed the story of the evolving satellite-radio
industry closely, and some appear to have had second thoughts after reading it - especially since the article likened XM and Sirius' stock performance to "the late Mir space station." On Friday Sirius stock dropped $16 \%$ to $\$ 15.45$, and XM fell $7 \%$, to $\$ 15.30$. (They both rebounded somewhat earlier this week; on Tuesday XMSR hares closed at $\$ 16.80$ and SIRI was up 11 cents. to $\$ 15.20$.) Morgan Stanley ahalyst Vijay Jayant pointed out to Reuters that the WSJ article "suggests that the economics of the satellite-radio business remain uncertain."
Wit Soundview andlyst Tim O'Neil noted that Sirius' recent revelation

SATEUNTESEe Paje 8

## Powell Wants More Money For FCC

0n Tuesday FCC Chairman Michael Powell urged Congress to approve President Bush's proposed 8\% increase in funding for the agency to pay for new computers and required salary increases for its staff. Bush proposed FCC funding of $\$ 248.5$ million for the fiscal year beginning Oct. 1 . up from $\$ 230$ million this year. According to Reuters, Powell said that the commission is facing a "dire situation" and pointed oul that $30 \%$ of the FCC's engineers are now eligible for retirement - and that the number will soon reach $40 \%$. The chairman also pointed out that the agency must compete for the same applicant pool as technology industries, which often offer better salaries and benefits. He said that there are approximately 60 job vacancies in the commission.

## RAB Reveals Radlo-Mercury Finalists

he RAB has announced the finalists for the 10th annual Radio-Mercury Awards for radio commercials. Zimmer Radio Group/Cape Girardeau, MO, which won the station-produced category in 1999, is a finalist in that category again this year with its "Imoluntary Vibrato" spot for Paving Pros. That spot will compele against Cox Radio/Birmingham's "Party" ad for B\&A Warehouse, Infinity's WPGC-FMWashington's "Da Shoppe's da Spot to Hit" for Da Shoppe and NextMedia-owned WZSR/Chicago's "Kid Advertising" for Pirro Brothers Pizza. Vying for the $\$ 10,000$ grand prize in the general category are six entries from ad agency Black Rocket and four each from DDB Chicago and Goodby, Silverstein \& Partners. Additionally. Stan Richards, founder of The Richards Group in Dallas, will be honored with a 2001 Litetime Achievement Award at the June 6 ceremony in New York.

## Clear Channel Looks To Expand Further, Says Mays

Cear Channel Chairman/CEO Lowry Mays, profiled in the current issue of Delta Air Lines' Sky magazine, said he'd like Clear Channel to add "tuck-in acquisitions" - in which another two properties can be added in markets where it owns only four stations - to its portiolio. In a wideranging interview, Mays called radio "a very local business" in which $80 \%$ of revenue is derived on the local level and said that, regardless of technological advancements, the industry has changed little in the last 75 years. Mays also believes that Clear Channel stock "is way oversold" and reasoned that the recent devaluation of the company is the result of fears of an

Comitumod en Page $f$

## R\&R Stock Index

This weighted index consists of all publicty traded compenies that derive more than $5 \%$ of gross eamings from radio advertising.

|  | SnIme | SIIRI | S/200/ | Chamge Since |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | sisme |  |
| R\&R Index | 329.48 | 25660 | 273.61 | -16.9\% | +6.6\% |
| Dow Industrials | 10,777.28 | 10,821.31 | 11,301,74 | +48\% | +4.4\% |
| SEP 500 | 1437.21 | 1245,67 | 1291.\% | -10.1\% | +3.7\% |



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

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##  

## DEAL OF THE WEEK

- WWTR-AM/Bridgewater (Middlesex-Somerset-Union), WDHA-FMNDover (Morristown), WMTR-AWMMorrstown and WRATFMMPoint Pleasant (WommouthOcean), MI
$\$ 79.68$ million


## 2001 DEALS TO DATE Dollars to Date: <br> \$879,853,601 <br> (Last Year: $\$ 24,935,587,133$ )

Dollars This Quarter: $\$ 300,422,000$ (Last Year: $\$ 1,358,941,000$ ) Stations Traded This Year: $\quad 560$
(Last Year: 1,798)
Stations Fraded This Quarter: 124
(Last Year: 274)

# Greater Media Grows In Garden State 

## Adds Now lavsey Broadcasting quartet for close to Se8 million; Salam gets a home for a 'Fish' in Sacramento

## Deal Of The Week

## New Jersey

WWTR-AM/Bridgewater (Middlesex-SomersetUnion), WDHA-FMDover (Morristown), WMTRAM/Morristown and WRAT-FM/Point Pleasant (MonmouthOcean)
PRICE: $\$ 79.68$ million
TERMS: Asset sale for cash. A timebrokerage agreement will immediately go into effect. Greater Media will pay an additional $\$ 20,000$ if New Jersey Broadcasting contracts a third party to eliminate the overstress on WRAT's tower in South Belmont, NJ. BUYER: Greater Media, headed by President/COO Peter Smyth. Phone: 732-247-6161. It owns 14 other stations, including WCTC-AM \& WMGQ-FM/Middlesex-Somerset-Union. SELLER: Now Jersey Broadcasting inc., headed by President Dan Finn. Phone: 732-681-3800
FRECUENCY; $1170 \mathrm{kHz} ; 105.5 \mathrm{MHz}$; $1250 \mathrm{kHz} ; 95.9 \mathrm{MHz}$ POWER: 243 watts; 980 watts at 574
feet; 5kw day/1kw night; 4kw at 240 feet
FORMAT: Adult Standards; Rock; Adult Standards; Active Rock

## Alabama

## WELL-FM/Dadeville

PRICE: $\$ 325,000$
TERMS: Asset sale for cash
BUYER: Tiger Communications Inc., headed by President Thomas Haley. Phone: 334-887-9999. It owns three other stations. This represents its entry into the market.
SELLER:Winds of Change inc. No phone listed.
FREQUENCY: 88.7 MHz
POWER: 100kw at 305 feet
FORMAT: Gospel

## Arkansas

## KAYH-FM/Fayetteville

PRICE: Undisclosed TERMS: Terms unavailable BUYER:Wimam and Martha Disney. Phone: 501-750-7707. They own one other station. This represents their
entry into the market. SELLER: Vislon Ministries Inc., headed by President Marilyn Lynch. Phone: 501-646-6700 FREQUENCY: 89.3 MHz POWER: 6 kw at 381 feet FORMAT: Gospel

KFPW-AMFT. Smith
PRICE: Undisclosed
TERMS: Terms unavailable
BUYER: Prime LLC, headed by Managing Member Jerry Patton. Phone: 501-442-2021. It owns no other stations. This represents its entry into the market.
SEL ER: Hermreich Radio Stations Inc., headed by President Johnnie Hermreich. Phone:501-783-5379 FREQUENCY: 1230 kHz POWER: 1kw
FORMAT: Adutt Standards

California
KLNA-FMDunnigan (Sacramento)
PRICE: $\$ 8$ million
TERMS: Asset sate for cash

## TRANSACTIONS AT A GLANCE

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

> - WELL-FMDadeville, AL $\$ 325,000$
> - KAYH-FMFayetteville, AR Undisclosed
> - KFPW-AMFL. Smith, AR Undisclosed
> - KLNA-fMDunnigan (Secramento), CA $\$ 8$ million
> - KBZS-AMPelo Alto (San Francisco), CA $\$ 9$ million
> - WCOP-AMWarner Robins (Macon), GA Undisclosed
> - KSFF-FMCaledonia, KOYB-FMSpring Grove
> (La Croeee, WI) and KHME-FMWinona, MN $\$ 3.9$ miltion

- WVBE-AMPictmond, VA \$735,000

BUYER: Salem Communicatione Corp., headed by PresidentCEO Ed Atsinger Ill. Phone: 805-987-0400. It owns 80 other stations, including KFIA-AM \& KTKZ-AM/Sacramento. SELLER: Pacific Spanish Network, headed by President Jaime Bonilla. Phone: 619-426-5645 FREOUENCY: 105.5 MHz POWER: 3kw at 1,011 feet FORMAT: Christian CHR/POP

KBZS-AMPalo Alto (San Francisco)
PRICE: $\$ 9$ million
TERMS: Asset sale for cash BUYER: Salem Communications Corp., headed by PresidentCEO Ed Atainger III. Phone: 805-987-0400. It owns 80 other stations, including KFAX-AM \& KSFB-FM/San Francisco.

Continued on Page 8


## Continued frem Paye 4

advertising recession. He said, "I don't know what an ad recession means. I know that in the last 20 economic downturns, only one time, in 1991, was there a decline in radio and outdoor advertising, and that was about $1.5 \%$."

## Clear Chamel Partners With I-Open, Eller Moves Into Brazll

Clear Channel's Adehel Mell Communications division has partnered with Hopen to launch a series of three-sided advertising kiosks with 50 -inch screens in selected shopping malls on the East and West Coasts. The i-Open software allows advertisers to create ad campaigns from their desktops and deliver them instantly to the kiosks via the Internet. Clear Channel's massive outdoor operation. Eller Media, is buying BraContinued en Pmos:

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# Pations menilin issearch ifin is hacky 

Radio was a great industry to be in just a few years ago: Listeners enjoyed listening to it. Advertisers got good value advertising on it. And we all enjoyed working in the industry.

Today, however, many stations are in the hands of owners who think they can "save their way to success." And they're denying their best PDs one of the most important tools of all -- quality research on their target audience's tastes.

But the best broadcasters know that listeners
still matter -- and if you're working for one of them, Strategic can help you satisty listeners' needs.

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## STAR callout research

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## Transactions

Continued from Page 6
SELLER: In Radio License LLC, headed by President John Douglas. Phone: 415-434-1220 FREQUENCY: 1220 kHz POWER: 5 kw day/ 145 watts night FORMAT: Christian Talk COMMENT: This transaction originally appeared with an undisclosed price in the May 18, 2001 issue of R\&R.

## Georgia

WCOP-AMWarner Robins (Macon) PRICE: Undisclosed TERMS: Terms unavailable BUYER: Chase Broadcasting Inc., headed by President Gordon Van Mol. Phone: 706-613-7030. It owns no other stations.
SELLER: Toccoa Falls College, headed by Exec. VP Wayne Gardener. Phone: 706-886-6831 FREQUENCY: 1350 kHz POWER: 5 kw day/500 watts night FORMAT: Religious

## Minnesota

## KSFF-FMCaledonia,

 KQYB-FM/Spring Grove (La Crosse, WI) and
## KHME-FMWinona

PRICE: $\$ 3.9$ million
TERMS: Asset sale for cash BUYER: Mid-West Family Broadcast Group, headed by COO/DirectorThpmas Walker. Phone: 608-2731000. It owns 24 other stations, including WKTY-AM, WIZM-AM \& FM \& WROT-FM/La Crosse.
SELLER: Marathon Media Group, headed by President Chris Devine. Phone: 312-204-9900
FREOUENCY: $94.7 \mathrm{MHz} ; 98.3 \mathrm{MHz}$; 101.1 MHz

POWER: 2kw at 561 feet; 33kw at 607 feet; 5 kw at 742 feet
FORMAT: Soft AC; Country; AC
BROKER: Jack Minkow and Bob Heymann of Broadcasting Asset Management Corp.

## Virginia

## WVBB-AM/Richmond

PRICE: $\$ 735,000$
TERMS: Asset sale for cash BUYER: Salem Communications Corp., headed by President/CEO Ed Atsinger III. Phone: 805-987-0400. It owns 80 other stations. This represents its entry into the market. SELLER: Cox Radio, headed by President/CEO Robert Neill. Phone: 404-843-5000 FREOUENCY: 1380 kHz POWER:5kw
FORMAT: Adult Standards

## Satellite

Continued from Page 4
that it will raise its monthly fee from $\$ 9.95$ to $\$ 12.95$ "may have been initiated to offset a slower-than-expected growth rate for the next 18 months." but Sirius Chairman/CEO David Margolese told WSJ what he'd carlier told a Banc of America Securities Media conference: "Our market research has always indicated that the price was low."

On Monday XM Chairman Gary Parsons appeared on CNNfn's SireetSweep. When asked if XM
would remain at $\$ 9.95$ per month despite the Sirius increase, he replied, "We think so. We are comfortable with the $\$ 9.95$ price point. Certainly, we will look at that as we come to market:" He noted that XM shares have spiked up in recent weeks and credited that to the successful May 8 launch of "Roll," the company's second satellite, and to XM's keeping to its schedule: "We are right on time and right on the dollar program. Our first radios are being manufactured right now, and we expect to launch commercial service at the end of the summer."


## Centineed from Page 6

zilian companies L\&C Outdoor and Klimes Outdoor. Eller will get 945 billboards along the prime highways leading in and out of Sao Paolo in the L\&C deal. The company, which also operates outdoor advertising companies in Peru, Mexico and Chile, did not disclose the terms of either transaction.

## Analyst Ups Four Radio Issues To 'Strong Buy'

Eirst Union analyst James Boyle said this week that he believes that a "radio upturn is kicking into gear" and that large-market companies will lead the way, and he raised his ratings on Clear Channel, Cox Radio, Emmis and Redio One to "strong buy." Boyle also upped his target prices on all four issues, raising Clear Channel's target from $\$ 67$ to $\$ 78$ per share, Cox's from $\$ 28$ to $\$ 33$. Emmis'from $\$ 32$ to $\$ 41$ and Radio One's from $\$ 24$ - $\$ 26$ to $\$ 26$ - $\$ 28$

## DMX, AEI Complete Merger

D
WX Music and AEI Music completed their merger eartier this week. The combined company, which will deliver tree, professionally programmed, commercial-free music to businesses and homes via the Internet, satellite and broadband networks, will operate under the name DMX/AEI Music until rebranding is completed next year. DMX parent Liberty Digital owns $56 \%$ of the new company; AEI shareholders hold the rest. AEI founder Micheel Malone will act as Chairman of the new company, and Liberty President/CEO Lee Mestors will sit on the board.

## 'Your Revolution' Wets Indecency Fine

The FCC proposed a $\$ 7,000$ fine against noncommercial KBOO-FM/Portland, OR tor broadcasting the rap song "Your Revolution," which the commission said contains "unmistakable, patently offensive sexual relerences." KBOO countered that its mission is to provide a forum for "unpopular, controversial, neglected perspectives" and that "Your Revolution" is "a teminist attack on attempts to equate political revolution with promiscuous sex" - the opening lyric of the song is "Your revolution will not happen between these thighs"- and thus is not indecent. The FCC rejected that argument and has given KBOO 30 days to pay the fine or appeal.

## Disney Downgraded To 'Buy,' EPS Estimate Upped

0
Tuesday UBS Warburg analyst Christopher Dixon lowered his rating on Disney Co. stock from "strong buy" to buy." He said that the issue had hit his earier intermediate price target, and he set a new target range of $\$ 40-\$ 42$ per share. While Dixon said he remains bullish on Disney for the long term, he doesn't expect significant earnings improvement before the first half of 2002.

Additionally, Win Sounctview's Jordan Rohan raised Disney's eamings per share estimate from 25 cents to 33 cents for Q1 2002 and from 88 cents to 97 cents for FY2002. He also lifted his target price on the issue from $\$ 32$ to $\$ 39$ per share and maintained his 'buy' rating.

## Analysts Rate Ackerley, Hispanic 'Buy,'XIW 'Strong Buy'

Reriterating a "buy" rating on the company, First Union Securities analyst James Boyle noted that Ackeriey's Seatte radio chuster represents "a significant hidden value that could provide a catalyst to Ackertey's share price and an opportunity to delever its sagging balance sheet." Boyle estimated that the five-station cluster, which controls about $11 \%$ of Seatlie's racio revenue, is worth between $\$ 125$ milion and $\$ 150 \mathrm{~m}$ "lion and seid that $i t$ would "generate interest by several public groups if offered for sate."

Also this week, Lehman Brothers analyst Witiam Myers intiated coverage on Altepenic Broedcesting with a "buy rating and a 12 -month target price of $\$ 26$. Wit Soundview analyst Timothy O"Nell rellerated a "triong buy" rating for Xin Sevellite Radlo with a price target of $\$ 40$.

## M13 follo Eoarllymes Directors

The MAB has fived four vacancies on its Radio Board. Joining the board are KLAC, KPWR \& KZ_MLos Angetes VP/GM Val Matd-Cendido, for District 24 (Southem Calitomia, Guam and Hewai); WCKW-AM \& FMNew Orbans GSM 8imptran Levet, tor District 8 (Louisiana and Miseiselppi); and KGAS-AM \& FMMCarthage. TX owner/GM Jerry Heneren, for Dietrict 19 (Oidahoma and northern Tweas). Adtivionally, Padio One Precident CEO Alrid Ligeine

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#### Abstract

   



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# „әлeus t＇GL e цı！К  

# PROGRAM YOUR BODY CLOCK FOR MAXIMUUM SUCCESS 

Cheap psychological tricks from Dr. Buff


Did you ever wonder why it's easier to close a deal in the morning instead of in the late afternoon? Do you know when is the best time to ask for a raise? Ever wonder when you're at your sexual peak? You may not realize it, but the 24 hour clock ticking inside of you is incredibly precise. By working with - instead of against - your physiological clock, you're guaranteed to improve your personal and professional life.

This whole "master body clock" theory fascinated me when I recently met and spoke with Perry Buffington - better known as "Dr. Buff" to fans around the country who listen to his daily radio feature, "ParentWise." Buffington is a captivating motivational speaker who has written several books, including Cheap Psychological Tricks: What to Do When Hard Work, Honesty and Perseverance Fail. He is also a weekly columnist with the Universal Press Syndicate, and he has appeared on dozens of television programs. Some of his clients include American Express, AT\&T and the Disney Institute. "One of my biggest clients is NASA," said Buffington. "My job was to teach rocket scientists how to be human."

Since I'm always interested in improving creativity and productivity, I asked Dr. Buff to explain how the body clock works. "The body clock is roughly 24-26 hours a day, if it were free-running" he explained. "The body clock is set by the sun, and you'll have roughly eight different chemical bodies in one 24-hour period. Each of these chemical bodies have different abilities and different cravings."

I asked Dr . Buff how we can tell if we're getting the right amount of sleep. "The right amount of sleep doesn't vary that much from individual to individual," he explained. "Seven and a half hours is the perfect amount of sleep per night. There's a sleep cycle just like there's a body clock. Humans sleep on multiples of an hour and a half. Imagine it this way: You put your head on your pillow, and, assuming that you go right to sleep, it takes 45 minutes to get down into the deepest point in your first sleep cycle. If you're awakened while in this deep stage of sleep, you feel disturbed. But as soon as you reach this deep phase, you start on your way back up to a shallow period of sleep, which takes around 45 minutes - that's an hour-and-a-half sleep cycle. The ideal sleepnight is $71 / 2$ hours, and for some reason it's associated with life longevity."

So let's say that you go to bed at midnight and get up at 6:30am. "You would be in deep, deep sleep and worthless the entire day because you woke yourself in your deepest, darkest sleep," Buffington said. Always plan your sleep night in multiples of 90 -minute cycles, and your sleep will be more relaxing and beneficial. Sleep for $4 \mathbf{1 / 2}$ hours, six hours, $71 / 2$ hours or nine hours. Try it!

## 

To organize your day for maximum results and productivity, follow the chart below, which is based on the body's circadian clock and human physiology.

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## ruersman man

Once the alarm goes off and you begin to wake up, your body begins to create the hormones that will sustain you until about 2 pm . One of the first hormones to kick in triggers the craving for sexual activity. Scientists claim that this particular body mechanism dates back to prehistoric times, when nature drove man to try to perpetuate the species before going out into a very dangerous world.
"The body is wired for sex roughly between the hours of 5am to 8am," said Buffington. I commented that most people have sex at night. "This is a bad time to have sex, because you're working opposite the body," he continued. "If the body is wired for sex, you won't need as much prompting or Viagra."

This might explain why moming shows like The Houard Stern Show are so well-received: We're all homy creatures as we're getting ready for work or driving into the office! "Your listeners are craving sex," explained Buffington. "That's why morning shows can get away with a very provocative approach. If, however, you play that same show 12 hours later, you'll get far more complaints."

## 

For most people, the most productive time of day begins around 8am and lasts until noon. "This is a 'people' time of day, when we want to listen and understand, are more likely to agree with one another and are willing to compromise," said Buffington.

Move sales pitches to the morning hours, have talent meetings at 10am, conduct brainstorming sessions with your staff before lunch and plan meetings with your supervisor in the moming hours, especially if you want a raise.

## FEE

You've made it through a productive morning; now it's time to feed your face. Most people are starving and want to scarf down a big meal, but wait! Dr. Buff suggests that you'll feel better eating four or five small meals a day, rather than three large ones. "Keep in mind that your body is most susceptible to alcohol during this time," he warned. "If you have to go back to the office, alcohol at lunch is only going to slow you down."'

After lunch you may notice that you don't have any energy; you feel like you need a nap. "The best thing you can do is take an 18 -minute nap after eating lunch," Buffington advised. "Those who go back to their desks and work through their slumps are probably napping but in a slightly different way. I call it the 'illusion of busy,' where the body is wired to do nothing. Many other cultures recognize the biology of this time of day and extend the lunch hour for 'siesta.' If you take the time to rest, you will become five times more productive and reduce the risk of heart disease."

## 

During the aftemoon hours, when your body is processing all the new chemicals from lunch, you become unsociable and irritable. "This is the time when your body gives you the nasty hormone," said Buffington. You become very critical until around 5pm."

I was rather surprised by this finding, because I've always heard that after lunch is the best time to make deals. "This is the wrong time of day to relate to anyone," said Buffington. "If there is a 'no' to be said, you are guaranteed to hear it quicker and louder now."

This is also the time of day when pain is most intense - don't plan a dentist appointment in the afternoon! What should you be concentrating on? "If you have things to proofread - a contract, a proposal, a memo do it now," advised Buffington. "You'll be surprised at the number of errors you'll catch and the corrections you'll make during this analytic time of day."

## manifust

When you finally get home and your spouse asks, "How was your day?" you may be tempted to snap, punch or yell. But Dr. Buff has a better idea: Exercise. "You will be at your personal physical best at this time of day," he said. "If you have an East Coast team playing a West Coast team in the late afternoon, who should you bet on? Research has shown that you should bet on the West Coast team, because they're playing on their body clock late in the aftemoon, and the East Coast team is way past their desire to be physically active."

## TIECans

"You need to be aware that 3am is called 'The Devil's Hour,' because there are more accidents between 3am and roughly 4:30am," Buffington warned. "Big industry accidents happen to people who are trying to work the graveyard shift while working against their body clocks. Companies that are very concerned about preventing accidents actually give employees breaks during this time."

## TE EMUE:

Does reprogramming your body clock work? I challenge you to try it for a month and give me your feedback. I will also try this approach - believe me, with R\&R Convention 2001 less than a month away, I need all the hel I I can get. So, goout and pitch your dients in the morning, write your proposals in the afternoon, and get jiggy with it before coming into the office!

Dr. Peny Bumgiton wim bo manction a now dily eococond tremo in September afted Dr. Eut. Clup Peychoteglad Tricke. For more intommilion, conteat Dr. Bultaco4-201-4214 or by onll and purl codeom.

# and of course, the "T" word... 



Combining the SMARTS of Selector with the POWER of your listeners!

## Reg

## $\square$ The Fire Burns Strong In The Windy City

This week's GM Spotlight pays tribute to 27year radio afficionado Steve Ennen. "At US99, we've been able to attain incredible results thanks, in part, to the outstanding leadership of Steve," e-mails one R\&R reader. "He's a kind soul with a lot of heart," comments a staffer, adding, "He makes coming to work each day an exciting adventure." Congratulations!

## $I$ decided to enter the world of broadcasting because:

"While I was serving in the United States Marines, I was placed into cryptic code communications. When I returned to Southern Illinois University, I discovered they had one of the top programs in the United States for radio and television management."

## First job in broadcasting:

"Air personality at WEBQ/Harrisburg, IL while attending Southern Illinois University. I became GM of the AM \& FM only two years later, at the age of 25 ."

## Career highlights:

"Building WUSN-FM (US99) into America's most-listened-to. Country station and becoming the No. 1-revenue station in Chicago in 2000."
The most challenging aspect of being a GM:
"Balance! Leading a team of individuals toward their personal goals and making sure
that they are parallel with our corporate goals. Keeping everyone's focus on results, not activity."
My most unforgettable moment at a radio station:
"Meeting Mel Karmazin."


I'm most proud of:
"In the past year I was able to establish a radio scholarship at Southern Illinois University in memory of my son Erich, who was only 19 when he died. Receiving the Westbury Award for excellence in leadership. Being selected as Major Market Station of the Year by both the Country Music Association and the Academy of County Music. Serving on the executive council and board of directors of the Country Music Association, as well as being on the alumni advisory board of directors for the College of Mass Communications and Media Arts at Southern Illinois University."

Who was the most exciting artist you've ever met and why?
"Meeting Garth Brooks in 1991, when he was starting his rapid rise to mega-star, was my most memorable artist meeting. What impressed me most was how Garth took care of our listeners and his fans. Garth has that very rare ability to make whoever he is talking with feel very special. We brought listeners backstage, and he spent 30 minutes with them. When they left, they had memories to last them a lifetime, and Garth made them feel like they were the most special people in the world. I was very impressed with his unique ability."

## What are your five favorite records of all time?

"My favorite Garth song is 'The River." I can't honestly say I have five all-time favorite CDs. I enjoy listening to new music, and right now I'm enjoying the new Jamie $O^{\prime}$ Neal and Tim McGraw - both CDs are fantastic."

The best words of advice I've ever received were:
"From Dan Mason: 'A passion for excellence starts with the individual at any level - not just from the top."

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

"I grew up in Loda, IL, a small farm community of 400 residents."


## An Invitation to

# LIFEbeat's BREAKFAST <br> <br> With Special Guest Kevin Weatherly <br> <br> With Special Guest Kevin Weatherly Presented by Radio \& Records 

 Presented by Radio \& Records}

## Co-chaired by Erica Farber - CEO and Publisher, Radio \& Records and Valerie DeLong - Sr. Vice President, Crossover Promotion, Universal Records

Please join Kevin Weatherly, Vice President of Programming of KROQ/Los Angeles, LIFEbeat, the Music Industry Fights AIDS, and Radio \& Records, as we mobilize the music industry to join forces in reaching young people with a message of HIVIAIDS prevention.

The breakfast will be the lead event for R\&R Convention 2001 .
Location: Century Plaza Hotel \& Spa:Reflecting Pools Garden. 2025 Avenue of the Smars, Los Angeles, CA.

Date: June 14, 2001
Time: 9:00 AM - I 1:00 AM
To reserve your tickets and for further information, please contact Leslie Doyle at LIFEbeat. 212-965-8900, or Idoyleolifebeat.org.


## DAN O'DAY'S COMMERCIAL COPY MAKEOVER

# INTERVIEW WTTH THE ADVEERISER 



Last year I conducted an advertising seminar (for the business and advertising community) for the Milwaukee Area Radio Stations group. After the formal seminar we continued with a "client hot seat" session. Business owners volunteered to sit onstage, one at a time, while I helped them identify their unique selling propositions.

One of the volunteers owned a women's apparel store. I asked what set her store apart from her competitors'.
"The two things I always talk about are service and selection," she replied. "That's what makes us different."

Uh-oh. Every store says it's got the best service and selection. As a result, no one believes their commercials.

So I probed deeper, asking questions more or less at random until we discovered this store's preemptive advantage.

Dan: Do you have competitors?
Client: I would say our biggest competitor is the mall.

Dan: Why should someone come to your store to shop instead of going to the mall?

Client: Because we have service. We are easy to get to; you don't have to haul yourself to the mall. You can turn around in our store and not knock 10 things off of a rack. We have qualified salespeople. We have what I consider a really good selection. The two things I always talk about are service and selection. That's what makes us different.

Dan: The only problem with what you identify as the two things that make you different is that that's what all stores say. All stores say, "What makes us different is our service and our selection." What you can do is prove this quantitatively. You can say: "If you go to the store at the mall to buy a bathing suit for this summer, you're going to be stuck with the two choices they've already made for you, because they only carry the two major brands that they can sell the most of, in limited styles and limited sizes. They sell a ton of them, and they make a lot of money that way. However, if you come to our store, you'll find 36 different kinds of bathing suits. We aren't limited to those two manufacturers, like the mall store is."

Or you can quantify it. If you can truthfully say, "You might not know this, but according to Retailer's Monthly magazine, the average women's clothing store in a shopping mall has only $X$ pieces of apparel, while our store has 4-times $X$," that can be powerful.

Everyone, however, is going on the air or in print and saying, "We have a wide selection," and nobody believes them.

With service, everyone says, "It's our people who make the difference," the implication being, I guess, that their competitors don't employ people; they employ robots or androids.

But if you are going to say, "Every one of our salespeople has passed an intensive, six-week course in fashion," then you can say, "Who do you want helping you? Do you want the teenaged girl with the safety pin through her nose working after school at the mall, or do you want one of our fashion consultants, whom we sent to Chicago for a six-week course at the Design Center, where they learned about color and fabric and how to flatter someone's face and how to work with a mature woman's figure?"

That's a great selling point. But when you say that it's your salespeople who are different, is there anything that objectively separates them from your competitors'?

Client: Yes, because I spend a lot of time making sure they're knowledgeable about the product.

Dan: How do you do that?
Client: Because I'm there.
Dan: But what is it that you do to make sure they're knowledgeable about the product?

Client: I talk to them.
Dan: Do you quiz them?
Client: No, but I make them active in decisionmaking. They see the product from the minute it comes in the back door to the minute it's hanging on the rack. They work on the floor,

Dan: Now this is interesting. What happens when the product comes in the back door?

Client: They open the box, and they hang it up.
Dan: Is there discussion? Do they talk about where it's going to go or who they expect to buy it?

Client: Yes, all of those things.
Dan: What kinds of things do they say?
Client. [Laughing] Depending. on whether they like it or not?

## Dan: Sure!

Client: "Isn't this cute?" "Oh, that's a really pretty color." "I wonder if this matches that other item that we already have on the floor." "Oh, I should call Suzy Smith; she'll love this." "Can I order one for myself?" that's a common onè.

Dan: At the big stores at the mall are the sales clerks there when the big boxes are unioaded?

Client: No.
Dan: Are the salespeople there when the clothing is put on display?

Client: It comes in on rolling racks; I don't know who puts it out on the floor.

Dan: Now this could be something different, a terrific commercial in which we literally tape-record the room when a new shipment comes in, and we tell your staff, "Look, we're taping this, but just forget about us and go ahead and have fun." I think it would be a wonderful commercial if we hear the salespeople. Your salespeople are mature women, matching your customer base?

## Client: Yes.

Dan: So we hear these women joyfully greeting the truck: "Oh, at last! I thought you'd never get here!" And then the boxes are unloaded from the truck, and we hear them ripping open the boxes.
"Oh, this is beautiful!"
"You know, we have a yellow frock in the front window. We should put these two together; this would
really go well with it."
"You know who would like this? Suzy Smith. She comes in every few months, and she always says if we ever get something with daisies on it, we should tell her."

That could be edited into a commercial. You can say, "In a typical clothing store in a big shopping mall, the sales clerk first sees the dress at the same time the customer does. But at our store, here's how it happens...."

I think what you've just described is wonderful. I didn't know that's what happens when the merchandise first arrives at a boutique, and I'll best most consumers don't know that either. That's great! You can say, "This is how it is at our store. If you want, you go can to the big department store at the mall, and you'll get a different high school girl every time. And if you can get her attention between her talking to her friends on the telephone to ask her a question, she'll say, 'I don't know; I think they're in back.' Or you can come here."

That's a great commercial. And maybe when they go through the new arrivals, they won't like something. Maybe they'll say, "Who would wear that?"

Client: No, their favorite phrase is, "Who bought this?" And that would be me, because I do all the buying.

Dan: There are so many different things you can do here. This could be part of a running gag: "Oh, this is beautiful. Oh, I want this one for myself." And then, at the end, "Let's see what's in this last box." There's a long pause, and then: "Who buys this?"

And then you come in and say, " Hi , I'm so-andso, and I buy it! I buy all the clothes here. I think everything 1 buy is great; my staff usually agrees with me. Why don't you come and see what you like most?"

In fact, you could have a "Who Buys This?" Special of the Week: "Who buys this? Who wants to wear a green pantsuit?" And then you say, "Well, my staff thinks I'm crazy, but we got a great deal on it, I love the fabric, and it will be very cool for summer. Come down to our store; we have it on display. Cast your vote: Should we send it back?"

It becomes an interactive aspect of your advertising. Anyone who hears that commercial and comes to your store will be sure to look at that green pantsuit. They'll want to know if you're crazy or if your staff is crazy. You could hand out buttons to the staff that say "Who Buys This?"

Even if the process you described of what happens when the merchandise first arrives is typical of what happens at small clothing shops everywhere, your customers don't know that. Sharing this with them in your advertising will set you apart in their minds.

[^0]
## COULD YOU SURVIVE WITHOUT BLOWING CHUNKS?

CHR/Pop WHY (Y-100)/Miami hosted the Y-100 Roller Coaster Survivor contest, awarding one lucky listener a brand-new Kia Rio. The contest began with 30 contestants who rode the Dania Beach Hurricane roller coaster at Boomer's amusement park in Dania Beach, FL. This 100 -second thrill ride is the only wooden roller coaster in the state of Florida. It features a 100 -foot drop and travels at 55 miles an hour. Only one person threw up - on herself!

When it was clear that the five finalists were not willing to give up after riding the coaster for 37 hours, the rules stated that one contestant would be randomly selected as the grand-prize winner of the car. Celebrating the big win are (1-r) Y-100 Promotions Coordinator Omar Hernandez, winner


Rita Agrelo, Promotions Director Derick Pitts and morning personality Fay from the Footy and the Chix (0) Six morning show.

## ZOOVIVOR II ACROSS AMERICA

When CHR / Pop KZHT / Salt Lake City wanted to raise money for the Boys and Girls Clubs of Greater Salt Lake, they decided to do the un-thinkable -

send their Z Morning Zow personalities Frankie (Frank Corrigan) and Dangerboy (Patrick Essex) on the road with no food, no car and no money!

Starting their journey at sister station WBFB/ Bangor, ME, the boys traveled over 2,700 miles in seven days with the help of listeners, truck drivers and good Samaritans. During the adventure listeners were encouraged to make donations, and more than $\$ 5,000$ was raised to help complete the new Youth Center at Poplar Grove. Congratulations to the Z Morning Zoo - now, take a bath!

MARK YOUR CAIENDARS
Important dates and events in the coming months

- May 30 - The Museum of Television and Radio presents "An Evening With Larry King." Beverly Hills, CA;310-786-1000
- May 31 - American Women in Radio \& Television's 26th annual Gracie Allen Awards. Plaza Hotel, New York; 703-506-3290
- May 31-June 2 - Showbiz Expo. Los Angeles Convention Center, Los Angeles; visit uww.showbizexpo.com
- June 3 - 55th Annual Tony Awards. Radio City Music Hall, New York; 212-764-7900
- June 6-2001 Radio-Mercury Awards lunchoon. Waldori-Astoria Hotel, New York; 212-681-7212
- June 11 - Service to America Summit \& Awards Gala 2001, presented by the NAB Education Foundation and Bonneville Intemational Corp. Ronald Reagan Building and World Trade Center. Washington, DC; 202-775-2559
- June 13-16 - RaR Convention 2001, featuring the 42nd President of the United States, Bill Clinton, and performances by Stevie Nicks, Shelby Lynne, The Guess Who, John Waite and more. Cenlury Plaza Hotel, Los Angeles; register online at www.rronline.com
- June 20-23 - PROMAX \& BDA 2001. Miami Beach Convention Center, Miami; 310-789-1518
- June 28-Sept. 19 - Summer Arbitron
- June 28 -Country Radio Broadcasters present the Country Music D.J Hall of Fame Induction. Renaissance Hotel, Nashville; 615-327-4487
- June 29-30 - Dan O'Day's Morning Show War College. Hollywood Roosevelt Hotel, Holywood, CA; register at www.danoday.com
- July 12 - Prime-time Emmy nominations announced. Los Angeles.
- July 18-22 - The Conclave 2001. Minneapolis Marriott City Center, Minneapolis; 952-927-4487
- July 24-26 - NAB Americas Radio and Television Conlerence for Latin America. Ritz Carton Resort. Key Biscayne, FL; 202-429-7423
- Aug. 9-11 - Talentmasters' 13th annual Morning Show Boot Camp. Mandalay Bay Resort and Hotel, Las Vegas; 770-926-7573
- Aug. 24-25 - Dick Orkin and Dan O'Day's International Radio Creative and Production Summit. Hollywood Roosevelt Hotel, Hollywood, CA; register al www.danoday.com
- Sept. 5-8 - 2001 NAB Radio Show. Ernest N. Morial Convention Center, New Oreans; 800-3422460
- Sept. 20-Dec. 12 - Fall Arbitron


## BADID GETS RESUITS <br> SUCCESS STORIES FROM THE RAB

## 

Does your station run a weekend automotive show? Economics or business show? Cooking or computer show? These types of specialty shows are just the right ingredient for developing a sales promotion event. In the case of Country WHUG/Jamestown, NY, The Farm \& Garden Show was the perfect vehicle for its client's Farm \& Garden Expo. By incorporating radio into its advertising and marketing mix, the client's sales message was communicated directly to potential consumers, and the results were staggering.
Calegory: Lawn \& Garden
Market: $\quad$ Southern Chaut County, Catt County and Northern Warren County, PA
Submitted by: WHUG-FM/Jamestown, NY
Client: $\quad$ White's Sales \& Service
Situation: White's Sales \& Service has been serving the people of Jamestown, NY and the surrounding counties for over 50 years. Even though it is a well-established company, it is a small operation and wants to make sure that it stays ahead of its competition in the area: WalMart and Central Tractor. The other major concern is the need for increased revenue from its big-ticket item, the tractor. When White's heard about WHUG's specialty program Thē Farm \& Garden Show, the company decided to earmark more of its advertising budget for influencing the program's target audience, the homeowner. In the past White's used Penny Savers, cable television and national advertising on the Weather Channel through its cooperative partnership with Husqvarna Outdoor Products.
Objective: White's Sales \& Service needed an aggressive ad campaign that would result in greater visibility. increased awareness of its newer products and services and more tractor sales.
Campaign: In conjunction with sponsoring The Farm \& Garden Show on WHUG, the client conducted its annual three-day Farm \& Garden Expo at the local mall. The Expo was preceded by a two-month radio campaign, during which time WHUG promoted White's Sales \& Service and invited consumers to the mall to "sneak preview" various lawn and garden product displays. White's employees staffed the event, demonstrating product features and answering questions. This year, as in prior years, the client reaped the benefits of both co-op funding and radio scripts provided by Husquarna.
Results: As a direct result of the Farm and Garden Expo, White's Sales \& Service sold 11 tractors very early in the season. Since then it has reported tripled sales, all credited to the company's advertising campaign. A White's spokesman says, "We're just too darned busy!" The company is convinced that it has what homeowners want: excellent products and services. It is also convinced of the power of radio to communicate one-on-one with customers in a way no other medium can. White's is just one of many businesses that realizes that radio brings a more dynamic return on its co-op dollars through synergistic multimedia initiatives.

# New Publisher Royalty Demands Could 

 Weigh On Wehcasters, Record Labels Alike\author{

- More music-Industry areas may soon te feeling the minch
}


The line of interested parties looking to get paid in the highly uncertain (at least in webcasting's case) windiall from online music continues to grow. Now, as songwriters and music publishers add their demands to the tab, music labels might be feeling the pinch. Not only that, but webcasters could be seeing another line added to their royalties bill as well.

Representatives of the music publishing, record and webcasting industries are in Washington, DC this week to testify before the House Subcommittee on Courts, the Internet and Intellectual Property. They include artist Lyle Lovett, RealNetworks CEO Rob Glaser and Vivendi Universal Exec. VP Edgar Bronfman Jr. Glaser will also demonstrate MusicNet, the music-subscription service his company plans to establish with AOL Time Wamer, EMI and BMG.

The legal stage is familiar enough territory for the major labels when it comes to dealing with the onlinemusic world. Their courtroom wrangling with Napster and MP3.com over alleged copyright violations has been well-documented. And the record industry's demands that Internet-only webcasters and broadcasters alike pay copyright fees on song recordings led to the passing of the Digital Millennium Copyright Act and a showdown at the U.S. Copyright Office.

- Now it's the music publishing industry's turn to hold out its hand.

Publishers say that to stream music, compositions must not only be performed, but also reproduced. Broadcasters and webcasters currently pay fees to organizations like ASCAP, BMI and SESAC to play (or perform) copyrighted music. But the technical reality is that before they can be webcast, these songs have to be encoded, or digitized, into a form that can be stored, streamed or downloaded onto computers. Though the labels and webcasters argue that streaming should be treated as performance, publishers are fighting for the larger royalty payment that comes with mechanical reproduction.


RAIN: Radio And Intemet Nowsletter Publisher and Editor Kurt Hanson is a well-known researcher and consultant who also serves as Chairman of Strategic Media Research, the firm he founded in 1980. RAINis a available daily at www.kurthanson.com.

## Fatal Turn OI Events

This turn of events, especially should the courts decide that music publishers are indeed due additional reproduction royalties, could prove fatal to business models that rely on the use of music online.

Publishers' demands will make it more difficult to establish interactive, or on-demand, streaming services, in which consumers pay a fee to hear specific songs at specific times. The big labels have been jockeying to launch such services as a secure and profitable alternative to Napster. Though they've been criticized for moving too slowly (and, by doing so, contributing to the success of Napster), the major labels are now showing signs that plans are in the works for true interactive online-music services. MusicNet is a proposed joint venture among ReaiNetworks and AOL Time Warner, BMG and EMI. Universal and Sony (and possibly a third major player), along with Yahoo!, have annnounced similar plans for a subscription service called Duet. But these companies, should the music publishers get their way, will be obligated to pay a whole new level of rights fees to songwriters for the use of their music online. Such new publisher demands could fetter the companies' abitities to operate subscription services. In fact, this royalty issue has put the record industry in the somewhat unfamiliar position of being a defendant in a copyrightviolation case.

## Unfamillar Position

Last December music publishers filed suit against Universal Music Group, claiming that the company's FarmClub.corn online subscription service violated copyrights by not paying publishers for the use of their material. Universal holds that its existing agreements cover the service.

Interestingly enough, the record labels' arguments, in a petition to the U.S. Copyright Office, against paying additional publishing-rights fees sounded similar to those webcasters used when presenting their royaltyrate case against the labels: "To be compelling to consumers, a service must offer tens or hundreds of thousands of songs, in which rights may be owned by hundreds or thousands of publishers. No service provider is eager to embark on individual negotiations with all those publishers unless it is necessary."

Digital Media Association Exec. Director Jonathan Potter told Wired.com, "We find it exquisitely ironic that the recording industry tries to define the soundrecording license (the one it owns) as narrowly as it can for webcasters, but the publisher's license (the one


## A Light In The Darkness

These are dark days for streaming, so it's a treat to find a traditional broadcaster doing its thing on the web. MyStar Communications' Adult Contemporary WTPIFM/Indianapolis (www.wtpi.com) is indeed a broadcast outlet that's still available on the Internet.
Formatically, WTPI is probably a lot like the "soft rock" AC in your town. I heard Carole King, Stevie Nicks, John Mellencamp, Phil Collins and the like. Basically, after a song that might have appeal to 25-54-year-old females has successfully run its course at a format like CHR, Rock or Country (that is, it researches well with test groups and sold well at retail, yet isn't new anymore), it lands at this type of format. This format is not for the musically adventurous, but it's probably the most lucrative music radio format. These stations generally rack up significant TSL for a demo that's quite appealing to advertisers.


For some reason, there are two navigation menus on WTPI's site - a horizontal one across the top and a vertical one on the left. My first thought was that the lefthand menu would be specific to each area reached by clicking a button on the top menu, but that wasn't so. Maybe there's some organizational scheme here that escapes me, but my best guess is that there simply wasn't enough room for all the choices in one place, so the site's designer broke the navigation into two areas. The menus have different design styles, however, which implies that they somehow operate on different levels. It's a bit confusing.
Nevertheless, the site was easy enough to navigate and explore. The station and the site showcase all the onair personalities, not just the morning show (and that's quite a job - there are so many DJs at this station, it might drive cume by hiring half of its target audience). There are a couple of schools of thought on this. My theory is that if your station's personality is worth showcasing (and pity the radio professional who isn't), then do it. It adds to your brand and offers entertainment value to listeners that your competitors can't. This is especially important for an AC, the listeners of which most likely use the radio differently than, say, a hard-core jazz fan.'
But if you're going to do the personality thing, do it right. The problem isn't that the WTPI personalities are spotlighted or that they aren't interesting people. What's wrong is that whatever it is that makes them compelling or interesting isn't highlighted. All the jock photos look

Continued on Moxt Page

# RadioYoodoo Uses Technology To Let Your Audience 'Take Over' The Station 

This past week saw the introduction of a new product that can leverage the power of the internet and the telephone to give your audience another opportunity to interact with your radio station. Said product has already won over one high-profile fan, Alternative WBCN-FM/Boston PD Oedipus, who says, "RadioVoodoo is one of the most exciting radio programming concepts l've seen."

RadioVoodoo is a software solution that allows listeners, via the phone or web, to record and upload song requests, shoutouts, dedications and rants and to vote in song countdowns. The use of live or recorded phone callers on the air has long been seen as a powerful method of connecting personally with listeners and adding energy

and excitement to music programming' (especially that geared toward younger demos). It's a concept that's been around for years (Anyone remember WLS-AM/Chicago's "Boogie Check"?) and remains vital in the form of such programs as MTVs Total Request Live.

According to Radio Voodoo President/CEO J. Scott Hamilton, the product has been in development for nine months, with the past month spent in betatesting in . Albany on Urban WAJZ-FM and Atternatives WOBK-FM and WOBJ. The official launch is planned for this week, at WBCN-FM/Boston and KFSDFMSan Diego, with a national marketing campaign kicking off in June.

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## Demands Could Weigh

Continued from Page 16
it pays royalties on) as broadly as possible."
As evidenced, however, by its victories in Congress and the Copyright Office, the record industry can be a powerful lobbying force. The Recording Industry Association of America is a substantial political donor; according to an article from the trade site Webnoize, the RIAA donated about $\$ 466,000$ to both parties during the 2000 election cycle.

## What 1 All Means

What the publisher-record label squabble will mean for webcasters isn't clear at this point. But so far in its short existence, the online-radio industry has had to deal with a growing list of financial obstacles to its viability. While the general downtum of the economy (especially the online economy) and rising bandwidth costs for growing audiences are harsh realities, many webcasters feel they are being hijacked by the demands of copyright-holders.

Attomey Carey Ramos, representing music publishers, has commented, "The reality is that songwriters have been ignored - or taken for granted - in the debate over distributing music on the Internet. Some Internet companies and record labels want the music publishers to let them use their music for free, or else have the government step in to force the publishers to do so."

Traditional radio broadcasters have long paid publishing royalties to songwriters. When webcasting came along, it was understood that webcasters were likewise liable for these fees. Then came the demands for royalties by the record industry. It was the pressure of these obligations, as well as the financial demands of AFTRA (for the right to stream radio commercials featuring union talent), that compelled many major radio broadcasters to drop their streaming activity entirely last month. (Note that the AFTRA situation did not affect Internet-only streams.)

These mounting obligations, along with less-thanenthusiastic support from advertisers and audiences, left many webcasters wondering how the industry can possibly survive. And what happens it music publishers, using the argument that webcasting necessitates reproduction as well as performance fees, demand even higher royalties? With the possibility of even more fees on the horizon, the outlook for webcasters may be beyond bleak.

## Subseription Services Will Survive

The interactive-subscription service arena shouldn't have nearty the same struggle as webcasters. Consumers have spoken: They want music online. This is like watching a line of customers, money in hand, form on the sidewalk before the store's even buitt. When the service is property established and the interface is simple and convenient, the revenue will come.

Internet radio, for its part, is going to need more muscle in its corner. DiMA, the largest trade association, isn't an established or powerful-enough force, and the National Association of Broadcasters - with its abundance of lawmaker friends - was seemingly asleep at the switch when the RIAA convinced the Copyright Office that broadcasters must pay performance copyright fees for webcasts.

The NAB needs to recognize that its interests mirror those of pure webcasters more than they conflict with them, and it needs to throw its support behind all radio interests. Only with strong representation when decisions on issues such as royalty fees are made will webcasters be able to survive.

Miles Copeland, former IRS Records executive and current Ark21 Records CEO, insists that selling records isn't a hugely profitable business. It generates big revenues, for sure, but it also generates huge expenses and high risk. Fine. So set royalty rates for


Continued from Page 16
almost exactly alike (framing and composition), and all the jocks were asked to answer the same lame questions (when asked for their "tavorite songs" or "tavorite movies," most answered "Too many to mention").

Why not challenge the personalities and make them contribute some of their creativity? Listeners think radio personalities are larger than life, so why disappoint them? How about this: Have each personality write one paragraph about something that a listener would be interested to read, like the jock's favorite moment with a music celebrity, the most embarrassing or heartbreaking or thrilling moment in their broadcast career, the worst dues they've had to pay in their career or why a certain cause or charity is important to them. They could all be compelling stories. Things like this would serve to attach a human element to the station and brand again, things no competitor could do exactly the same way.
The site does have personality (and useful information) in its original editorial material, including its CD and movie reviews. Here's an opportunity to expand the station's value to the listeners and also give them the human element. Even if a certain listener thinks the weekend jock who panned the listener's favorite artist's new $C D$ is a blowhard know-nothing, the station has made a memorable impression. This will always benefit the station.
It's also quite nice to see a broadcaster making use of an Internet "side channel." WTPI offers a Smooth Jazz Intemet-only stream called "Nightbreeze." it's a way to offer something to the station's listeners whose tastes are closer to the fringe of WTPI's musical offerings and to hopefully prevent them from looking elsewhere. The role that the "tucked away on a weekend moming" specialty show has played for broadcast radio (WTPI does indeed have a Sunday-moming jazn show) can now be filled by an internet-only channel without interrupting normal programming.
One final thought: In the hour or so that I listened to the stream, we never heard any mention of the website. Granted, WTPI's listenership probably isn't the "wired generation," but when your station's site provides both value to the listener and an opportunity for the station to make another impression, you've got to push it.

- Paul Maloney
webcasting and on-demand streaming as a percentage of real profit. If a company is making money through the use of an artist's work, it should compensate the artist with a fair percentage of that profit, but the artist's cut shouldn't stand in the way of the business' success. When a business (and industry) succeeds, everyone should benefit. Maybe then everyone will work together to help ensure that success.


## RAIN EXCLUSIVE

# Cox Retums Some, But Not All, Station Streams To The 'Net 

## By Moliday Dimitr <br> For RAIN: Radio And Intemet Nowshether

 broadcasting companies, had retumed its streaming to the Internet. RAINs crack team of interns did some research of their own and found this to be only partially true.As of earlier this week RAIN could confirm that, from a small sampling of 21 Cox stations, only eight were streaming. "Listen" links at most of the remaining station sites led to the now-familiar "We are working with the numerous parties involved to resolve this situation" statement.

Contractual guarantees of higher payments for AFTRA talent and the resulting requests by advertisers that stations not stream certain radio ads caused many broadcast companies to abruptly pull down their stations' streams. Unwillingness to anger high-paying advertising clients (and uncertainty about their own liability for the hefty supplemental payments) has meant no streaming for hundreds of radio stations.

But it seems that at least some major broadcasters are returning to the Internet. The last few weeks have seen stations like WLS-AM/Chicago and WTOP-AMWashington, OC return to the 'Net. And with the reported return of Cox properties' streams, RAIN got on the case.

Whether or not any particular Cox station was streaming didn't seem to be dependent upon format. For instance, News/Talk stations might logically be expected to be returning to the Internet more quickly than music stations, since the uncertainty regarding music royalties isn't an issue for these outlets. But of the three Cox Talk properties we checked, only WSB-AM/Atlanta was streaming, while NewS/ Talk WOKV-AM and Sports/Talk WBWL-AM (both in Jacksonville) are still down.

Likewise, geography didn't seem to play a role. While the two aforementioned Jacksonville stations are silent on the 'Net, sister Jacksonville stations WAPE-FM \& WMXQ-FM are now streaming. In every instance that RAIN found a station to be streaming, it was through the StreamAudio system, which
presumably replaced (or at least eliminated) the AFTRA spots. (Cox Radio Interactive, the Intemet division of Cox Radio, announced an exclusive strategic business alliance with StreamAudio this past January.)
Station found to be streaming
WBTS-FM/Atlanta (CHR/Rhythmic)
WFOX-FMAAtlanta (Oldies)
WSB-AMAAtlanta (News/Talk)
WODL-FM/Birmingham (Oldies)
WAPE-FM/Jacksonville (CHR/Pop)
WRKA-FM/Louisville (Oldies)
WFJO-FM/Tampa (Rhythmic Oldies)
WDUV-FM/Tampa (B/EZ)
Stations nol streaming
WEZN-FM/Bridgeport, CT (AC)
WDPT-FM/Dayton ('80s)
WJMZ-FM/Greenville, SC (Urban)*
WHZT-FM/Greenville, SC (CHR/Rhythmic)**
KXME-FM/Honolulu (CHR/Rhythmic)
WOKV-AM/Jacksonville (News/Talk)
WMXO-FM JJacksonville ('80s)**
WBWL-AM/Jacksonville (Sports/Talk)
WSFR-FMLlouisville (Hot AC)**
KWEN-FM/Tulsa (Country)
KRAV-FM/Tulsa (AC)
KJSR-FMTulsa (Classic Rock)
KRTQ-FM/Tulsa (Active Rock)**
*Stream not yet operational
**RAIN unable to connect/stream silent

- Holiday Dmitri

Holiday Dmiltri is a freelance writer in Chicago. She received her bachetor's degree in 1999 from Northwestem University's Medill School of Joumalism. She is formerty Senior Assoc. Editor of Velocity magazine and Website Archive Editor of XLR8R magazine. This is her first piece for RAIN.

## Radio Voodoo

## Continued from Page 17

Listeners of affiliate radio stations (via telephone or the web, if they have a microphone for their PC ) call in and vote for their favorite songs they've heard on the station, voice their opinions, send greetings to friends, etc. The programming is then created by RadioVoodoo's staff of DJs and sound engineers and ends up being a two-hour mix of the top songs with the listener voice elements interspersed throughout the program.

The log of the show and listener drop-ins is presented to the affiliate via the web, where it can be edited or rearranged for total station control of the program. The result is a show, ideal for evenings or a midday lunch program, that can be positioned as "produced by the listeners, for the listeners."

Additionally, to drive cume for the show, RadioVoodoo sends ane-mail notificationto five "finalists" for every one onair opportunity on the show, letting them that know they might be on the show. So for a show with 60 on-air listener opportunities, 300 people would receive advance notice to listen. The idea here is that not only will these people make a special "listening appointment," they'll notify friends to tune in as well.

The company's board of directors includes the founder
and the former VP of the web-community company Tripod (Bo Peabody and Ethan Zuckerman, respectively), and AMFM Interactive founder Chartes Armstrong.

Hamilton says, "Of course I'm biased, but I think we've got the next big thing in radio with RadioVoodoo: a solution that properly leverages the web, the phone and the audience to produce must-hear radio with a built-in audience."

- Paul Maloney


## The Right To Royaliles?

Are record companies and publishers right to demand royalties for the use of their copyrights from Internet radio when they don't get them from
 other media? Can the webcasting industry handle these demands and remain a viable business? As always, we love to hear from you. E-mail your thoughts to us at feedback@kurthanson.com, and follow the issues with RAIN: Radio And Internet Newsletter at www.kurthanson.com.

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

## Net Chats

- On Tuesday (5/29), Babytace protege Jon B. tells you why last names are so much cooler when abbreviated, at 8pm ET, 5pm PT (www.yahoo.com).
- Also on Tuesday, hip-hop/R\&B singer Alicia Keys untocks some secrets at $8: 30 \mathrm{pm}$ ET, $5: 30 \mathrm{pm}$ PT (www.yahoo.com).
- Krystal reveals her secret identity as "Supergir"" this Tuesday ( $5 / 29$ ) at 7pm ET, 4pm PT (www. yahoo. com).
- On Wednesday (5/30), reggae popster Shaggy reiterates that he's not the cartoon character from Scooby Doo at 8pm ET, 5pm PT (www. yahoo.com).
- Also on Wednesday, Train keeps a rollin' right onto your computer screen at 7pm ET, 4pm PT (www. yahoo.com).
- The beautiful Irish lasses of The Corrs will leave you "Breathless" this Thursday (5/31) at 7pm ET, 4pm PT (www. yahoo.com).


## On The Web

- A 24-hour video webcast from country maverick Erlc Heatherly begins this Sunday (5/27) at 3pm ET, noon PT (www.hob.com).
- On Tuesday (5/20), a 24-hour webcast from Chitown pop punkers Lucky Boys Confusion begins at 3pm ET, noon PT (www.hob.com).
-Frank Correia


## IITHITHIIS

## Vivendi Universal Buys MP3.com

Vivendi Universal has purchased MP3.com for \$372 million. Universal plans to use MP3.com to power Duet, an Intemet music-distribution partnership between Universal and Sony that is scheduled to launch his summer. Vivendi, which battled MP3.com in court over copyright infringement when MP3's Internet "music locker" service included Universal artists, is paying $\$ 5$ for each share of the music-distribution service's stock, a premium on the issue's May 18 close of $\$ 3.01$. News of the merger drove MP3's stock up $61 \%$ on Monday, the day the deal was announced.

## EverStream Acquires AdAcoustics

Streaming programmer EverStream has purchased AdAcoustics and its parent company, The MusicBooth, which owns numerous patents for targeted advertising via cable, satellite, Internet and wireless networks. The deal expands Everstream's targeted-advertising reach from the Internet to cable and satellite broadcasting. Joining Everstream's board are AdAcoustics President Robert Woffe and AdAcoustics board member and former J. Walter Thompson Worldwide Chairman/CEO Burt Manning. Wolle will also serve as Exec. VP/ General Counsel for Everstream.

## Block The Ads, Kill The Site

The first time I heard "Be careful what you wish for: you just might get it" was in Willy Wonka and the Chocolate Factory, and it wasn't a warning, it was pleasant advice spoken gently to a little boy who did the right thing and actually got his wish
This past year the commercial Internet has fallen from grace with


David Lampewce business and the public
alike for some obvious and not so obvious reasons.

Take ad-blocking software.
At the very moment that software like WebWasher, PopupCleaner, Hiddensurf and Ad Buster hit the "Net, I felt that I had to sound an alarm. You'll get no argument from me that ads can be annoying, but they are the quid pro quo for free information. Kill those ads, and the inevitable result is that the free information dies too. Ya wanna pay subscription fees? I didn't think so. ya cheap bastard.
Even that is a sort of neutral. fact-based approach to the "end of the free 'Net as we know it" argument. As a broadcaster. I've become more militant about it. We've all become a bit too clever and smug for our own good when it comes to web ads. and it's going to be our undoing. To take the information for free and employ a method of deleting the advertising is at the very least disrespectful to the information source and the advertiser and at worst the death of the provision of that information.
And we're radio people: we should know better.

Don't want to take my word for it? Think I'm a raving lunatic who has somelow fallen in love with the banner ad? Check the archives at www:fuckedcompamy.com. Do a text search on "to supplement flagging ad sales revenues" on Yuhoo! News. A company going out of business is the ultimate example of my point. If we choose to use methods that make advertising less effective or, in the case of ad-blocking software, completely impotent, we are the architects of our own sorry, subscription-paying future.

Don't like ads? Fine. Ignore them. That's a choice you are entitled to make. But don't employ technology to prevent them from
 loading. You are slitting your own cheap throat. You are trading long-term health for a misguided present. And you'll get what you wish for: no ads. Because there will be no pages on which to place them.

Questions? Comments? david@netmasic conimtdown.com. or post to the Internet folder on the www:rmiline.com message board.

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

## Q-Chaft. If Indies Give Up

I had David Fagin, lead singer for The Rosenbergs, on my show for an interview this past week. The band have been featured as one of our 'Net Unknowns, and they've been plugging away at the concert circuit, doing what indie bands do best: gathering fans along the road, selling CDs and T-shirts and hoping for the best. Fagin sounded almost dejected and defeated when it came to the subject of radio airplay. "Nah, we'll never get on the corporately controlled playlists on stations," he said. "We're doing it one-toone with our fans, hoping that they share one-to-one with their friends." He was referring to the band's innovative promotion idea: placing two identical CDs in every package sold in stores in the
hopes that buyers will pass one along to their friends.
"How can we expect anything when the deals are now being made out in the open?" Fagin asked. "For $\$ 100,000$ you get an add. No money, no play...." His voice trailed off, a verbal sigh and shrug of the shoulders. Too bad. His band has an amazing sound that mixes as well with Nelly as it did with David Gray and Dido on the show. I hope it was just fatigue. If the great indie bands give up, throw in the towel and don't even try to influence the odd program director who will take a chance on a new song just because it is a hit and maybe spark others to do the same, we're all poorer for it.

- Dawid Lamence


## CHR/Pop

1 DADO No Angev "Thankyou"
2 JANET All for You/ "You"
3 LfFenouse No Name Face/"Hanging"
4 shacgy Hot ShoU "Angel"
5 LEMY KPAMIIZ Greatest Hits/"Again"

- COLDPLAY Paractutes/ Yellow
7 Destinrs chmld Survivor/ "Survivor"
- Melly Country Grammar/ "Ride"
9 MOMY Play/"Southside"
10 UNCLE KRACXEA Double Wide/ "Foliow"
11 CRAZY TOWN Gin Of Game/ "Buttertly"
12 NELLY FURTADO Whoa Nelly!/"Bird"
1613 JENNIFERLOPEZ J.Lo/"Play"
14 INCUBUS Make Yourseff/"Drive"
17 15 SCLUB $7 / /{ }^{\prime}$ Dream"
2016 MADONNA Music/"Girl"
1217 AEROSmITH Just Push Play/ "Jaded"
- 18 LIMP BIZKIT Chocolate Startish../"Way"
- 19 AGUILERA, LIL' KIM, MYA \& PINK Moulin Rouge/ "Lady 1520 K-CI\&JOJO X/"Crazy"


## Country

LW TW ARTIST COTTitle
1 TIm mCgraw Set This Circus Down/ "Grown"
2 BROOKS \& DUNN Steers \& Stripes/ "Nothing"
3 JESSICAANDREWS Wholam "Who"
4 DIXIE CHICKS FMI "Fall
5 FAITH HILL Breathe/ "Wings"
6 KENNY CHESNEY Greatest Hits/ "Happen"
7 LEANN RIMES I Need You/ "Do"
8 TRAVIS TRITT Down The Road $/ \mathrm{Go} /$ "Great"
9 SARA Evans Bom To Fly/"Ask"
10 GARY ALLAN Smoke Rings in The Dark/ "Right"
-11 LEE ANN wOMACK / Hope You Dance/ "Call"
12 ALAN JACKSDN When Somebody Loves You/"Somebody"
13 DIAMOND RIO One More Day/ "Day"
1614 TOBY KEITH How Do You Like Me Now/ "Kiss"
15 MONTGOMERY GENTRY Carrying On/"Change"
16 MARON TIPPIN People Like US/"People"
17 MARK MCGUINN Mark McGuinn/"Steven
18 GEORGE STRANT George Strait/"Anything"
19 BRAD PAISLEY Part IU "Two"

- 20 KEITH URBAN Keith Urban/"Blacktop," "Grace"


## Hot AC

LW TW ARTIST COTitle
1 DIDO No Angel/ "Thankyou"
2 LIFEHOUSE No Name Face/"Hanging"
3 U2 All Thal You Can'tleave Behind/"Beautiful." "Walk"
4 LENHY KRAVITZ Greatest Hits. "Again"
5 COLDPLAY Parachutes/"Yellow
6 InCUBUS Make Yourself/ "Drive"
7 CREED Human Clay/ "Arms"
8 NELCY FURTADO Whoa Nelly!/"Bird"
9 JANET All for You/ "YOU"
10 MOBY Play/"Southside"
11 DAVE MATTHEWS BAND Everyday/"Space"
12" TRAIN Drops of Jupiter/"Drops"
13 madonna Music/"Tell"
14 AEROSMITH Just Push Play/"Jaded"
15 UNCLE KRACKER Double Wide/"Follow"
16 VERTICAL HORIZON Everything You Want"Best"
17 FUEL Something Like Human/"Hemorrhage"
18 THE CORRS in Blue/ "Breathless"
19 DAVID GRAY White Ladder/ "Forgive"
20 LEE ANN WOMACK / Hope You Dance/"Dance?

## Urban

6 Destiwrs Child Survivor/"Survivor
7 R. KELLY TP.2.com/ "Fiesta"
- OUTMUST Stankonia/"Fresh"
- 112 Part/I/V"Peaches"
112 PartilV"Peaches"
10 Jill scort Who Is Jill Scort?/"Walk"
11 CASE Open Letter/"Missing"
1212 NELLY Country Grammar/ "Ride
1313 LUDACRIS Back For The First Time/ "Southern"
14 MISSY ELLIOTT Get Ur Freak On/"Freak"
15 TANK Force Ot Nature/ "Maybe"
16 GINUWINE The Lite/"There"
17 JAHEIM Ghetto Love/ "Could"
18 TYRESE 2000 Watts/ "Girls"
19 'KOFFEE BROWN Mars/Venus/"Party"
2020 JOE My Name is Joe/ "Stutter"

## Smooth Jazz

LW TW ARTIST CDTTite
11 SADE Lovers Rock "Sorrow," "Side"
22 RICK BRAUN Kisses in The Rain" "Rain
3 DAVE KOZ The Dance/ "Love"
4 KIRK WHALUM Unconditional" "Forever"
5 ERIC CLAPTON Reptile/ "Reptile
6 CHUCK LOEB in A Heartbeat/ "Notth"
7 RIPPINGTONS Lite in The Tropics/"Breeze"
8 NORMAN BROWN Celebration/"Paradise"
9 JEFFLORBER Kickin' ${ }^{2}$ "Snakebite
10 WaYman tisonle face To Face/ "Hide
1211 FOUR 80 EAST Nocturnal/ "Bumper"
12 JEFF KASHIWA Another Door Opens/ "World"
13 CRANG ChaQuico Panorama/ "Cafe"
14 michael LingTon Vivid/ "Sunset"
15 BOMa FIDE Royal Function/"Hip"
16 DAVID BENOIT Professional Dreamer/"Miles"
17 GEORGE BENSON Absolute Benson/"Medicine"
18 RICHARD ELLIOTT Chill Factor/ "Who?"
19 FREEDE RAVEL Freddie Ravel "Sunny"
1820 Jeff golus Dangerous Curves/ "Drop"

## Alternative

LW TW ARTIST CDTitle
11 INCUBUS Make Yourself/ "Drive"
22 LMMP bizkit Chocolate Startish../ "Way"
3 LIFEHOUSE No Name Face/"Hanging," "Sick"
4 U2 All That You Can't Leave Behind/"Elevation"
5 MOBY Play/"Southside
6 DAVE MATTHEWS BAND Everyday/ "Space"
7 LINKIN PARK Hybrid Theory/ "Crawling"
B COLDPLAY Parachutes/ "Shiver"
9 STAIND Break The Cycie/"Awhile"
10 3000RS DOWN Better Life/"Duck"
11 TRAIN Drops Of Jupiter/"Drops"
12 FUEL Something Like Human "innocent"
13 AMERICANHI-FIAmerican Hi-fi/"Flavor"
1114 PAPARQACH Intest/ "Angels"
1415 CRAZY TOWN The Gift Of The Game/ "Revolving," "Buttertly"
12 16 TANTRIC Tantric/ "Breakdown"

- 17 DAVIO GRAY White Ladder/ "Forgive"

18 R.E.M. ReveaV"Imitation"
19 DEPECHE MODE Exciter/"Dream"
1920 colo 13 Ways To Bleed/ "No"

## Kelly Becomes PD At WKDF/Mashville

R\&R Music Meeting Marketing Director Dave Kelly has been named PD of Citadel's Country


Kelly WKDF (Music City 103)/Nashville, effective June 4. He succeeds Wes McShay, who announced las month that he would be leaving the station when his conract expired al the end of June. McShay has left the station now that Kelly has been hired.
"I'm a huge believer in and supporter of R\&R's Music Meeting. so there wasn't much that would take me away from here," Kelly told R\&R. "But I look at this as a huge opportunity and look forward to working with |WKDF moming personalityl Carl P. Mayfield and [aftemoon driver] CC McCartney. Music City 103 is moving in a direction that's good not only for the station, but for the format."
Mayfield and McCartncy were both personalities at WSIX/Nashville when Kelly programmed that station between 1995-2000. Kelly spent the last 14 nonths with R\&R and was PD of WKCN/Columbus. GA before his move to Music City.

## Lebow

Continued from Page 1
company's radio division
Lebow will oversce Emmis' stations in Chicago. Denver. Indianapolis, St. Louis and Terre Haute. IN. He will remain based in Westport, CT and will also help Emmis Radio President Doyle Rose, as needed. with the company's properties in Los Angeles, New York and Phoenix.
"It's so good to have David back

## Top Honors For 'Breathe' Writer



The BMI Pop award is one of the highest honors that an artist can receive in the songwriting community. Songwriter Stephanie Bentley received one recently for her song "Breathe," recorded by Faith Hill, for Pop Song of the Year. Pictured with Bentley (r) are EMI Music Publishing Chairman/CEO (and BMI's Publisher of the Year) Martin Bandier and BMI PresidentCEO Frances Preston.

## WPLA/Jacksonville Makes Petibone PD

Clear Channel's Alternative WPLA/Jacksonville has filled its vacant PD position with Scott Petibone, currently PD of Alternalive sister WXSR/Tallahassee. FL. Petibonc will join 'PLA on July I to replace Rich Schmidt, who took over as PD of WXTB/Tampa three weeks ago (R\&R 4/13). Interestingly. Schmidt also came to WPLA from WXSR.
"Scott has successfully outperformed the Tallahassee market and will be a terrific asset to our great WPLA staff," said WPLA GM
in the company again." Rose commented. "As the radio division grew, and it was time to bring someone in to help me oversee the group, David was an obvious choice. Not only is David one of the brightest and best in the business, he understands the Emmis culture and our approach to radio." Lebow most recently served as Exec. VP/Western Region for

David Manning. "I would also like to thank Chumley for jumping in and taking care of all the programming duties for the past three weeks."
Petibone told R\&R, "I really ant excited I know all the people [at WPLA], and they're all really talented and cool. The competitive situation there doesn't seem as cutthroat as it is here. It gives me a chance to breathe a little and listen to what the station and the people are like and what I need to do once $\ddagger$ get there."

AMFM, which last year merged with Clear Channel Communications. In that position he oversaw AMFM's stations in L.A., San Francisco, Chicago, Denver, Phoc nix and Minncapolis. Before that he was COO for the AMFM Office of Product \& Strategy, and he has held positions with Arbitron, GAF Broadcasting and Chase Broadcasing.

## EXECUTIVE ACTION

## Nunn Named KOAI \& KRBV/Dallas Dir./Sales

Qhawn Nunn has joined Infinity's Smooth Jazz and CHR/Pop KOA1 $\&$ KRBV/Dallas as Director/Sales. He was most recently in a similar position at Clear Channel's crosstown KDMX \& KHKS. Nunn's resume also includes stints as GSM and LSM at KHKS and NSM at Infinity's former KYNG
"Shawn is the marquee sales manager in Dallas," KHVN, KOAI \& KRBV VP/GM Dave Presher commented. "His success at all levels - local, national and as Director/Sales - is exceptional. Shawn has experience in al facets of sales - agency, direct, nontraditional - and has exceptiona relationships with buyers and key sellers in the market
"Shawn joins an excellent team of sales managers in KHVN \& KOAI GSM J.R. Jackson and KRBV GSM Darrin Korzeniewski. We feel his knowledge of CHR and the 25-54 market will help the entire infinity cluster.

## Hansen

Continued from Page 3
love his knowledge and management skills."

Hansen's radio career began in Sacramento, where he was on-air at Progressive KSFM. From 1975-85 he worked at AOR KSJO/San Jose. first on-air as "Baby Leroy," then as the station ${ }^{\text {s }}$ PD for the last five years of his tenure.

In 1985 he joined EOR (Eclec-tic-Oriented Rock) KESI/San Antonio as OM and subsequently held a similar title at the then-nationally syndicated Wave Network in Chicago. He served as PD of heritage Smooth Jazz WNUA/Chicago from 1989 to 1996, when he succeeded the late Steve Feinstcin as

PD of KKSF/San Francisco. More recently, Hansen oversaw operations for Gross Communications Bend, OR cluster.

Hansen told R\&R. "I'm so jazzed that John Geary invited me to join KSSJ's staff, because it means the opportunity to continue the work of one of the best programmers in the country, Sieve Williams. I'm also looking forward to further collaborations with Allen Kepler and the Broadcast Architecture team. Northem Califormia was where I was borm and raised, where I met and married my wife and where most of my friends and family suill live, so it's especially sweet to return to the area to do what I love doing most."

Lebow told R\&R that the real story isn't his appointment, it's the overall growth Emmis has seen in recent years. "The story is really about [PresidenUCEO] Jeff Smulyan, Doyle, |Exec. VP/Programming] Rick Cummings and the employees at Emmis," he says. "I'm just the guy they've decided to bring in to help oversee the results of much of that growth."

When asked why he decided to
return to Emmis, Lebow commented. "I loved working with Emmis. It was a great experience and I've always had a great respect for Emmis. I took off for a year. evaluated what I wanted to be doing and where I wanted to do it and decided that Emmis is a great fit. Emmis has grown tremendously over the past several years, and that growth dictated that someone come in and help Doyle and Rick."


## Clow Channol

Continued Irom Page 1
"It's exciting to give great people the opportunity to do more and leverage their abilities across our cluster," Krampf commented. "Michael is one of the finest PDs in the country and is deserving of his great opportunity."
Clear Channel VP/Programming, Western Operations Steve

Smith said of Martin's promotion, "Michael's track record in the San Francisco Bay Area is phenomenal. His talent, focus and drive are incredible assets to the company."
In related news, KMEL \& KKSF Marketing Director Katie Eyerly has been elevated tó Group Marketing Director for the San Francisco cluster. KMEL also names Mariama Snider MD.

## Convention

Conlinued from Page
the Music" and continuing through the '70s with other smashes, in cluding "China Grove," "Black Water," "Taking it to the Streets" and "What a Fool Believes," The Doobie Brothers were a staple on both CHR and Rock radio. They broke up in 1982 but reunited oc casionally for special concert appearances. The group has reunited once more and are currently signed to WEA-distributed Pyramid Records. They will perform at the AC luncheon on Friday, June 15.
Also on Friday, CNN personal
ity Larry King will host a special edition of Larry King Live at a CHR session. His guest? Veteran KIIS/Los Angeles and syndicated personality Rick Dees.
On Saturday, June 16, R\&R's annual Alternative Rate-A-Record will include a guest appearance by Jane's Addiction and ex-Red Hot Chili Peppers guitarist Dave Navarro. He will be joined by a panel of influential radio programmers as they rate a variety of new releases.

These new events join an all-star lineup of keynote speakers, important industry addresses and topflight entertainment already an-

## CHRONICLE

Bintus
U2 frontman Bono, wife Ali, a son, May 21.

WROXWashington morning tar ent dack Diamond, wife Lisa, son Connor Lennon, May 13.
Warner Bros. Dir National Promotion Dave Lombardl, wife Kolloy, son Dante Vincent, May 10.

Metallica drummer Lars Ulitch, wite Skylar, son Layne, May 6.
nounced for R\&R Convention 2001, including an address by the 42nd President of the United States Bill Clinton. The agenda also includes appearances by Rev. Dr. Al Sharpton, a number of kadio industry group heads, record produce David Foster, former MTV VJ Nina Blackwood and researcher Larry Rosin. Performances confirmed thus far include Stevie Nicks Shelby Lynne, Sophie B. Hawkins, The Guess Who and Nikka Costa.

## FEC

Continued from Page 3 needs a broad understanding of public policy, including "how to anticipate the consequences govemment actions may have on consumers and the economy."
Copps, the lone Democrat, told the committee that his 15 years of experience working on Capitol Hill for Sen. Emest Hollings instilled in him a "deep and lasting loyalty to the legislative branch of our government" and said his desire to have a meaningful relationship with Capitol Hill "comes not just from my brains, but from my bones." "I cannot imagine being
effective in this job without having a focused, ongoing and cooperative relationship with all of you," he continued. "It's always politic to talk cooperation, but I just don't believe this country can accomplish what it needs to accomplish in telecommunications or anything else without this kind of open communication."

The nominees' time in the hot seat was short, especially compared to what Powell endured. His continuing as FCC Chairman is also up for a vote, and committee members were much more critical of him than they had been of the other nominees.

|  | Totel Prays |
| :---: | :---: |
| MROW CARTER Bounce | 69 |
| A*TEEMS Bouncing Off The Coiling (Upside Down) | 65 |
| DEsTIWr's CmID Survior | 65 |
| 3uW No More (Baby l'ma Do Right) | 64 |
| meliy furindo lim like A Bird | 64 |
| EMcestriett cors the Call | 63 |
| MMrom Carien that's How I Beat Shaq | 63 |
| 'W 8vic Bye Bye Bye | 57 |
| 'M 8YM'C Pop | 55 |
| Leslie caiter like, Wow | 34 |
| Effrel os Blue (Da Ba Dee) | 34 |
| Driamm This is Me | 33 |
| Dicam he Loves U Not | 33 |
| CAMA mex Who Let The Dogs Out | 32 |
| ERILIEY SPEARS Stronger | 32 |
| 'W svic lits Gonna Be Me | 28 |
| ERTINEY SPEATB Lucky | 26 |
| O-TOWN AN Or Nothing | 26 |
| smash mouth all Star | 26 |
| HMMPTOW TIEE HMMPSTER The Hampsterdance 2 | 25 |

Powell answered questions on familiar topics, including the rapid pace of consolidation in the broadcasting industry. Sen. Ron Wyden comered Powell on the possibility of just a few companies controlling most of the nation's media, pointing specifically to the FCC's recent approval of Viacom's effort to own two TV networks, and asked if it troubled Powell that such "radical concentration" might happen on his watch.

Powell fired back. "It troubles me that it's ascribed to me before we've done anything. Many of the scenarios you postulate would violate the antitrust laws of the United States. Antitrust would not allow that to occur."

Powell said he has genuine concerns about consolidation but that it's "healthy" for the FCC to review rules such as ownership caps to ensure that the rules are still necessary.

The Senale Commerce Commit tee was scheduled to vote on the nominations Thursday, then send the nominations to the Senate for a final vote.

- Joe Howard


## 717

Continued from Page 3
in that niche market is great. KLNA will become the only commercia Contemporary Christian music station serving the Sacramento area."

Besides KFIA. Salem owns conservative Talk KTKZ in Sacramento. The company anticipates closing the purchase of KLNA during the first half of this year.

Salem also announced last week that it is acquiring KBZS-AM/Palo Alto (San Francisco), CA for $\$ 9$ million from In Radio License LLC and WVBB-AM/Richmond for $\$ 735,000$ from Cox Radio (see Transactions, Page 6). The two sta tions will eventually launch Talk formats.


## Howert

Continued from Page 3
last year (R\&R 2/25/00) Howard was asked if he'd ever fell pressure from the gay community to use the pair's radio show as a way to advance gay-related issues. He replied, "Absolutely, but I also think that just about anyone who is on the radio has the same kind of pressures from their own peer groups. To succeed, we have to appeal to a majority of listeners who are available, and the majority of listeners out there aren't gay."

Howard was also an accomplished stage and screen writer, children's novelist. music video director and features author.
Although Karel \& Andrew had been off the air and on vacation for the past few weeks (following a recent lineup shufile at KFI that saw John \& Ken return to afternoon drive on the station), they were reportedly set to return to the air on co-owned KLAC early next month. Details of funeral arrangements for Howard were not available at press time.

# DATEBODK 

## MONDAY, JUNE 4

National Frozen Yoguri Day
1919/The 19th Amendment to the Constitution, guaranteeing women the right to vote, is passed by Congress.
1942/The Battle of Midway begins.
1978/Actor Robin Williams weds actress Valerie Velardi. They dis vorce 10 years later.
Born: Df. Ruth Westheimer 1928, Angelina Jolie 1975

1967/ The Monkees picks up the Emmy award for Outstanding Comedy Series
2000/Eminem is arrested on weapons charges outside a Detroit nightclub. The rapper is accused of pulling an unloaded gun on his wife and a male friend, who were kissing in the club's parking lot. Eminem is also charged with threatening the friend's life.
Borm: Freddy Fender 1937, Wiehelle Philips (ex-Mamas \& Papas) 1944

## TUESDAY, JUNE 5

National Gingerbread Day
1967/ New franchises in the NHL are awarded to the Minnesota North Stars, the California Golden Seals and the Los Angeles Kings. The Seals are now extinct. and the Stars shine bright deep in the heart of Texas - Dallas.


Hockey comes to L.A.
1968/Presidential candidate Senator Roberl F. Kennedy is shot by Sirhan Sirhan. Kennedy dies the next morning.
1993/In the Somalian capital of Mogadishu, 24 Pakistani U.N. peacekeepers are ambushed and massacred while inspecting a weapons storage site.
1999/Actor Ryan Phillippe weds actress Rease Witherspoon.
Born: Mart Wahleerg 1971

1959/Bob Zimmerman graduates from Hibbing High School in Minnesota. The aspiring folkie is performing at coffeehouses under a new name, Boh Dylan, by the end of the year.
1977/Alice Cooper's pet snake Veronica, also featured in his stage show, dies after being bitten by a rat that was intended to be her dinner.
1993/Country Iegend Conmay Twitty, 59, dies of an abdominal aneurysm in a Branson, MO hospital. Twitty took the No. 1 spot on the Country chart 40 times over his long career.
Born: Don Reid (The Statlers) 1945, Nicko Metirain (Iron Maiden) 1954

## WEDNESDAY JUNE 6

1844/The first YMCA is officially foundad, in London.
1932/The first gascline tax levied by Congress is enacted.
1933/In Canden, MJ, the first dive-in movis thanter opens.
1972/The ABC-TV nixw magaine 20 20 dabets.

Born: Robert Englund 1949, Sandra Bernhard 1955

## In Music History

1971/Gladys Knight \& The Pips make their last TV appearance together, on the final airing of The Ed Sullivan Show. Knight goes on to have several Pipsfree hits.
1989/Chrissie Hynde tells U.K. reporters that her contribution to a better environment is "firebombing McDonald's restaurants." Three days later a gasoline bomb goes off in a London McDonald's, leading to a police investigation of whether Hynde's remark led to the attack. Born: Gary "U.S." Bonds 1939

## THURSDAY, JUNE 7

National Chocolate Ice Cream Day 1955/ The \$64, 000 Question, a sum mer replacement show, premieres. The first show becomes the most watched and talked-about program on TV.
1965/Sony Corporation unveils its consumer home videotape recorder. The price tag: \$995.
1976/ The NBC Nightly News makes its debut.
Born:Liam Neeson 1952. Mick "ManKind" Foley 1965, Anna Kournikova 1981

## In Music History

1993/After years of squabbles over location and design, ground is broken for the Rock and Roll Hall of Fame in Cleveland
2000/Eminem goes to court for the first of many times on June 4's weapons charges. He pleads not guilty.
Born: Tom Jones 1940, Gordon Gano (Violent Femmes) 1963

## FRIDAY, JUNE 8

National Jelly-Filled Doughnut Day
1786/Ice cream is manufactured commercially for the first time, in New York City
1968/James Earl Ray is arrested in London and charged with the assassination of Martin Luther King Jr.
1969/U.S. troops begin their withdrawal from Vietnam.
Born: Barbara Bush 1925, Joan Rivers 1933, Keenen Ivery Wayans 1958

1974/Keyboardist Rick Wateman leaves Yes for the first time. He stays gone until '76 and has been in and out of the group several times since.
2000/Sinead D'Conabr announces that she is a lesbian in an interview with Curve magazine. Also ... Bruce Springstean's "American Skin (41 Shots)," about the police shooting of Amadou Diallo, inspires the New York City Police Benevolent Associa tion to request that its members boycott The Boss' upcoming $\mathbf{1 0}$ shows in the city.


Nomant moman.

Born: Nancy Sinatra 1940, Boz Scaggs 1944; Rob Pilatus (exMilli Vanilli) 1965-1998

## SATURDAY, JUNE 9

1534/French navigator Jacques Cartier becomes the first European explorer to discover the St. Lawrence River, in presentday Quebec, Canada.
1934/The Disney cartoon character Donald Duck makes his debut as a bit player in the film The Wise Little Hen.
Born: Dick Vitale 1939, Michael J. Fox 1961, Johnay Depp 1963, Natalie Portman 1981

## 1969/Guitarist Brian Jones leaves

 The Rolling Stones to start his own band. He's found dead in his swimming pool less than a month later.1994/TLC's Lisa "Left Eye" Lopes sets fire to the home of her boyfriend, Atlanta Falcons receiver Andre Rison. She later pleads guilty to arson and is sentenced to time in a halfway house and probation
Born: Cole Porter 1892-1964, Les Paul 1915, Jon Lord (Deep Purple) 1941

## SUNDAY, JUNE 10

## National Yo-Yo Day

1692/In the Massachusetts Bay colony of Salem Village, Bridget Bishop, the first colonist to be tried in the Salem witch trials, is hanged after being found guilty of practicing witcheraft.
1935/In New York, Alcoholics Anonymous is founded. Today there are more than 80,000 local groups in the U.S., with an estimated membership of nearly 2 million.
1940/After two months of resistance, Norway surrenders to Nazi Germany.
Born: Judy Garland 1922-1969, Elizabeth Hurlay 1965, Leelee Sobieski 1982 in mencie Inutury
1940/Harlem, NY's famous Cotton Club closes for good.
1966/The Beatles' "Rain." the first record known to have used reversed tape to achieve a musical effect, is released. Countless artists have since been accused of using backward tapes to add sinister subliminal messages to their songs.
1990/2 Live Crew's Luther Campbell and Chris Won Wong are arrested in Florida for performing songs from As Nasty as They Wanna Be, which had been judged obscene by a Florida court the week before.


Epined in tho USA

## J. Lo Video Brouhaha Brewing

$1 /$ ho says "love don't cost a thingn? Jennifer Lopez is finding out how much it does cost. Fans who can't get enough of the singer-actress on the airwaves and on the big screen may soon get, in cyberspace and on store shelves, a lot more than just an eyeful of the star, and Lopez is in a court battle to keep it from happening.
What's all this about? According to the Star, a videotape of J. Lo doing the nasty with an old boyfriend (no, it's not P. Diddy) has apparently found its way into the hands of imprisoned rap mogul Marion "Suge" Knight. The 'zine says Lopez's old boyfriend sold the video to Knight, who apparently plans to market the video on the internet.
Entertainment Weekly says Knight plans to release another racy video of J. Lo this summer, called Suge Knight's The Real Story: Down Low With J. Lo and P. Diddy, described as "an uncensored 're-enacted' look into the stormy relationship between music's Bad Boy and girl." The zine reports that J. Lo's lawyers filed a lawsuit May 11 to block the distribution of any unauthorized sex video.
P. Diddy's ex-galpal tops the list of FHM magazine's "100 Sexiest Women Alive." Britney Spears is third, Christina Aguilera is ninth, Destiny's Child's Beyonce Knowles is No. 74, and Mandy Moore is No. 94.

## Love Of Anether Kind

R.E.M. frontman Michael Stipe outs himself in Time, telling the 'zine that he's been "in a relationship with an amazing man" for about three years and describing himself as a "queer artist." Stipe avoided questions about his sexuality in the past, the 'zine says, but he's now more comiortable talking about it. Why? "I was being made to be a coward about it, rather than someone who fett like it really was a very private thing," he answers.
Olivia Mewton-John wants to set the record straight: She's not a lesbian! According to the Globe, rumors about her sexuality arose as a result of an innocent remark she made during an appearance on The Tonight Show With Johnny Carson in the 1970s. The singer says that when Carson asked her if she had more girffriends or boyfriends, it said girlifiends. Which is true. I have a lot of girlfriends - Jemale friends." Carson responded, she says, with one of his "only-Johnny-could-do-eye-brow-raise kind of things," which, the recalts, went right over her head. Peopla may have gotien the wrong meseage ebout her sexuality as a reouth, the singor foers.


HAPPY BIRTHDAY, $8 O B$ -Singer-songwriter Bob Dydan turns 60 this month, and the 'zines offer their take on the big event. Rolling Stone includes birthday greetings from such artists as Bono. Don Henley, Tom Petty and Joni Mitchell, and Entertainment Weokly reflects humorously on what the music world would have been like without him.

LeAnn Rimes' message to her father, Wilbur Rimes, during her appearance recently at the Academy of Country Music Awards did not leave room for misinterpretation - it was loud and clear. The singer wore a custom-made tank top emblazoned with dollar signs and the word "Daddy" as a dig at her father, whom she's suing for millions of dollars, and she also performed a song poking fun at him. (Us Weekly)

## Reyshys Of The Nerd

Weezer's Rivers Cuomo tells Rolling Stone that he's not bothered anymore when his band's music is labeled "geek rock." "lt used to really piss me off, but that was because when we first came out, I had the wrong impression of what we actually were," he says. "I mean, I thought of us as this dreadfully serious, important rock band, and I thought that for once in my life I had finally overcome my geeky self. And as soon as the spotlight hit us, everyone said, 'Hey, they're a bunch of geeks,' and it felt really disappointing. 'Wow, I'm finally a star,' I thought, 'but I'm just a bigger geek than ever. More people are aware now of how geaky l am."'

## 

Lifehouse frontman Jason Wade is reluctant to define his band in strictly religious terms. He tells Rolling Stone, "I don't even like the word 'religion.' My music is spiritually based, but we don't want to be labeled a 'Christian band,' because all of a sudden people's walls come up, and they won't listen to your music and what you have to say. I think we have a positive message of hope. We're not trying to blatantly preach. It all comes down to love."

- Breverth Ovnmen


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L＇MOSupenwortar
Drean mis ime
MCUBUS Dime
LIFEHOUSE Handing By A Moment
FATBOY SLIIM Weapon Or Chocice
sulva Your Disease
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EWFOUND GLOFY HimOTMES
6 Heres to me Nignt
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IYFurncormLbABiry
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nerecte mioc Oremon
Ewu AMO Mrow from My Head To My himen


## VIDEO PLAYLIST

PAC 1／AL Until The End Of Time
FEIGWEN STEFANi Let Me Blow Ya Mind
112 Peaches And Cream
musio soulchilo love
R．KELIY IJAY－Z Rrsta
TANK Maybe 1 Deserve
TYNK Maybe I Deserve
CASE Missing You
SUNSHINE ANDERSON Heard lit Al Before
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## RAP CITY

## erick sermmon music

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JA RULE IAIL MOICTY
FOX BROWL Let＇s Get Dinty
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## Adds


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## Rap Adds：

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Jaheim Just in Case
ALICLA KEYS Fallin＂
Rock Adds：
OHOWMIMG POOL Bodes
MARALYW MUNSON The Nobodies
UNION UMOERGROUWD Revolution Man


TOP TEN SHOWS
MAY 14－20
Fownandimo
（BaOminion hourthaks）
1 ER
2 Fitencte
3 Luw \＆Order
4 Moet Wing
5 Wura Grace
6 CSI
7 Everybody Loves Raymond
8 Who Wints To Be A
Mulllonaire（Tresciay）
9 Move（Sunday）
Like Mother，Like Son
10 Frasior
Adtres 16－34

## 1 Pitancle

$2 E R$
3 W管 Grace
4 The Sinpeons
5 anicolinin 7 ho Muddis
6 Xfities
7 Law 8 Order
8 Aly McBaal
9 The Simpeons（7：30pm）
10 That 70s Show

Source：Nieksen Media Research

## COMING NEXT WEEK

Tube Tops
Christina Aguilera，Anastasia，
Aqua，Backstreet Boys，Enya，
Lera Fabian，Nelly Furtado，Ricky
Martin，Nelly，Shaggy，Rod
Stowart and Vengaboys perform
trom Monte Carlo when ABC pre－
sents The World Music Awards，co－
hosted by Staqo（Monday， $5 / 28$ ，
9pm）．

9pm）．

## Senturday ${ }^{2}$ 有

－Avant．It＇s Showtime at the Apollo（check local listings for lime and chamel）．
DTungerat
－Blum Traveler，Batind the Mur sic（VH1，9pm）．


3LW
－Shaggy，3LW and Vkamin C per－ form from Orlando on the FOX Fem－ ity Channel＇s From Row Center Me morial Day special（5pm）．
－Bee cees in Concert，from their March 1999 pertormance in Sydney， Australia premieres on the FOX Fam－ ily Channel（ 8 pmm ）．

## Tweselay 5120

－Loveline＇s Dr．Drew guest－stars on The Test，a new nightily series on FX（11pm）．

## Find hernach $\mathrm{TB}_{2}$

－Backstreet Boys：Larger Than Lhe，the groups first network apeciel， debuts on CBS and features clips from their recent concerts at LA．＇s Staples Center and behind－the－ scenes totage（8pm）．

## Thureday 63

－AFI Lie Achivement Amart：A

## Tribute to Berbre Strelsand airs on

 FOX and incuides a pertormance by Leurm Froet（8pm）．－Shelle E，The Test
－Mull Gidiow
Al＇show＇times are ETPT unless otherwise noted：sublract one hour for CT．
Check listings for showings in the Mountain time zone．Allistings subject to chenge．

## MISSY ELLIOTT Get Ur Friak On

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Evelgwen Stefanilet Me Blow Ya Mind
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CRAG DAVID Fill Me In
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SUM 41 fat Lip
SUNSHINE ANDERSON Heard ItAM Betore
DEPECHE MODE Dream On TANTRIC Brealdown new founo clory hit ormss STELA SOLELL Kiss Kiss CTTY Hich What Would You Do？ alifm ant fation moves


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NELY Fide Wil Me
ALIYAH We Need A Resolution
OUTKASI SO Fresh，So Clean
FATBOY SLIM Weapon OI Chcice
OURS Sometmes
SADE King OTSOrrow

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BOX OFFICE TOTALS May 18－20

| BOX OFFICE TOTALS |  |
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| May 18－20 |  |
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| DreamWorks＊ | （\＄42．38） |
| 2 The Mummy Returns | \＄20．43 |
| Universal | （\＄146．45） |
| 3 A Knight＇s 7ale | \＄10．40 |
| Sony | （\＄31．87） |
| 4 Angel Eyes | \＄9．22 |
| WB＊ | （\＄9．22） |
| 5 Bridget Jones＇s Diery | y $\quad \mathbf{3} .73$ |
| Miramax | （\＄56．53） |
| 6 Along Came A Splder | r $\$ 2.35$ |
| Paramount | （\＄67．65） |
| 7 Driven | \＄1．82 |
| WB | （\＄29．02） |
| 8 Blow | \＄1．40 |
| New Line | （\＄49．56） |
| 9 Spy Kids | \＄1．29 |
| Miramax（ | （\＄103．54） |
| 10 Memento | \＄1．28 |
| Newmarket | （\＄11．99） |

## －First week in release

All figures in millions
Source：ACNietsen EDI

COMING ATTRACTIONS： This week＇s openers include Pearl Harbor，starring Ben Affleck，Kate Beckinsale and Cuba Gooding Jr．The fitm＇s Hot hwoodWerner Ecoe．sound－ track contains Fumh Himis＂There Youll Be，＂along with a score by Mane Zinmer．
－dilie cidiow


CURRENT RELEASES

－MADONNA：WHAT IT FEELS LUKE FOR A GIRL（Warner Re－ prise）
This DVD single－which was directed by Madonna＇s husband， Guy Ritchie－features Ma－ donna＂in a series of situations not usually associated with the female experience，＂Warner Reprise＇s press release states． Those situations include stealing a car and blowing up a gas sta－ tion，and Madonna says she hopes the video－which was banned by MTV and VH1－will ＂make people ask questions and open dialogues．＂
 － ．


## Point-Counterpoint

## $\square$ Allred and Taylor debate the issues from both sides

Iake two talk hosts who are diametrically opposed on virtually every issue, and what do you get? A daily dose of hand-to-hand combat where, in the end, the two warriors shake hands and go out for a friendly cup of coffee together.

At least that's the way it seems to work with KABCRLos Angeles midday hosts Gloria Allred and Mark Taylor. The dueling duo take to their


Glorte Alfrod and Mark Taylor
respective microphones - hers on the left. his on the right - for two hours of spirited conversation and passionate disagreement each weekday aftemoon, offering nearly everyone somebody with whom they can disagree.
Not every Talk station has embraced the idea of shows thal feature both the left and right points of view. but Allred and Taylor is the poster child for the genre. The show not only presents the liberal vs. conserva-
tive point of view on political issues, it also addresses the "Mars and Venus" perspective on a whole variety of life issues.

## An Idea Whose Time Had Come

The concept of pairing Altred with Taylor had been kicking around the halls of KABC for some time, but the final decision to make it happen came about a little over six months ago when PD Erik Braverman decided that it was an idea whose time had come.
"I had wanted to pair Gloria, a hand-edged liberal, with a conservative voice," says Braverman. "But I knew that we wanted that voice to belong to someone who was a little more laid back and who was also a real radio professional. Mark is a radio guy. Although he's been on L.A. radio for more than 20 years, Talk radio is still a fairly new thing to him. He is terrific with formatics, and he is very well-informed on the issues. His conservative perspective combined with his mellow approach balances the program and tempers Gloria's more aggressive style."
Braverman is also clear on why he
thinks the duo's point-counteppoint style is right for their early afternoon time slor. "I decided to put them on from I-3pm because they are the only talk show addressing the issues of the day at that time in a balanced way," he says. "KFI and KLSX are not even doing issues-oriented talk, and KRLA is doing hard-core conservative talk." How does he feel about the show now that it's been on the air for several months? "I couldn't be more pleased with the progress of Allred and Taylor after just six months together on the air," he says. "The numbers speak for themselves in their daypart. They are up in all dem-

## II really believe that what we are doing is what listeners want today. I think it's the future of Talk ratio."

Mark Taylor
"Sure, we try to pitch each other on topics that we know will really push the other one's buttons once we get on the air. I like to make him go crazy."

Gloria Allred
os across the board, book-to-book and year-lo-year, and I am thrilled."

## Day And Night

Allred and Taylor's differences are evident just by reading their resumes. Allred, a practicing attorney, television personality and longtime KABC talk host, was born and raised on the East Coast, where she attended the University of Pennsylvania and New York University before heading West to get her law degree from L.A.'s Loyola University School of Law. She is well-known for her pioneering legal work on behalf of women's rights and the rights of minorities.
An unabashed liberal. Allred was named one of the 30 most-powerful people in Los Angeles by Los Angeles magazine and one of America's 25 most-important radio talk show hosts by USA Today. Currently serving as President of the Women's Equal Rights Legal Defense and Education Fund, Allred has been called by Time magazine "one of the nation's most-effective advocates of family rights and feminist causes."

The show's conservative voice, Taylor, grew up in the little town of Nacogdoches. TX. He attended Texas A\&M University, where he studied for a career as a veterinarian. 'That's probably why he is such an animal today!" quips Allred. Somewhere along the way, however, Taylor was bitten by the radio bug and ended up as a DJ in Houston, San

Antonio and San Francisco before landing in L.A., where he has been an on-air fixture in the market since 1977.

Following stints at then music-formatted KF1-AM. KBIG-FM and the Westwood One Radio Networks, Taylor arived at KABC in December of 1998 , hosting weekends and fillins prior to his pairing with Allred late last year. The father of four sons. Taylor offers a laid-back style as an antidote to Allred's brash and in-your-face attitude.
Although the two agree on virtually nothing, listeners can quickly hear that there is mutual respect and admiration between them. "The real secret to their success is the fact that they really like each other and respect each other on and off the air," says Braverman. "Their on-air chemistry is very real."

## In The Beginning

The first time Allred and Taylor worked together, Taylor already had a partner, with whom he was co-hosting a weekend show at KABC. "The PD at the time, Drew Hayes, suggested adding Gloria to the show to see what we would sound like together." Taylor recalls. "Although having three of us on together didn't really click, when it was over, I felt that Gloria and I really had some good chemistry logether.

Continued on Page 26
 "I specialize in one thing: Increasing billing at radio stations in the United States."

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" had to borrow from my 401K just to pay the mortgage."


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LDE 2-5 PMET REFEEDS VAILABLE 24 MRS/7DAYS
THE
 SHOW "Where life happens; calleraficer caller_"

## Point-Counterpoint

Continued from Page 24
"Erik Braverman, who was Assistant PD at that time, apparently made the same note to himself, because about a year and a half later, after he became PD. he said the wanted Gloria and $I$ to try hosting a show together again. I think we all felt that the second time around was even better than our first effort had been."

Given the fact that Allred also hosted her own weekend show at
"We really do like each other, so we don't get personal, and we don't get ugly."
Mark Taylor

KABC, the logical question is why such a strong and opinionated host would want to trade her solo slot to become part of a team. "Frankly,
management thought it was a good idea." Allred laughs. "Thai's the honest answer. But I decided to trust their judgment and said. 'OK. let's give this a try.'
"I found that I really enjoyed being on the air with Mark. He's a very casy guy to get along with. he has a great sense of humor, and he has some very strong opinions along with his conservative political views. After trying it out a few times, I knew we had something good going together that was entertaining. To me, that was one of the most important issues: Was this good radio enterainment? I think it is, as well as being a fresh opportunity to get my views out there in a way that is different from what I had been doing on the radio."
Taylor agrees, saying that he feels that part of the reason the show works is because listeners are getting to know Allred in a whole new way. "The chemistry that we have together brings out parts of her personality that people really may not have heard from Gloria before." he says. "Gloria is someone who has always been involved in really hard-edged political stuff, so I don't think people have ever really thought of her as someone
with a lot of warmth and a really great sense of humor. She's. really a very funny and warm person."

## Not All Politics

Allred says that despite her cohost's appreciated praise, people shouldn't mistake the feisty legal crusader for being some sort of teddy bear. "Trust me, we can turn on each other in a nanosecond," she jokes. "Back in the fall, during the election, we had some very heated debates. Now, although we do still talk politics, we also talk about lots of other subjects too."
"That's truc," Taylor interjects. "We don't just talk left vs. right political issues. For example, one aftemoon recently we were talking about fake erect nipples for women. I think that particular show may have generated more comments than almost any other show we have done together yel."

And what point of view did Allned take on that burning issue? "I think I took the 'Fifth' on whether or not I had ever used them myself," she says.

Taylor describes the duo's on-air repartee as being a little like a soap opera. "Some people tune in just to hear how we're getting along." he


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HI AM with a 4.0 Share!


## "Some days you can tell that we are really getting along, and other days it's a little more edgy. We do get testy and cranky with each other."

## Mark Taylor

says. "Some days you can tell that we are really getting along, and other days it's a litule more edgy. We do get testy and cranky with each other. It changes daily, and I think listeners are definitely becoming more and more aware of that."

Using the marital analogy, Alired adds, "It's kind of like a married couple who like each other but who also disagree with each other a lot of the time. We are definitely not white bread. We both have strong opinions, and we aren't afraid to go after each other when we disagree - which is most of the time.

Taylor believes that their chemistry works because neither knows exactly what the other will say once they open the microphone. "We never talk about our positions on a topic before we goon the air," he says. "So if we end up agreeing on something every now and then, it's really an honest thing. We plan what we're going to talk aboun on a given day, but we don't talk ahout onr responses to those topics in advance."

Allred agrees, saying. "That's what makes the show interesting for us and for the listeners. We both throw out topics, and our producer will suggest ideas for topics to discuss. We say. 'Let's go with this one and that one.' and then we walk away until it's time to do the show together. Sure, we try to pitch each other on topics that we know will really push the other one's buttons once we get on the air. I like to make him go crazy."

## So What's New?

The old point-counterpoint concept has been around for years, and it's a mainstay of cable TV news these days. So what's different about Allred and Taylor, in the hosts' opinions? "First of all, whenever you see most of those point-counterpoint shows on TV, it's usually two white males." Allred points out. "I don't know about you, but I don't call that diversity. We're conservative and liberal. but we're also mate and female. That's one big difference."

Taylor suggests that they"re updating the concept with a new approach. "I don't see many stations doing this style of show today, plus I think we ane doing it in a different way," he says. "The original formula was two people with their established positions sitting
down and having an established debate. We go in, on the other hand, with whatever position we happen to have on a given issue. I don't always have to be the conservative Republican. I happen to agree with legalizing drugs. That doesn't fit the profile, but that's OK if that's how I feel. I really believe that what we are doing is what listeners want today. I think it's the future of Talk radio."

Asked if she thinks Taylor fits the definition of "compassionate conservative," Allred laughs and says. "Actually, I'm still trying to find out what that means. But seriously. it's true whal Mark said, even though, mostly. he is a conservative. What it's really all about for us is having fun and entertaining people. We debate some serious issues, but we still have a lot of fun every day."

## Assessing Each Other

Assessing what Allred brings to the show. Taylor says, "Gloria brings her passion and credibility. She is a woman who is internationally known and has credibitity. She also helped to give me credibility in the beginning that I might otherwise not have been given by listeners.
"And maybe it sounds conny, but I like her. I think we'd be friends even if we didn't work together. We really do like each other, so we don't get personal. and we don't get ugly. A show like this could easily turn into that. but it doesn't. because we like and respect each oher."

There are a number of conscrvative male voices out there who would be happy to get a crack at Allred. Why does she think Taylor is the right daily jousting partner? "Frankly, we"re pretty evenly matched," she says. "When I walk into the studio, I know I'm going to have a good time with Mark for the next two hours. and that's important. I think that listeners want smart radio. They know that when we debate an issue, we're going to do it in an intelligent way.
"When I tease him about one of his conservative heroes. I know he can come right back at me, but when it's all said and done, Mark is really a nice guy. And it's great to be abte to be on the radio with a nice guy who knows how to have a debate without just getting angry and storming out the door."

## उT TALK BACK TO R\&R!

Do you have questions, comments or feedback regarding this column or other issues?
Call me at 858-486-7559, fax 858-486-7232 or e-mail: alpeterson@rrontine.com

# Il's That Time Again 

How Oldies stations fared in the winter ratings

Ihe residents of Charlotte have an appetite for NASCAR racing, the Carolina Panthers NFL team and the Charlotte Homets NBA team, but they obviously have a love for Oldies radio too.

In the recently released winter 200I Arbitron book, three Old-ies-based stations saw ratings increases, including a 5.3-6.3 jump in 12+ numbers for the market's third-ranked station, Clear Channel's WWMG. In addition to this spike for the '60s-based station, Infinity's '80s-based WSSS saw a 4.4-4.9 increase, and Radio One's Rhythmic Oldies moved 2.5-2.7 from the fall 2000 book.
In general, the winter book is the worst of the year for Oldies, but several stations in the nation's top 50 markets showed significant gains. Among those is WMAK/Nashville, which moved 4.96.0 from fall to winter to become the third-ranked station in Nashville. WMAK PD Dave LaBrozzi last month became PD for Clear

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| :---: | :---: | :---: | :---: | :---: |
| WFOX/Atame | 3.0 | 2.2 | 13 |  |
| KEYU/Austin | 4.1 | 4.4 | 7 |  |
| KFMWMustin | 4.3 | 3.9 | 10 | Rhythmic |
| WOSR/Baltimore | 5.3 | 4.9 | 6 |  |
| WODS/Boston | 4.4 | 4.4 | 6 |  |
| WROR/Roston | 3.0 | 3.5 | 9 |  |
| WHT/Buftalo | 5.8 | 6.8 | 7 |  |
| WWWS-AM/Buttalo | 1.4 | 1.2 | 14T |  |
| WWME/Charlotte | 5.3 | 6.3 | 3 |  |
| WSSS/Charlotte | 4.4 | 4.9 | 7 | '80s |
| WCCJ/Chariote | 2.5 | 2.7 | 12 T | Rhythmic |
| WJMK/Chicago | 2.8 | 3.2 | 8 |  |
| WZZW/Chicago | 2.1 | 2.2 | 16 | . 80 s |
| WMOJ/Cincinnati | 5.3 | 5.2 | 6 | Rhythmic |
| WGRR/Cincinnall | 4.7 | 5.1 | 7 |  |
| WMJI/Cieveland | 8.0 | 7.6 | 1 |  |
| WZJM/Cleveland | 3.6 | 3.7 | 13 | Rhythmic |
| WJMO/Cleveland | 1.3 | 1.8 | 16 | Urban |
| WBES/Columbus, OH | 5.1 | 4.9 | 8 |  |
| WXMG/Columbus, OH | 2.8 | 2.5 | 11 | Rhythmic |
| WXST/Columbus, OH | 1.3 | 1.8 | 14 T | :80s |

## Budget Cuts? <br> Production Department Stressed?

Channel Oldies WWSW (3WS) and Rhythmic Oldies WJJJ (The Beal/Piusburgh. The $12+$ numbers were also impressive for 3WS which recorded a $4.3-5.5$ jump. The only station beating all the competition was WMJVCleveland. which managed to remain on top despite an 8.0-7.6 drop 12+.
Granted. $12+$ numbers never tell the full story for Oldies radio. However, a look at how Oldies stations fared overall in the winter book sheds some light on how '60s-based programmers are doing against their peers at Rhythmic, Urban and '80s stations. For a more comprehensive overview, you can always get a free look at the $12+$ numbers on our website at wwirnonline. com.

| Calmerm | Fall ${ }^{\text {m }}$ | wimer 0 | Rention | not |
| :---: | :---: | :---: | :---: | :---: |
| KLUV/Dallas | 4.2 | 4.1 | 71 |  |
| KKDA-AMMDalles | 0.8 | 1.0 | 21 | Urban |
| KTXQ/Dallas | 2.0 | 0.8 | 23 | Rhythmic |
| KXKL/Danver | 4.2 | 4.9 | 61 |  |
| KXPK/Denver | 3.3 | 2.4 | 13 |  |
| KDJm/Danver | 2.9 | 2.1 | 15 |  |
| WOMC/Detroil | 4.6 | 4.9 | $5 T$ |  |
| WGRV/Detroil | 2.1 | 2.4 | 13 |  |
| WMOX/Greenshoro | 6.1 | 5.5 | 6 |  |
| WORC/Martiord | 6.0 | 4.9 | 6 |  |
| KDLE/Houston | 2.7 | 2.9 | 13 |  |
| KHPT/Houston | 2.8 | 2.5 | 14 | '80s |
| K.JOJ-KTJM/Houston | 1.3 | 1.2 | 20 | Rhythmic |
| WGLD/Indlanapolis | 6.0 | 6.5 | 4 |  |
| WTLC-AM/ndianapolis | 2.4 | 1.5 | 18 T | Urban |
| KCMO/Kansas City | 4.3 | 5.5 | $4{ }^{4}$ |  |
| KSTJ/Las Vegas | 4.0 | 4.2 | 9 | '80s |
| K00L/Las Vegas | 5.2 | 3.9 | 11 |  |
| KSFN-AM/Las Vegas | 0.9 | 1.1 | 17 T |  |
| KRTH/Los Angeles | 3.1 | 3.1 | 8 T |  |
| KCMG/Los Angeles | 2.2 | 2.3 | 13 | Rhythmic |


| Catarchy | Fall ${ }^{(0)}$ | minoter 01 | Aaming | Nove |
| :---: | :---: | :---: | :---: | :---: |
| WhBO/iNemphts - | 8.1 | 7.5 | 2 | Urban |
| W070/memphis | 2.4 | 2.7 | 13T |  |
| WJCEAMomentis | 2.2 | 13 | 17 |  |
| Whaxdmiami | 3.1 | 2.9 | 13T |  |
| Wcinnulitay | 3.4 | 2.8 | 14T | Spanish |
| WMGE/Miaml | 2.9 | 2.2 | 17 | Rhythmic |
| Writ/mulbuactee | 4.6 | 3.6 | 11 |  |
| WJumR/illwraktet | 1.9 | 2.2 | 14 |  |
| KORLAmmecelis | 4.2 | 3.7 | 9 |  |
| WXPT/Mimaeapolis | 2.6 | 3.3 | $11 T$ | '80s |
| Mriminimetedis | 1.5 | 1.6 | 14 | Urban |
| (Also includes KZNT \& KZNZMInneapolis.) |  |  |  |  |
| Whakhleshville | 4.9 | 6.0 | 3 |  |
| Werohwesem-Simbl | 2.7 | 2.5 | 12 |  |
| (WCES-FM/Now York is tiod at No. 7 in Massau-Suffolk market.) |  |  |  |  |
| WTLLLMmw Orleans | 5.5 | 5.5 | 7 |  |
| rimzatum Orianes | 5.5 | 5.3 | 8 |  |
| WCAS-FM/Vow Yort | 4.1 | 4.0 | 4 |  |
| WTJM/riow Yett | 2.3 | 2.7 | 137 | Rhythmic |
| WYKLNartolk | 3.8 | 5.4 | 7 |  |
| WWedinortolk | 4.0 | 3.9 | 117 | Urban |
| WSYY/Nortolk | 2.3 | 2.3 | 14 | Rhythmic |
| WRMil/ievelt | 1.3 | \$. 6 | 15 | Urbár |
| WSHE/OrIando | 4.6 | 4.8 | $6 T$ |  |
| WOCL/Piriladalphia | 4.0 | 4.1 | 67 | 1085 |
| WPTP/Philadelphla | 2.2 | 2.2 | 12 | '80s |
| WEsm/Puliacolphio | 2.1 | 2.0 | 13 | Rhythmic |
| R00LPhoenix | 5.7 | 5.5 | 2 |  |
| WW8W/Putsturaly | 4.3 | 5.5 | 6 |  |
| W-d//Pitshurgh | 3.5 | 3.1 | 11 T | Rhythmic |
| Mxempertand, OR | 5.7 | 6.5 | 3 |  |
| RVIMX/Partiand, OR | 4.9 | 3.1 | 12 | '80s |
| WWBP/PToviteme | 5.8 | 5.6 | 4 |  |
| WDUR-WTRG/Raleigh | 5.0 | 4.9 | 7 |  |
| KOLARherside | 4.8 | 5.2 | 31 |  |
| KHYL/Sacramento | 2.8 | 3.2 | 10 | Rhythmic |
| KCCLSeramento | 0.7 | 2.8 | 12 |  |
| KLOU/St. Louis | 4.6 | 3.7 | 9 |  |
| WIMLLSA Lonis | 2.6 | 2.3 | 417 | Att. |
| KODJ/Sah Lake City | 3.8 | 4.0 | $7 T$ |  |
| KISM/Salt Late City | 3.2 | 3.3 | 12 | '80s |
| KONO/San Antonio | 6.1 | 5.1 | $6 T$ |  |
| MCJZ/stan Antonio | 2.0 | 2.1 | 14 | Rhythmic |
| KCOR/San Antonio | 2.4 | 1.8 | 15 T | Spanish |
| KJaY/San Disgo | 3.2 | 4.4 | 4 T |  |
| XHRM/San Oiego | 3.6 | 2.9 | 10 | Rhythmic |
| KBZT/San Diago | 2.4 | 2.4 | 12 T | 80s |
| KMSX/San Diego | 2.1 | 2.4 | 12 T | '80s |
| K1OI/San Francisco | 2.3 | 2.9 | 10 T | '80s |
| KFRC/San Francisco | 2.6 | 2.6 | 11 T |  |
| KBSG/Seatllo | 4.8 | 4.3 | 6 T |  |
| KBTB/Seattle | 1.0 | 3.0 | 10 |  |
| KYPT/Seattle | 2.4 | 2.6 | 13 |  |
| WYUU/Tampa | 2.8 | 3.2 | 12T |  |
| WFJO/Tampa | 2.8 | 2.5 | 15 | Rhythmic |
| WBIG/Washington | 3.6 | 4.0 | $6 T$ |  |
| WJMO/Nashington | 2.7 | 2.2 | 11 |  |



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## Investors

Continued from Page 1
companies - have had such a rotten time of it since 2001 began when he complained that "radio's visibility has never been shorter." " We can barely see into June. We're working on selling next week - and maybe this aftemoon," he said.
Mays, who described himself as "optimistic to the first degree," said he must also be a realist in accepting the current advertising climate. Echoing remarks made during presentations by other group heads earlier in the day, Mays said consumer confidence has not reversed itself from its April decline, but he's hopeful that it will in the second half of the year. "Businessmen certainly don't want to stop conducting busi ness," he said.
When it comes to a business just about to take off, Mays told the analysts that XM Satellite Radio was "a great investment" for Clear Channel. Three years ago Clear Channel paid $\$ 75$ million cash to become one of the founding investors in the satellite broadcasting company, joining General Motors, DirecTV and other major firms. Last week Mays praised XM's management and said he sees the company as "a niche business that can take advantage of national feeds." Clear Channel will program 10 of XM's 100 channels. and Mays stressed. "We do not see it as any remote threat to our business."
XM itself still has subscriber pricing to wreste with. Early last week an XM spokesman told R\&R that the company had no plans to match Sirius' monthly subscription fee of $\$ 12.95$. But as its competitor's price increase began to sink in - and was embraced by investors - XM Sr. VP/CFO Heinz Stubblefield acknowledged that an increase might be in order. He noted at the Banc of

## Court

## Continued from Page 1

teachers' union president and the union's negotiator. The tape had been anonymously deposited in the mailbox of a taxpayers organization head, who gave it to Williams.
During the conversation, which concemed the status of negotiations between the teachers' union and the local school board, the two discussed the timing of a possible teachers' strike, and the union president reportedly said of the board, "If they're not gonna move for $\mathbf{3 \%}$, we're gonna have to go to their homes to blow off their front porches. We'll have to do some work on some of those guys."
Even though the conversation. was taped illegally, Justice John Paul Stevens wrote for the majority, "A stranger's illegal conduct does not suffice to remove the First Amendment shield from speech about a matter of public concem. We acknowledge that some intrusions on privacy are more offensive than others. and that the disclosure of the

America conference that his company has "been in lock step with Sirius" for the past two years and that the door is open for an increase. "For now we'll stick with $\$ 9.95$ per month," he said, adding that XM is enjoying the "flexibility" in pricing.
Stubblefield didn't discount Sirius CEO David Margolese's remarks that when the two companies' receivers achieve interoperability, consumers might be offered a bundled service in which subscribers to one service could pay a few dollars more a month for access to the other service.

## Emmis Seeks Annual <br> Revenue Of \$1 BMion

When it was his turn at bat, Emmis CEO Jeff Smulyan told the conference that while the company's radio division generates some $\$ 300$ million per year, it could see as much as $\$ 1$ billion if it ups its major-market station count to between 75 and 100. "Our goal is to have five FMs in every market," he said. "In most markets Clear Channel already has its five FMs, so that leaves a lot of stations."

Would the company increase its leverage to buy more stations now? "Absolutely not." Smulyan confirmed. "We are at the max with leverage, and we'll do everything to bring that down." He added that Emmis would probably bring in private equity or find other financing alternatives to fuel acquisitions, which he said could happen later this year.

Also in the works for later this year. Smulyan said, is the very real possibility that Emmis could split its radio and TV operations if the economy improves. He was hot to split the two divisions into separate stocks a year ago, but when the advertising market went soft, he backed off the plan. And although Smulyan refuses to "make any split promises," Emmis will likely re-
evaluate the possibility of splitting the operations later this year if advertising bounces upward.
Big moves are also on the drawing board for Entercom. Exec. VP/ CFO Steve Fisher said the group is ready to go into a buying mode and is now trolling for acquisitions. He added that the company stayed on the sidelines last year for financial reasons when nearly everyone else in the industry was bidding for Clear Channel spinoffs. "We did not feel 20 times cash flow was right for us," Fisher explained.
Fisher is optimistic about local radio's future and, said that, after the acquisition mayhem of the late '90s and the dot-com ad frenzy last year, radio is learning to bolster local sales and take better advantage of clustering.
That must have been part of what Cumulus President/CEO Lew Dickey was thinking when he said his group, newly based in Atlanta, is now focused on operations, not acquisitions. Dickey, who was credited by Banc of America Securities analyst Tim Wallace with getting the nation's second-largest group through some pretty tough times in the past 12 months and for positioning the group where "its prospects are looking a lot better." said the company's sales performance is improving sharply. He pointed to impressive Q1 results and noted that. in order to lower debt. Cumulus "would let go of nonstrategic assets in certain markets."
But Dickey isn't feeling any pressure to sell. "For the right price, we'd let them go," he said. "The time to sell is not when you need moncy to close deals, and we are past that now." And there's little chance of selling the entire company. "There's $t 00$ much growth potential to sell the company right now," he said. "There's still plenty of sharehoider value to gain."
contents of a private conversation can be an even greater intrusion on privacy than the interception itself. In this case, privacy concems give way when balanced against the interest in publishing matters of public importance."

The RTNDA voiced its support for the decision, as association President Barbara Cochran said, "We are happy that the court agreed with our position that to punish journalists for the publication of lawfully obtained, newsworthy information would contravene the First Amendment."
"I's's a terrific ruling," said attorney Jonathan Hart, a member of the Media and Information Technology group at the law firm of Dow Lohnes \& Albertson. "Il's an important decision because it didn't allow the punishment of journalists for doing what they're supposed to do, which is to disseminate truthful information of public concern." Hant said that while there are individual privacy issues at play in cases like this, in this instance the coun considered the public interest in the dissemination of information of higher
importance. "When the speech is a matter of public concem," he added. "it takes precedence over the privacy interests of the individuals."

## Cook

Continued from Pape 3
country music that make him the ideal person to lead our cóuntry music programming division."

Cook joined WW1 as VP of $24 / 7$ Formats in 1996 and was elevated to GM of the company's Valencia, CA operations in 1999. Prior to that be spent 10 years as a Country radio consultant. His programming background includes PD stints at Los Angeles Country outlets KHJ and KLAC and Miami's AC WMXJ and Country WGBS.

I'm excited to take on the new responsibilities as head of country music programming," Cook commented. "I have been involved with the country music community for over 20 years and look forward to creating in even greater partnership between Westwood One and the country music industry."


## Tom Joyner: Fly Jock And More

## Still the hardest-working man in radio

Most of us will never get this call.
"Hello."
"Mr. Joyner? Stand by, please." Thirty or 40 seconds pass.
"Tom Joyner, is that you?" Joyner recognizes the drawl.
"Yes, sir."
A laugh rings down the line. "Well, you know, I may not be president anymore, but I'm not dead," says Bill Clinton. "How ya doin'?"
Put Clinton and Tom Joyner on the air together, and they're magic. This wasn't lost on Clinton's handlers during the '90s, nor was it lost on the man himself. which is why he still calls.

That and Joyner's 5 million listeners. "The show is a match that lights the flame," says Joyner. "It's a responsibility that I take seriously."

He means what he says. His morning show is all about fun and entertainment, but Joyner knows what's important to his audience, and from time to time he's been compelled to raise his voice.
"I choose the battles I think we can win," Joyner says.

## kATZ OUT OF THE BAG

New York politico Al Sharpton brought the memo from Katz Radio to the press. When Joyner read it, he saw red. There'd always been rumors of a no-Urban dictate, but it was just talk, right?
Nope. The memo recommended that advertisers and buyers not spend time and money on Uiban stations, because the format's listeners were suspects, not prospects.
"This memo proved it was real," says Joyner. He took it to his listeners, and they took it to the wall. Letters, faxes, calls. In fact, so many people called the Katz office in New York that they blew the phone system out.

Katz was embarrassed. Joyner's advocacy campaign was on the air for less than a week when the company called him. "I told them we expected an apology, but that it wouldn't be enough," Joyner says. He wanted to know which advertisers had refused to buy black media, and he wanted Katz to pitch them again. Katz agreed. One of the companies was Dallas-based CompUSA.

Joyner turned up the flame.
Instead of phone calls, he asked listeners to send him their CompUSA receipts. "We boxed up about $\$ 700,000$ worth, took them over and said, 'Look, this is what you're getting from African-American consumers,'" Joyner recalls.
Then Joyner looked into their corporate baby blues
and said, "If you want to continue to get this money, you have to advertise on black media." It's not about black and white, he told them, "It's about green."

CompUSA got it, did what he suggested, and even gave everyone who'd sent a receipt a $10 \%$ discount on their next purchase.

Radio does work.

## DOWN ON HIS KNEES

This hurts.
"I'd climb up on the amplifiers and jump." Joyner says. He'd leap off the stage, land on his knees and sliitiiiid-
ddddde. "What I lacked in talent," he says, "I made up for in showmanship."
He was in a working band called The Commodores yes, those Commodores, as in "Brick House" and "Easy" - but when he got his first radio job at WABT/Tuskeegee, AL, he left the group. Picture this: He slides on home and tells his folks that he's going on the radio, and they say, "Well, that crazy group wasn't going anywhere anyway."
WABT was a part-time gig. Joyner's first full-time job was at WRMA/Montgomery, AL. "I was a newsman, but when anybody got sick, I'd fill in and deejay," he says. WRMA's afternoon jock had a fondness for the botte. "I hate that I did this," Joyner admits, "but I used to get him whiskey just so I could go on the air. He's fine now, went to AA. He 12-stepped."
From Monigomery, Joyner moved up to WLOK/ Memphis, and from there it was north toSt. Louis and middays on KWK. That's where KKDA/Dallas Station Manager Chuck Smith found him.
"He flew me to Dallas to listen," says Joyner.

## BIG 0

KKDA was like no station Joyner had ever encountered. It was clean. It was so not cluttered. "The deejays didn't sound like any I'd ever heard," he recalls.
Smith offered him morning drive. "On thal radio station? Me? I don't sound anything like these people," said Joyner. Smith said he'd have to change his style then. "All that rhyming and trash talking has to go."
"He wanted me just to talk to people, to one person," explains Joyner. "He coached me and changed my style."

So everything was coming up roses, right?
"It didn't work at first, and I was about to be fired," Joyner says. "The Arbitron was horrible. Then the Pulse came out, and I'd done pretty well." For the few weeks
in between, however, it was touch-and-go. KKDA had even hired Joyner's replacement.
"If you don't have stories like that," laughs Joyner "you're really nothing in this business."
Joyner kept his job and stayed at KKDA for five years

## THE CHAMP AND THE FIY JOCK

Muhammad Ali was another phone buddy.
"He didn't know me from nobody, but he liked to talk, and I had him on the air all the time," Joyner says.

Bart McLendon, Gordon's son, thought an interview show with Ali might have legs. "You have this relationship with Ali," he told Joyner. "You'll do the interviews, then we'll take your voice out, put Ali's in and do these five-minute vignettes."
It sounded good to Joyner. He quit KKDA, and it might have been the greatest, except that a few weeks into it, Ali decided it was too much work.
"But I quit my job," complained Joyner.
"Well, come work with me," Ali replied. "You can be my personal IR man." Joyner says the job was a joke. "How are you going to do PR for the world's greatest PR man?" he asks.
So, he crawled back to KKDA. "I think I stayed for a year and a half, and then I went toChicago," he says.
WVON, WBMX, WJPC, WGCI - all in Chicago. "I did a lot of radio," says Joyner. He even tried a TV show, but it didn't pan out. In 1983 he returned to Dallas and KKDA. "A two-year deal," he says. "Then, in '85, I started fly jockin'."
It's still hard to believe.
For eight years Joyner did the morning show at KKDA/Dalias then flew to Chicago and did afternoons at WGCI. Even harder to believe is that he was No. 1 in both cities at the same time. "The plan was to work myself to death, retire and do a weekend show," he says.
He wanted to be Casey Kasem. Instead, he went nationwide in the morning at ABC .

## Let me take you on a sea cruise

Tom Joyner is cruisin'
Fantastic Voyage 2001 sails this week, and, yes, it is sold out, with all proceeds benefiting the Tom Joyner Foundation, an organization founded in 1998 to help students at black colleges and universities continue their education.
"Seven days of all-day, all-night partying," Joyner promises. Boyz II Men, Isaac Hayes, Al Jarreau and Bobby Bland - and they're just the tip of the iceberg "It's not a cruise for resting," Joyner admits with a smile Tom Joyner is cruisin', but this legend stuff doesn't sit well with him. "I'm not a legend," he says. "Legends don't get up at three in the morning."

Bob Shannon writes, voices, produces and consults from his Bainbridge Island, WA-based business, bobshannonworks. Shannon, who continues to consull his former employer, TM Century, can be reached at bob © shannonworks.com


## These

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Bauer, a 26-year veteran of KFMBAM/San Diego, has resigned from the News/ Talker and will take mornings at Clear Chan-

## Records

- Former Attantic/Nashville West Coast rep Jennifter Shafter joins WB/Nashville for similar duties.
- London Sire taps former Atlantic Dir/National Promo Letas St. John as its new VP/Promo.
- Ulimatum hires former Trauma promo rep Mari Dow to handle Southeast regional duties.
- KMEL/San Francisco Asst. PD/MD Glenn Aure joins Priority Records as West Coast Nat'I Crossover Promotion Director.
- R\&R Advertising Sales Representative Dawn Garrett joins Active Industry Research, handing Alternative promotion.
- Rocketown Records hires former CCM Communications Editorial Director April Hefner to head up the tabel's media relations department.
nel's crosstown Adult Standards KPOP. Bauer most recently co-hosted middays with Jack Woods and spent 23 years with Mac Hudson in morning drive. Bauer will assume his new duties next month, replacing Ernie Myers, who recently suffered a stroke. Meanwhile, rumors are rampant that Woods - a.k.a. Charlie Brown - will be once again teamed with longtime partner Irv Harrigan (whose real name is Paul Menard). When asked about a possible reunion, Harrigan said the rumors of a reunion "are just that - rumors."

Meanwhile, KSDO/San Diego morning talkers Sully \& Scooter are guest-hosting afternoons this week on crosstown Classic Rock sister KGB. But don't think twice about a possible format change to FM Talk for KGB. PD Todd Little tells ST the station is "in no way, shape or form" veering from rock ' $n$ ' roll in afternoons and that other candidates will have on-air tryouts, beginning Tuesday.


ABC Radio Station Group President Mark Steinmetz has taken a voluntary separation package from ABC owner Walt Disney Co. He tells ST he'll remain on ABC/Disney's payroll through the end of fiscal year 2001 (Sept. 30) and that his position will then be eliminated. ABC Radio President John Hare has taken most of Steinmetz's duties. Don't expect Steinmetz to stay dormant for very long, however. He says that accepting a lucrative retirement package was "a good way for me to look for a position outside of Disney - something I had been looking forward to for some time. I would like something where my efforts can affect the company's stock value. I have been looking for other group-president jobs, and I have been in contact with several companies. l'd like to work at a mid- to large-sized company with major-market holdings - one primarily in the business of radio." Steinmetz has been associated with ABC since 1985. when he joined then-Capital Cities-owned KQRS-AM \& FM/Minneapolis as VP/GM. Since then he had added oversight duties for such markets as Chicago and San Francisco, sharing duties with Mitch Dolan.

Infinity's KBEQ/Kansas City last week decided to give local motorists a break by holding a May 18 promotion in which gallons of gas would be sold at a frequency-related price of \$1.04. Two Entercom stations beat 'BEQ to the punch, though, and on May 17 KYYS offered gas at 99 cents a gallon, while KRBZ sold gas at 96.5 cents. KBEQ PD Mike Kennedy tells ST that his station had the last laugh, however - KBEQ's Randy Miller Morning Show ended up pumping close to 4,000 gallons of free gas!

Syndicated wakeup duo Bob \& Sheri now have a little addition to the morning team. Cohost Sheri Lynch gave birth to her first child, Olivia, on May 19. After taking three weeks off to



Every generation|creates its own identity with icons and symbols and legerds. That's why the leading Afernative and Mocert Rock stetions choose C CJlior proysiotional stickers arja alecalf, Yoújust can't fake fis. ctilhelos you establish the statjonfality you need so your listeners identify with you. ANobocy can visualize your station better and create images trat capture the right feeling. At sGi, we give you dectals that not only look better, they feelpight too. Make sure youmaximize the presentation of your station and assure your diajoosition when it comes to $A$ ABITRDN. Ruality. Durability. Creativity. Smells like Success to us, Call Celtoday.


## Continued from Page 30

enjoy her new bundle of joy with her husband, Mark, Lynch will return to her radio duties via a cribside ISDN line from her Charlotte home. "As happy as I am that we will both be able to keep doing the show, I have drawn up a new contract that specifically outlines no diaper duty," co-host Bob Lacey quips. "Let's face it, I get all the crap on this show already!"

## 'Mix'-Up Sends KMSX Mailers To Bay Area

KMSX/San Diego recently commissioned Miami-based marketing firm Smart Target to distribute personally addressed postcards touting the $\$ 10,000$ Song of.the Day contest the station is running through today $(5 / 25)$ to local listeners. Unfortunately, close to 150,000 pieces were accidently mailed to homes in the San Francisco Bay Area, where KZQZ broadcasts on the same signal that 'MSX does down south. KZQZ GM Allan Hotlen was notified of the snafu Wednesday, the same day a "significant" number of callers phoned KZQZ inquiring about the 'MSX mailer. Hotlen calls the mix-up "an honest mistake."

Gary Smith, a suspect in a fatal Cincinnati shooting, surrendered peacefully to local police May 16 - with a little help from WKRC talk host Pat Barry. Smith was at large for two days before contacting Barry during Barry's afternoon shift. Smith was ready to turn himself in, so Barry offered to pick him up at the city's bus station and take him to police headquarters. While Cincinnati's police chief called Barry's actions dangerous, he offered "nothing but praise" for his efforts.

Ted Turner has become a PD on Florida's Space Coast! No, not that Mr. Turner. The WSTH/Columbus, GA PD has accepted similar duties at WHKR/Melbourne-TitusvilleCocola. He starts at the Cumulus Country outlet May 30. In other news regarding Country PDs with well-known names, WGTR/ Myrtle Beach, SC MD/afternoon host Johnny Walker receives a promotion and returns to the PD chair. Walker was the station's programmer before the arrival of Joey Dee last year. Dee will now focus on his morning shift.

Congrats to Joe Riccitelli and the entire team at Jive for reeling in 170 adds this week for 'N Sync's latest single, "Pop." The track was delivered to radio via R\&R's Music Meeting and proves that CHR/Pop loves "Pop"!

Popular WXTU/Philadelphia morning host Steve Harmon has departed the Beasley Country station. Morning news and traffic anchor Andie Summers will be teamed with Scott Evans for wakeups, starting today.

WLRS/Louisville PD Adam Fendrich exits. Shane Collins, PD at crosstown sister WDJX, assumes interim PD duties.

Telemedia Broadcasting debuts WGRX Frederickeburg, VA with a format PD Jeff Beck calls "Country That Rocks." The syndicated John Boy \& Billy Big Show airs in mornings.

Longtime WUSA (W101)/Tampa-St. Petersburg morning co-host Judd Otls died Monday afternoon at his Tampa home after a


- Clear Channel sets Randy Michaels as Chairman/CEO and Ken O'Keefe as President/ COO.
- Mike Tierney tapped as Sr. VP of Epic Records.
- Bill Pugh picked as PD for WMVP/Chicago. - Steve Hoffman recruited as PD of KRQR/San Francisco.
- Burt Baumgartner boosted to Sr. VP/Promotion at Columbia Records.
- Rich Fitzgerald upped to Sr. VP/Promotion for Reprise Records.
- Ted Edwards recruited to be PD of KLOU Houston.

- Arista appoints Don lenner Sr. VP/Marketing \& Promotion and Roy Lott Sr. VP/Operations. - CBS sets Nancy Widmann as VP/CBS Owned AM Stations and Rod Calarco as GM of WCBS-FM/New York.
- Roger Barkley joins KJOI/Los Angeles for mornings.

- Mark Fowler sworn in as FCC Chairman.
- Bert Wahlen chosen to head new Westinghouse FM Group.
- Bob Hattrik elevated to VP/Programming for Doubleday.
- Mary June Rose is boosted to Asst. PD/MD of WBT/Charlotte.

- Gary Stevens promoted to Sr. VP of Doubleday Broadcasting.
- Trip Reeb hired to do overnights at WPLI/New York.
three-year battle with cancer. He was 54. Otis held wakeup duties with Waitt Radio/North Florida OM Bob DeCarlo from 1982-96 and has also worked at WKBW/Buffalo, WRKO/Boston, WDRC-FM/Hartford, KKBQ (790)/Houston and KXGLSan Diego. Otis also had a hand in launching WAAF/Worcester-Boston as an AOR in the 1970s. In lieu of flowers, the family has requested donations be made to hospices.

Gien Jones, who hosts a Sunday afternoon program on noncommercial WFMU/New York, will attempt to break the Guinness Book world record for Marathon DJ Broadcast over Memorial Day weekend. The current record is 73 hours, 33 minutes. Jones will take to the airwaves Friday at 9am and must stay awake until at least Monday at 10:33am. According to Guiness rules, songs must be between two minutes and six minutes in length, and invited guests can't talk for more than a minute without Jones chiming in.

If you have Stroet Talk, call the RER Nows Deak


## internationat BLiCK BROADCASTERS

THURSDAY. JUNE 7.2001
6:00 pm - 8:00 pm VIP Reception / Meet \& Greet Grand Casino - Tunica, MS
FRIDAY. JUNE 8.2001

8:00 am
9:30 am

10:30 am

12:30 pm

3:00 pm
4:00 pm

6:00 pm - 7:00 pm 8:00 pm

Convention Registration Opening "Welcome to the World of. Broadcasting Press Conference"
TV Forum 2001
"Everything You Ever Wanted to Know About Television Broadcasting" Moderator: Fred Howard, CBS TV Media Genepal
Working Lunch
Keynote Speaker: Dick Gregory
"Speak Out" / Live Entertainment / Door Prizes
R\&R Music Meeting Presentation
Herb Jones and AI Machera
"What it Takes to Make it in a Major Market"
Moderator: Tony Brown, Program Director V103 Atlanta
Cocktail Reception
"Rap Lives Forever"
A tribute honoring the visionaries of rap,
Mr. Joe Robinson and Mrs. Sylvia Robinson

SATURDAY, JUNE S. 2001

8:00 am
10:00 am
$12: 00 \mathrm{pm}$
$3: 00 \mathrm{pm}$
$12: 00 \mathrm{pm}$
$3: 00 \mathrm{pm}$

5:00 pm - 6:00 pm 7:00 pm

Convention Registration
"How will the Suspension of the FCC's EEO Outreach Program Effect Minority Hiring and Diversity in the Broadcast.Industry?"
Moderator: Rip Daniels, CEO American Blues Network
Working Lunch
"The Secret of Longevity in Broadcasting" Moderator: Tony Brown, Program Director V103 Atlanta
Cocktail Reception
Awards Dinner - Honoring Rev. Jesse Jackson Guest Speaker / Live Entertainment


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CDNFIRMED PANELISTS Cedric Hollywood, WEDR Radio - Miami Michael Sauders, WJLB Radio - Detroit Vinnie Brown, WBLS Radio - New York Sam Weaver, KPRS Radio - Kansas City Terri Avery, WFXE Radio - Columbus Carl Conner, KMJQ Radio - Houston


# Iween Generation Grows Up 

$\square$ Labels, advertisers increase efforts to lure 9-14 demo

adies and gentlemen, meet the "Tweens," the latest demographic to grab the attention of Madison Avenue, not to mention the music business.

Over the past several months Tweens, kids aged 9 to 14 years old. have been growing in importance as consumer products manufacturers scramble to capitalize on every conceivable demographic in order to stimulate slumping retail sales. Another big reason? Entertainment suppliers - namely TV networks, magazines. and kids' Internet portals continue to invest in new content, which in turn creates new opportunities for advertisers to reach Tweens.

According to Wondergroup, a Cin-
> "We've decided not to go out there and spend money at pop ratio, because we'd end up chasing our tail."

> Joe Riccitelli

cinnati-based marketing and consulting firm that specializes in the youth market, the Tween demo influences about $\$ 260$ billion in annual purchasing ( $\$ 10$ billion directly spent by Tweens: $\$ 74$ billion in family spending influenced by Tweens; and $\$ 176$ billion spent by parents on their Tween kids). Not surprisingly, candy and snacks are the No. 1 and No. 2 expenditures, while music ranks No. 3. However, with Tweens aged 12-14 music climbs to the top spot.

Perhaps the best example of the newfound power of the Tween market is the success of Jive Records artist Aaron Carter, who, with minimal pop airplay except for Radio Disney. had scanned over 100,000 copies of his album Aaron's Party (Come and Get (l) nearly six months after it was released. To date, the album has sold over 2 million copies.

## The Rodio Diswey Effect

According to Mediabase. Redio Disney station KDIS/Los Angeles played Carter's song "I Want Candy" 999 times from Oct. 14, 2000 through May 16. Only one play at pop radio was monitored. Canter's "That's How I Beat Shaq" received 1.096 plays at KDIS from Jan. 12 through May 16. while only 16 plays were monitored
at pop radio. During that time, however, Carter was all over cable networks such as Nickelodeon and the Disney Channel, either in concert or featured prominently in sitcoms and other programs.
Granted, Carter isn't the only young act to benefit from exposure on these outlets. MCA Records' $A^{*}$ Teens received similar treatment despite lower sales, and Interscope's Samantha Mumba was recently featured on the same channels. But while record companies traditionally have always kept a close eye on kids, Caner's double-Platinum success has the labels redoubling their efforts, especially since Nickelodeon, the Disney Channel and others are plowing more cash into Tween programming.
A February article in the cable TV trade magazine Multichannel News reported that Nickelodeon has beefed up its Sunday-night slate to appeal more to Tweens, and the Disney Channel has added more shows aimed at the demo throughout the week. And music has been a focal point. The success of shows like Making of the Band and the corresponding sales of groups like London Sire/143 Records group Eden's Crush and J Records act $\mathbf{O}$ Town have also been extremely encouraging.

## Tweaking Tween Shows

It's the cable networks that have led the charge. "Over the past two or three years we've really revved up the presence of music on the ctiannel." says Nickelodeon Sr. VP/Talent Paula Kaplam. "By doing that, we've creared a con of opportunities for intists and record com-
 panies to partner
with us. And their interest keeps getting higher."
Kaplan, who's been with the channel for over seven years, says, "We acted off mostly with one-off opportunitics, like The Kid's Choice Awards, but we have been featuring more videos, more music-oriented contests and more original programming that has music as its central theme.
"We're seeing an increase in the number of artists and record companies who are asking us to help support their music, because they realize kids are a powerful demo when it comes to spending. And what's great about kids is that if they really like an artist, they'll stay true to that antist come hell or high water."
On tap later this year on the music side are concerts from Lil Bow Wow, Sleps, Dream, The Backstreet Boys and Lil' Romeo. And Kaplan says the channel "may well be looking to do more."

## More Than Concerts

Disney Channel Exec. VP/Original Program-ming Gary Marsh is also feeling the label love. Marsh recently put a call out to the labels asking for artists to record theme songs for the channel's programs. "I got bombarded with callys." he reparts.

The Disney


Channel, which
had been featuring several concert specials a year, plans to revamp its music programming to integrate artists into select shows. One big reason is that concert specials can be easily replicated by other kids networks, but artist appearances in other programs cannot.
"An Aaron Carter-Samantha Mumba concert delivers around 1.3 million viewers, while the Aaron Carter episode of What's Lizzie Thinking? will deliver 1.5 million," notes Marsh. "We made it cicar to the labels that our decision was not based on ratings. The ratings were finc. The decision was made becmuse we want to provide programming that is singular and distinctive that our viewers can'i get anywhere else."
The net result should increase artist loyalty and album sales. "The concert special helped draw attention to Aaron Carter, but it's his ongoing presence in our shows that crystallizes the audience's affection for him," Marsh explains.

## Comrting Corporations

In additign to working with TV programmers," the labels have started to ramp up their efforts to court cor-

Ranked by average daily ratings, Feb. 2001.
Source: Cablevision magazine
porate America. Wondergroup Exec. VP Greg Livingston says that during the recent Kid Power convention - an annual meeting on the youth market aluended by consumer-product giants like General Mills and Coca Cola - Eden's Crush performed "so that corporate execulives could see the group and see that they might be able to tap into the group's appeal."

With music and Tweens a hot combo. Livingston's company has begun to land more record-company clients. In one forthcoming campaign, which is centered around the back-to-school season, 5 million products will be given away, including CDs. "It's the 20,000 CDs that really have kids excited," Livingston says.
Not surprisingly, pop music remains the genre of choice for Tweens. Citing a May 2000 SI Kids study, Livingston says that $37 \%$ of Tweens favored pop music; $19 \%$ favored rap and hip-hop; 12\% favored R\&B; 6\% favored rock; $\mathbf{5 \%}$ favored alternative; and $1 \%$ each favored metal or country.
"For Tweens, it's more about belonging to a group and being accepted than it is about individuality," Livingston says. "Music from acts like 'N Sync and Britney Spears is something they can all relate to, as opposed to some metal or alternative band. What's also going to be interesting is to see how long these kids stay with their favorite acts. Boomers still like the teen acts of the '60s, and today's acts are being branded so strongly, there's a good chance Tweens will stay with them."
That bodes well for atist development, which is often seen as an oxymoron when used in reference to pop acts. Nonetheless, Jive has proven that it's possible, even if radio isn't a part of the picture.
"Radio Disney is a part of every marketing plan we draw up for every artist who might be relevant to the channel," says Jive Sr. VP/CHR Promotion Joe Ricettelli. "That includes artists' who might be more on the fringe for the station. We always go through the record to see if there might be some shot at making it happen, because we know there's an audience we can tap into. For our particular roster, Radio Disney has be-
come a comerstone of the marketing plan."

The lure of Tween dollars is so alluring that two fierce rivals - Viacom, which owns Nickelodeon, and Disney - are putting aside their differences to be involved with Carter's forthcoming summer tour. Riccitelli notes, "Nick is sponsoring the tour, but they've allowed Radio Disney to be on site for the shows. That's really amazing."

Despite the rising tide for all things Tween, Riccitelli isn't holding out hope that pop radio will join the party. "We've tried, but the truth is that the audience is still a little bit too young for pop stations to take interest," he says. "There have been other labels that have tried, too, but I haven't really seen anyone bridge the gap.
"That's why we've decided not to go out there and spend money at pop radio, because we'd end up chasing
 our tail. We feel we can reach the audience and sell-through the project by focusing on this specific audience." Going forward, the labels and consumer-product manufacturers might have to pay even closer attention to their marketing efforts, especially in the wake of the FTC's scathing report about marketing entertainment products to kids. Kaplan notes, "I don't think it's a secret that we and other channels have rejected videos for whatever reason, lyrical content or subject matter. That isn't anything new to Nickelodeon. We have to be respectful of the audience, which is something we've been very careful about since the beginning of the channel."

## TALK BACK TO R\&R!

Do you have questions, comments or feetback regarting this column or other lissues?
e-mail me at: swonz@monlinecom

LAUNCHING PAD

## Trictry's Fortmes Get A Boost

Is Hollywood Records recording artist Tricky about to enjoy the mainstream commercial success enjoyed by fellow electronica acts Fatboy Slim and Moby?
It certainly seems so. thanks to the big-time buzz building at Alternative for his new single, "Evolution RevoIution Love." which is getting airplay at some of the format's most influential stations. Key Altematives playing the song include KROQ/Los
 Angeles. WKQX/Chicago, WHFS/Washington, WBCN/Boston, KITS/San Francisco. KNDD/Seattle, XTRA/San Diego, WSUN/ Tampa, KTCL/Denver, WRAX/Birmingham and WROX/Norfolk. A handful of stations at Tripie A. including KFDS/San Diego, WXPN/Philadelphia and WRLT/Nashville. are also playing it.
A veteran of London's electronica scene, Tricky began his music career in the late '80s as part of the group The Wild Bunch. He performed on Massive Attack's groundbreaking 1999 album Blue Lines and later went on to release several solo albums, including Maxinquaye, which Rolling Stone magazine chose as one of the best albums of the '90s. He has also recorded with artists such as Bjork. Garbage. Bush and Elvis Costello.

Despite such critical acclaim and commercial success in Europe and beyond. Tricky has yet to attain the Plati-num-plus status enjoyed in the U.S. by some of electronica's best-known and most-respected acts, including Moby and Fatboy Slim. Tricky even admits in the online press kit promoting his new album - that he purposely avoided recording mass-appeal records until now. "This album is definitely more sensual than my previous stuff," he says. "All of my previous stuff has been really dark and definitely nor for radio, to deliberately stand away from radio. This album is less introverted. It has songs everybody can relate to. but they still sound like you've never heard them before."

To accomplish that. Tricky enlisted the help of some of music's biggest stars for his Hollywood Records debut. The new album. titled Blowhack. hits retail June 26 and features performances from Alanis Morissette. The Red Hot Chili Peppers. Live's Ed Kowalczyk and Cyndi Lauper. When Tricky delivered the finished album about two months ago. Hollywood execs immediately realized that he had hit pay dirt.
"When we listened to the album, we realized that Tricky had given us a very uplifting, commercial rock record that was thoroughly accessible to commercial radio." says Hollywood Sr. VP/Promotion Justín Fontaine. "We also knew that a lot of people would start drawing comparisons to Moby, even though. musically. there are substantial differences. But Moby did open a lot of doors, and we wanted to capitalize on that."
Hollywood opted to begin the record at Altemative. Those efforts started at the specialty-show level and resulted in a No. I record. The label then began working select Alternative stations. "At the beginning we wanted to get the right stations involved and position the pecord and artist as being important to the format," Fontaine says.
"Fortunately, KROQ took the first step and really embraced the song, which got the ball rolling at radio. A few weeks later we were able to get stations in San Diego, Bosion, Denver and Washington, DC. We had all the right stations put their seal of approval on it. Now, it's a matter of us convincing the rest of the panel."
One big fan is KTCL MD/moming co-host Sabrina Saunders. At a time when rap rock records still cast a
long shadow at the format, Saunders says "Evolution Revolution Love" is proving to be a breath of fresh air. "It has rescued us from all of the aggro-rock that's out there." she explains.

Saunders, whose station has a history with Tricky, believes the record is reacting in Denver because "it's cool, hypnotic, and, with [Live's] Ed on vocals. it also sounds familiar. Plus, our listeners know who Tricky is and are always interested in hearing his new music."
Interestingly. Tricky's new album has presented Hollywood with a unique challenge. that of taking care of Tricky's core underground following while simultaneously introducing the electronica star to the commercial mainstream. To accomplish that, Hollywood placed ads in underground magazines well in advance of the instore date, while ads in magazines like Spin were timed around the June 26 release date. The label also set up online listening parties and aggressively worked dance clubs that feature electronica music. When airplay took off, Hollywood moved up the release date by two weeks.
Hollywood Sr. VP/Sales \& Marketing Daniel Savage, who worked with Tricky while both were at Island Records, observes, "We wanted to make sure we talked to the core but at the same time tried to introduce new people to his music. When I was at Island. we did really well with his albums, but we bumped into a glass ceiling because of the music. It's really gratifying to finally bring his genius to the masses."
Tricky is slated to perform a handful of shows in the U.S. in June before hitting the U.K. and European tour circuit. He'll return in late July or early August.

## montor Theolf

Fans of mainstream singer-songwriter pop rock should give Sacramento-based band Plate a close listen. The group's song "Not Around Here" was added to hometown Hot AC KZZO. Additionally, the track was played 14 times
 at Hot AC KLCA Reno, NV last week. with a pair of plays during middays and pm drive and another four during evenings.
KLCA PD Carlos Campos says
"Not Around Here" fits in perfectly with his station. "We heard about their popularity in Sacramento and just decided to try the song out, and we've been really pleased." he says. "We" re getting a lot of curiosity calls asking about the song."

Plate have been gigging around the area for several years. They have released a couple of albums and received airplay at several area Rock-based stations. The band even landed a sponsorship with Corona beer. But it's the recent airplay that is beginning to spur interest in the band - and sales.

Comments vocalist-guitarist Mike Jones, "We're getting some pretty good interest from the labels, and because of radio we've sold about $\mathbf{5 0 0}$ or $\mathbf{6 0 0}$ copies of the album over the past five or six weeks. It's pretty no- C ticeable."

Jones says the band's CuECUCNES main focus is "to build on
the airplay and just basically keep on working." The band will be touring the greater Los Angeles area within the month, opening for Tesla. Check out "Not Around Here" in the Hot AC "Set Up" section at Music Meeting's website at www:rmusicmeeting.com.
— Steve Wonsiewicz

I //

## MUSIC NEWS \& VIEWS

## Cornell, Rage Join Forces

Former Soundgarden frontman Chris Cornell is set to join the politically charged rap rock band Rage Against The Machine, according to various published reports. Cornell, who succeeds Zack de la Rocha as the band's lead singer, told the Los Angeles Times that the deal - which had been speculated about for months - is as close as possible to being finished. "Until the boat founders on the shoals, this is as permanent as anything," he said. The Times says the as-yet-unnamed group has tapped Rick Rubin as producer and will enter the studio in late May to begin recording a new disc. The group has already written at least 20 songs. Cornell's manager, Jim Guerinot, told the Times, "t've never seen Chris so excited, and that's echoed by [RATM drummer] Brad [Wilk], [RATM guitarist] Tom [Morello] and [RATM bassist] Tim [Commerford]." Morello told RollingStone.com that "jamming with Cornell was off the hook. We were just making up new, exciting rock. The music that we made in the couple of days that we jammed together was really groundbreaking and fantastic." A deal is currently being negotiated whereby Epic Records (RATM's label) will release the first album, while Interscope/Geffen/A\&M (Cornell's label) will release the sophomore disc.

## Dion Does Las Vegas

Following in the footsteps of legendary
artists like Frank Sinatra and Elvis artists like Frank Sinatra and Elvis Presley, Celine Dion has inked a threeyear deal to perform five nights a week at the Caesars Palace hotel and casino in Las Vegas. To showcase the exclusive gig, Caesar's is building a $\$ 65$ million, 4,000-seat amphitheater shaped like the Roman Colosseum with an enormous stage located in the center. With ticket prices ranging from $\$ 85-\$ 150$, the venue
 could gross as much as $\$ 300$ million. According to various published reports, Dion could earn between $\$ 45$ million and $\$ 100$ million.
Tour update: Tony Bennett begins a 22 -city tour July 25 in Portland, ME. Supporting will be k.d. lang ... Guitar whizzes Joe Satriani and Steve Vai will team up for a 24 -date tour, beginning June 23 in Reno. NV ... Everclear embark on a national headlining tour June 29 in Phoenix. American HiFi and Maytield Four will support.
This ' $n$ ' that: MTV has included the new category Best Music Moment in its 2001 MTV Music Awards, to be held June 7. Nominees include Jack Black singing "Let's Get It On" in the movie High Fidelity, The Soggy Bottom Boys pertorming "I Am a Man of Constant Sorrow" in Oh, Brother Where Art Thou?. the Twisted Sister bus scene in Road Trip; Piper Perabo singing "One Way or Another" in Coyote Ugly and the "Tiny Dancer" bus scene in Almost Famous ... MTV News reports Platinum-plus raprock band Incubus have nearly completed work on their next album, produced by Scott Litt . Smash Mouth have started recording their third album, with producer Eric Valentine. The disc is expected to be released this summer ... Noted punk outfit Fugazi are putting the finishing touches on their next album, which is slated for release in September.


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## The 411 On 311

Alternative. Active Rock and Rock are standing by Music Meeting, and the formats are ready to download 311's highly anticipated new single, "You Wouldn't Believe." The band delivered a seminal rock-rhythm anthem years ago with "Down," and we can only imagine the impact of this one. This band have only magnified their importance through relentless touring.
Have you heard the acoustic version of " Be Like That" by 3 Doors Down? Triple A programmers are logging on at a high-speed clip to check it out. Another act gaining a lot of interest from the format through Music Meeting is Idlewild. "Little Discourage" is generating a lot of encouragement.
How much can Music Meeting heip programmers? Ask a ton of Hot AC programmers who relied on the system to grab the new single from ' N Syme. Thanks to the folks at Jive


Sisy Emants Records for coming to MM to spread the word (and sound).
Add sight to the list in the case of Valeria. We have a special photo of this stunning new artist available by clicking on her new single. "Ooh La La." Look. Listen. Love.
Music Meeting wasn't surprised when Ja Rule's "I Cry" became Most Added at Urban. The song remains a favorite for format registrants.
In Country, Music Meeting teamed with MCA to deliver a special song download and interactive interview for the new Chely Wright single. "Never Love You Enough." The activity surrounding this one put real pressure on the servers!
We should take a moment to thank Country Marketing Rep Dave Kelly. Dave came to Music Meeting 14 months ago, when the concept was still a wild-eyed dream. Through Dave's vision, dedication and technical expertise. Music Meeting has become a tool for hundreds of Country programmers. We salute WKDF/Nashville for recognizing what a special talent Dave is by naming him PD. He will remain involved with Music Meeting on an ongoing basis as a consultant. We are blessed by his faith in this innovative system.

## NEW MEDIA INENZSNAAKERS

## Radio One's Tech Start

Monica Stant, Operations Director Programming for Redio One, is one of the most tech-sawny programmers in our business


Monlcs Stery today. Stars is truly a new-era radio programmer, with experience and an educational background that are not typical of most radio professionals. Starr got her degree in engineering and medicine, which fueled her interest in new technology before it was au courant. At 14, her interest was so great that she built her first computer.
Starr recognizes the need for technological efficiencies in her day-to-day routine, saying, "There is so much information that I secure through Internet and intranet applications. Ratings trends, content consideration and news - all delivered when I need it. I am also becoming increasingly reliant on my two-way pager so I can be immediately responsive to the programmers I work with."

Starr is just beginning to see programmers bravely forge into the new tech space. "A lot of industry people aren't completely comfortable with new toots, but they are leaming," she says. "There is so much that technology can still provide."

Starr has become an advocate of Music Meeting and testifies, "Typically, I find most applications to be limited. But Music Meeting exceeded my expectations. It organizes the music for me, and the one-touch Selector component is a lifesaver. I'm encouraging all of our programmers to take advantage of it."

It annt easy impressing someone who built computers at ase 14....


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# MOSUL mesumg 

## celebrates



MUSIC MEETING congratulates Diana Laird, PD of KHTS/San Diego on being the 2001st programmer to discover the benefits of using the leading online source for new music. Diana has joined the ranks of thousands of programmers who are beating their competition to all of the important new releases like N'Sync, Faith Hill, Janet, and more!!!

In just three months, Music Meeting has helped 2,001 programmers save time and hear more music. Log on to www.rrmusicmeeting.com and find out what the buzz is all about. No Hype - just help!

RR

Together,

## We Are Always In Tune

L.A. Reid and The Arista Family Salute Radio One
and Black Music Month

Arista Records..
One Family, One Vision

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$*$


R\&R pays tribute to America's No. 1 radio group serving Urban listeners

Viewponts differ about whether consolidation hes of wisdom will inspire you and confirm your respect for been a good thing for our business. There is certainly no denying that there are fewer African-American operators of radio stations in the United Stotes today at a result of the consolidation frency of the last tive years.

In R\&R's near-30-year history covering the radio industry, it has wimessed the celebrated beginnings and often-disappointing ends of hundreds of radio-group owners. R\&R has remained a major proponent of Uban radio since the format's beginnings. nearly two decades ago.

Radio One is particularly admired for its Urban radio programming strategies and marketing innowations. Its billboard campaign in Los Angeles not only successfully migrated an audience from one frequency to another, it pushed KKBT/Los Angeles' Sreve Harvey Morning Show to No. 2 in the winter 2001 Arbitron survey.

In this special $R \& R$ is proud to present several exclusive interviews with top Radio One management, including founder and Chairperson Cathy Hughes. President/CEO Alfred Liggins III., COO Mary Catherine Sneed and former VP/Programming Steve Hegwood. I believe that their words
these professional and talented individuals.

R\&R's research presents a unique snapehot of Radio One's top properties, including KKBT/Los Angeles, KBFBMDallas-Ft. Worth and WKYS \& WMMI/Washington, DC. There is also an exclusive Radio One custom Power Gold chart detailing the hip-hop and R\&B Gold tites emphasized by Radio One in 12 key matkers.

We also have interviews with some of the hotest artists being played on Radio One's Urban stations: Luther Vandross, Musiq Soulchild, India.Arie, Bilal, Jagged Edge, Case, Jaheim, Profyle and Tank.

I sincerely hope that you enjoy reading this tribute to Radio One as much as we enjoyed preparing it.

## $\bullet$. ACKNOWLEDGMENTS •••

As R\&R completes another successful Urban Special, I would like to recognize the following people for their invaluable help and contributions.

First, my deepest thanks to Asst. Urban Editor Tanya O'Quinn for compiling the artist features again this year. Tany loves the music. and it shows in her writing year after year:

I also owe a debt of gratitude to all the contributing writers to this special, including Washington, DC Bureau Chief Jeffrey Yorke. Director/Charts \& Formots Kevin McCabe and Charts \& Music Manager Anthony Acampora.

R\&R's editorial and production team once again made the special read and look greal. Thanks to Managing Editor Richard Lange, Brida Connolly, Frank Corriia, Adam Jacobson. Debbie Overmana, and the design and production team.

Of course, our deepest thanks go to the entire Radio One corporation, incluting Cathy Hughes, Alfred Liggins III, Mary Catherine Sneed. Steve Hegwood and everyone who gave interviews for this special. Radio One is exemplary in the world of broadcasting.

The advertisers also deserve grateful acknowledgment, as specials such as this wouldn't exist without their generosity and support. Much of the credit is due to R\&R's Urban Sales Execulive, Robert Taylor.

Lastly, I'd like to thank Publisher/CEO Erica Farber, GM Sky Daniels, Editor-in-Chief Ron Rodrigues and Director/Charts \& Formats Kevin McCabe for their unwavering support of Urban radio and music. Until next year.

# RADIOONE:NO. 1WTHTA A BuIIT 

## Conlinued Irom Page 1

During the same time it was being challenged by members of Congress, as well as stockholders of the Washington Post, because many of them were Nixon fans and were mad at Katherine Graham and Post Newsweek. which is the parent corporation, for giving the station to Howard University.

There were several members of Congress who felt it was a violation of the law that says the government cannot own communications outlets. So Howard University, as well as the radio station. were embroiled in a lot of controversy and confusion about just how to actually run a commercial facility. Tony Brown was then the Dean at the School of Communications. and he had hired me as a lecturer on his faculty. He knew me because of his frequent visits to the University of Nebraska. We loved bringing Tony Brown and other individuals to Omaha, because, being so isolated, it wasn't like being on the East Coast or the West Coast. where a lot of opinionmakers would come.

We had a campaign going on at the University of Nebraska. We set up a black studies department, and we recruited various individuals, such as Tony Brown, to come as regular lecturers there, to expose the African-American community in Omaha to what was going on in the world of black America. Tony was aware that I had been involved with this radio station, so one day, when WHUR was in the process of firing its sales manager once again you probably remember that it went through a series of managers. general managers, sales managers and program directors; it was like a revolving door in the early days - he asked me if I would take a look at the radio station and see what I thought needed to be done. 1 put together a proposal for him to structure a sales division.

I thought that the first thing they needed to do, since the station was Howard's first profit center, was structure a sales effort. Tony was impressed enough with it to ask me if 1 would be the Sales Manager. I became the first woman General Sales Manager of a broadcast facility in Washington, DC, and within a little less than three years I was the first woman General Manager of a broadcast facility in the nation's capital. It was Christmas morning 1975. and the front page of the Washington Post's "Style" section said. "First Woman GM in Nation's Capital." To this day I don't think that, even when I was a kid, I ever had a better Christmas than that moming, waking up to the Washington Post announcing my appointment.

As would sometimes happen at Howard during those days. they had discussed with me whether or not l'd be willing to assume the responsibility. I had worked for a.gentleman named Tom Jones, who was the General Manager when I was the General Sales Manager, and I didn't even know that they planned to let him go. That Christmas morning was my first official notice that I was the new GM. Half of me was thrilled beyond compare, and the

other half of me was terrified, because I was getting ready to be General Manager No. 6 or 7, and the station wasn't even 5 years old yet! It was an exhilarating as well as a terrifying reality.

I realized that while I had done very well building a sales effort for the station, now I had responsibility for sales and programming. During that time the Program Director was Andre Perry. I don't know if you remember him.

R\&R: Yes, I remember him.
CH: I realized that I was responsible for the whole kit and caboodie, including bot-tom-line responsibility. Because, also during this time, Howard University had decided that it might not have been a good idea for the university to accept the gift, because it had been a cash drain on them for five or six years. It had not yet turned a profit. And one of the things was that it was a land-grant university.

Most people don't realize that the reason Howard University cannot be part of the United Negro College Fund is because it is still. to this day, supported as a landgrant college, which means that the majority of its funding comes from the federal government. A lot of people question, when they see the United Negro College Fund Parade of Stars. "Why doesn't UNCF support Howard?" By federal regulations, the federal government is responsible for Howard.

Howard was founded by General Oliver Otis Howard in 1867 to educate colored soldiers or the children of colored soldiers.

He was wise enough - and able to get through Congress - that Congress would always be responsible for the maintenance and operation of the school so that it would not have to worry about having a future.

So Howard not only had a radio facility that it didn't know how to operate, it was also, instead of being something that generated money, actually a cash drain on the school's resources. The people at the school were unfamiliar with running a business they were not entrepreneurs. They did not realize that it takes three, five, seven, sometimes 10 years for any entrepreneurial venture to really break even and start generating a profit. Howard University was about as disgusted with having this radio station as it could possibly be.

There was also a lot of experimentation going on. Although it was supposed to be a training facility for the students, it had no student involvement when I became the General Manager. There were a few interns here and there, but the station was basically staffed by radio veterans who looked at it like any other job. So the students were frustrated, the university was frustrated, and I saw it as a great opportunity to really put together a meaningful student program that could prepare them right out of college.

One of the things I'd learned by then was that a lot of students with communications degrees were showing up to interview for jobs with having worked at their college radio stations as their only experience

> "The reality is that the opportunities are shrinking for African Americans in broadcasting. Syndicated programming, consolidation of ownership - there are so many realities now in Urban radio that have the net result of limiting opportunities."
> Cathy Hughes
and credentials. Commercial broadcasters really did not consider that viable experience, and most college radio stations had experimental formats - as was the case at WHUR.

When I took over, the format was called "360 Degrees of Blackness." and we were playing mainstream jazz as the majority of
the format. One of the examples I always used to use when I would meet with my staff and that I still talk about to this day: Pharaoh Sanders has a 27 -minute song in which he holds one note for at least a good five minutes. And this is what WHUR was airing! Well, needless to say, that was not an audience-getter or -builder.

While many college students are jazz enthusiasts, I don't think times have changed that much. Most college students like whatever the hip music of their era is. During those days it was disco. While some of the students definitely loved jazz. their music of choice was dance music; they were going to discos and dancing. 1 realized that one of the first things I was going to have to do was create a format that would attract an audience, starting with my own Howard student body. It was very frustrating and discouraging. As I would walk across campus. I would hear WKYS, which at that time had a disco format and was the No. 1 station in the market. It was owned by NBC at the time. I could hear WKYS and Donna Summer morning, noon and night when 1 crossed the campus.

I realized that I needed to have something that the students, first and foremost, would embrace, and that would then spread throughout the city and go into the general market. Well, that was not a very popular opinion to have. I also wanted a format that the students could learn from as well as execute.

Howard was very gracious with my training, because I was very candid about what I thought my limitations were. One summer the school sponsored me for six weeks at Harvard University, which offers a broadcast-management course over the summer. It still offers it, but now it's very much condensed - when I took it, it was six weeks long. The University of Chicago was also doing a summer course in programming. The summer that I went it was called "Psychographic Programming," and it dealt with programming radio stations to fit the lifestyle of your listeners.

This was during the advent of FM coming into its own. The course dealt with things like morning-magazine formats. During those days they didn't have things like a Tom Joyner Morning Show, particularly not in Urban radio - it was strictly music in the moming. I remember Sonny Jim Kelsey in DC had a little gimmick called "Gidget." and Gidget told the time and the weather. But time and weather and hot, breaking news were about the only information you were going to get. Morning show formats were music-intensive, particularly in Urban radio during those days. but also in genéral-market radio.

Continued on Page 42


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I kind of plugged into the bottom part of the dayparts and started looking at the evenings. Out of that course I took at the University of Chicago and out of my desire to come up with a program that would be staffed exclusively by students and for students. a program that would not only give them the experience in a commercial facility they needed, but would teach them something. I came up with the concept of The Quiet Storm.

The first group of students that I dealt with had never heard of Dinah Washington, had never heard any of Nat King Cole's music and thought that Louis Armstrong was a comedian instead of one of the greatest musicians who ever lived. The list was just endless in terms of what these students did not know. Once I did a seminar for them, and I talked about Louis Jordan, and they were like. "Who?" They knew a little bit about Oscar Brown Jr., because he has historically worked the college circuit. but in terms of the contributions these individuals had made to music, it was just amazing to me what they didn't know.

1 saw The Quiet Storm as a teaching tool that would not only acquaint my broadcast students with the evolution of music - you know, where rap came from, and, going all the way back to spirituals, how we got to the point in music where we are now - but at the same time would give them something that I thought they would be interested in that was different from the disco and dance music that were our local music phenomena. At the same time, the station had to have enough entertainment value to attract an audience.

Thus, The Quiet Storm was born. Melvin Lindsey became my most famous host and student. He was a sophomore at the time of The Quiet Storm. Interestingly enough, he

> "Beccause we are so proaccive in terms of superserving our listening audience, superserving wour cliensts, wee eave been able to prevail where on paper it moght not book as if we would be able to."

Cathy Hughes
was my third host. and it was only out of an emergency situation that he became the host. Lindsey and Kevin Hooks, who has gone on to become a great Hollywood producer, were my two student interns. The university said that I didn't have an intern budget to pay them, so their internships all had to be free. I paid Kevin and Melvin out of my own pocket. because I really needed some assistance beyond what I was budgeted for in terms of
staff, and I also thought that, for as much work as I was putting on these two young men, they deserved at least a weekly stipend for getting there.

My second host of The Quiet Storm, the best of all the hosts, was a young man by the name of Don Roberts, who had incredible talent. He was from Baltimore and was so good by his junior year in college that he was working weekends at a television station in his hometown. At that time The Quiet Storm was only a weekend show, and he announced to me that he had an opportunity to do television and that he really preferred doing television to doing radio. I said to him, "When do you start?" and he said, "Next weekend."

So here I am with no host. Melvin Lindsey came to my office and said. "Listen, I don't have a license, I'm scared to open the mike, but my best friend. Jack Schuler, says that he'll engineer the board for me. So if you teach us how to do The Quiet Storm, we'll hold it down until you can find another student who's willing to take it. But 1 definitely do not want to be on the air. I want to get my degree and go to law school." I teased him about that. Three days before he died he asked if 1 would come and be with him. I spent the whole afternoon with him, and he started teasing me, "I sure am glad I didn't listen to you, because I never wanted to do radio."

The way it was conceived and was working until the time that I left Howard was that a student would have one full year of hosting The Quiet Storm. I expanded it to seven nights a week, and it became No. I 7pm-midnight and was a hot property. It was the host, as well as two other students, both of whom also would be understudies. They were all responsible for music selection, and 1 made them prepare music lists before they hit the air. They had to explain why they were going to do what they planned. They also had to give me a certain amount of Carmen McRae and Nancy Wilson, and they had to give me some Louis Jordan. They could not just go with what was popular. Then the next year there would be a new team.

Each group of graduating broadcast majors would have the credential of having programmed and hosted a No. I show, which I knew could enable them to get a job in radio, as opposed to just saying they worked at 'HUR.

R\&R: Your biggest accomplishment, the one that the world will always know you for, was when you purchased WOL-


AM/Washington. Could you tell us how you made that happen?

CH: Between WHUR and WOL was WYCB/Washington, which we bought when it was 25 years old. It's now part of the Radio One chain. There was a group of 36 of the power brokers of Washington, DC, with an average age of 62. That was the old-line power structure of Washington. Before we had an elected mayor or city council, we had what was called the Federal City Council, which was appoint-
most people were accustomed to hearing and religious programming. Instead of brokering time, we would be responsible for 24 hours of programming, and we would use the same formatics of regular R\&B radio but applied to the Gospel format.

So I did this for them for about nine or 10 months, and then they ran out of money again. They had given me enough money to get on the air. We had staffed it, and we had incredible success. My biggest success story that I get credit for, in terms of identification and development of talent, is normally Melvin Lindsey, because that's in the secular world. My real biggest success story was a sister by the name of Vashti McKenzie, who was a secretary, and I hired her to be a Gospel jock. She came to me one day and told me that she had been called. I'm Catholic; I didn't know what she meant. I said, "Who called you?" and she burst out laughing. She said, "God." I was all sincere, and I said. "God called you?" And she said. "No, that means I have to go to divinity school because I have a calling. I'm going to be a minister." I'm sure you're aware that Vashti McKenzie is now the first female bishop in the AME Church. She's really my biggest
ed by Congress, and it was our governing body. This Federal City Council decided that Washington needed a black radio station - this was before Howard received 'HUR.

Well, for 12 years the WYCB signal had been dark, and the council had gone through over $\mathbf{\$ 2}$ million trying to get it out of the FCC. Part of the problem was that it was just a group of well-meaning black and white folks, all of whom were elderly and had no concept of what to do with a radio station. They had started going through all this money, their own personal resources, and they were on empty. They came to me and asked me if I woutd leave Howard and come get their station on the air for them. They would double what Howard was paying me. At that time Howard was paying me about $\$ 75,000$ a year, which was big money. For them to say that they would double it would mean that I would be making six figures-plus. But more important to me at that time was the opportunity to build a station from the ground up. At that point I didn't have aspirations to own a station. That was unheard-of for a woman to even aspire to.

I told them yes, and I was able to get the station approved by the FCC, 1 was able to get it through the process, and then I built the station from the ground up. I created another format, which was the first 24-hour Contemporary Gospel format in the country. Most Gospel stations were sunrise-to-sunset stations, and most of them heavily brokered airtime with preachers. Contemporary Gospel was just beginning to come out. I thought that it would be a cross between the standard R\&B that

## blessing, my biggest success story.

Anyway, I did the format. The Federal City Council ran out of money. They told me that I had to put together a package and go find financing for them. I told them that was not a general manager's job, and that if I were to secure financing for them, I deserved an equity position. They told me that if I thought I knew so much, I needed to go get my own radio station, because if I worked for them, I would do what they said. Now, I'm like 31, 32 years old, and they're like $\mathbf{6 5}$ or $\mathbf{7 0}$. It was like a light bulb going on. These elders, who are shakers and movers in the power structure of Washington, DC, had enough confidence in me to believe that I could go and shop a financial package for them and told me that I should do it for myself if I didn't want to do it for them, which was really a veiled threat. But it made sense to me. I said. "Right. That's what I'm going to do." 1 resigned and put together a financial package and started looking for radio stations.

At that time, in the late '70s, WOL/Washington was ending its heyday as one of the best R\&B stations in the country. Soulfinger was executed - hands bound behind him. shot through the head, thrown in the middle of the interstate - right after he had gotten off the air. His wife was in the lot waiting on him, and two guys told her to go on home, they needed to talk to him. Within an hour he was found murdered. The FCC was like, "Hmmm, our backyand. Something must be going on," and it initiated this major payola investigation. WOL came up dirty. Sonny Jim Kelsey and Egmont Saunderling and all of them were accused by the FCC of not just payola, but plugola,

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Around the same time, Commissioner Ben Hooks in the FCC was passing the distress sell legislation, which said that stations in trouble with the FCC would not have their licenses lifted if they discounted the price and sold to a minority. So WOL became the first distress sell in the history of the policy. This is the same time that l'm trying to find a station with my.little financial package. And, boom, right here in my backyard is WOL.

Dewey Hughes and I were married. Dewey went on to win 14 Emmys for his television work, but he started off in radio. Many years earlier WOL had gotten into trouble on something else, and it was Dewey's impeccable record-keeping - as an intern, trying to learn everything - that had saved the station's license. So Egmont Saunderling, who at that time owned a chain of stations, as well as a chain of black movie theaters, had a special interest and owed him a favor. Dewey went to him and said, "We want to buy the station," and he was like, "Well, can you get the money?" So I went out shopping the package.

1 made 32 presentations. By the time 1 had been rejected 15 or 16 times, my mother and everyone else who thought they had my best interests at heart told me that I could not get financing, I needed to give it up and go get a job. My mother thought 1 should go work for the government. Other people said, "Go get a job at another broadcasting company. You're not going to be able to get this done." My 33rd presentation was to a Puerto Rican woman at Chemical Bank of New York named Lydia Colon. It was her first week on the job. 1 start making my presentation, and she said, "l'll fund you." It didn't register, because 32 times. 32 men had told me no. 1 just kept selling. And she said to me, "I said 1 will do the deal. Stop selling past the close." That's something I teach people all the time now know when to shut up. Know when you've got the order, because you can kill yourself if you keep going.

So she loaned me $\$ 1$ million, and we were able to buy WOL. Oct. 3, 1980 is when 1 took over the station. The funding came in 1978 or 1979. Because it was held up with the payola investigation and because the distress sell policy was new, it took a long time between getting the funding and actually getting my hands on the station.

R\&R: You ran the station, you had a radio show, and you took care of a family. Tell us what you had to do to do that.
CH: Well, I closed on the station on Oct. 3. 1980. This is when the prime rate went up into the mid-20s. I was paying $21 / 2$ points over prime. This was during the recession, when so many businesses closed their doors. I hadn't been in there a good year before the prime just started escalating. Dewey did not like doing radio, because he had been in TV. He decided that he wanted to move to California, where he remains to this day. 1 did some research. 1 had learned, while working at 'HUR and ' YCB, to do format studies. Instead
of deciding what format / wanted to do, 1 neeed to find where the void in the market was.

The void in the market came back as black Talk and information, so I decided that what we would do would be black Talk on WOL, not knowing, because I had not seen the actual books at that time, that the day before I closed WOL had $\$ 850,000$ in record-company revenue on its books. The day after I closed, that went from $\$ 850,000$ to zero, because 1 did a format that was no longer of any value to the record companies. I was literally cutting off my financial foundation. When I took over the station, we had about 42 employees. During those first two years I lost my husband and my 42 employees. I was cut down to about 18 employees.

Talk is the most expensive of all formats to do. Where before one jock could do a whole show, now it was taking four or five people to do one airshift, because you had to have producers, newspeople, a host and a scheduler. And it was premature for the listening audience, as well as the advertisers. I was getting letters from listeners saying. "Please stop doing this Talk format; it's embarrassing to black people hearing black people on the air cracking verbs and being inarticulate." So I'm fighting both my audience and my advertisers, and at the same time battling my creditors, because my interest rate is up 2 I/2 over prime, and I have no revenue coming in. Advertisers are saying. "Black folks don't want to listen to information, they want to listen to music." And I'm saying." The research says that this will work."

Well, my bank finally makes a move on me and tells me that I have to return to music, that I cannot afford to continue doing the Talk format. I refused. I told them that under no circumstances could I go back to 24 hours of music. That's not what I believed in, that's not what I thought the market needed. And they said to me, just like 'YCB's board had said to me, "Well, if you're so smart, why don't you do it yourself!" So I said OK, and I hosted morning drive, because I had nobody whom I could afford to hire to do it. I went back to music in the rest of the dayparts. By this time I think God had recognized the sincerity of my efforts and stanted to abundantly bless my moming show. Within a short period of time the Washington Post was calling my morning show "the voice of black Washington,", and my ratings were skyrocketing. Eightyfive percent of all the revenue that we
generated the whole 24 -hour day was contained in morning drive. Morning drive became the thing to listen to if you were black in Washington, DC.

I had ratings that were rivaling the FM's in morning drive. I would have fours and fives in the morning, and this was on a thousand-watt AM. Listeners were writing to the FCC and asking it to increase my power, not realizing that that's not something the FCC can arbitrarily do. They would get up in the morning and drive to their jobs in the District early so they could sit at their desks and listen to the show, because they couldn't pick up the signal out in the suburbs. I started adding back, daypart by daypart, talk, until we returned, finally, to 24 hours of talk, as WOL is now.

After the seventh year the station had turned the corner and generated a profit. When I got the statement from my accountant. I called him up livid. I was constantly
once again creditworthy and could solici additional funding. During this time many stations came up for sale. Many times I tried to convince my board and my lenders to loan me more money. Because, by this time, FM is the thing, and AM is just holding on for its life unless it has 50,000 watts. I have a 1,000 watt AM at the bottom of the dial, and they weren't going to loan me any money to buy an FM. And I needed a combo. At that time the law said you could have one AM and one FM in a market.

After the seventh year we were able to turn the corner. We started generating a profit, and I was able to secure another loan, for $\$ 9$ million. I bought Magic 102.3 - that's WMMJ. So I had a combo.

R\&R: Now that you and your son are the leaders in owning properties targeted to African Americans, what's your vision for your leadership capacity?

CH: Well, No. 1, people applaud when I'm announced as founder of one of the largest black-operated broadcast companies in America, and I tell them it's nothing to applaud. We have 62 stations. Our No. 1 competitor is Clear Channel, which has more than a thousand. So if you look at us being the largest black group and compare it to the size of our competitors, you'll realize that we must continue to grow. We have been blessed with having facilities in major markets. Because we are so proactive in terms of superserving our listening audience, as well as superserving our clients, we have been able to prevail where on paper it might not look as if we would be able to.

Los Angeles is a perfect in trouble. I knew how to run a station. I knew how to program it. I knew how to sell airtime. But I was still in a learning mode of how to run a broadcast business. I did not know yet how to be an entrepreneur. I was constantly under the gun with my lenders on my financial statements, and they had become sticklers. If you don't know what you're doing on paper, if it doesn't make sense, you can't have a successful business.

So I get this end-of-the-year financial report from my accountant and call him up. I said, "As much pressure as I'm under, why in the world would you send me this financial statement without the brackets?" And he burst out laughing. I said, "This isn't funny to me. I've got to submit this today at the board meeting, and here it is incorrect." And he said, "That's because there are no brackets, Cathy. You made a profit last year, $\$ 3,800$." I said, "What?" He said, "You turned the comer. You are now a profitable business." I cannot put into words the feeling that went through me. It had taken me seven years to get to that point.

Once we turned that comer, we were
example. What has occurred with KKBT (The Beat) is radio history. Never before has a station gone from a 1.9 to a 4.5 in one book and taken over a market the way Steve Harvey and the moming show on The Beat have in L.A. It's just a miracle in Los Angeles that no one's even noticed that there was a frequency change. The Beat used to be 92.3 , and that doesn't even show up in our research.

That's a miracle, because a frequency change is the hardest obstacle for a broadcast facility to overcome. It has buried many a format, many a station, when they've had to change frequency. The reality is that we have to continue to grow our company. There are still some major markets that we are not in. We aren't in New York, we aren't in Chicago, and there are still other pockets. Our specialty is markets that have sizable or majoritypercentage African-American listening audiences, and we still have a way to go before we really have totally penetrated.

R\&R: Do you feel that it's up to you. meaning Radio One and its leadership, to educate and give opportunities to our people who want to be in the radio business?

CH : Absolutely. And the reality is that the Continued on Page 46

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opportunities are shrinking for African Americans in broadcasting. Syndicated programming, consolidation of ownership - there are so many realities now in Urban radio that have the net result of limiting opportunities. At graduation time I used to receive easily 2.000 or $\mathbf{3 . 0 0 0}$ resumes. Now we're down to 300 or 400 , because students now know that the opportunities are not there the way they used to be. The students, many of whom may still be majoring in communications, are looking at fallback positions. They're going into public relations, they're going into print, they're doing a host of other things. They're looking at cable and satellite, new technology, whereas before everybody wanted to be an air personality or a sales rep. It places on us a special responsibility to keep the doors open for African-American and women broadcasters.

R\&R: What's something that you think people should know about Radio One?

CH: 1 think they should know that even though we are small by comparison to our competitors, we believe in outworking them and outserving our listeners, as well as our client base.

My grandmama used to say to me, "Black folks are expected to work harder and be twice as smart." Most black.folks reject that and say that's not fair. My grandmother used to say. "Don't reject that, baby. What's wrong with that? That means that you will just be that much better, which will make you that much more successful." And that's basically our corporate philosophy. We are definitely concerned with the volatility of the stock market now, but if you'll notice, we have remained fairly constant in this volatile sea of ups and downs. We believe in maintaining and enhancing shareholder value. We are not only meeting our numbers, we're exceeding our numbers. We are running a light corporation that is, according to Fortune magazine, one of the best companies in the country to work for.

But most important to me is that we are not only providing opportunity, we are nurturing and developing quality African-American and women broadcasters. I believe that most entrepreneurs, paricularly African-American entrepreneurs, spend most of their time worrying about their bottom line and forget about their front line. I believe that when you concentrate on and nurture and develop your front line, your boutom line automatically follows. When you spend time, effort and resources on making certain that your staff are the very best that they can be, it benefits the company, but it also benefits them as human beings. You give them skills; you. provide them with talents and abilities that they take with them whether they stay with you or go elsewhere.

What happens nine times out of 10 is that they want to stay, because they realize that the company has an interest in them - not just for what they can do for the company, but also an interest in what they can do as human
beings fulfilling their potential. That's how we operate, and that's how we've been able to win.

I want to say to aspiring broadcast entrepreneurs that, although the picture looks bleak because the windows of opportunity have been closing rapidly particularly since the passage of the Telecommunications Bill of 1996 - don't be discouraged. New owners are popping up every day. Steve Hegwood is a perfect example. One of my proudest moments was the day that he bought his first radio station. In my opinion, Steve Hegwood is the best programmer in Urban radio today. Even though what he did with The Beat is nothing short of a miracle, my proudest moment was the day that he closed on his own station. Because I want to be the catalyst. I want to be the steppingstone for as many black owners of facilities as 1 possibly can. it's great to produce successful programming. It's great to have wealthy, successful sales reps. It's great to have managers and the rest. But the best thing is to be able to create the window of opportunity for owners to come through.

It tears my heart out for Steve to be leaving us, but there's a side of me that is cheering him, because he's getting ready to start his own group. Steve Hegwood's company might one day outgrow Radio One. I want to say to broadcasters, don't give up just because the windows are closed. Find another one. Kick open a door. Do like Steve. Hegwood. He's starting off in small markets down South, but he's growing his company. His company has been growing every year since he purchased it. And Steve is going to win. Barry Mayo first started out in Little Rock. Who would want to go to Little Rock? And Barry became one of the greatest success stories in black radio.

## ALRED LIGGNS II

## PRESTENTCEO, RADIOONE

R\&R: Having been raised in the radio business since you were a child, what things really stand out in your mind about radio?

AL: Most of the things that stand out are what my mother had to go through in order to start the business and how she and my stepfather at the time did everything. including the morning show, and were the chief cooks and bottle-washers. I remember the day we took over at WOL. We took over at midnight, and they were all excited. I was asleep, and they ran upstairs to get me out of bed. I was like, "Can I go see it tomorrow?" They got mad at me because I didn't understand the significance of it.

In 1980 i must have been 15 years old. and I was certainly more concerned with having fun than with what my career was
going to be. When 1 look back. the thing that sticks out for me back in high school is what my motier and stepfather went through. Essentially, I was put to work at the radio station, but I didn't have the same appreciation for radio as a career and as a business as a teenager that I do now. I came to work for WOL as a salesperson when I was 21 years old. That's when I really started to develop my appreciation for the business and started to build a love for it.

R\&R: When.did you decide that you really wanted to be in the radio business as a professional?

AL: I started out as a sales rep in 1985, and I made $\$ 36,000$ my first year. That was good, and I was excited. The second year I made $\$ 60,000$, and I was really excited. I decided at the end of the second year that this was really what I wanted. I wanted to do radio if we could change the manner in which Radio One was in radio. For me, that was for us to enter into FM broadcasting; we had only an AM at that time. Once I got my mother and the investors to believe in that same vision and we started actively pursuing an FM radio station, I felt that as long as we could be competitive with other companies and other broadcasters in the market, it would probably be a career that I would be involved in for a lifetime. And that's exactly what happened.


RER: Where did you go to school?
AL: The University of Pennsylvania's Wharton School of Business. I graduated from there in 1995. I did the Executive MBA program, so I was able to continue running Radio One and still get my MBA. 1 went to school on the weekends. I entered in 1993 and graduated in 1995.

R\&R: What was that experience like?
AL: Because it was Wharton, which is generally known as the best business school in the country, and because it's Ivy League, it was fascinating to be involved in that environment. I was already running a company that had a bunch of employees, and I was doing multimillion-dollar deals at the time, so it's not like I really learned anything that helped me do my job better. It was more about what graduating from an institution like Wharton does for you in terms of your contacts and your resume and the level of respect people give those institutions.

The program was quite rigorous, and I had to refresh myself on a lot of things -
like calculus, which I hadn't paid much attention to since leaving high school - in order to get through the program. But it was very rewarding. l'd do it again in a heartieat. I highly recommend it for people who are serious about wanting to be in business.

But it's certainly not a criterion for being successful in business, because our company was successful before I went, though my mother likes to say that Wharton did more for me than I think it did. Maybe what it did for me was give me credibility in her eyes - that l'd be OK running the company. If that's what it did, that's fine, and it worked.

R\&R: Now that you have all these radio stations, what's the most important thing for your group to accomplish?

AL: To build the correct structure for the company to succeed in the future, even if 1 get hit by a bus, or Cathy Hughes does, or our current management structure does. We need to have people on the bench who are ready to step up. Also, we bought a lot of stations that have upsized, whether from a ratings standpoint or a revenue-share standpoint, and we need to go out there and capitalize on that.

R\&R: Is it now up to you and Radio One to give opportunities to other African Americans?

AL: We've been doing that since the day the company was founded. Our company has historically been overwhelmingly African American compared to other mainstream companies. We've always looked at it as our obligation to go out and do that. When we look for managers, we think, "OK. we have to hire a general manager. Who's black that we can go after?" Those people come up to the top of the list first. We say, "Who's black and good that we can go after?" and then we say, "All right, who's not necessarily black, but good?" Then we start comparing our options.

If there are two equally qualified candidates for a job and one happens to be a minority, we'll work really hard to try to make a deal with that person, because many of these candidates have been disadvantaged in the past in other mainstream companies. It's sort of our mandate. But, by the same token, we've got a responsibility to our shareholders. Cathy Hughes and Alfred Liggins are the largest, but there are significantly more shareholders out there. including a lot of African Americans, and we have a responsibility to them to put the best people in the jobs.

It's odd, because if you look across our company, you'll find that there are a lot of African Americans - and it is a very diverse company. There-are a number of Caucasian people in the company who have significant positions, and there are a number of women who have significant positions. This is the most diverse company in the entire radio sector, and people tend to say, "Oh, wow, there's a white person in that position." Well, they don't know how many black people I've talked to about that job. Some of them may have said that they were more interested in staying with one of the major companies; some of them turn out not to be candidates that we would bet the ranch on. But we go


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## A 15 Plays 106 \& Park 4 Plays Just Added!



# playas gon' play 

- The follow-up to their smash hit, "No More (Baby I'ma Do Right)."


ALL OVER YOUR TV NOW • MTV's TRL Nicklelodeon - BET • Disney Channel Rosie $\mathbf{O}^{\prime}$ Donnell • Ricki Lake • Jenny Jones Queen Latifah • Live with Regis and Kelly Showtime at the Apollo

Already on $77 \%$ of the Urban Panel 6 Million in Total Audience

## ON TOUR WITH N'SYNC IN MAY

Produced by Sean Hall aka The Hitmaker for Sozo Entertainment - Managment: Michele Willams lor Big Cal Managment
"Epic" Reg. U.S Pat \& Tm. Ott. Marca Requistrada / Epic is a trademart of Sont, Music Entertainment Inc, © 2001 Sony Musce Entertainnent Inc.

The Game is on and the following playas are winning!
ALBUM

| WNEZ | Hartford | 52 Plays |
| :--- | :--- | :--- |
| WEMX | Baton Rouge | 35 Plays |
| KBTIT | Shreveport | 33 Plays |
| WIIZ | Augusta | 31 Plays |
| WBTF | Lexington | 31 Plays |
| KRRR | Lafayette | 29 Plays |
| WZHT | Montgomery | 29 Plays |
| WJMI | Jackson | 28 Plays |
| WTLZ | Saginaw | 26 Plays |
| KDKS | Shreveport | 26 Plays |
| WBLX | Mobile | 26 Plays |
| WAMO | Pittsburgh | 25 Plays |
| WAJZ | Albany | 25 Plays |
|  |  | and many more! |

# RanOOIIE: 10. 1WTin 

## Continued from Pape 46

through a significant process in order to do that. I think people focus on who's not black in the company; as opposed to who is. If you look at our makeup in comparison to any other company, you're going to find that we're overwhelmingly the leader in terms of diversity.

If you get a job at Radio One and you're African American and you like Urban radio, and if you"re smart and you work hard. you get the training. you get groomed. and you will get opportunity. Because we keep growing, and we need people to help us get there. I don't know if people are looking to us to do it, but we look to ourselves to do it, because we' ve got to develop our own talent pool. The general-market broadcasters haven't done it for us. They're definitely not training. First of all, they don't own as many Urban radio stations as they used to, because we've been buying a lot of them. If we don't train the people, if we don't give opportunity, who will?

R\&R: How big do you want Radio One to become?

AL: I don't have a goal based on specific size. I've got a goal that I want to create the largest Urban radio broadcaster in the country by far and then transform that company into an Urban media company. Now how big does that make us? It can make us significantly bigger than we currently are, but I don't really have a specific goal in terms of size in order to get there. I look at it in terms of what kind of returns I can give our shareholders.

One of the reasons this company has got to become an Urban media company is because at some point there won't be any more radio to buy. Then what do we do with the cash flow that we have in order to generate returns to the shareholders? We've got to invest it in complementary media businesses that will allow us to get even greater returns. The need to redeploy that capital for financial gain is really going to drive the fact that this company is going to have to diversify in the future.

R\&R: How do you plan to grow the facilities you already have?

AL: We plan to increase the ratings where we believe we have upstart opportunity. We've got a never-ending crusade to get the power ratios for Urban stations higher. Our stations typically operate above the average power ratio for Urban stations. We've got stations that have as high as a 1.3 power ratio, and I think our power ratio on average across the country is probably in the .9 range. We' $d$ like to see the average rise to about 1.0 . The national average is about .8 .

R\&R: Tell us abour your new radio net-1 work.

AL: We have a lot of radio stations with significant African-American audiences, and, in fect, if you add up all our stations today. I think we've got a leger Average Quanter-Hour then American Urtm Redio Network. We're sheo starting to provide a lot of programming for one own staioss. Nerwork radio is a logical extemsion for ws. We are in the process
of trying to figure out who to do it with and how to execute it. We've had some specific talks with a number of large companies about joint ventures.

It's a work in progress. It hasn't come together just yet, but I anticipate that when we do announce it, it will be with the right partner, and we will offer programming. and Radio One will be the base for distribution. That's all I can say about it at this point in time, but it just makes sense that we be there. Westwood One essentially partnered with Infinity, ABC has its radio stations. Clear Channel now has a network. It makes sense that we*d end up in that business as well.

R\&R: How do you think satellite radio will impact conventional radio?

AL: Hopefully not as much as the satellite-radio companies like to think it will. Because satellite radio is mandated as a national service, if it does impact terrestrial radio, it will impact it from a national standpoint - and I think it could impact network advertising even more. But, hopefully, instead of really impacting terrestrial radio, it will help grow the market, and terrestrial radio will continue to thrive.

R\&R: What would you like to address that I haven't asked you?

AL: I'd like to say that there is no one who is more committed to Urban radio and the growing and nurturing of broadcasters who have a passion for Urban radio than Cathy Hughes and Alfred Liggins. Over a 20-year period we've proven that. We don't win every time we go out, but we've always improved our stations significantly over where they were before. We've done a lot to maintain continuity with our management and employees, trying to keep them happy and on a growth trajectory in their careers. It's what we do. It's what we love. So if you have a passion for this particular type of business, as we do, Radio One's the place for you.

## MARY CATHERNE SNEED

## COO,RADIOONE

R\&R: What's your vision for Radio One from a programming perspective?

MS: I think that what we want to do is be wildly successful from both the ratings and revenue standpoints at Radio One.

R\&R: Do you wamt your programming to be a model for other Urban stations?

MS: I don't know if it needs to be a model. Certainly, we have some things that people might be able to take and apply to their own stations, but they probably also have a lot that we can learn from too. I think that it just works for us. I don't know that every station worldwide needs to be the same. Phes, there are some really succeasful Untan stmions out there that we not owned by Redio One.

management and the programming at all those stations?
MS: It's been really difficult, because we have suffered some severe growing pains. But what we have that has helped me a lot is a lot of people who are willing to share. We've got a pretty incredible brain trust in this company, and we are finally learning how to use it. We spend a lot of time with each other. I just got off my weekly general managers' call. What
> "When we look for managers, we think, 'OK, we have to hire a general manager. Who's black that we can go after?' Those people come to the top of the list first. We say, 'Who's black and good that we can go .after?' and then we say, 'All right, who's not necessarily black, but good?' Then we start comparing our options." Alfred Liggins

we try to do is keep people who can help each other in touch with each other. For example, the producers of The Russ Parr Morning Show have a call once a week. The GMs have a call, the PDs have a call. the sales managers and on and on. We spend a lot of money on long-distance. let's just put it that way.
$\mathbf{R \& R}$ : What's the rule, if there is one. about the lyrical content of music aired on Radio One properies?

MS: The " N -word" is absolutely forbidden. When I was in Atlanta, there were a couple of times when it slipped through with mixers, and they could hear me running down the hall. Absolutely not. And as far as profanity, we do edit the music. I know there are some people who think that's censorship, but that's what we do, and we will continue to do it.

R\&R: How do you go about finding program directors and air personalities for your stations?

MS: As far as finding program directors, we've been pretty successful promoting from within. That's something that has always been my goal. It allows you to attract good people and be able to keep them if they know there's opportunity within the group. We've got a ton of people. Mic Fox [at WFUN/St. Louis]. Darrell Johnson [KBFB/Dallas]. Roben Scorpio [KKBT/Los Angeles], LaMonda Williams [WCDX/Richmond]. Kathy Brown [WWIN/Baltimore] - those are five PDs who have been promoled from within the company. I would say that the first place we look is within our own compray. That doescit mean that we're

Radio One, but I do like to give people from Radio One the opportunity first.

That's pretty much what we're doing right now. I'm really proud of that. As far as air personalities, I'm not a subscriber to the belief that there's no more personality in radio. At our stations there's a ton of personality. If I just look at Atlanta and the talent that's come out of our station there, WHTA, it's been dramatic. I had a part-timer making $\$ 6$ an hour on the nightime show with Ludacris. Now she's in L.A. doing middays, and he's a big rap star. I think that air talents just need support. and they need to be nurtured. It's as simple as that. When people say there's no more personality in radio, I think they're crazy.

R\&R: Is the trend of "street-sounding" personalities going to continue?

MS: If it's a younger format, it certainly will. And that's not necessarily bad. It sounds like the format. One of the things that make me crazy is the station voices everybody uses. They all sound so much the same, and they generally don't sound like the format.

R\&R: You've said that you think it's good to have PDs who are versatile.

MS: Yes. We've got program directors in our group who could probably do a number of different formats if they wanted to. They ${ }^{-r}$ doing Urban, obviously, because that's what they love. That's their first choice.

R\&R: What's the most important thing for you to accomplish as Radio One's COO?

MS: Giving.value to our shareholders and just watching the talent develop, from sellers to traffic directors to air personalities to promotion directors. That's what I like more than anything. It's always rewarding when you bump into somebody you worked with 10 or 15 years ago. and they started out perhaps as an intern, and now they're a PD. There's nothing that beats that feeling.

R\&R: Will Rudio One's programming signature always be the young-end approach. targeting /8-to-34-year-olds with mainstream urban music?

MS: I don't know if that's our signature. We've got some very successful Urban AC stations that we're really proud of. Baltimore's Magic, WWIN-FM, does great in that market. Then we've got Raleigh's WFXC. and we've got 'CDX in Richmond. which does great. And certainly in the markets where we only have one station, it may be a young-end station, but we want to have an adult Urban in every one of those markets. That would be the goal.

R\&R: What should we know about Radio One that we don't know?

MS: I think that the most important thing is that we're not a mom-and-pop company anymore. When the company started out years ago, Cathy Hughes struggled, and she struggled for so many years. The one thing she's been able to do is adapt and grow. That's one of the things I admire most about Radio One.

When I came to the company, it was really a small company. The systems weren't great. Now it's a big corporate company. We've got terrific systems. We've got an incredible situation at corporace. We've got the smartest brodemaing CPO in America, Scou Royster. He's just brillieat.

#  

## Continued from Prage 51

And I've watched Alfred grow too. He is now definitely a Presiden/CEO of a major broadcasting company. And certainly Ms. Hughes has grown. That's the one thing that I admire most about her, the way she came from where she did and was able to adapt and accept change. A lot of people don't do that. This has all been a huge, huge deal for her.

R\&R: Any final statements or comments?
MS: I wish the economy would get better.

## STEVE HEGWOOD

## PRESDENTICEO, ONTOPCOMMONCATIONS

R\&R: What do we call you?
SH: I'm the CEO and President of On Top Communications, based in Lanham, MD. We have three stations. A simulcast, WRXZ \& WFFM in Albany. GA. and WRJH in Jack. son. MI

R\&R: All of these are mainstream Urhan?
SH: Yes.
R\&R: You're the former VP/Programming for Radio One. How long did you do than?

SH: Six years.
R\&R: A.c a programming consulum for Radio One. what do you do to help on a daily basis?

SH: Obviously, I spot audience trends. I spot potential ratings issues and problems in each individual market. For example, on a monthly basis I review the trends for each individual market that we're in. I look for promotional opportunities. I help with making recommendations as to air talent or possible new program directors, new sign-ons or that kind of thing. I work with the program directors at any of the individual stations that may need more special attention.

R\&R: How did the progranming help Radio One in its earlier days?

SH: We were able to convince Alfred and Cathy that if you've got the ratings, the revenue will come - if you can acquire the proper salespeople and sales-management structure. I will tell you that it's much easier for a station with incredible ratings, like a WRKS/New York or WERQ/Baltimore, to achieve its sales goals. When you have ratings of that sort. it's much easier. So the focus was. if you get the ratings, we'll find a way to get the revenue. We focused on our programming to be able to improve the ratings on stations that were underperforming. Then Alfred. Mary Catherine and the sales managers and general managers of each individual station would spend the time converting those ratings into revenue.

R\&R: So programming really was signiftcant in the early years?

SH: Very much so, as it is in any broadcasting company. Let's face it. [CTHR/Pop] WHTZ (Z100)/New York and [CBR/Pop] KIIS-FM/Los Angeles would not be the powerhouses in revenue that they are if they did not have incredible ratings.

R\&R: Many people downplay programming these days. There's so much cookie-cutter programming.

SH: Any time you're very successful at what you do, you're going to be ridiculed and questioned. I've leamed over the years that whether you're as successful as Ford or if you're as successful an Internet company as Microsoft, you're going to be questioned. Someone's going to oppose some facet of your business. You can't argue the success of Radio One - or Clear Channel.

We get it all the time: "Why does Radio One play all this....?:" What are we supposed to play? A bunch of obscure music that no one knows? Our game plan is to play the hits, get the audience and tum it into revenue. It's that simple: A, B, C. That was our game plan. Play the hits, create some entertaining air personalities, serve the community and get ratings, and you will get revenue. It's not rocket science.

R\&R: Are hip-hop's negative images a necessary part of Radio One's success? If so, why? If not, why are they allowed?

SH: I know for a fact that during my six years at Radio One we didn't take hip-hop as a negative thing. Look at the biggest, most popular records and artists that are out right now in African-American music or R\&B and hip-hop music. I didn't necessarily scrutinize a Jay-Z record as to what he


0000060000 Steve Hegwood
was saying and whether it was a negative or a positive image. The key was, is this a hit song?

Now if there are glaring, obvious negalive images in a song, we refrain from playing that record. But. again, our game plan is to play the most popular, familiar music. That equates to playing the hits that appeal to the 18-to- 34 demographic. Then we can educate and entertain those people. whether it's with a Sunday-morning talk show, Steve Harvey, Russ Parr doing a breast cancer seminar on the radio station or a domestic-violence show. These are all things that we've done in conjunction with playing Jay-Z. DMX. Mary J. Blige and Jill Scott.

As I said earlier, we didn't look at it as "Let's go play negative rap to create controversy." The game plan was and is to play the most popular music that appeals to the target demographic that we're going after. If your station's an adult station, then you
play the adult music that appeals to your audience. That was our philosophy in picking music. From our People's Expos to Summer Jams to Birthday Bashes or whatever, at the end of the day the game plan is to get your audience together to enjoy themselves.

All of the DC and Baltimore stations have Stone Soul Picnics that involve all of our stations. It's primarily centered around the Uban ACs, but all of our other stations are present. It's "Bring the entire family out, and let's have a wonderful day." Normally hip-hop artists don't perform at those events, but the $\mathbf{R}$ \& $B$ artists are there. The hip-hop artists normally perform at the Summer Jams and the Birthday Bashes. which are more targeted toward the 18-34 demographic.

These records that you're pointing out. I'm sure they're on Clear Channel stations, they're on Infinity stations. they're probably on Blue Chip stations, they're on any of these other major groups. The answer for me is that we, again, look for the most popular music. Period.

The one thing I do say is that the record companies have done a decent job of cleaning up as many edits as they can. Sometimes we even get what's called a "squeaky clean" edit for stations. It really depends. There are different types of mainstream Urbans. WHTA/Atlanta is much younger and more aggressive than WKYS/Washingion. So there may be a record that's played on 'HTA that is not played on 'KYS. WERQ is probably the most mature of the mainstream Urbans that Radio One has. 'ERQ and WQOK/Roanoke and WCDX/ Richmond are very, very mature Urban radio stations. So they aren't as to-theedge, they don't play as many hip-hop titles, and they're not as borderline offensive.

It depends on each individual station in each individual market. For example, on KBFB/Dallas we played Mystikal's "Shake Ya Ass." KBFB was very, very young and very, very radical. Since then we've backed the station down to make it a tad more R\&B- or mainstream-friendly.

Initially, whether it's a WLLD in Tampa or a WPGC/Washington or a competitor in any of our markets, the game plan is to get an audience and transform that audience into revenue. Clearly, the key is that sometimes it doesn't work to be just a second Urban in a market that's carboncopying the mainstream Urban station. Why would 1 leave a radio station for the exact same thing on another radio station?

That's another thing 1 forgot to mention: Most of our FM properties were challenged-signal FM stations, with the exception of the Clear Channel spinoffs and a few others. Most of our stations were not full-service or licensed to major cities. They were "move-ins," as they call them.

R\&R: How is Radio One grooning younger people for opportunities within the company?

SH: We've got a couple of great examples. Darrell Johnson. in Dallas now, worked for me as a PD at WRXZ in

Albany, GA. We moved him from Albany to Allanta, where we worked on his craft, and Mary Catherine worked closely with him as well. We developed him more, and when the
> "We've been pretty successful promoting from within. That's something that has always been my goal. It allows you to attract good people and be able to keep them if they know there's opportunity within the group." Mary Calberine Sneed

Dallas opportunity came about, he wanted to go. We thought he was great for the station, and we moved him there.

Kathy Brown, who was over at the Baltimore facility, has been promoted to OM of the DC and Baltimore stations. She oversees WMMJ, WWIN and WERQ, and she also oversees the Urban ACs in the Richmond area, WKJS and WPLZ. So we're developing people in that respect. to give them more responsibilities, to work within the chain and to work within our system. I'm sure there are others.

Darryl Huckaby is probably going to have additional responsibility, especially after my departure. He was responsible for puting the Charlotte station, WCCJ, on the air.

R\&R: What makes programming mosi effective, other than hit records?

SH: The old stationality thing. Obviously, the one thing that has made the Radio One stations that carry Russ Parr's show stand out is Russ Parr. He is an incredible talent. I use him on the On Top Communications stations as well. Russ is an incredible way to stan the day. I'm so thankful to God that we've been blessed enough to have him for the years that we've had him. and I hope Radio One continues to have him, which I'm sure it will. He's the one thing that gave us our uniqueness in Washington. DC, when the 'KYS vs. WPGC batte began. He is a unique talent, and he's able to cut through the clutter of all the other morning talent in the market.

Community involvement is also important. The things you do in your community, if you do them in a positive manner, will only come back to benefit your radio station maybe not immediately, but long term. The other thing would be the uniqueness of your station. If your direct competitor is doing something, try not to copy that. Do something else that gives your station its own credibility. That's basically it.

We're all going to play the hits. Right now the toughest challenge is that everybody knows how to play the hits. You have to do things around playing the hits to give your station its own uniqueness, whether it's a moming show,

# RanOOOMESRED-HOT PORTFOLIO Broadcaster amasses 46 stations in 16 markets 


#### Abstract

Here's a snapshot of Radio One's present radio holdings, ranked in order of market size. The company operates stations in numerous formats in addition to its Urban and Urban $A C$ properties. Ratings data are reflective of Arbitron's winter 2001 survey period, except for Augusta, GA, which is based on fall 2000 ratings data.


## LOS ANGELES

## CALS: KXBT-FM

Nickname: 100.3 The Beat
Frequency: 100.3 MHz
Format: Urban
12+ ratings: 3.6 (No. 8)
Facts 'n' figures: Radio One acquired KKBT following AMFM's merger with Clear Channel. KKBT debuted in 1989 at 92.3 FM with a Hot AC format and eventually flipped to Urban in early 1990. KKBT was launched
 by Evergreen Media under the guidance of then-GM Jim de Castro and OM Liz Kiley. Mike Stradford was brought in as KKBT's first PD following its switch to Urban, while The Beat's first MD was Frank Miniaci, who launched the station as a Hot AC with Kiley.

The Beat leaned adult in its early days and has undergone a successful transformation under Radio One's ownership. Personalities over the years have included John London. Diana Steele (who's returned to San Francisco). Theo (now at crosstown KCMG), John Monds (now a morning host at WHUR/Washingion) and Frankie Ross (now at crosstown KJLH).

A plethora of talented individuals have worked at KKBT. Former GM Craig Wilbraham, who was brought in by de Castro, helped make the station one of the topbilling properies in Los Angeles.

In September 1999 KKBT shifted direction to hip-hop and R\&B, launching a direct attack on Emmis' crossiown CHR/Rhythmic KPWR. In the months following KKBT's format tweak, the station was divested to Radio One. Under current GM Nancy Leich ter and former VP/Programming Sleve Hegwood, KKBT moved to 100.3 FM and in Seplember 2000 hired comedian and WB Television star Steve Harvey for mornings. Since Harvey's arrival KKBT has soared to
first place among all English-language stations in mornings.

## PHILADELPHIA <br> CRUS: WPHIFM

Nickname: Philly 103.9
Frequency: 103.9 MHz
Format: Urban
12+ ratings: 2.6 (No. 15 - iie)
Facts ' $n$ ' ngures: WPHI was acquired from Jarad Broadcasting in the latc '90s. It was at one time a simulcast
 of Alternative sis-
ter WDRE/Nassau-Suffolk. Radio One flipped the station to a young-skewing Urban format as "Philly 103.9" to do battle with Clear Channel's WUSL (Power 99) a few years ago.

## CALS: WFLY-FM

Nickname: Y-100
Frequency: 100.3 MHz
Format: Alternative
12+ ratings: 2.6 (No. 15 - lie)
Facts ' $n$ ' ngures: WPLY was acquired in the late '90s from Greater Media Radio Co.
 (not to be confused with Greater Media), and the AIternative format has remained in place. WPLY continues to be a force in its target demo of adults 18 -34, ranking fifth in Philadelphia.

## DALLASFT. WORTH CRUS: Kafl-FI

Nickname: The Beat
Frequency: 97.9 MHz
Format: Urban
$12+$ ratings: 4.2 (No. 6)
Key personalities: Russ Parr (syndicated), Marie Kelly, Action Jaxson and Da Show, featuring Headcrack, Supa K and Keynote.
Facts 'n' तigures:

quired last year following the Clear Channel/AMFM merger. It adopted a hip-hop and $R \& B$ presentation last fall and immediately made an impact, ranking first in teens in its first book. Darrell Johnson was transferred from Radio One/Atlanla to program KBFB, and veteran Music Director Marie Kelly was hired as its MD/midday personality.

## CAUS: KTXQ

Nickname: Magic 94.5
Frequency: 94.5 MHz
Format: Urban AC
$12+$ ratings: 0.8 (No. 25 - iie)
Key personalities: Eddie Coyle and Maria, Tommy Dupree, Smokin' Kevan Browning. Jason Taylor and Al Robers.
Facts ' $n$ ' figures: KTXQ was acquired in a complex deal that was part of the Clear Channel/AMFM merger. The station moved from its original home of 102.1 MHz to 94.5 MHz . where it now

resides. Under PD Garry Leigh, the station evolved from Rhythmic Oldies to Urban AC in April 2001 and will directly take on Service Broadcasting's KRNB-FM.

## DETROIT

## CNUS: WOTJ-FM

Nickname: 105.9 Jamz
Frequency: 105.9 MHz Format: Urban
12+ ratings: 3.9 (No. 12)
Facts ' $n$ ' nigures: WDTJ was acquired in the mid-90s and rose from the ashes of contemporary jazz WJZZ.
 WDTJ was designed to be and has successfully been a competitor to heritage Clear Channel Urban WJLB. WDTJ may have pulled off its biggest coup last month, however, when the station hired John Mason, who had been WJLB's moming host for nearly two decades.

## CNUS: WOMX-FI

Nickname: Kiss 102.7
Frequency: 102.7 MHz
Format: Urban AC
12+ ratings: 1.0 (No. 22)
Facts 'n' Igures: Radio One acquired this frequency in the late '90s. The company initially launched WDMK as an AC station. A short time later, the station adjusted
 its playlist and reemerged with its current presentation, Urban AC "Kiss 102.7 Detroit's Adult R\&B station." The station is one of three Urban ACs in the marketplace and competes against WGPR and WMXD.

CNus: WCHB-NM
Frequency: 1200 kHz
Format: Gospel
12+ ratings: 0.7 (No. 27)

## BOSTON

## CNUS: WBOT-FM

Nickname: Hol 97.9
Frequency: 97.9 MHz
Format: Urban
12+ ratings: 2.0 (No. 19)
Facts 'n' figures: The station, located in suburban Brockton. MA. was purchased by Radio One in 1999 and became Beantown's
 first Urban FM. WILDAM PD Steve Gousby now oversees both WILD and WBOT.

## CRUSS: WID-NM

Frequency: 1090 kHz
Format: Urban AC
12+ ratings: 1.1 (No. 25)

Facts ' $n$ ' ngures: WILD was the lone Boston Urban outlet for decades. When Radio One signed on WBOT-FM, WILD

segued to Urban AC and was sold by the Nash family to Radio One in 2000.

## WASHINGTON, DC

## CNUS: WMIMJ-FW

Frequency: 102.3 MHz
Nickname: Majic 102.3
Format: Urban AC
12+ ratings: 5.7 (No. 1 - tie)
Facts ' $n$ ' nigures: WMMJ is one of two heritage Urban ACs in the Washington, DC market place. It was generally

MAJIC 102.3 FM running sec-
ond to Howard University's WHUR until Radio One took the syndicated Tom Joyner morning show away from 'HUR and moved it to 'MMJ. The station instantly gained a tremendous listener base and, for the first time in its history, ranked No. 1 in the Arbitron ratings (tied with CHR/Rhyithmic competitor WPGC).

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Daily thought provoking, and motivating words to start your day hosted by motivational speaker Ed Gray.

Hip-Hop Gospel music with a positive and spiritual message.

"Feel the Spiritital Vibe"

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## Maya Angelou's zurarenings

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A look at the logends of Re:B, hosted by D.C. air personality T.C. Bandit.
cELEBRATING BLACK MUSIC MDNTH ATLANTIC RECDRDS
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## ATLANTIE RECGRDS SALUTES RADID DNE MUCH CDNTINUED SUCCESS!



Continned from Page 54

## calls: wrys-FM

Frequency: 93.9 Kiss-FM
Format: Urban
12+ ratings: 5.3 (No. 3)
Facts 'n' figures: WKYS is DC's heritage Urban radio station. Radio One acquired it
 from NBC as one of its first radio properties. Along with WMMJ, WKYS is part of one of the top Urban clusters in the couniry. The station is focused on 18-34 adults and is the flagship for Russ Parr's morning show. WKYS continues to be one of the company's highest-billing stations, taking in $\$ 34$ million in 1999.

## CNILS: WCL-AM

Frequency: 1450 kHz
Format: Urban Talk
12+ ratings: 0.5 (No. 31)
Facts ' $n$ ' figures: WOL-AM has been the voice of Washington's African-American community for decades and was where Radio One CEO


Cathy Hughes hosted a talk program. The station is simulcast on WOLB-AM/Baltimore.

## CNLLS: WYCB-NM

Frequency: 1340 kHz
Format: Gospel
12+ ratings: 0.7 (No. 27)


Facts 'n' ngures: WYCB completes Radio One's powerful DC cluster by targeting the Afri-can-American community with a Gospel format.

## HOUSTON-GALVESTON

## CNLS: 1BXX-FM

Frequency: 97.9 MHz
Format: The Box
12+ ratings: 6.6 (No. 2)
Facts ' $\mathbf{n}$ ' Ifgures: KBXX was acquired in the Clear Channel/AMFM divestiture. The station has been at or near the top of the Houston market almost since its incep-

tion in the mid-' 90 s under the guidance of former PD Robert Scorpio (now PD at KKBT/Los Angeles). The morning show, The Box Morning Playas, is helmed by Mad Hatta, Shelley Wade, J. Mac and Jimbo. The rest of the airstaff includes Carmen Contreras. G.T., T. Gray, Bassman and Mean

Green. The station also dominates the 12-17 and 18-34 demos.

## CNLS: KIMO-FM

Frequency: 102.1 MHz
Format: Majic 102
12+ ratings: 4.6 (No. 5)
Facts 'n' figures: Majic 102 was Houston's heritage Urban radio station for several years. When
$\begin{aligned} & \text { the station was } \\ & \text { eventually clus- }\end{aligned}$ eventually clus-

## ST.LOUIS <br> CNus: WFWHFI

Frequency: 95.5 MHz
Nickname: Q95-5
Format: Urban
12+ ratings: 2.6 (No. 18)
Facts 'n' figures: WFUN signed on last year with a hip-hop and R\&B presentation. In its first book. Q95-5 bear Clear
Channel's KATZ. FM 12+. KATZ
 KBXX, KMJQ evolved to Uiban AC. The station continues to be a top performer. in its 25-54 target demo thanks to the expertise of PD Carl Conner. KMJQ is also Houston's home of The Tom Joyner Morning Show. Other personalities include R\&R Industry Achievement Award nominee Kandi Eastman, Jeff Harrison, Marco Spoon and Jam$\min ^{\prime}$ J.J. Williams.

## ATLANTA <br> CAUS: WhTA-FIM

Frequency: 97.5 MHz
Nickname: Hot 97.5
Format: Urban
12+ ratings: 3.5 (No. 12)
Facts ' n ' ligures: Back in the mid-'90s WHTA was launched under the guidance of COO


Mary Catherine Sneed and former VP/Programming Steve Hegwood. The station has since had considerable success attacking the younger end of heritage Urban WVEE. "Hot $97.5^{\prime \prime}$ has also been the training ground for several Radio One PDs, including current KBFB/Dalias PD Darrell Johnson.

## COLLS: WAMLFM

Frequency: 107.5
Nickname: Majic 107.5
Format: Urban AC
12+ ratings: 2.0 (No. 17)
Facts ' $n$ ' Ifgures: WAMS launched as an Urban Oldies station a couple of years ago but has since evolved to Urban AC. Radio One has used the $6 \mathbf{k w}$ outlet as a complement to WHTA, which targets the 18-34 demo.

## MAMI-FT. LAUDERDALE

## CM1S: MESMM

Frequency: 1080 kHz
Format: Brokered Ethnic
$12+$ ratings: N/A
Facts ' $n$ ' figures: This station was acquired from Clear Channel following that company's merger with AMFM. It failed to show up in the most recent ratings survey for Miami-Fl. Lauderdale.

## CALS: WMM-AN

## Frequency: 1400

kHz
Format: Gospel
12+ ratings: 0.5

(No. 32 - lie)

## CNUS: WOLB-NM

## Frequency: 1010 kHz

Format: Urban Talk
12+ ratings: 0.5 (No. 32 - lie)
Facts 'n' figures: WOLB simulcasts WOL Washington. DC.

## CLEVELAND

## CNUS: WEND-FM

Nickname: Z107.9
Frequency: 107.9 MHz
Format: Urban
12+ ratings: 5.8 (No. 6)
Facts ' $n$ ' Igures: Radio One took the Cleveland market by storm a couple of years ago when the company acquired WENZ. which had been an Alternative station. Radio One placed a hip-hop and R\&B-influenced format on ENZ
 and, with a limited signal, overtook powerhouse WZAK. The station became part of the Radio One family last year (see below). WENZ PD Lance Panton now oversees programming for Radio One's Cleveland properties. Following the takeover of 'ZAK and 'JMO, Radio One hired veteran GM Owen Weber to oversee the properties.

## COLLS: WINK-FM

Frequency: 93.1 MHz
Format: Urban AC
12+ ratings: 5.9 (No. 5)
Facts ' $n$ ' Iigures: Radio One successfully segued WZAK to Uban AC after the station
 spent decades as an Urban powerhouse. It was relaunched last year as "Cleveland's R\&B leader," playing off the heritage of the station. WZAK was independently owned for a long period of time, and we would be remiss if we didn't mention the enormous contributions of Lynn Tolliver, who was one of the driving forces behind WZAK's success. While Tolliver is no longer with WZAK, his name will always be synonymous with this heritage station.

## CNLS: WIMO-NM

Frequency: 1490 kHz
Format: Gospel

# RMOOONIESREL-HOTPORTFOLIO 

## Contimued from Page 57

12+ ratings: 1.8 (No. 17)
Facts ' $n$ ' figures: WJMO, once an Urban Oldies leader, has since segued to a Gospel format.

## CALLS: WERE-AM

Frequency: 1300 KHz
Format: Talk
12+ ratings: N/A

## CHARLOTTE-GASTONA <br> CALS: WCHIHM

Nickname: Hot 92.7
Frequency: 92.7 MHz
Format: CHR/Rhythmic
12+ ratings: N/A
Facts ' $n$ ' figures: WCCJ is one of the company's newest properties and debuted last month as Hot 92.7. The station's PD is Boogie D. who comes from successful CHR/ Rhythmic WJMH/Greensboro. WCCJ is set to compete with Infinity heritage Urban
WPEG by targeting adults $18-34$.

## NDIANAPOLIS

## culls: WILC-FM

Frequency: 106.7 MHz
Format: Urban
12+ ratings: 6.0 (No. 5)
Facts ' $n$ ' figures: A few months back Radio One acquired the intellectual property of heritage Indianapolis Urban WTLC from
 Emmis. WTLC was recently moved from its longtime 50kw home at 105.7 MHz to a new 3 kw home at 106.7 MHz . WTLC is programmed by Urban programming veteran Brian Wallace.

## CNUS: WMMHM

Nickname: Hoosier 96
Frequency: 96.3 MHz
Format: CHR/Rhythmic
12+ ratings: 4.0 (No. 10)
Facts ' $n$ ' Ifgures: WHHH was acquired,
 along with WYJZ, from Shirk Broadcasting last year. Former owner/GM Bill Shirk recently left the properties, but his mark on Indianapolis radio will not be forgoten. Hoosier took the market by storm in the mid-'90s with just a class $A$ 3 kw signal. WHHH is programmed by Scott Wheeler, who used to run CHR/Pop competitor WZPL.

## CNLS: WYSL-FM

Frequency: 100.9 MHz
Format: Smooth Jazz 12+ ratings: 2.3 (No. 14)
Facts 'n' figüres: WYJZ completes Radio One's Indianapolis cluster and is the company's lone Smooth Jazz

station. (The company will acquire another following the close of its purchase of Blue Chip's radio properties.) Carl Frye, who serves as WHHH's MD, is WYJZ's PD.

## RALEIGH-DURHAM

## CNLLS: WOOW.FM

Nickname: K97.5
Frequency: 97.5 MHz
Format: Urban
12+ ratings: 7.9 (No. 1)
Facts ' $n$ ' figures: K97.5 has been the leading station serving Raleigh-Durham's Afri-can-American community for several years. The station is now programmed by Hosie Mack and is the Triangle region's home of
 The Russ Parr Morning Show. Other personalities include Taylor Thomas, Wink Moody, Steve Lewis, DVS, Shawn Alexander, Michael Reese, Brian Dawson and Big Rob.

## CNis: Wincer

Nickname: The Light
Frequency: 103.9 MHz
Format: Gospel
12+ ratings: 6.1 (No. 4)
Facts 'n' figures: While Radio One owns several gospel music AM stations, this is the
 crown jewel of the company's religious propenties. The Light tied WQOK for the top spot in the market in the summer 2000 book and is still consistently a top-five station $12+$ and in the $\mathbf{2 5 - 5 4}$ demo. Jerry Smith holds PD duties. and key personalities include Sonya Hamm. Melissa Wade and Michael Reece.

## CNLS: WFXC-FM a WFXX-FIM

## Nickname: Foxy

Frequency: 107.1 MHz ; 104.3 MHz
Format: Urban AC
12+ ratings: 4.7 (No. 9)
Facts 'n' figures: Foxy 107-104 has been in the Urban AC format for several years. The station's PD is Cy Young, whom many may know as the long-
 time programmer of top-rated sister WQOK.

## Radio One Acquires Blue Chip Broadcasting

Later this year Radio One's empire will get even larger when the company closes on its purchase of Blue Chip Broadcasting, run by CEO Ross Love.

Blue Chip, which had been the second-largest African American-owned radio company, will become part of the largest. Blue Chip's portfolio is a bit more diverse than Radio One's, as the company owns stations in formats other than Urban (although each market does have Urban representation, except for Dayton). Here's a look at the Blue Chip properties.
MINNEAPOLIS-ST. PAUL

## Calk: KTTB-FM

Miekname: 896
Frequeney: 96.3 MHz
Format: CHR/Rhythmic
Facts 'n' figures: In 2000, Blue Chip acquired suburban Country KARP and moved the signal closer to the Minneapolis-St. Paul area, giving the signal total
 Following the signal upmarket coverage. Following CHR/R Blue Chip launched CHRic B96. KTTB has made an immediate impact under VP/Programming Tony Fields.

## CINCINNATI <br> calles wirs

Nichame: The Wiz
Frequeney: 100.9 MHz
Format: Urban
Faets 'n' figmes: Locatod

in the city where-Blue Chip is headquartered, WIZF has been the market-leading Uiban station for more than two decades.

## cames mue-AM

Frequency: 1230 KHz
Fermat: Sports

## COLUMBUS, OH

## Calles mexarm

Mletrame: Power 107.5
Froquancy: 107.5 MHz
Fwrmat: Urban
Faets ' $n$ ' fligures: WCKX has been the market's leading Urban station for more than a decade. Several years ago the station moved to its current dial position, which significantly en-
peuns Wirz hanced its signal strength and, ultimately, its rating. Al one point last year WCKX topped the market $12+$, beating perennial market leader CHR/POD WNCI.

## Colle Wximerim

Froqmancy: 98.9 MHz
Fermat: Urban Oldies


Faet 'm' fymer: "Magic $98.9^{\prime \prime}$ signed on whien WCIXX moved to 107.5
MHz a few years ago. The station has fared well with its Urban Oldies approach.

## Celts: WINEFM

Fremener: 106.3 MHz
Fermat: Gospet
Facte 'm' ayene: WJYD adopted a Gospel format in August 2000. It had previousty been Smooth Jaz WCZ.

## LOUISVILLE <br> Callswers-fim

## Frequency: 96.3 MHz

Format: Urtan
Facts ' $n$ ' figures: WGZB has been the
 market's leading Urtan station for more than a decade. The Blue Chip/
Louisville Urban properties are overseen by PD Karen Jordan.

## Calles Wimm-rim

Fraquency: 101.3 MHz Format: Urban Oldies Facts 'n' figures: WMJM
 is formatted similarty to WXMG/Columbus.

## Catter muly-fim

Fraquemey: 102.3 MHz
Format: Soff AC
Facts ' $n$ ' figures: WULV debuted in 1999 after a successful run as Altemative WLRS, which was reborn at 105.1 MHz (see below).

## Callas MIR-FM

Froquanc: 105.1 MHz Format: Atternative Fgets ' n ' fiymes: WLRS ori

ginally resided at 102.3 FM, where WULV is located now. After a hiatus, the Alternative format was resurrected last year at 105.1 MHz under PD Adam Fendrich.

## Calles muxffu

Fraquemey: 99.7 MHz
Format: CHRPPOp


Facts ' A ' figures: WDJX is
the market's heritage CHR station and was acquired by Blue Chip from Clear Channel atter that company's merger with Jacor Communications.

## DAYTON Calles work-fim

Mlckaman: 793
Frequency. 92.9 MHz
Fermat: CHR/POp
Faets 'm' fiywes: WGTZ, like WDJX Louisville, was acquired from Clear Channel following itsmerger with Jacor. $\mathbf{Z 9 3}$ is the markot's heritage CHR/POp station and is currently in a heated battle with Clear Channel's WDKF.

## Calise minnofin

Fropemer: 102.9 MHz
Fermat: Classic Rock

## Calis: mumw-Fim

Frequency: 101.7 MHz
Format: Country

## Celles wninh

Froquency: 1410 kHz
Formet: Sports


Our of the hoxat:

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## NETN ADDIT BET RIP EITY

Also In The Mix at:
WQKT KPWR WIIB KBMB WIIz
$\qquad$ WIkF

# RADIO ONE <br> "Intiof ong with stollst 

## TENDING SOLL:THE CUITIUATION OF REL MUSIC

## Getting back to the basics

## By Tayya O'Quina

Lyrics with substance. Quality music. "Neo-soul is what I like to call it," explains $R \& R$ Sales Assistant Robert Taylor, referring to the type of music that such artists as Erykah Badu, Maxwell and D'Angelo produce.

But is it really neo-soul, or just artists who have the audacity to return to an art that has been pushed to the side and replaced by studio-enhanced vocals, com-puter-generated tracks and elementary lyrics? I'm not saying that I don't enjoy that type of music, but it is refreshing to hear live music every once in a while, to be entranced by genuine vocal ability and entertained by messages with meaning.

Through the door that the previously mentioned artists left open enter Musiq Soulchild, India.Arie and Bilal. And some say artists like Pru, Macy Gray and Kina also combine a little of that soulfully influenced, creatively expressive vibe into their alternative-leaning sounds. Accompanied by a full band. these artists produce songs that are delivered by their spirits.

If l've lost you, here's a map. Neo-soul artists don't follow Jim Joe's Guide to Recording a Hit. All the components of their music seem to be guided by their spirits. From their lyrics to their music to their performances, a piece of their souls flow through their treasured and beloved art.

## MUSIQ SOULCHILD

R\&R: From where do you draw your inspiration?

MS: From life itself. Life is enough to inspire me to write anything. It's a limitless reservoir.

R\&R: Which of your songs best describe your personality?

MS: There's some of me in all of my songs. On this album, Aijuswanaseing. I didn't have a theme, so it's a lot of me

scattered around this project. I can't cite just one song.

R\&R: In your opinion, how well have you been received by consumers, the labels and radio?

MS: Very well. Better than I expected to be received, actually. I didn't expect to have so much support from the record label, because I didn't add it into the equation. As far as my coming up as an artist, I wanted to be straight-up independent. When I came in and they showed me the love that they did, that made me feel that much better.

R\&R: How much writing do you do? Do you play any instruments?

MS: I do a lot of writing, but on this particular project I didn't do that much. I was writing with my writing partner and experimenting with a lot of things. Ironically, it was good enough to put out as an album. However, on my next project I plan

to do a lot more writing. I play the piano enough to produce: I'm working on my bass skills too. I don't know what else I might be able to pick up. 1 do whatever I can to express myself.

R\&R: What do you like to do to unwind?

MS: Sleep. That's something I don't seem to get a lot of - sleep and privacy.

R\&R: Who do people say your style resembles most? Do you agree?

MS: Stevię Wonder, Donny Hathaway, a lot of old-school artists. I tend to agree with those comparisons, because that's where I get a lot of my influences from.

R\&R: What CD'is, in your player right now?

MS: Erykah Badu's Mama's Gun. "Time's a Wastin"" is my favorite song on her album.

## INDIA.ARIE

R\&R: From where do you draw your inspiration?

IA: I draw my inspiration from everyday life - things I hear, see and read. Most of my songs are my opinions on my experi-
ences. One day I was walking downtown. and I overheard this girl talking about a relationship. She said she wasn't sweating the guy; she was just gonna let nature run the show. Corisequently, "Nature" is a song on my album.

R\&R: Which of your songs best describes your personality?

IA: It would be a combination of "Come Back to the Middle" and "Ready for Love." The first song is about balance, and I'm a Libra. The second verse of "Come Back...." goes like this: "She is $25 /$ Spent over half of her life so afraid to speak her mind/t's such a shame/'Cause oh what a brilliant mind she has/And now that she's been introduced to confidence/She doesn't see that she's bordering on arrogance/When will she learn to come back to the middle?" That's me. And "Ready for Love" is selfexplanatory. Who wants to be 60 years old with nobody? I'm very specific; I know whar I'm looking for: a man who loves music, a man who loves art. a man who respects the spirit world and thinks with his heart.

R\&R: In your opinion, how well have you been received by comsumers. the labels and radio?

IA: As far as radio was concerned. my manager just told me that the reception has been phenomenal, because radio stations started playing "Video" from the sampler they were sent. I became the third Most Added song during my add week. As far as performing. the audience is very appreciative. They feel my music. The label let me do what I needed to do. I asked for what I needed, and they supported me.

R\&R: How much writing do you do? Do you play any instruments?

IA: I co-wrote more than half of my album. I welcome input from people, but the songs are mine. I play guitar. I grew up playing brass and woodwind, but I decided on the guitar.

R\&R: What do you like to do to unwind?

IA: I like to think for recreation. When I don't have anything to do, I like to think. Sleep. I daydream so much it turns into sleeping. I'll start daydreaming then fall asleep. My friends say I can sleep anywhere.

R\&R: Who do people say your style resembles most? Do you agree?

IA: Many singers compare me to Donny Hathaway, Stevie Wonder, Oléta Adams and Lalah Hathaway. Others have mentioned Tracy Chapman (because I'm black with locks and play guitar) and Seal (because my strum pattern is similar to his). Songwriters compare me to James Taylor. I'm flattered by all of the analogies. l've never heard anyone say anything outlandish. Those who have never seen me but ish. Those who have never seen me but
heard my music say they thought it was

Kelly Price who sang "Video."
R\&R: Who are your influences?
IA: There are so many, but to name a couple: Stevie Wonder and Donny Hathaway.

R\&R: What CD is in your player right now?

IA: Lalah Hathaway and Joe Sample's album The Song Lives On. Paula Cole's Amen. Musiq Soulchild - I can't take that


000000000000 Bilal
out. Sade's new one. Lovers Rock. which is odd for me. because 1 never listen to new stuff. Stevie Wonder's Innervision. Ella Fitzgerald \& Louis Armstrong's Duets album. Omar's last two CDs.

## BILAL

R\&R: From where do you draw your inspiratiom?
B: Nowhere in particular. It just comes to me. Inspiration is just living life.

R\&R: Which of your songs best describe your personality?

B: "Sometimes." That song is straight from a journal entry

R\&R: In your opinion, how well have you been received by consumers, the labels and radio?

B: I won't krow the full impact until the album comes out. "Soul Sista" is really doing a grass-roots thing: it's surprising everybody. I'm surprised that it's doing as well as it is. We didn't get a lot of radio airplay off the bat. Radio wasn't too receptive at first, but it's a growing thing. I can't make a clear assumption of how it's gonna do. because it surprises me every day. The audience always gives me a good response when I perform. We get at least two really good, loud handclaps.

R\&R: How much writing do you do? Do you play any instruments?

B: I wrote the whole album. There are 12 songs. I wrote all of them, but on some there were co-writers. On "Soul Sista." James Mtume wrote with me. I play keyboards. I took piano lessons as a child.

## $\sqrt{\frac{1}{2}+\mathrm{S}_{2}}$


+++ WILD PITCH CLASSICS [CHILL ROB G, COUP; GANGSTARR, LORD FINESSE \& DJ MIKE SMOOTH, MAIN SOURCE, ULTRAMAGNETIC MC'S, O.C.]

# The All-New Weekly Mix Show That's Taking the Hip-Hop Nation by Starm! 

Three Hours of Today's Hottest Tracks Mixed and Produced by The Baka Boyz!
> "The Hip-Hop Vaster Vix embodies uhat mix shous are supposed to be about. Seamless produrtion. high energy. great music mix From east to west. down south to up north. the mivsic selection represents all that hiphop has to offer. The Baka Buyz hnow inhat the listeners crave and hnow hou tu deliver the gaods!"
"CADILLAE" JAEK McEARTNEY WJMN-BOSTON

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Dy Tama OMmina

The image of $R \& B$ has changed a great deal over the years. The sleek, elegant Cadillacs of the past have been replaced by souped-up SUVs. The new artists come on so strong, with such romantic and tender lyrics, females can't help but swoon. Heartpalpitations, sweaty palms, tears, screams, dedications of love and requests to bear children come from the females who observe these young mens' performances.

Many of us yearn for the bad boy who defies authority, sets his own rules and follows his own path. And just as many of us love to hear songs of love and praise, dedication and support, romance and eroticism. With this breed of visually enticing, musically romantic artist comes the best of both worlds.

Combining a rebellious look with a loving, passionate demeanor, Brian Casey of Jagged Edge, Case, Jaheim, Baby Boy and Hershey of Profyle and Tank are just a few of those responsible for the heat wave affecting females of all ages and all races. Offering you a taste of the sweetest taboo, take a glimpse inside of the hearts and minds of that forbidden fruit, the "Roughneck Romeo." Being bad never sounded so good.

## JAGGED EDGE

ReR: You don't look like you sing. R\&B music. Was that imaging on purpose, or is it natural?

BC: It's just natural. We pretty much
look like we do in our videos, but maybe with not as much leather. It's not really an image. One of the reasons we wanted to not have an image is that that's the problem with R\&B groups: As scon as you hear an R\&B song, you think silk shirt and Jheri Curl, that type of pretty-boy thing. That's not us.

R\&R: Describe your style and how your musical influences affect what you do.

BC: Our style is like ghetto sexy. We're not totally thugged out, but we keep.our edge. Even if we wear suits, they've got to be a Jagged Edge-type suit: We combine rough and smooth.

We have common influences and different influences. Commissioned, The Winans, The Clark Sisters, as far as gospel. As far as different influences, Wingo has a good jazz ear.

In our house we listened to gospel and soul. Me and my brothers were big Commodores fans and fans of The Gap Band. Rufus \& Chaka Khan, a lot of people. There's definitely a bit of Lionel Richie in our songwriting. To me, he's one of the ultimate writers. His melodies and lyrics are impressive. Onstage, if I'm trying to take it to church, I hear gospel.

ReR: How much writing do you do. and what is your area of specialty - love lost, love found, sensual themes, sexual messages, etc.?

BC: Me and my brother Brandon write everything. Sometimes I'll walk into the studio with a hook in my bead, and that's the way we start the song. Other times I'll walk in the studio, and there will be a beat on, and that might inspire my writing. I write most of the hooks, and Brandon writes the verses. We both can do whatever is needed.

R\&R: When it comes to performing, do you have to psych yourself up, or is your stage persona a part of you?

BC: It's definitely a part of me. My whole life I've never been the kind of guy who goes to a party and dances all night. I was always by the bar, chillin' with my homeboys. But now, when I get onstage, it's automatic. Sometimes I get so excited and sing too, hard. When that music comes on, I don't know how to contain myself.

The whole group is easy with it too. It feels natural. We're four guys who like to be around each other. When we're onstage, it's like home. We just go out there and have fun. We've been together since 1991. In the beginning it was six of us. It dwindled to four.

When our deal with Michael Bivins fell through, the fourth guy left. around ' 94. Then Wingo came along, and we did a new demo and shopped that. We've been signed with Jermaine Dupri since '95.

R\&R: Describe a romantic evening with your significant other. What type of music is playing?
, BC: A candlelight dinner in the studio,

with music playing all night. I can't do anything without music, and I don't leave the studio too often. Anything beyond that would be up to the woman, as long as the music is playing. The studio is sexy. When the lights go down and the music goes on, the only light you see is beating from the board. Gotta have some Luther Vandross playing. R. Kelly gets the mood right too.

## $\overline{C A S E}$

R\&R: You don't look like you sing R\&B music. Was that imaging on purpose. or is il nalural?

C: No, that's just me. That was one of the reasons why Russell Simmons wanted to sign me. When he met me, I didn't look like what he or anyone else would envision when they heard the music. He told me and everybody else not to change my image. He just wanted me to be myself.

R\&R: Describe your style and how your musical influences affect what you do.

C: It's a combination of all types of styles that I grew up listening to - and still listen to - like The Gap Band, Stevie' Wonder, Marvin Gaye. All of that rolled into one would describe my style. I've been leaming from them all my life. My style is heavily influenced by The Gap Band. Charlie Wilson and I are good friends today. Not so much how they would do it, but it's second nature to do it the way that they would do it.

RER: How much writing do you do, and what is your area of specialty - love lost, love found, sensual themes, sexual messages, etc.?

C: I either write or co-write the songs on my albums. Ballads are my specialty anything that has to do with relationships. That's what I usually get the most out of.

R\&R: When it comes to performing, do you have to psych yourself up, or is your stage persona a part of you?

C: I like to be a little nervous before a performance, to have butterflies. To me, if I don't have butterflies before a show, I'm scared it's gonna be a bad show. No matter how many times you do it, you still should feel something. It shouldn't be like ho hum, whatever. l've been singing ever since I could talk.

RER: Describe a romantic evening with your significant other. What type of music is playing?

C: Oh, boy. First, I would light the fireplace, and l'd cook dinner. Sip on something. And you know what would happen from there after a while, after the chitchatting and gazing into the eyes and all of that stuff. The music wouldn't matter, but the best would be to play an album that I've just finished and nobody has heard yet, just to see how it affects the mood.

## JAFEM

R\&R: You don'I look like you sing $R \& B$ music. Was that imaging on purpose, or is it natural?


J: I'm from the streets. My talent speaks for itself. When you look at me, I look like a rapper, but I didn't want to hide that. I wanted to keep that image. If you saw me on the streets, you'd hear me singing butlooking like a rapper, and it would mess

Centinedolaty

# ROUGIIIECCHROMEOS 

## Cootined from Prae 63

your head up. It's crazy. I got an R\&B look too, but I'm fine with the way I am and the way I dress. I'm sure the ladies love it.

R\&R: Describe your style and how your musical influences affect what you do.
$\mathrm{J}:$ My style is today's R\&B with a classic
touch of old-school rhythm and blues and hypnotic tracks. My influences are Luther Vandross, Teddy Pendergrass, Usher, Eric Williams and Marvin Gaye. Those guys work hard and believe in what they do, and they've inspired me to do what I'm doing now. The soul of Marvin Gaye appears in me. Marvin touches the soul, and I love to touch people's souls.

Luther's sound is really distinctive, and I think I have that same distinctive sound. Teddy's raspiness shows in my singing. Usher is a hard-working young man, and so am I. I believe Usher is a superstar of the new millennium. I feel I have all of those qualities in me. When you're being compared to Luther and Marvin - who are legends you're like a legend in the making, so I'm working hard for that.

R\&R: How much writing do you do, and what is your area of specialty - love lost, love found, sensual themes, sexual messages, etc.?

J: I did a lot of writing with Eric Williams and Wesley Hodges on the album. I cowrote most of the songs on the album. I don't have one area of specialty - I'm equally talented in all areas of writing.
$\mathbf{R \& R}$ : When it comes to performing, do you have to psych yourself up, or is your stage persona a part of you?

J : If the crowd isn't feeling it, then I'm in my own zone. Either way, I'm going to give a damn good performance.

RER: Describe a romantic evening with your significant other. What type of music is playing?

J: I would cook for her. The rose petals would be all over the house ... candlelight dinner for two ... Chardonnay Moet on the
table. And with Jaheim playing in the background, you can't go wrong.

## PROFYLE

R\&R: You don't look like you sing R\&B music: Was that imaging on purpose, or is it natural?

H: First of all, that image is just Profyle living their everyday life. We're just keeping it real and giving it to you the way it is and not putting on a front.

R\&R: Describe your style and how your musical influences affect what you do.

BB: Our musical style is strictly $R$ \&B. People tend to call us hip-hop R\&B, but it's just soulful. We call our style "gumbo soul": different ingredients - our voices and our pro-

RER: When it comes to performing, do you have to psych yourself up, or is your stage persona a part of you?

H: I believe it's just us. We're living a childhood dream. Every time we hit the stage, we're going for broke. We're gonna make sure that the audience can enjoy what we're doing, because they can sit at home and listen to the album or watch the video. We bring the whole thing to life.

R\&R: Describe a romantic evening with your significant other. What type of music is playing?

BB: I don't have a girlfriend right now, but if I did, I would sit back and relax with her, chill and listen to a little music, watch a movie. Candlelight. Play a little bit for her.

H: I make love to my instruments [laughs]. A typical romantic evening: I like to surprise the female, so I might take her to a nice restaurant, have a candlelight dinner, flowers, sing to her, make her feel special. The music would be Lionel Richie, Luther Vandross. Teddy Pendergrass, Al Green, old school and R. Kelly - when music was music.

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T: I think it's both. The record company and I both had visions of what we wanted to see, and I think the balladeer and the hip-hop singer have never made
 gotten him. We're going to reach back for him.

BB: We do a lot of the writing and production. Hershey plays bass, Face plays the guitar, L'Jai plays the keys, and I play the drums, and I'm learning how to play the trumpet. On this album we co-wrote "Freak in Me." We all wrote and coproduced the interlude, and we did some co-production on "Every Little Thing." You're going to see a lot more production and songwriting coming from Profyle in the near future.

H: I think we've got it covered in all areas. We put it together and bring it . across on tracks so well.
emulate him. He would work one spot, one area, and not have to move all over the stage for an intense impression. When it comes to uptempos, I look at hip-hop people: Redman, DMX, etc. I implement those types of performances into my uptempo game. I'm preaching to you like I'm really rapping a song, but I'm singing it.

R\&R: How much writing do you do, and what is your area of specialty - love lost, love found, sensual themes, sexual messages, etc.?

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I've been in the business for about six years. I had a few deals that fell through. The big deal came when I got to sing background vocals with Ginuwine and Aaliyab on the '97 Budweiser SuperFest. I was signed in '98 to BlackGround. It took a while, but some things do. I'd rather come out good and right than come out early and not be worth the wait.

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A long walk on the beach (I'm in Miami now), holding hands, talking, barefoot, walking to a table that is already set up with candlelight and such. We'd have whatever she'd like for dinner. People would serve us. I'd shower her with flowers and rose petals.

We'd walk in the water, laughing and talking. I'd throw a bucket of water on her or something, and we'd play and wrestle and have a good time. Any music I would sing. I'd have a little something written out for her, then I'd call my violin people down there to do their thing. I like to laugh, relax and have a good time.


## Your Exclusive Independent Urban \& Urban AC (NTR)

Contact: Teddy Astin
Phone 404-298-1666•Fax 404-298-0005•Email: tap@atlcom.net
Website: www.toughact.net
5300 Memorial Drive • Suite 142 • Stone Mountain, Georgia 30083

# Rovaliererion:es 

## Contimed from Papes

your head up. It's crazy. I got an R\&B look too, but I'm fine with the way I am and the way I dress. I'm sure the ladies love it.

R\&R: Describe your style and how your musical influences affect what you do.

J: My style is today's R\&B with a classic
table. And with Jaheim playing in the background, you can't go wrong.

## PROFILE

R\&R: You don't look like you sing R\&B music. Was that imaging on purpose, or is it natural?

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BB: Our musical style is strictly R\&B. People tend to call us hip-hop R\&B, but it's just soulful. We call our style "gumbo soul": different ingredients - our voices and our pro-
touch of old-school rhythm and blues and hypnotic tracks. My influences are Luther Vandross, Teddy Pendergrass, Usher, Eric Williams and Marvin Gaye. Those guys work hard and believe in what they do, and they've inspired me to do what I'm doing now. The soul of Marvin Gaye appears in me. Marvin touches the soul, and I love to touch people's souls.

Luther's sound is really distinctive, and I think I have that same distinctive sound. Teddy's raspiness shows in my singing. Usher is a hard-working young man, and so am I. I believe Usher is a superstar of the new millennium. I feel I have all of those qualities in me. When you're being compared to Luther and Marvin - who are legends you're like a legend in the making, so I'm working hard for that.

R\&R: How much writing do you do, and what is your area of specialty - love lost, love found, sensual themes, sexual messages, etc.?

J: I did a lot of writing with Eric Williams and Wesley Hodges on the album. I cowrote most of the songs on the album. I don't have one area of specialty - I'm equally talented in all areas of writing.

R\&R: When it comes to performing, do you have to psych yourself up, or is your stage persona a part of you?
$\mathrm{J}:$ If the crowd isn't feeling it, then I'm in my own zone. Either way, I'm going to give a damn good performance.

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J: I would cook for her. The rose petals would be all over the house ... candlelight dinner for two ... Chardonnay Moet on the
ducers - that we bring together in a big por. Our music is a meal for your soul.

H: My dad is an influence, as well as many other artists, like Stevie Wonder, The Temptations, Sam Cooke, Donny Hathaway, The Isley Brothers, Smokey Robinson -a lot of the old Motown greats. It's funny that: We wound up on Motown.

BB: We grew up listening to the real singers. We all come from church backgrounds. That is what makes us so different: We got that soul in us, and it's real.

RER: How much writing do you do, and what is your area of specialty - love lost, love found. sensual themes, sexual messages, etc.?

H: We've been singing together for about 10 years now. We all went to the same elementary and high schools. It was five members at first, but Andre [LAST. NAME] had à lot on his plate and wasn't able to stick with the group. He's real proud of us, though, and we haven't forgotten him. We're going to reach back for him.

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T: I think it's both. The record company and I both had visions of what we wanted to see, and I think the balladeer and the hip-hop singer have never made

that fusion as one. We wanted to put together the best of both worlds.

R\&R: Describe your style and how your musical influences affect what you do.

T: I try to make everything very in-your-face, so to speak, and understandable. I try to leave an impression with you, so that after you hear. it, it's like, "Man, what was that lyric?" - something that catches, hits you like a tank and rolls over you. Aggressive R\&B. Relatable and memorable.

Marvin Gaye is one of my big influences, and when I do slow songs, I try to
emulate him. He would work one spot, one area, and not have to move all over the stage for an intense impression. When it comes to uptempos, I look at hip-hop people: Redman, DMX, etc, I implement those types of performances into my uprempo game. l'm preaching to you like I'm really rapping a song, but I'm singing it.

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# UUTHER VANOROSS: FORREER_FOR ALWAYS_FOR LOVE The singer who seems to always have been here re-enters the game with a new album 

## By Truya O'OTien

It's like he's always been here. The man who suddenly appeared with his doublePlatinum debut album, Never Too Much, in 1981 seemingly arose out of nowhere. Out of the melodious depths of a musical abyss soared a voice so calming, yet so exciting; so gentle, yet so powerful; and so strong, yet so soft that women all over the world fell captive.

Luther Vandross was around long before we took notice of him. The five-time Grammy winner has set a vocal standard that many male vocalists to this day try to emulate. Twenty years after his debut. Vandross releases Luther Vundross on Clive Davis' J Records and continues in his tradition of delivering songs that have stood, and will stand, the test of time.

Thank you. David Bowie! In 1974 Bowie overheard a young man singing in the same studio he was recording in and was so impressed that he asked the young man to go on the road with him and do some work on his album. The project on which Bowie was working was the Young Americans album; the young man was Luther Vandross.

As the New York-born singer, songwriter, producer and vocal arranger says, "Bowie introduced me to Bette Midler, and I went on the road with her. I sang from behind the curtain. I would never come out
on stage because I was really shy about being in front of people - very unlike I am today."

While a member of Mider's musical team, Vandross started singing background vocals on tracks for Ringo Starr, Carly Simon and others. "Then I finally hooked up with Robenta Flack and began singing background for her," he says.

It was Flack who made Vandross take the foreground and stop hiding in the background. "One day she was doing interviews, and she asked me to test her microphone in soundcheck." Vandross says. "So I did. I was testing the mike, and the lighting director was testing the lights. so the lights in the theater were down. I was just singing my heart out, singing 'Killing Me Softly,' and when the lights went up. she was just sitting there.
"She had been watching the whole thing. She came over and said. 'You know what, you have become too comfortable sitting on the stool singing "Ooh and ahh." I want you to get your own record deal. I am lovingly firing you." What was an unemployed, shy, background singer to do? Become a double-Platinum antist with Epic Records.

## DESTNEDTOBEASTAR

"I started singing when I was abput 3 or 4 years of age," recalls Vandross. "There used to be this game called Pokeno. My mother and 11 of her friends used to have rent parties and play Pokeno at each of their houses. My mother used to take me with her to sing at all of the Pokeno club

| 113, 1 |  |  |  |
| :---: | :---: | :---: | :---: |
|  |  |  |  |
| QuIMCY Jomes | Quincy Jones' Finest Hour | 2000 | Vocals |
| RICHARD MASX | Flush \& Bone | 2000 | Backpround wocas, vocal arrangements |
| matale cole | Snowtall On The Sahara | 1999 | Bacturound rocas |
| dave goz | Dance | 1999 | Vocals, amangements |
| DOWW In THE OECTA | Soundtrack | 1998 | Production, rocals, vocal arrangements |
| GEEE WIMAS | Bebe Winans | 1997 | Backioround wocats, wocal ammaements |
| CHER | Casablenca Years | 1996 | Backpround vocals |
| CHEAYL LTMM | Got To be Reed - Best or | 1996 | Production, wocts, backround arrangements |
| SOP dumes | Restioss | 1994 | Arangements, backyround wocas. |
| DIONME WARWMCX | friends Can be Lowers | 1993 | Arrangements, beckground vocals, |
| ROY вuchamas | Guitar on fire. | 1993 | Backpround vocas |
| frauk simatra | Duets | 1993 | Vocals |
| D) SUETY EFF... | Code Red | 1993 | Composer |
| J. GEIS mat | Anthology - House Party | 1992 | Background rocals |
| MO' MOMEY | Soundirack | 1992 | Arangements, vocals, vocal arrangements |
| PATtI LAEELLE | Burnin' | 1991 | Arangements, backeround wocats |
| WHITMEY HOUSTOM | I'm Your Baty Tonight | 1990 | Production, arrangements, vocals |
| GARBATA STRESAND | fill I Loved You | 1988 | Background vocals |
| STEVE WOMDER | In Square Circta | 1985 | Vocals |
| ARETHA FRAMXLIM | Jump To It | 1982 | Production, keyboards, rocals, vocal arrangements, mythm arrangements |
| J. GELLS BAMD | Freeze frame | 1981 | Vocals |
| FAME | Soundtrack | 1980 | Backoround vocals |
| CHANGE | Glow of Love | 1980 | Vocals |

meetings. I was around 4 or 5 . I didn't feel like doing it, but she wanted to show her girlfriends that she had a 5 -year-old son who could sing like this."

Vandross wasn't the only sibling gifted with vocal ability, however. "My sister sang." he says. "She was in a group called The Crests, and they had a song called 'Sixteen Candles.' That was a No. 1 record for them, but my mother wouldn't let my sister tour because she was 15 and the only female in the group. My mother was not going to let her go out on the road with those men."

## BACKTOTHEFUTURE

"Do you get a lot of 'Luther? Ain't nobody checking for Luther!' now that you've re-entered the game?' I ask.
"I don't hear it, 'cause there ain't none of it around," he exclaims, laughing. "I was never a 'flavor of the month' antist anyway.
"What I hear from younger kids is, 'Oh, I love your albums. My mother plays them all the time.' So this is music that both of these generations have found themselves endeared to. It's not some current music that has to divide the generations. My concerts are attended by 14 -year-old and 16-year-old kids as well."

Having set the record straight. Vandross proceeds to talk about his latest joint, Luther Vandross, on J Records. "I worked with a lot of new young producers," he says. "R.L., from Next, wrote and produced a song called 'Bring Your Heart to Mine.' Warren Campbell wrote and produced a single. I worked with Babyface. [Jimmy] Jam and [Terry] Lewis, Harvey Mason and Damon Thomas, Jon B, Marcus Miller and [longtime musical director] Nat Adderley Jr."

Now that he's released a new album and is competing against a new crowd of artists, how does Vandross feel about his new label home? "It's incredible," he says. "It's really a very different approach to making a record that I'm really liking. It's more of a committee type of vibe. Before. I made the record, did the album cover, turned it into the company, and they put it out. This lime I'm working more closely with the A\&R people and with Clive himself. We're selecting the material and choosing things and going on about our business. I'm really pleased."
So with Vandross' overall satisfaction with his new label, a bevy of the industry's most-talented producers having worked on his album and a presumed serenity about where he is in life, how well does he think this CD will do? "My outlook is extremely positive, because what we've played for people has been reacted to really positive-

ly," he says. "I'm looking forward to the public having the same reaction. I think it's going to do really, really well."

## FICOULD, IWOULD

Among artists who have passed on, whom would he have loved to work with? "Oh boy, there are so many great artists," he replies. "There was an artist called Linda Jones, who made the song 'Hypnotize.' I thought she was a brilliant singer. I would have loved to work with her.

Of course, I love Ella Fitzgerald's music. I saw her and Natalie Cole do something at some awards show that they were presenting for. They just broke into song, and Ella's voice was so well-preserved and so beautiful! I would love it if she was still around and I could do something with her in the same way I did that song with Frank Sinatra. It would be great."

What about the artists who are still here? "I would love to do something with Jill Scott. I think people would enjoy that combo, as would I. I met her backstage at the Soul Train Awards. I think she's wonderful. Jill did 'A Long Walk.' and it was just so hypnotic."

## ATEAM EFFORT

Luther Vandross is a collective effort. Vandross. Clive Davis, Ron Gilyard and Peter Edge worked together to select the contributors for the album. Though the album contains some material that Vandross did on his own, the rest has the input of the J Records' team.
"A House Is Not a Home" and "Superstar (Until You Come Back to Me)" are two of my favorite Luther Vandross tracks. What are his personal favorites? "Well. at the top of the list would have to be 'Superstar

Continued on Page 70

## MOTOWN RECORDS SALUTES <br> 

A UnIVERSAL music COMPAny


Cathy Hughes hosting her WOL moring show in the earty 1980s.


Cathy Hughes and her son, Altred Liggins III, celebrate her birthday in Las Vegas during the NAB convention, Apnil 2001.



Modia broker Richard Foreman, Cathy Hughes and Broadcasters' Foundation PresidentCEO Gorton Hastings celabrate theghes 53 rd birthday dring the NAB convention in Las Vegas in April 2001.


Cathy Hughes outside the WOL-AM studios in the mid-1980s.


Cathy Heghes on a balcony overiooking Las Vegas during her birthday colbobration in April 2001.

# CONGRATULATIONS RADIO ONE Your Success is Wonderful. 

## However,

Your Journey is Truly

## What Made You Great!

## The Jesus Garber Company

# RADIO OHE: NO. 1WITHA BULITT 

## Conlinued from Page 52

a night show. a weekend feature or how your sweepers and promos are delivered. Slogans are important. But more important, to me, is what's between the records. It's that stationality that gives your station uniqueness.

One of the things that Radio One has done that I love are these free concerts where you can't purchase tickets. You drive the audience with "You can't buy tickets. you can only win them from the station." Those always work very well. The one thing 1 really, really enjoyed about being at Radio One was the way that we were able to market some of our properties. whether it was 'KYS or The Beat. It was really interesting and wonderful to be able to market KKBT with billboards all over the city promoting the Steve Harvey morning show. Those are all the things that will give you your uniqueness in a market.

R\&R: How do you interact with the stations you consult for Radio One?

SH: Primarily with the general manag. ers and the program directors. Currently. my main focus is still to make sure that

KKBT stays on track. I have a weekly conversation with [GM] Nancy Leichter and [PD] Robert Scorpio about the radio station. I review the station's research on a weekly basis. I listen to the station at every opportunity I get. I travel to each individual market that I'm requested to, to monitor that individual market and work through any potential issues that are facing that radio station or that individual market.

R\&R: Whar's it like for you being the owner of your own properties and huilding your own group?

SH: It's very exciting for me. I feel truly blessed to have the opportunity to do this. I feel blessed to have had the opportunity to work at Radio One. It was an incredible opportunity for me. I have nothing but positive things in my heart about Radio One and its success. I also look forward to big things for On Top Communications.

I'd like to form a broadcasting group that owns stations in medium and small markets and specializes in Urban radio. For me, a day is still as active as it's ever been. l'm up at 6:00 in the morning. and 1 work out. I spend the rest of the day on the phone

## TENDING SOLL:THE CULTINATION OF real music

## Continued from Page 60

R\&R: What do you like to do to unwind?

B: Go to the movies. Slecp.
R\&R: Who do people say your style resembles most? Do wou agrec?

B: Most people saly my style resembles D'Angelo and Maxwell. I really don't make many comparisons to them. I leave
that up to everyone else.
R\&R: Who are your influences? B: Miles Davis and a lot of jazz musicians. Jazz is my favorite type of music.

R\&R: What CD is in your player right nor:?

B: Nothing. I'm going through this whole thing where $l^{\prime} \mathrm{m}$ just not listening to music right now. li's just a mood.

## LUTHER VANDROSS: FOREVER ... FORALWAYS...FOR LOVE

Continued from Page 66
(Until You Come Back to Me), ${ }^{\cdots}$ he says. "Also, 'So Amazing,' 'Never Too Much.' 'Your Secret Love' and 'Going Out of My Head.".
"So do you ever amaze yourself!" 1 ask.
"No, I never look to amaze myself, but I can definitely feel a sense of satisfaction and completion about things." he replies. -I live with myself. li's hard to anaze yourself when you're always up on yourself."
"So you never heard a finished copy of your music. and said. 'Man. L-Dog. you really did it'?"
"Well. yeah. but that's always a group effor." Vandross responds. "I don't play the violin or the guitar, so what makes me
feel good is the way 1 sit amid all those things. the instruments and the background singers.
"What amazes me is not my vocal performance, it's my ability to put it together. to produce. $l^{\prime} \mathrm{m}$ really good at casting and arranging and bringing the right people into the room to make the unique sounds that we have."

As our interview comes to a close. I ask Mr. Vandross if there is anything else he'd like to comment on. "Well, we've covered smy childhood, my future and my present. In my past life I was a sumo wrestler who really longed to be a ballet dancer," he offers as we both burst into laughter. "That's about all that's going on with me. It's pretty all-consuming and fulfilling."
as it relates to stations for On Top Communications. I'm working on future acquisitions, I'm working on closing out the Norfolk stations, !'m working on developing and building the ratings on WRJH/ Jackson. MS, and I'm working with the sales departments to build revenue. The focus has changed from going through playlists to working on the business side.

Every day it's a challenge. It's a learning experience every single day, whether it's sales issues, programming issues or legal issues. Every day it's a different issue. I'm on the phone with my attorney, I'm on the phone with brokers, I'm on the phone with venture-capital people. There is
never a dull moment, not one. It changes focus from the VP of this record company to the jock down the hall who wants to know why he's not getting more for his talent fee to "Why are you paying so much for a radio station?" or "We didn"t get this buy. We got this buy, but they want us you to drop the rate on the spot." It's always a challenge.

R\&R: Anything you'd like to add?'
SH: Clearly, I applaud Radio One. I love Cathy and Alfred, and I'd like to thank them again publiely for the opportunity to work with them. It was a great oppontunity, and I look forward to continuing our relationship.

## RADOO OMFS RED-HOT PORTFOLIO

Continued from Page 58

## RICHMOND

## CNLLS: WCDX-FM

Frequency: 92.1 MHz
Format: Uban
12+ ratings: 12.4 (No. 1)
Facts ' n ' figures: WCDX, nominated for an R\&R Industry Achievement


Award for Urban Station of the Year. remains a dominant performer in the Richmond market. The station is now programmed by Lamonda Williams. who recently succeeded Aaron Maxwell. WCDX is not only No. 1 12+, it tops the market in teens and adults $18-34$ and 18-49 and ranks second to AC WTVR in adults 25-54.

## Calls: WMSS-FM

Frequency: 104.7 MHz
Format: Urban AC
12+ ratings: 4.5 (No. 6)
Facts 'n' figures: For years Richmond was home to three Urban radio stia-
 tions. WKJS has since evolved to Urban AC and become another key component in Radio One's Richmond cluster. WKJS is consistenty a top-five performer in the 18-49 and 25-54 demos and is programmed by Kevin Kofax.

## CALS: WPLT-FM

Frequency: 99.3 MHz
Format: Urban Oldies
12+ ratings: 3.4 (No. 9)
Facts 'n' figures: WPLZ was WCDX's main competitor for much of the '90s. A few years back the station shifted to Urban Oldies, where it delivers respect-

able numbers and provides Radio One with a monopoly on the African-American audience in the city.

## CNLLS: WECV-AN

Frequency: 1240 kHz
Format: Gospel
12+ ratings: 0.9 (No. 20)

## AUGUSTA, GA

## CALLS: WFXA-FM

Frequency: 103.1 MHz
Format: Urban
12+ ratings: 6.0 (No. 6)
Facts ' $n$ ' figures: Radio One acquired the assets of Davis Broadcasting last year. WFXA has been the market's heritage Urban for several years and is now in a heated battle with Cumulus' WPRW. WFXA is programmed by Kevin Fox.

## CAUS: WNXB-FM

Frequency: 96.9 MHz
Format: Urban AC 12+ ratings: 4.0
 (No. 9)

## CALLS: WAEG-FM \& WAEJ-FM

Frequency: 92.3 MHz and 100.9 MHz Format: CHR/Pop
12+ ratings: 0.9 (No. 19)
Facts 'n' fig. ures: This simulcast recently flipped to CHR/Pop

after several years in the Uban AC and Urban Oldies formats.

## CNLS: WTHB-AM

## Frequency: 1550

Format: Gospel
12+ ratings: 2.7 (No. 14)

# CONGRATULATIONS 

 Kathy, Alfred, Steve Hegwood, Mary Catherine Sneed, Wayne Brown and the entire Radio One Staff率On behalf of Doug Daniel and the Priority Records Family
... We Salute Youl ... Much Continued Success!


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



Native Black confesses -
Would you take them back? "Brought It On Myself" Listen and be the judge! Sumthin' To Bump 2 in stores NOW!

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 features, and celebrity interviews. Featuring Skip Cheatham of K 104-FM in Dallas and
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Impacting June 11th Album In-Stores July 17th

## Aritist BREAKDOwN

ARIIS USHER<br>SONG "U REMIND ME" ABËL. ARISTA

The sight of an open bar always brings tears to my cyes. On a recent Tuesday night at the St. Regis Hotel in Century City. CA. Arista Records presented its road show. Music in Motion, to industry folks. This preview of the roster included the incredible Blu Cantrell, the slamming Adema (a rock group), "His Majesty" - Babyface and my babydakdy. Usher. Though Arista President Antonio "L.A." Reid mentioned other Arista artists and expressed excitement over their projects. it was Blu's live performance that made me sign up for singing lessons on Wednesday.

This lady is incredible! Though she reminds me of Faith both physically and vocally. I have to give props where they are due and Miss Cantrell is deserving of many. BabyFace made an appearance and said a few words. He has

put me through" (Aahh. empathy appears) "This is why I just can't get with you" (Mouth open; ego crushed).
As Usher explains to the young lady his initial attraction to her, he is sincere and honest. "See the thing about you that caught my eye/ls the same thing that makes ne change my mind/ Kind of hard to explain, but. girl, J'll ry/You need to sit down, this may take awhile." Here's the beginning of the scene as Usher tries to shed some light on a touchy situation: "See, this girl, she sort of looks just like you/She even smiles just the way you do," admits the pained young man.
"So innocent she seemed, but I was fooled/ I'm reminded when I look at you." Dude was traumatized by the relationship with homegirl, so much so that he's trying not to hook up with anyone who even slightly resembles his ex. He thought she was the one. but he soon found that her virginal way with him was only a front. because she did with many others what she wasn't doing with him.
I love this song! And the video is some cuts coming for your a** on his CD! And now, on to my babydaddy: Usher.

I'm in love - again. $870 \%$, Usher's allhum, will definitely be a killer if it's packing cuts like the single we previewed. "U Remind Me" is an upempo joint that reminds ne much of "U Make Me Wanna." They're both about relationships, hut there is sonkwhat of a clincher to both stories. In the latter. Usier realizes - in hindsight, of course - that the woman his tomegirl introduced him to isn't the woman he should be with. Mid-relationship he realizes that he's in love with his honegirl ... the sane one who played matchmaker!

The new single shows Usher wanting to get with babygirl but being scared cause she reminds him of a girl who put him through the wringer. You don't find this out till the end of the chorus, however: "You remind me of a girl that I once knew" (Honegirl begins to feel an onnce of pride) "See her face whenever I look at you" (Sitting straight up on that self-made pedestal) "Won't believe all of the things she
tight! During the production breakdown in the song, the video shows
Usher Usher doing a dance routine that would make both Michasel and Jance Jackson proud. Move over, Frod Astaire ... Gregory Hines, relax yourself ... Nicholas Brothers. take a break and shine your shoes... Savion Glover, why won't you return my calls? Usher turns it out in this joint, and then, with presumed amogance. he hops into a ride that looks mukh like my Marda - but newer. This video was both fun and funny. entertaining and exciting.

With borns to tool (by the way, someone stoke mine). the road show attendees showed intense and thunderous support for the music we were treated to. We loved Blu, and we were especially impressed by Babyface's Prince-like tunc. And we tooted till we began to feel the first signs of carpal tunnel for another preview of Usher's video. All in all, that Tuesday was a good night. And thanks to the music's high volume (thanks. L.A.). I have losit all of my hearing in both ears. Peace. What?

- Tanya O'Quinn Asst. Urban Editor


## INNYOPINON

India.Arie "Acoustic Soul" Motown

## with <br> Jerold Jackson

PD/MD - WDAI/Myrile Beach,SC

Never before have I come across an artist with such a unique sound and such passion in her music as India.Arie. "Video," the debut song from her album Acoustic Soul, was very impressive, using a sample from a dub song. However, when you get into the album, songs like "I See God in You," "Ready for Love" and "Part of My Life" are filled with absolute wonder. India.Arie's style is smooth. She has a certain class about herself, a certain earthiness to her demeanor. In my opinion, the best track on this album is "Brown Skin," which is the next single. O India.Arie should not be categorized as the next Erykah Badu or Jill Scott. She has a unique sound all her own. This album is destined to be a multiplatinum album. I can see a musical career in this woman's life, not just an album deal. - Acoustic Soul ... India.Arie ... all demos.


路 Register now for Music Míeeling the incus: : 'to l on me destinction for rew music wase enrine can

Mosic CiGEvitc
B.G Baunce VI: hi Ma Cosh Money Uivarsa 3AD AZZ Wrong Ideo Doggystyle Priority DESTINY'S CHILD Booiylicious (Columbia) KARDINAL OFFISHALL Barkardi Slong MCA LII' O Back Back (Game Face/Atlantic LUDACRIS f/TIMBALAND Phat Rabbit Def Jan South/IDJMG


## DAVE HOLLISTER

## "TAKE CARE OF HOME"



## New \& Active

IIMBALAND \& MAGOO Orop (BlackGround) Toul P1ays 58 . Total Stalions 5t. Accs. 3
LIL' JDN \& THE EASTSIDE BOYZ Bia Bía (NT)
-
SNOOP DOGG... Just A Baby Boy (Universa) ar.
LIL' O Back Back (Game Face/Allantic) Tolal Pays. 482 . Total Sations 32. Acos. 4
Queen Pen I Got Cha (Motown) Total Payss 479. Total Salions. 39. Adds 2
FAITH EvaHS Good Lite (Def Jam/IDJMG)
Total Pays 443 . Total Sations 33:Ads. 0
17 Problems (Motown)
Toad Pays 45. 15 Toal Sations. 47. Ados. 7
reoman fros kool Let's Get Dirty (Def JamioJmg) Toul Pays. 405 . Total Sations 54 A. Adods 54 JESSE POWELL I'm Leaving (Silas/MCA)
product Ga8 Cluck Cluck (Ycletu)
Total Pays 889 . Total Salicons. 25. Adds I 1
CharLIe WIL SON One Way Street (Major Hits) Total Peyss 280, Total Sations 32. Acos. 3
THA LINKS The Best You Can (Loud/Columbia) Total Plays 164, Total Stations: 24 Ad Ads

TWISE Uh-Uhh (Universal)
COO COO CAL My Projects (Tommy Boy) Otal Plays: 148 . Total Stations. 23 Ados 23

TALIB KWELI/HI TEK The Blast (Rawkus/Priority) Total Pays: 148, Toat Stations: 20, Ados. 0
PASTOR TROY This Tha City (Universal)
Total Plays. 132, Total Stations: 12. Adols: 0
DOMZ Cry No More (Heartless)
Total Plays. 128. Total Statons. 14. Acos. 1
NIKKA COSTA Like A Feather (Cheeba Sound Virgin) Dotal Plays. 123 . Tous Stations. 10. Adds: 0
CRANG DAVID Fill Me In (Wildside/Atantic) Total Pays. 116. Toal Stations 64 Ados. 64
SLIMM CALHOUN The Cut Song (EastWest/EEG) Total Pays. 107, Total Salions. 19. Ados: 1 I

- BUPMA Listen (Ruthless FEDic)
qugGed Spend The Night (Deep Down)
total Plays. 101, Total Stations. B. Ados 0
camoflauge... Cut Friends (Pure PainUniversa) Toal Plays 68. Toai Sations 32. Aods 32
4 Shades Crave (Real Deal) Total Plays. 16. Total Stations 13. Adoss 13


## Songs ranked by total plays

## Most Played Recurrents

JOE F/MYSTIXAL Stutter (Jive)
JAGGED EDGE Promise(So So Def/Columbia)
JILL SCOTT A Long Walk(Hidden Beach/Epic) JAY-Z I Just Wanna Love U...(Roc-A-Fella/IDJMG) MYSTIKAL F/NIVEA Danger (Been So Long) (Jive) OUTKAST Ms. Jackson(LaFace/Arista) JAHEIM Could It Be(Divine MillWB) MUSIO Just Friends (Sunny) (Def Soul/IDJMG) TAMIA Stranger in My House(Elektra/EEG) AVANT My First Love (Magic Johnson/MCA) MYSTIKAL Shake Ya Ass(Jive) NELLY E.I.(Fo' Reel/Universal)
DAVE HOLLISTER One Woman Man(Def Squad/DreamWorks) DESTINY'S CHILD Independent Women Part 1(Columbia) JAGGED EDGE Let's Get Married(So So Def/Columbia) R. KELLY $\mid$ Wish(Jive)

LUDACRIS What's Your Fantasy(Def Jam South/IDJMG)
CARL THOMAS Emotional(Bad Boy/Arista)
SISQO Incomplete(Dragon/Def Soul/IDJMG)
NEXT Wifey (Arista)

## TOP 100 POWER GOLD

1 MAXWELL This Woman's Work
2 NOTORIOUS B.I.G. One More Chance
3 NEXT Too Close
4 NOTORIQUS B.I.G. Hypnotize
5 ORU HILL In My Bed
6 BUSTA RYHMES Put Your Hands Where My
7112 Only You
8 MARY J. BLIGE Real Love
9 USHER You Make Me Wanna
10 PUFF DADDY \& THE FAMILY All About.
11 MOTDRIOUS B.I.G. Mo Money Mo Problems
12 METHOD MAN IMMARY J. BLIGE I'II Be There.
13 JUNIOR M.A.F.I.A. Get Money.
14 nOtorious 8.I.G. Big Poppa
15 TLC Creep
16 K-CI \& JOJO Ali My Life
17 USHER Nice And Slow
18 JODECI Come And Talk To Me
19 FUGEES Killing Me Softly
20 2PAC I/K-CI \& JOJO How Do U Want It
21 BAIAN MCKNIGHT Anytime
22 BLACKSTREET No Diggity
232 PaC I Get Around
24 IN ESSENCE You Will Never Find Another
25 GINUWINE Pony
26 2APP Computer Love
27 SOUL II SOUL Back To Life
28112 Cupid
29 OESTINY'S CHILD No No No
30 LIL' KIM Crush On U
31 DR. DRE Ain't Nuthin' But.
32 SNOOP DOGGY DOGG Gin And Juice
33 D'ANGELO Lady
34 2PAC I/DR. DRE California Love
35 REFUGEE CAMP... Sweetest Thing 36 MARY J. BLIGE ILIL' KIM I Can Love You
37 2PAC Keep Ya Head Up
38 LSG My Body
39 JODECI Forever My Lady
40 MAAY J. BLIGE Love No Limit
41 BRANDY I Wanna Be Down
42 DRU HILL We're Not Making Love No More
43 R. KELLY Bump N' Grind
44 R. KELLY Your Body's Callin
45 JOE All The Things.
46 MARY J. BLIGE Everyhing
47 MAXWELL Ascension (Oon't Ever Wonder)
48 ISLEY BROTHERS Between The Sheets
49 GAP BANO Outstanding
50 NEXT Butta Love

51 JanET That's The Way Love Goes 52 TOTAL iNOTORIOUS B.I.G. Can't You See 53 COMMODORES Brick House 54 MARVIN GAYE Sexual Healing 55 ChERYL LYMM Got To Be Rea 56 KEITH SWEAT Make It Last Forever 57 GOD'S PROPERTY Stomp
58 SILK Freak Me
59 CASE IMARYJ. BLIGE \& FOXY BROWH TouchMe 60 JON B. They Oon't Know
61 montell jordan This is How We Do 62 DEELE Two Occassions 63 RICK JAMES I/TEEMA MARIE Fire And Desire 64 GUY Piece Of My Love 65 MINT CONDITION Breaking My Heart
66 Mary J. BLIGE Not Gon ${ }^{\circ}$ Cry
67 CHIC Good Times
68 GEDAGE CLINTON Atomic Dog
69 BLACKSTREET Belore I Let You Go
70 D'AMGELO Brown Sugar
71 LUMIZIGot 5 On It
72 Babyface Whip Appeal
73 mary J. blige Be Happy
74 ERYKAH BADU On \& On
75 HEATWAVE Always And Forever
76 MTUME Juicy Fruit
77 AARON HALL I Miss You
78 CAMEO Candy
79 JANET I Get Lonely 80 blacksitheet Don't Leave Me 81 Patrice rushen forget Me Nots 82 JUNIOR MAFIA Player's Anthem 83 JOHNNY GILL My, My. My 84 R. KELLY Down Low 85 2PAC Dear Mama 86 NAS If I Ruled The World 87 KEITH SWEAT Nobody 88 EMOTIONS Best Of My Love 89 GAP BAND Yearning For Your Love 90 SOUL II SOUL Keep On Movin 91 CAMEO Word Up 92 PUFF DADDY IF. EVANS \& 112 I"IIBe Missing You 93 ROB BASE \& D.J. E-Z ROCK It Takes Two 94 AL B. SURE! Nite \& Day 95 MAZE Before I Let Go 96 GUY Let's Chill 97 SLICK RICK Children's Story 98 TONY TERRY With You 99 ICE CUBE We Be Clubbin 100 ZAPP More Bounce

Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Top 100 Power Gold is based on YTD monitored airplay data. © 2001, R\&R Inc.

## If Your Career is Programming...

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## Urban


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Mulsconime










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## May 25， 2001



MUSIO Love（Det SoulIIDMGG）

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| :---: | :---: | :---: | :---: | :---: |
| 1144 | －30 | 146843 | 12 | 400 |
| 870 | －67 | 124418 | 13 | 400 |
| 850 | ＋21 | 109380 | 9 | 370 |
| 808 | ＋90 | 115148 | 4 | 420 |
| 806 | －82 | 122225 | 11 | 40／0 |
| 777 | $+41$ | 118241 | 13 | 33／0 |
| 715 | －45 | 185728 | 10 | 400 |
| 700 | －204 | 108508 | 20 | 320 |
| 606 | ＋33 | 75951 | 10 | 35／1 |
| 568 | －50 | 87081 | 17 | 400 |
| 565 | ＋86 | 71395 | 8 | 39／2 |
| 562 | －65 | 77490 | 18 | 35／0 |
| 450 | ＋13 | 51502 |  | 35／4 |
| 415 | －34 | 51167 | 15 | 35／0 |
| 403 | ＋35 | 51433 | 6 | 32／1 |
| 391 | －74 | 41202 | ． 11 | 33／0 |
| 363 | ＋39 | 53878 | 2 | 31／1 |
| 353 | ＋9 | 41915 | 6 | 29／3 |
| 333 | －75 | 49319 | 29 | $34 / 0$ |
| 327 | －94 | 30440 | 11 | 25／0 |
| 297 | ＋44 | 28909 | 3 | 29／2 |
| 289 | ＋61 | 32412 | 2 | 25／1 |
| 288 | ＋15 | 43456 | 4 | 26／0 |
| 271 | ＋17 | 21215 | 3 | 25／1 |
| 262 | ＋13 | 25900 | 2 | 25／1 |
| 262 | ＋9 | 29548 | 3 | 220 |
| 244 | －135 | 19013 | 15 | $28 / 0$ |
| 222 | －39 | 23849 | 19 | 21／0 |
| 220 | －4 | 24754 | 18 | 1800 |
| 204 | 3 | 27134 | 2 | 19／0 |

41 Urban AC reporters．Monitored airplay data supplied by Mediabase Research，a division of Premiere Radio Networks．Songs ranked by total plays for the airplay week of Sunday $5 / 13$－Saturday $5 / 19$ ．Bullets appear on songs gaining plays or remaining flat from previous week．If two songs are tied in total plays，the song being played on more stations is placed first．Breaker status is assigned to songs reaching 350 plays or more for the first time．Songs below No． 20 are moved to recurrent 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 2001，The Arbitron Company）．© 2001，R\＆R inc．

RAPHAEL BROWN Maybe（Ansta）
coup pers 196 Toal Suxtons 22 ．noss 1
ILL Scolt The Way（Hidden Beachepic）
real Pess 136 rau St
HIL ST．SOUL For Your Love（Dome／Select－O－Hits）

BEBE WMANS F／WONDER $\%$ WIMAUS Jesus Children Ot America（Motown） ratalions 100．Tour Sutions it hats 0
Various artists You（Bad Boy／Arista）
tool Pass 173 ，Total Sations 17 ．Adoss 0
JON B Don＇t Takk（Edmonds／Epic）


NIM WATERS Love Don＇t Love Nobody（Shanachie）

JESSE POWELL Something in The Past（Silas／MCA） robel Pbes 122 koulsutions 4 natr： 0
FORSHE＇My World is Emply Without You（HOH）

WHL DOWMWG is This Love（GRPNMG）
potal fors se rad Sations 20．hats 17
FAITH EVAMS FFARL THOMAS Can＇t Believe（Bad Boy／Arista） Toter Puens：m6．Tocul Sutions 7. nots 1
URAX WHALUM FAWENDY MOTEN Real Love（Warner Bros．）


Somps rained by total plays

## Most Added．

aftispme usels）
GLAOYS KNIGHT I Said You Lied（MCA） WILL DOWNIMG Is This Love（GRPNMG） JILL SCOTT The Way（Hidden BeachEpic） FULL FORCE Float On With Us（ForcefulTVT） al jarreau lits How You Say it（GRPNMG） Jimmy Cozier She＇s Alil Got（J）
SYLEEMA JOHNSON IAm Your Woman（Jive） STEPHEN SIMMONDS For You（Priority） K．WHALUM FN．MOTEN Real Love（Warner Bros．） MIKI HOWARD One Day Without You（PeakConcord） TYRESE I Like Them Girls（RCA）

# Most Increased Plays 

abtist title labels）
LUTHER VANDROSS Take You Out（J） SYLEENA JOHNSON I Am Your Woman（Jive） WILL DOWNING Is This Love（GRPNMG） K．WHALUM FN．MOTEN Real Love（Warner Bros．） JAHEIM Just In Case（Divine MillWB） JESSE POWELL Something In The Past（Silas／MCA） JILL SCOTT The Way（Hidden Beach／Epic）+49 STEPHEN SIMMONDS For You（Priority） LEXI Conversation（Real Deal） india．arie video（Motown）

Breakers．
BABYFACE
There She Goes（Arista）
TOTAL PLAYSNMCREASE TOTL STATIONSADOS
363／39
31／1

## Immur COTER

She＇s All I Got（J）
Totul parsmachese totu statonsnoos
353／9 29／3

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## URBAN AC <br> Going For Acdsts spavi

If you'd like to see your add dates here, contact Asst. Urban Editor Tanya 0'Quinn at (310) 788-1655.

Register now for Music Meeting, the industry's No. 1 online destination for new music: www.rroniline.com


Here's J Records recording artist Alicia Keys, snuggling up to R\&R Music Meeting Dir/ Marketing, Urban \& Smooth Jazz Music Herb Jones: It seems Encoding Manager AI Machera is left with no one to hold and is wishing he were Jones - at least for that moment.

## TOP 100

URBAN AC POWER GOLD

## 1 GAP EAMD Outstanding

2 maze Betore I Let Go
3 MARVIN GAYE Sexual Healing
4 Emonons Best of My Love
5 marvin gaye Let's Get On
6 L.T.D. (Everytime I Tum Around) Back In Love
1 LUTHER vandoross Never Too Much
8 temptanons Treat Her Like A Lady
9 Cheryl Lymn Got To Be Real
10 EARTH, WIMD \& FIRE Reasons
11 ML GREEM Let's Stay Together
12 maxwell Ascension (Don't Ever Wonder)
13 maze IF. Beverly Joy And Pain
14 RUFUS Sweet Thing
15 GAP BANO Yearning For Your Love 16 ISLEY BRDTHERS for The Love of You 17 marivin gaye got to Give it Up 18 al GREEW Love And Happiness 18 Patrice rushen forget Me Nots 20 L.T.O. Love Ballad 21 CON FUWK SHMU Love's Train 22 FREDOIE JACKSON Jam Tonight 23 EARTH, WIND \& FIRE That's The Way Of... 24 WHISPERS And The Beat Goes On 25 BABYFACE Whip Appeat

26 freddie jackson You are My Lady 27. ЈOHMnY GILL My, My, My 28 COMmODORES Brick House 29 BARRY WHRTE It's Ecstasy...
30 CHC Good Times
31 ISLEY BROTHERS Between-The Sheets
32 SOUL II SOUL Keep On Movin'
33 heatwave Always And Forever
34 kenny Latmmore for You 35 mext Too Close
35 RUFus IChaNA KHaw Ain't Nobody
37 RICK james titeema marie Five 8 Desire
38 Chenelle i/a. O'weal Saturday Love
39 maze IF. geverly Happy Feetings
40 B0B8Y CAL OWELL What You Wont Do For Low
41 TEDDY PEMDERGRASS Tum OHt The Ligits
42 GO IDo Love You
43 IsLEY brotucers Footsteps in The Dark
4 mDNIGHT STAR Slow Jam
45 TEDDY PEMDERGRASS Close The Door 46 TEDDY PEMDERERASS LOV T.K.O.
47 mTume Juicy Fuit
48 ENTTM, WMD $\frac{1}{3}$ Fane Love's Holiday 49 Marviw gave What's Going On

50 teddy pemdergrass come On Go...

51 mazz Can't Get Over You
52 MARMW GAYE Mercy Mercy Me...
53 Emotions Don't Ask My Neighbors
54 PRIMCE I Wanna Be Your Lover
55 Shalamar for The Lover...
56 ISLEY BhOTHERS Groove With You
57 STAPLE SIMGEAS I'H Take You...
58 shalamar Second Time Around
59 bRick Dazz
60 WHISPERS Lady
61 maxwell This Woman's Work
62 MCFADDEM \& WHITEHEAD Ain't No Stoppin'...
63 ISLEY BROTHERS Voyage To Atlantis
64 KEITH SWEAT Make It Last...
65 SwITCH There'll Never Be
66 barar white Practice What You Preach
67 marvin gaye distant Lover
68 O'days Used Ta Be My Girl
69 STEME WOMDER That Girl
70 Pamti labelle it Only you knew
71 O'JaYs Forever Mine
72 camed Candy
73 RUFUS Do You Love What You Feel 74 EARTH, WMN \& FIRE Devolion 75 TOM BROWHE Funkin' For Jamaica 76 DEELE Two Occassions 77 atlantic starr Send for Me 78 Oumcy JOMES 1/EL DEBARGE... Secret Garden 79 PARLLAMENT Flashlight
80 LUTHER VAMDROSS A House is Not A Home
81 BRLAN MCKMIGHT Anytime
82 Capl capl tow She's A Bad Mama..
83 barary white Can't Get Enough Of Your Love
84 faEddie Jackson Rock Me Tonight...
85 STEVE WOMDER Ribbon In The Sky
*6 SOUL II SOUL Back To Life
87 Luther vandross So Amazing
88 LUTHER vandross Don't You Know That
09 TEDDY PEMOERGRASS WhenSomebody Loves..
90 RICX James Mary Jane
91 AFTER 7 Ready Or Not
92 s.0.S. Band Tell Me if You Still Care
93 soumds of blackuess hold On
94 AL. E. surel Nite o Day
25 TOWY TERRY With You
is amTa eaxer Giving You The Best That I Got
17 amta baxer Sweet Love
90 surface happy
99 ISLEY/unspeanslfy Caravan Of Love
100 Lewny willams 'Cause I Love You

# is Hip-Hop The Fiture Of Rock? 

## $\square$ Edison Media study outlines pop music tastes and desires

By Jayne Charneski

h 1999 I asked Steve Smith - now a Sr .VP/Programming with Clear Channel - about the state of CHR music. He responded, "It's very healthy, especially the hip-hop and $R \& B$ side of the pop world. We've got a regular dose of hit reconds coming out all the time, and we love it. As the country continues to become more ethnic, hip-hop and $R \& B$ are going to become more powerful. The audience is very passionate and very intelligent about the music, and that's my favorite kind of audience in the world." Talk about being right on. Smith hit the nail on the head, and then some.

With powerfill media forces swch as radio, MTV, BET. magacines, retail clothing and others behind it. the hip-hop phenomenon and reluted radio ratings cominue to grow in 2001. Just ask Jayne Charneski. Director/ Research at Edison Media Research. Charneski and her comuerparts began noticing the hip-lop trend in sudy afier study her firm comducted.
This really hit home when Edison conducted a research study for TV and foumd thot the results matched what it had heen seeing from radio research studies: Plain and simple. hip-hop rules among 12-24s. Charneski also proints out. however, that this style of pop music is also the most polarizing in terms of age. Thut's something she doesn't encounter with other formats.
From an unscientific standpoint, Chameski has also noticed polarizanion in her office between the younger employees, who listen to hip-hop radio stations and CDs and care ahout new music and older employees who could care less and cant relate.
What huppens when tolday's 12-to2 -year-olds become tomornow's 25 54 demographic". Since hip-hop, is their favorite type of music, what ef-
 Chamneskl

fect will this hwe on mockbased CHR. Reck and Alternative stations.' In her own wonds. here are some of the findings that Charneski compiled from several recent Edison Research studies on hip-hop, what they mean today and how they might shape the future of many formats.

## Hip-Hop Reflects

 Today's YouthOver the years most Rock programmers have been led to believe that. in the words of that great oldie. "Rock ' $n$ ' roll is here to stay: it will never die." If one looks at today's young people, that belief may no longer be correct. Hip-hop has taken over the young people of America.
Last year Edison Media Research conducted a national survey of 12 -1024 -year-olds. In that survey we described 10 general kinds of music and asked the respondents how often they listened to it. Hip-hop and rap (combined into one category) basically demolished any other music type.
Just under half of all 12-24s said that they listen to hip-hop and rap frequently (49\%). The next closest music types were R\&B and alternative rock, tied at $34 \%$. Hip-Hop and rap proved to be equally popular with
both young men and young women and were only slightly more popular with 12-17s than with $18-24 \mathrm{~s}$. While they are much more popular with African Americans and Hispanics, hiphop and rap are still by far the most popular music genres for white teens aged 12-24.
These kinds of findings haye been consistent in almost every local market we have looked at as well. The potential for impact at Rock and Alternative radio is obvious: If today's young people aren't being raised on rock. they are unlikely to grow into rock music. Rock may be nearing the end of its 40 -odd years of growth.

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## Hip-Hop Dominates Today's Teens

According to Edison Media Reseach's sample of 729 teens, 12-24-year-olds, by an overwhelming margin, prefer hip-hop and rap to any other styles of music.
$\square$ frequently $\square$ sometimes $\square$ almost never


## Delivering Young Males and Females

While hip-hop and rap are looked upon as primarily appealing to young men, Edison data show the music has equal appeal for males and females and equally strong distribution with teens and 18-24-year-olds.

mous implications for Rock programmers.

If you want your station to have any appeal to most people over the age of 25. you are compelled to shy away from most hip-hop-flavored material. This. of course, makes your station even more irrelevant to today's hiphop generation. The second aspect is the fact that while hip-hop is more popular, few members of today's hiphop generation prefer that music exclusively.

Our research implies that while hip-hop is the most popular type of music, rock is also still popular, even among those who like hip-hop most. (The preceding point is true almost exclusively for white youth. African Americans still show very little taste for rock.) If you are a baby boomer programming a Rock station, you may think that the same "rock vs. disco" divide that existed when you were young prevails today. Nothing could be further from the truth.
For today's 12-24s, it is utterly natural to like Jay-Z, Limp Bizkit. Rage Against The Machine. Destiny's Child and Godsmack equally. Only a small portion of today's youth is pure in its rock allegiance, and this represents an enommous change from previous eras.

## Behind The Generation Gap

This profound generation gap is having an impact on all aspects of business and culture. A recent article in Newsweek discussed the woes of the NBA and how the rich. suburban men who buy overpriced tickets can't relate to the "hip-hop style of the new gencration. from its music to its baggy pants and tattoos" that has infiltrated the game. Many people believe that this is a major factor in the NBA's decreasing attendance.
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Today's young peopte seem to love the fact that their parents don't "get"
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Stations can adapt to this change and attempt to co-opt as much of the hip-hop revolution as possible. Of course, that would mean sacrificing much of the $\mathbf{2 5 +}$ audience. Stations can learn from the impact that the hip-hop generation gap had on Levi's jeans. In the '80s Levi's was riding high. Now the company has dropped completely off teen radar screens. Levi's missed the hip-hop-inspired baggy jean style. and by the time the company realized its mistake, it was too late. Levi's jeans still sell to the older denros, but the company can't rely on adults who rarely wear or wear out their jeans to increase its market share.
In the same way, stations can't rely on increasing their market share by blindly catering to their aging 25-54s. Research indicates that the next wave of people entering this demo will have been inspired and influenced by hip-hop. They are going to want to hear music inspired and influenced by hip-hip on the radio.

We are already starting to see this dichotomy in numerous studies we have conducted for younger-targeted Rock stations. Males 18-24 have a much higher preference than 25-34 males for the "rap rock" category. As Kobe says, hip-hop is indeed taking over. Rock radio needs to adapt to this phenomenon or become marginalized.

Jayne Chanueski can be reached an jcharneski@edisonresearch.com or by plome at 908-707-4707.


## urban ac Going for Adds spesot

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

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Here's J Records recording artist Alicia Keys, snuggling up to R\&R Music Meeting Dir/ Marketing, Urban \& Smooth Jazz Music Herb Jones. It seems Encoding Manager Al Machera is left with no one to hold and is wishing he were Jones - at least for that moment.

## TOP 100

1 GAP BAMD Dutstanding
2 Maze Betore I Let Go
3 marvin gaye Sexual Healing
4 Emotions Best of My Love
5 marvin gaye Let's Get On
6 L.T.O. (Everytime I Tum Around) Back In Love
7 LUTHER vandRoss Never too Much

- temptanions Treat Her Like A Lady
- Cheryl Lymn Got To Be Real

10 EARTH, WIMO \& FIRE Reasons
11 M. GREEN Lel's Stay Together 12 maxwell Ascension (Don't Ever Wonder) 13 maze IF. BEVERLY Joy And Pain 14 RuFus Sweet Thing

15 GAP BAND Yearning For Your Love 16 ISLEY BROTHERS For The Love Of You 17 marvin gaye got To Give it Up 18 AL GREEW Love And Happiness 19 Patrace rushew forget Me Nots 21 L.T.O. Love Ballad

21 CON FUNK SHUN Love's Train
22 FREDDIE Jacksow Jam Tonight
23 EARTH, WIND $\&$ FIRE That's The Way Of... 24 Whispers And The Beat Goes On 25 babyface Whip Appeal

28 freddie jackson You Are My Lady
27. JOHMNY GILL My, My, My

28 COmmodores Brick House
29 barry white it's Ecstasy...
30 chic good Times
31 ISLEY BROTHERS Between-The Sheels
32 Soul II SOUL Keep On Movin'
33 heatwave Always And Forever
34 keniny Latmmore for You
35 MEXT Too Close
36 RuFus ICHaxa KHaN Ain't Nobody
37 RICX James i/teema marie fire \& Desire
38 CHERELLE I/A. O'WEAL Saturday Love
39 maze ff. BEVERLY Happy Feelings
40 Boser cal DWELL What You Wont Do for Love
41 TEDOY PEMDERGRASS Tum Off the Lights
42 GOIDO Love You
43 ISLEY EROTHERS Footsteps in The Dark
4 MMDMIGRT Star Stow Jam
45 TEDOY Pemoerrerass Close The Door

* TEDOY PEMDERGRASS LOV T.K.O.

47 MTIME Juicy Fruit
48 EARTH, MMD \& FIRE Love's Holiday
49 MARVM GAYE What's Going On
50 TEDOY PEMDERGRASS COMe On Go...

URBAN AC
POWER GOLD
POWER GOLD

51 mazz Can't Get Over You
52 manvin gaye Mercy Mercy Me...
53 EmOTIOMS Don't Ask My Neighbors
54 PRIMCEI Wanna Be Your Lover
55 shalamar for The Lover.
56 IsLey brothers Groove With You 57 STAPLE SINGERS I'll Take You...
58 SHALAMAR Second Time Around
59 BRICK Dazz
60 WHISPERS Lady
61 maxwell This Woman's Work
62 mCfadoem \& whitehead aint No Stoppin...
63 ISLEY BROTMERS Voyage To Atlantis
64 KEITH SWEAT Make It Last..
65 SwITCH There'ill Never Be
66 Barky white Practice What You Preach
67 marvin gaye Distant Lover
68 0'Jays used Ta Be My Girl
G9 STEME WONDER That Girl
70 Pamti labelle if Only You knew
71 0'JAYS Forever Mine
72 CaMED Candy
73 RUFUS Do You Love What You Feel 74 EARTH, WND \& FHE Devotion

75 TOM BROWME Funkin' For Jamaica
76 DeELE Two Occassions
77 atlantic starr Send for Me
78 qunncy JOMES t/EL DEBARGE... Secret Garden
79 Parllament flashlight
80 LUTHER VANDROSS A House is Not A Home
81 bRIAN MCKMIGHT Agytime
82 CABL CARLTOM She's A Bad Mama...
83 bahry whrte Can't Get Enough of Your Love
s4 FREODIE JacksON Rock Me Tonight.
85 STEVE WONDER Ribbon in The Sky
86 SOuL II SOUL Back To Life
87 LUTHER VAMOROSS SO Amazing
88 LUTHER Vambross Don't You Know That
89 TEDDY PEMDERGRASS WhenSomebody Loves..
90 Ricx james Mary Jane
91 AFTER 7 Ready Or Not
92 s.0.S. BaND Tell Me If You Still Care
33 soumds of blackuess Hold on
sh M. B. sure! Nite \& Day
s5 TOWY TERRY With You
2\% amta baker Giving You The Best That I Got
97 anta baxer Sweet Love
90 SUAFACE Happy
99 ISLEY/LASPERASLEY Caravan Of Love
100 LENNY WLLANAS Cause I Love You

# is Hip-Hop The Future Of Rock? 

$\square$ Edison Media study outlines pop music tastes and desires

By Jayne Charneski

I1999 I asked Steve Smith - now a Sr .VP/Programming with Clear Channel - about the state of CHR music. He responded, "It's very healthy, especially the hip-hop and R\&B side of the pop world. We've got a regular dose of hit records coming out all the time, and we love it. As the country continues to become more ethnic, hip-hop and R\&B are going to become more powerful. The audience is very passionate and very intelligent about the music, and that's my favorite kind of audience in the world." Talk about being right on. Smith hit the nail on the head, and then some.

With powerful media forces such as radio, MTV, BET. mugazines. retail clothing and others behind it, the hip-hop, phenomenon and nlated radio ratings continue to gmw in 2001. Just ask Jayne Charneski. Director/ Reseanch at Edism Media Research. Charneski and her counterparts began noticing the hip-hop trend in

fect will this have on mockbased CHR. Rock and Allernative stations? In her own words. here are some of the findings that Charneski compiled from several recent Edison Research studies on hip-hop, what they mean today and how they might shape the future of many formats.

## Hip-Hop Reflects

Today's Youth
Over the years most Rock programmers have been led to believe that. in the words of that great oldie. "Rock ' $n$ ' roll is here to stay; it will never die." If one looks at todays young people, that belief may no longer be correct. Hip-hop has taken over the young people of America.

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Just under half of all $12-24 \mathrm{~s}$ said that they listen to hip-hop and rap frequently (49\%). The next closest music types were R\&B and alternative rock, tied at $34 \%$. Hip-Hop and rap proved to be equally popular with
both young men and young women and were only slightly more popular with 12-17s than with 18-24s. While they are much more popular with African Americans and Hispanics, hiphop and rap are still by far the most popular music genres for white teens aged 12-24.
These kinds of findings have been consistent in almost every local market we have looked at as well. The porential for impact at Rock and A1ternative radio is obvious: If today's young people aren't being raised on rock. they are unlikely to grow into rock music. Rock may be nearing the end of its 40 -odd years of growth.

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In general, the under- 25 crew has a strong affinity for rap and hip-hop, whereas over that age, support collapses dramatically. In this sense, we have a stronger musical generation gap today than at any time since rock's first flowering in the 1950s and -60s. This generation gap has enor-
mous implications for Rock programmers.
If you want your station to have any appeal to most people over the age of 25. you are compelled to shy away from most hip-hop-flavored material. This, of course, makes your station even more irrelevant to today's hiphop generation. The second aspect is the fact that while hip-hop is more popular, few members of today's hiphop generation prefer that music exclusively.
Our research implies that while hip-hop is the most popular type of music, rock is also still popular, even among those who like hip-hop most. (The preceding point is true almost exclusively for white youth. African Americans still show very little taste for rock.) If you are a baby boomer programming a Rock station. you may think that the same "rock vs. disco" divide that existed when you were young prevails today. Nothing could be further from the truth.
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[^1]EXCLUSIVE NATIONAL MUSIC RESEARCH ESTIMATES May 25, 2001
Callout Americae song selection is based on the top 25 titles from the R\&R CHR/Pop chart for the airplay week of April 29-May 5.

| ARTIST TiLELABELS |  |  |  |  |  |  | DEMOGRAPHICS |  |  | REGIONS |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  | $\left\lvert\, \begin{aligned} & \text { WOMEN } \\ & 12-17 \end{aligned}\right.$ |  | $\begin{aligned} & \text { WONEN } \\ & 18-24 \end{aligned}$ | $\begin{aligned} & \text { WOMEN } \\ & 25-34 \end{aligned}$ | EAST SOUTH |  | $\begin{aligned} & \text { WIO. } \\ & \text { WEST } \end{aligned}$ | WEST |
|  | TW | LW | 2 W | $3 W$ |  |  |  |  |  |  |  |  |  |  |  |  |
| LIFEHOUSE Hanging By A Moment (DreamWorks) | 3.89 | 3.89 | 3.93 | 3.84 | 70.9 | 17.1 | 4.13 | 3.66 | 3.79 | 3.76 | 4.03 | 3.96 | 3:84 |
| JOE F/MYSTIKAL Stutter (Jive) | 3.79 | 3.75 | 3.62 | 3.60 | 64.5 | 18.1 | 4.04 | 3.78 | 3.19 | 3.71 | 3.60 | 4.05 | 3.83 |
| MELLY Ride Wit Me (Fo' Reel/Universal) | 3.78 | 3.96 | 3.68 | 3.77 | 76.0 | 22.5 | 4.06 | 3.67 | 3.40 | 3.62 | 3.87 | 3.82 | 3.82 |
| AGUILERA, LLL'... Lady Marmalade (Interscope) | 3.76 | 3.79 | 3.71 | 3.71 | 77.8 | 23.2 | 4.20 | 3.72 | 3.14 | 3.43 | 3.86 | 3.73 | 4.01 |
| Ja Ruleail' MO... Put it On Me (Murder Inc./Def Jam/IDJMG) | 3.73 | 3.72 | 3.62 | 3.51 | 68.9 | 22.5 | 4.04 | 3.67 | 3.11 | 3,68 | 3.57 | 4.11 | 3.57 |
| INCUBUS Drive (ImmortalEpic) | 3.68 | 3.62 | 3.59 | 3.58 | 56.7 | 12.5 | 3.85 | 3.76 | 3.32 | 3.56 | 3.79 | 3.58 | 3.77 |
| Hi ${ }^{\text {a }}$ MISSY ElLIOTT Get Ur Freak On (Gold MindEastWesteEg) | 3.67 | - | - | - | 49.9 | 13.4 | 3.85 | 3.69 | 3.17 | 3.58 | 3.89 | 3.60 | 3.58 |
| Hfa 0 -TOWH All Or Nothing (J) | 3.67 | 3.71 | - | - | 41.8 | 8.8 | 4.07 | 3.65 | 2.75 | 3.35 | 3.83 | 3.70 | 3.90 |
| TRAN Drops Of Jupiter (Tell Me) (Columbia) | 3.59 | 3.58 | 3.54 | - | 50.4 | 11.0 | 3.60 | 3.62 | 3.55 | 3.58 | 3.58 | 3.70 | 3.50 |
| UNCLE KRACKER Follow Me (Tod Dog/Lava/Atlantic) | 3.59 | 3.71 | 3.60 | 3.62 | 74.1 | 23.7 | 3.81 | 3.42 | 3.45 | 3.18 | 3.82 | 3.72 | 3.62 |
| H/ LIMPP BIzKIT My Way (Flip/nterscope) | 3.58 | 3.66 | 3.58 | 3.47 | 65.0 | 15.2 | 3.92 | 3.55 | 2.95 | 3.18 | 3.60 | 3.67 | 3.81 |
| DESTINY'S CHILD Survivor (Columbia) | 3.57 | 3.58 | 3.36 | 3.54 | 83.1 | 39.9 | 3.80 | 3.53 | 3.29 | 3.60 | 3.72 | 3.49 | 3.46 |
| WELLY FURTAOO I'm Like A Bird (DreamWorks) | 3.57 | 3.49 | 3.46 | 3.53 | 70.2 | 22.7 | 3.73 | 3.35 | 3.58 | 3.57 | 3.74 | 3.45 | 3.52 |
| JEMNIFER LOPEZ Play (Epic) | 3.49 | 3.18 | 3.42 | 3.24 | 62.6 | 18.1 | 3.72 | 3.45 | 3.00 | 3.37 | 3.53 | 3.33 | 3.71 |
| S CLuB 7 Never Had A Dream... (A\&M/interscope) | 3.49 | 3.63 | 3.54 | 3.51 | 69.9 | 20.0 | 3.78 | 3.27 | 3.20 | 3.19 | 3.61 | 3.43 | 3.74 |
| janet All For You (Virgin) | 3.47 | 3.63 | 3.46 | 3.45 | 75.3 | 30.8 | 3.47 | 3.55 | 3.36 | 3.22 | 3.61 | 3.47 | 3.57 |
| Shaggy Angel (MCA) | 3.47 | 3.64 | 3.36 | 3.40 | 85.1 | 39.1 | 3.62 | 3.27 | 3.47 | 3.52 | 3.38 | 3.54 | 3.44 |
| 0100 Thankyou (Arista) | 3.43 | 3.63 | 3.34 | 3.49 | 78.7 | 32.5 | 3.26 | 3.41 | 3.68 | 3.64 | 3.42 | 3.32 | 3.35 |
| LENHY KRAVITZ Again (Virgin) | 3.43 | 3.56 | 3.36 | 3.42 | 80.4 | 34.2 | 3.41 | 3.42 | 3.45 | 3.32 | 3.47 | 3.49 | . 3.44 |
| MATCHBOX TWENTY Mad Season (Lava/Atlantic) | 3.43 | 3.46 | 3.35 | - | 46.0 | 9.8 | 3.48 | 3.47 | 3.33 | 3.17 | 3.53 | 3.49 | 3.50 |
| OREAM This is Me (Bad Boy/Arista) | 3.40 | 3.54 | 3.58 | 3.41 | 52.8 | 15.4 | 3.63 | 3.26 | 2.97 | 3.06 | 3.45 | 3.52 | 3.55 |
| SAMANTHA MUMBA Baby, Come Over... (A\&M/Interscope) | 3.35 | 3.50 | 3.32 | 3.31 | 53.1 | 16.1 | 3.50 | 3.23 | 3.10 | 3.04 | 3.74 | 3.40 | 3.22 |
| COLOPLAY Yellow (Nettwerk/Capitol) | 3.34 | 3.54 | 3.40 | 3.32 | 44.3 | 14.2 | 3.15 | 3.55 | 3.34 | 2.94 | 3.43 | 3.26 | 3.56 |
| MOBY F/GWEN STEFANI Southside (V2) | 3.32 | 3.59 | 3.32 | 3.25 | 67.7 | 27.1 | 3.22 | 3.28 | 3.53 | 3.24 | 3.34 | 3.24 | 3.45 |
| CRAZY TOWN Butterily (Columbia) | 3.31 | 3.50 | 3.31 | 3.37 | 77.5 | 34.7 | 3.55 | 3.26 | 3.00 | 3.14 | 3.44 | 3.20 | 3.43 |
| AEROSmIth Jaded (Columbia) | 3.26 | 3.60 | 3.42 | 3.23 | 71.9 | 26.7 | 3.33 | 3.16 | 3.24 | 3.00 | 3.40 | 3.43 | 3.18 |

## Callout Americas Hot Scores

By Kevin McCabe

Lifehouse reassume the top spot don Callout America is "Hanging By A Moment" (DreamWorks) moves back to No. I with a 3.89 total score. It is the top tester among women $25-34$ with a 3.79 and performs solidly in all four U.S. regions.

Hip-hop superstar Missy Elliott scores the highest debut with "Get Ur Freak On" (Gold Mind/EastWest/EEG) and ranks No. 7 overall with a 3.67. The Rhythmic-Urban crossover hit is poised to duplicate its success at Pop, based on this week's Callout America dati.
"All Or Nothing" by O-Town (J) posts a top 10 score for the second week with a 3.67. and the track ranks No. 3 in the teen cell with a 4.07. The highly visible group is accelerating fast in both video and radio airplay.

Here's a look at individual demo breakouts. Songs are ranked in descending order.

- Teens 12-17: Aguilera, Lil Kim, Mya and Pink: Lifchouse; OTown: Nelly, Joe f/Mystikal and Ja Rule (iic): Limp Bizkit: Missy Elliott and Incubus (tie): and Uncle Kracker.
- Womén 18-24: Joe f/Mystikal; Incubus: Aguilera, Lil Kim. Mya and Pink; Missy Elliott: Nelly and Ja Rule (tie): Lifchouse: O-Town: Train: and Limp Bizkit.
- Women 25-34: Lifehouse; Dido: Nelly Furtado: Train: Moby f/Gwen Stefani: Shaggy: Lenny Kravitz and Uncle Kracker (tic): Nelly; and Janet.

Total sample size is 400 respondents with a $+1-5$ margin of error. Total average lavorability estimates are based on a scale of $1-5(1=$ dislike very much, $5=$ like very much). Total familiarity represents the percentage of respondents who recognized the song. Tolal burn represents the number of respondents who said they are tired of hearing the song. Songs must reach $40 \%$ familiarity before they appear in print. Hil Polential (HP) represents songs that have yet to chart in the top 25 on R\&R's CHR/Pop chart. Sample composition is based on females aged $12-34$, who responded favorably to a CHR/Pop musical montage in the following regions and markets: EAST: Battimore, Boston, Long Island, New York. Philadelphia, Pittsburgh, Providence, Washington, DC. SOUTH: Atlanta, Dallas, Houston, Miami, San Antonio, Tampa. MIDWEST: Chicago, Cincinnati, Cleveland, Columbus, Detroit, Kansas City, Milwaukee, Minneapolis, St. Louis. WEST: Los Angeles, Phoenix. Portland, Sacramento, San Diego, San Francisco, Seattle. © 2001, R\&R Inc.

"As soon as I'm Gonna Blow Your Mind' went on the air, we saw instant phones! I'm calling this one early, with no hesitation, CARLY HENWESSY WILL BE A SUPERSTAR!" -Brandon Edwards, MD WIOG/Saginaw, MI
"Carly Hennessy is going to be a big record for KHTS, the phones are starting to buzz!"
-Dlana Laird, PD/KHTS
>Blow Your Mind

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WKRQ waZa kJYo wSSX

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Top 10 Phones... WLIR, WWTQ, WIOG, WCPT, KSTZ

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| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| - | AGUILERA, LI' MIM, MYA \& Pmuk Laty Marmalade (Interscope) 1 | 11621 | +402 | 1239988 |  | 1740 | matme leas |  | 100 |
| - | LIFEHOUSE Hanging By A Moment (DreamWorks) | 10853 | +124 | 1135561 | 15 | 1740 | 'M SYMC Pop (Jin) |  | 70 |
| 23 | JANET All For You (Virgin) | 10612 | -103 | 1075376 | 12 | 175/0 | STANMD H's Been A | hile (flip/Eextra/EEG) | 67 |
| c | UNCLE KRACKER Follow Me (Top Dog/Lava/Atlantic) | 10436 | +76 | 1027711 | 21 | 1700 | DEETMY'S CHIL | ootylicious (Columbia) | 42 |
| - | MELLY Ride Wit Me (Fo' ReelUniversal) | 9591 | +374 | 1025190 | 13 | 164/2 | SHAGGY Freaky Gir ROMAM KEATING L | (MCA) <br> Lin' Each Day (A\&MInt |  |
| $5{ }^{6}$ | destiny'S CHILD Surivor (Columbia) | 8148 | -1272 | 761580 | 12 | 166/0 | CRNGG DAVID Fill | In (Wildside/Alantic) | 22 |
| 7 - | JENNIFER LOPEZ Play (Epic) | 8102 | +142 | 758467 | 9 | 173/0 | CITY High What W | Huld You Do? (Interscope) | 19 |
| - | MELLY FURTADO I'm Like A Bird (DreamWorks) | 7718 | +231 | 800553 | 22 | 1681 | ELessio umow Of | cous That's The Girl 've | (2) 18 |
| $\bigcirc \quad 9$ | DIDO Thankyou (Arista) | 6431 | -956 | 615911 | 19 | 163/0 | 112 Peaches And SUGAR RAY When | ream (Bad Boy/Arista) I's Over (LavaAAlantic) | 15 14 |
| 10 0 | SHAGGY Angel (MCA) | 5436 | -609 | 563107 | 20 | 156/0 | NMCI Paradise (L | don SireCurb) | 14 |
| 14 ) | TRAN Drops Of Jupiter (Tell Me) (Columbia) | 5420 | +480 | 452959 | 11 | 153/3 |  |  |  |
| 15 - | DRENM This Is Me (Bad Boy/Arista) | 5163 | +232 | 507297 | 11 | 1691 |  |  |  |
| ${ }^{1} 3$ | SAMANTHA Mumal Baby, Come Over (This is...) (A\&MMinterscope) | 5150 | +131 | 474874 | 13 | 105/4 |  |  |  |
| 11 | JOE FAMYSTIKAL Stutter (Jive) | 5120 | -597 | 521303 | 15 | 155/0 |  |  |  |
| 17 - | Mndomm What It Feets Like for A Girl (MaverickWB) | 5051 | +273 | 447643 | 6 | 1730 |  |  |  |
| - | JESSICA SmmPSOW Irresistible (Columbia) | 4911 | +428 | 508131 | 5 | 17414 |  |  |  |
| 127 | CRATY TOWM Butterfly (Columbia) | 4733 | 500 | 470985 | 20 | 155/0 |  |  |  |
| 16 18 | MOBY F/GWEN STEFAW Southside (V2) | 4415 | -381 | 44908 | 20 | 1480 |  |  |  |
| - | matcheox TWenty Mad Season (Lava/Atlantic) | 4088 | +23 | 349594 | 7 | 142/0 | , | Incra |  |
| ${ }^{20} 0$ | LEWWY KRAVIZ Again (Virgin) | 3933 | -393 | 413052 | 31 | 1540 |  |  |  |
| 4 | INCUBUS Drive (Immortavepic) | 3697 | +501 | 360013 | 9 | 1422 |  |  |  |
| 3 | BMCHETREET BOYS More Than That (Jive) | 3716 | +507 | 38861 | 5 | 1681 | $\sim^{\text {mant }}$ |  |  |
| $\because$ | O-Town all Or Nothing (J) | 3591 | +785 | 3436* | 6 | 152/4 |  |  | 117 |
| 18 a | S CLUE 7 Never Had A Dream Come True (A\&MMnterscope) | 3569 | -201 | 340028 | 16 | 1450 | FATH Him Ther | Over (Lavaiumos | +1201 |
| $z \quad 2$ | AEROSMTTH Jaded (Columbia) | 341 | -545 | 365519 | 19 | 1450 | O-TOWW Al Or Not | ing (J) | +755 |
| Cranter | 'W SYMC Pop (Jive) | 3150 | +3107 | 41934 | 1 | 170170 | mcuaus Drive (Im | mortalepic) | +501 |
| \% | amana Everybody Doesn't (Maverick) | 201 | +16 | 273871 | 9 | 1590 | Mceistreet moy | More Than That (Jive) | +587 +400 |
| 2 | STELA SOLEL Kiss Kiss (Universal) | 2098 | $+4$ | 25181 | 1 | 153/0 | mamor moond | Pocket (Epic) | +450 |
| $\pm$ | semax Ghost Of You And Me (Hollywood) | 275 | -23 | 237164 | 8 | 138/1 | EVE 8 Herc's To | Night (RCA) | +433 |
| 3 | EDEN'S CRush Get Over Yourselt (143London Sire) | 2755 | +78 | 338904 | 7 | 1271 | vessica smipscin | sisitible (Coumbiie) | +420 |
| Sraetar | EVE 6 Here's To The Night (RCA) | 2008 | +633 | 201637 | 4 | 127\% |  |  |  |
| 3 \% |  | 2503 | -304 | 26853 | 14 | 830 |  |  |  |
| 3 - | American lm-f flavor Of The Weak (Istand/IOMMG) | 2474 | +211 | 23741 | 9 | 131/4 |  |  |  |
| 23 | COLDPLAY Yellow (NethwerkCapitol) | 2323 | -117 | 194851 | 12 | 1190 |  |  |  |
| $3 \quad$ | MUNOY mOORE In My Pocket (Epic) | 2321 | $+450$ | 22228 | 3 | 1485 |  |  |  |
| 3 | EVAN AMD MAROM From My Head To My Heart (Columbia) | 2309 | +79 | 218124 | 8 | 1200 |  |  |  |
| Dabus | SUGAR PAY When It's Over (Lava/Atlantic) | 2100 | +1700 | 224520 | 1 | 147/14 |  |  |  |
| $\cdots$ | MEROSwITH Fly Away From Here (Columbia) | . 1938 | +300 | 198010 | 3 | 11M |  |  |  |
| 30 | TRICX DADDY Take it To Da House (Slip © Slide/Atantic) | 1929 | +200 | 175826 | 4 | 109/3 |  |  |  |
| $\omega$ | SARIMA PARAS Look At Us (PlaylandPrionity) | 1853 | . 503 | 301992 | 13 | 1020 |  | reakras |  |
| Debus) ${ }^{\text {a }}$ | FANTH FILL There You'll Be (Warmer Bros.) | 1605 | +1291 | 198590 | 1 | 1487 |  |  |  |
| $\cdots$ - | LIMP BIZXIT My Way (Flip/Interscope) | 1619 | +7 | 151829 | 5 | 1181 |  | T SYIL |  |
| ( | LEE ANW WOIMACX I Hope You Dance (MCAUniversal) | 1330 | +26 | 136603 | 20 | 59\% |  | Pop (Jhvo) |  |
| 40 | ATC Around The World (La La La...) (Republic/Universal) | 1253 | -260 | 222556 | 20 | 105/0 | TOTN MATBMCMESE | тотм втатоменох |  |
| (1) | 98 DEGREES The Way You Want Me To (Universal) | 1211 | +150 | 92560 | 2 | 97/5 | 3150/3107 | 170/170 | 23 |
| (2) | DANTE THOMAS F/PRAS Miss Califormia (Rat PackEastWesteEG) | 1207 | +168 | 103727 | 2 | $98 / 7$ |  | EVE 6 |  |
| - | OUTKAST So Fresh, So Clean (LaFace/Arista) | 1159 | +112 | 94065 | 3 | $76 / 2$ | Here | To The Night (RC |  |
| 4 4 ${ }^{1}$ | WILLA FORD I Wanna Be Bad (Lava/Atlantic) | 1110 | +120 | 113011 | 2 | 90/4 | TOTM marsmcresse | Tora staromeos |  |
| Debut) (19) | CTTY HIGH What Would You Do? (Interscope) | 996 | +372 | 117818 | 1 | 50/19 | 2698/433 | 127/6 | (31) |
| $41 \quad 50$ | TAMIA Stranger In My House (Ele大tra/EEG) | 917 | -484 | 162832 | 9 | 73/0 |  |  |  |
|  | 178 CHR/Pop reporters. Monitored airplay data supplied by Mediabase Rese ranked by total plays for the airplay week of Sunday $5 / 13$-Saturday $5 / 19$. Butler previous week. If two songs are lied in total plays, the song being played on $m$ songs reaching 2500 plays or more lor the first time. Songs betow No. 20 are equats Average Quarter Hour Persons times number of plays (times 100). Aver from The Arbition Company (Copynght 2001, The Arbitron Company). © 2001 | search, a <br> ts appear ore statio mage Quar 1, R\&R In | vision of n songs is placed Hour Per | Premiere Radi aining plays or first. Breaker s ter 20 weeks. sons used he |  | ks. Songs flat from ssigned to ermission |  |  |  |



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An open letter to Mainstream and Adult Top 40 radio:
A few words about "That's the Girl" by Blessed Union of souls--2,500 spins can't be wrong!

The success of "That's the Girl" at roxy, san Antonio can be compared to the research victories the rest of the mainstream and adult top 40 panels had with "Hey Leonardo." It's a callous monster that just won't burn!

We're still spinning "That's the Girl" to this day! It has become a staple of the roxim playlist.
$\underset{\substack{\text { rash Kelly }}}{\substack{\text { riches, }}}$ Program Director


Assistant Program Director Music Director

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BUT DON'T BELIEVE US, ASK THEM YOURSELF.
$2500+$ spins KXXM/San Antonio Trash Kelly (210) 736-9700

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GOING FOR ADDS
AT MAINSTREAM AND ADULT TOP 40 NOW!

| K-CI $\&$ JONO All The Things I Should... (MCA) | JOEY MCWTYRE Rain (OAtantic) |
| :---: | :---: |
| Total Plays: 851, Total Slations: 79, Adds: 9 | Total Plays: 395, Total Stations: 31, Adds: 1 |
| 3LW Playas Gon' Play (Epic) | A.E.M. Imitation Of Life (Wamer Bros.) |
| Total Plays: 850, Total Slations: 70, Adds: 5 | Total Plays: 264, Total Stations: 28, Adds: 4 |
| WYCLEFJEANPerfect Gentieman (Ruthouse Cohmbia) | BILLY CRAWFORD When You're In Love With... (V2) |
| Total Plays: 844, Total Stations: 31, Adds: 1 | Total Plays: 254, Total Stations: 35, Adds: 3 |
| SHAGGY Frealy Girl (MCA) | BaHA men Best Years Of Our Lives (DreamWorks) |
| Totat Plays: 754, Total Stations: 80, Adds: 37 | Total Plays: 248, Total Stations: 26, Adds: 3 |
|  | VILeria Ooh la la (interscope) |
| Total Plays: 750, Total Stations: 64, Adds: 9 | Total Plays: 233, Total Stations: 44, Adds: 11 |
| CNALYHEMESSY I'm Gomma Blow Your Mind... (MCA) | SHELEY Lrwe Killin' Kind (IstandiojMG) |
| Total Plays: 749, Total Stations: 65, Adds: 3 | Total Plays: 197. Total Stations: 39, Adds: 13 |
| K. Marns Supergit (KBNHMLabelGeffenliterscope) | STAMD It's Been Awhile (Fip Elektra/EEG) |
| Total Plays: 574, Total Stations: 65, Adds: 3 | Total Plays: 199, Total Stations: 69, Adds: 67 |
| OESTMr'S CHILD Bootylicious (Coumbia) | AIC Why On Why (Republic:Universal) |
| Total Plays: 544, Total Stations: 46, Adds: 42 | Total Plays: 156, Total Slations: 35, Adds: 7 |
| maxua COSTA Like A Feather (Cheeta SoundVirgin) Total Plays: 511, Total Stations: 62, Adds: 6 | Soage ramed ty totel plays |



KKFR/Phoenix recently held their annual "Cinco De Mayo Bomb" in conjunction with Lawman Promotions. This year's show featured an all star line-up including performances by Olivia, Tamia, Ludacris, Jay-Z and many more. Pictured are (front, l-r): KKFR's APD/MD Charlie "You're My" Huero and Epic Rep Mike Lieberman; (back, l-r): PD Bruce St. James, Ginuwine, R\&R's CHR Asst. Editor Renee' Bell and Lawman President Greg "Daddy!!!" Lawley.


Jessica Simpson recently found herself in the company of Mr. Irresistible himseff, Greg Lawley, at a recent show during which she dedicated her current single to her beloved "Daddy." Pictured are (rear, (-r) Lawman's Gäry Spangler, Columbia rep Cindy Levine, KHTN/ Merced, CA PD Rene Roberts, Simpson, Lawley, KSEQ/Fresno PD Tommy Del Rio and Lawman's Dan Posner. (Front, l-r): Lawman's Desiree Omelas and Jason Baker.


KHKS/Dallas' morning show host Kidd Kraddick and his crew hung out with singer/performer Taylor Dayne at the station's "2nd Chance Prom." The function raised nearly $\$ 60,000$ for Kidd's Kids charity organization, which sends terminally ill children and their families to Disney World. Pictured are (l-r) morning show co-host Kellie Rasberry, Kraddick, morning show co-host Big Al Mack and producer Scott Rob.


Universal recording artist Tonya Mitchell did a little warming up for her tour with 'NSYNC. Mitchell performed a few hits from her debut album, I Represent at WNNK/Harrisburg's concert. She is pictured with Universal rep Kelly Nash and PD Jon ${ }^{\prime}$ Dea.


Elektra recording artist Tamia hung out with her new peeps at the XHIZ (Jammin' 290)/ San Diego studios irr support of her smash single "Stranger In My House." She is pictured here with 290 MD Dale Solivan, Elektra VP/Crossover Joe Hecht and West Coast National Jim Stein.

Most Played Recurrents
K-CI \& JOJO Crazy (MCA)
JENNIFER LOPEZ Love Don't Cost A Thing(Epic)
DREAM He Loves U Not(Bad Boy/Arista)
3 DOORS DOWN Kryptonite(Republic/Universal)
MATCHBOX TWENTY If You're Gone(Lava/Atlantic)
CREED With Arms Wide Open(Wind-up)
MADONMA Don't Tell Me(MaverickWB)
SHAGGY It Wasn't Me(MCA)
DESTINY'S CHILD Independent Women Pt. 1(Columbia)
SOULDECISION Faded(MCA)
3LW No More (Baby I'ma Do Right) (Epic)
MYA Case Of The Ex (Whatcha...) (University/Interscope)

## MADONNA Music(MaverickWB)

PINK Most Girls(LaFace/Arista)
CREED Higher(Wind-up)
THE CORRS Breathless(143/Lava/Atlantic)
FUEL Hemorrhage (In My Hands) (Epic)
EVAN AND JARON Crazy For This Girl(Columbia)
VERTICAL HORIZON Everything You Want(RCA)
samantha mumba Gotta Tell You(A\&M/Interscope)

## CHR/POP

## Going For Adds srzav1

3 DOORS DOWH Be Like That (Republic/Universal)
DESTINY'S CHILD Bootylicious (Columbia)
dexter freebish My Madonna (Capitol)
LFO Every Other Time (J)
LIL' ROMEO My Baby (No Limit/Priority)
Register now for Music Meeting, the industry's No. 1 online destination for new music: www.rronline.com

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During a recent visit to WBBO/Monmouth-Ocean, Hollywood recording group Youngstown caused quite a commotion as they clowned around with MD/night guy Kid Knight. The group is currently making the radio promo rounds in support of their upcoming single, "Sugar." Spicing things up with wacky poses are (l-r) Hollywood Regional David Perl, Knight and Youngstown's DC, Dallas and Sammy.

## TOP 100 <br> C.HR/POP <br> POWER GOLD

1 GOO GOO DOLLS Slide
2 MEXT Too Close
3 THIRD EYE BLINO Semi-Charmed Life
4 Sugar ray Someday
5 MDTORIOUS B.I.G. Mo Money Mo Problems
6 LEMHY KRAVITZ Fly Away
7 SUGAR RAY Fly
8 PUFF DADOY t/F. Evans \& $112{ }^{1}$ IIBe Missing You
9 USHER You Make Me Wanna...
10 Towic If You Could Only See
11 montell jordan This is How We Do it 12 matchbox 203 am
13 GREEN DAY Time Of Your Life (Good Riddance)
14 eagle-eyed cherry Save Tonight
15 EVERLAST What It's Like
16 BLESSDOUMOW OF SOULS Hey Laonato(SheLies.)
17 K-Cres Jovo All My Lite
$18^{\circ}$ mark morrison return of The Mack
19 WHLL SMImTH Gettin' Jiggy Wil it
20 WHLL SMITH Miami
21 FUGEES Killing Me Softhy
22 THIRD EYE BLINO Jumper
23 baremaked ladies One Week 24 matchbox 20 Real Worid

25 Smash mouth Walkin' On The Sun
26 mo doubt Don't Speak
27 PRIMCE Kiss
28 ILC Waterfalls
29 EDWIN MCCAN I'II Be
30 ROBYW Show Me Love
31 savage garden Truly Madly Deeply
32 blackstreet No Diggity
33 Quad CITY DJ'S C' Mon N' Ride it (The Train)
34 G00 G00 DOLLS Name
35 PEARL JAM Last Kiss
36 InOJ Love You Down
37 OAve matthews bano Crash Into Me
38 MEREOITH BROOXS Bitch
39 GINUWINE Pony
40 REO HOT CHILI PEPPER Under The Bridge
41 thind exe blino how's it Going to be?
42 green oar when I Come around
43 'N SYNC I Want You Back
44 MATChBOX 20 Push
45 CIIIEN KING Better Days (\& The Bottom...)
46 RENL MCCOY Another Night
47 marcy playgroumd Sex And Candy
48 SISter hazel all for You
492 UulumTED Get Ready For This
58 SALT-N-PEPA IEM VOGUE Whatla Man

51 CRANBERRIES Dreams
52 ALANIS MORISSETTE Ironic
53 TLC Creep
54 marlah Carey always Be My Baby
55 dAve matthews band what Would You Say
56 Chumbawumba Tubthumping
57 Janet Together Again
58 SARAH MClaChLAN Angel
59 вRuan mcknight Anytime
60 FASTBALL The Way
61 EN VDGUE (Don't Let Go) Love
62 amber This is Your Night
63 2PAC I/DR. ORE California Love
64 SALT-N-PEPA Shoop
65 max-A-miLLION Sexual Healing
65 blues traveler Run-Around
67 EVERYTHING Qut the girl Missing
65 wallflowers One Headight
69 Dumcan sheik Barely Breathing
70 ROBYM Do You Know What it Takes
71 DAVE MAITHEWS BANO Ants Marching
72 backstaeet boys as Long As You Love Me
73 Backstatet boys ouit Pasing Games (WinMy..)
74 EN vogue My Lovin' (You're Never...)
75 ALAMIS MORISSETTE Head Over Feet
76 ALAMIS MORISSETIE You Learn
77 CAROIGANS Lovefool
78 martuh Carkey fantasy
79 backstreet bors Everybody
80 LIVE Lightening Crashes
81 ROB BASE \& D.J. E-2 ROCK It Takes Two
22 OMC How Bizarre
83 GHOST TOWW DJ'S My Boo
84 SNAP Rhythm is A Dancer
85 INI Kamoze Here Come The Hotstepper
86 COLLECTIVE SOUL The World I Know
87 TONE-LOC Wild Thing
88 SPIN OOCTORS Two Princes
89 alanis morissette you Oughta Know
90 VERVE PIPE The Freshmen
91 UB40 Red Red Wine
92 branoy Sittin' Up In My Room
93 La Bouche be My Lover
94 Shania Twan That Don't Impress Me Much
95 SALT-N-PEPA Push It
96 LA BOUCHE Sweet Dreams
97 mo doust Just A Girl
98 PRINCE When Doves Cry
g9. aEROSMTH Cyyin'
100 collective soul December

Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Top 100 Power Gotd is based on YTD monitored airplay data. O2001, R\&R Inc.

## Staticus and thoir alds listod alphabetically hy mixtot



FWO COMPLETE PLAYLSTS FOR ALL CHRPOP REPORTERS ON RAR OMME MUSIC TRACKWG



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| (1) | AGUILERA, LIL' KIM, MYM \& PAMX Lady Marmalade (interscope) | 3628 | +189 | 450564 | 7 | 581 |
| 20 | MISsY Ellort Get Ur Freak On (Gold MindEastWesteEG) | 3595 | +240 | 565830 | 12 | 7014 |
| - | EVE F,GWEN STEFAM Let Me Blow Ya Mind (Ruff Rydersinterscope) | 3556 | +508 | 584209 | 8 | 680 |
| (1) | CTTY HIGH What Would You Do? (Interscope) | 3462 | +158 | 443619 | 8 | 6811 |
| - | 112 Peaches And Cream (Bad Boy/Arista) | 3243 | +319 | 524518 | 8 | 640 |
| 56 | NELLY Ride Wit Me (Fo' ReelUniversal) | 2896 | -299 | 441871 | 22 | 65/1 |
| 37 | DESTNY'S CHLD Survivor (Columbia) | 2793 | -520 | 351672 | 12 | 63/0 |
| 8 8 | JaNET All For You (Virgin) | 2586 | -29 | 342848 | 12 | 61/0 |
| 9 - | UA RULE FAIL' MO AND VITA Put It... (Murder Inc/Def JamiD.MMG) | 2342 | -222 | 320878 | 21 | 64/0 |
| (1) | R. KELLY Fiesta (Jive) | 2181 | +8 | 376052 | 10 | 62/1 |
| 11 | OB FINEST FNASS Oochie Wally (Columbia) | 2139 | -229 | 311833 | 14 | 59/0 |
| 10 12 | JOE FAMYSTIKAL Stutter (Jive) | 2086 | -306 | 302093 | 20 | 62/0 |
| 12.13 | OUTKAST So Fresh, So Clean (Laface/Arista) | 2026 | -194 | 291440 | 19 | 65/0 |
| 14.14 | TRICK DADDY Take it To Da House (Slip ${ }^{N}$ S Slide/Atlantic) | 1939 | -129 | 196766 | 13 | 53/0 |
| (15) | TYRESE I Like Them Girls (RCA) | 1860 | +56 | 241420 | 9 | 61/1 |
| 16 | SNOOP DOGG Lay Low (No LimitPriority) | 1696 | -87 | 301495 | 13 | 48/0 |
| ${ }^{6} 17$ | 2PAC Until The End Of Time (Amaru/Death Row/interscope) | 1575 | -57 | 246242 | 10 | 50/0 |
| 19 18 | CASE Missing You (Def Soul/IDJMG) | 1567 | -68 | 241389 | 16 | 55/0 |
| $17 \quad 19$ | JAGGED EDGE Promise (So So Def/Columbia) | 1557 | -197 | 175377 | 21 | 52/0 |
| 18 ¢ | SUNSHINE ANDERSON Heard It All Before (Soulife/Atlantic) | 1487 | -169 | 187113 | 11 | 59/0 |
| $21 \quad 21$ | LUDACRIS Southern Hospitality (Def Jam South/DJMG) | 1389 | -128 | 200540 | 19 | 54/0 |
| Breaker (12) | JA RULE I Cry (Murder Inc./Def Jam/IDJMG) | 1357 | +419 | 230948 | 4 | 57/4 |
| (3) | 3LW Playas Gon' Play (Epic) | 1236 | +162 | 111829 | 5 | 48/1 |
| Bresker (2) | JAGGED EDGE Where The Party At (So So Def/Columbia) | 1221 | +712 | 208910 | 2 | 55/7 |
| Breaker (2) | LIL' MO Superwoman (Gold Mind/EastWest/EEG) | 1185 | +273 | 246069 | 4 | 50/2 |
| Broaker (1) | LIL' ROMEO My Baby (Soulja/Priority) | 1121 | +127 | 106542 | 5 | 51/6 |
| Broskor (3) | JESSICA SIMPSON Irresistible (Columbia) | 1080 | +143 | 88096 | 4 | 4010 |
| Brazker (13) | malurah We Need A Resolution (BlackGround) | 1072 | +292 | 156764 | 3 | 49/2 |
| $2 \quad 2$ | OLIVA Bizounce (J) | 1051 | -166 | 70900 | 15 | 320 |
| (10) | BLU CANTRELL Hit 'Em Up Style (Oops!) (Arista) | 983 | +182 | 187962 | 4 | 42/3 |
| (3) | TOYA I Do (Arista) | 943 | +100 | 94459 | 7 | 37/3 |
| (32) | ST. LUMATICS Midwest Swing (Fo' ReelUniversal) | 931 | +16 | 79244 | 5 | 53/1 |
| 243 | JENHIFER LOPEZ Play (Epic) | 921 | -104 | 122725 | 9 | 40/0 |
| $3 \times$ | K-CI \& JONO All The Things I Should... (MCA) | 789 | -61 | 60165 | 6 | 44/0 |
| 31 | musia Love (Def SouhdjMg) | 778 | -69 | 131564 | 10 | 220 |
| 36 | DESTINY'S CHIL Bootylicious (Columbia) | 756 | +285 | 120884 | 2 | 37/19 |
| 37 | SHAGGY Freaky Girl (MCA) | 689 | -13 | 66472 | 3 | 43/0 |
| 38 | PROJECT PAT Chickenhead (Hypnotize Minds/Loud/Columbia) | 667 | -106 | 73613 | 13 | 24/0 |
| $3^{38}$ | EVE Who's That Girl (Ruff Rydersilinterscope) | 664 | -135 | 111955 | 18 | 35/0 |
| Debut) (1) | 'N SYNC Pop (Jive) | 594 | +594 | 94568 | 1 | 27/27 |
| . | ANGIE MARTINEZ Coast To Coast (EastWestEEG) | 583 | +33 | 64573 | 6 | 35/0 |
| Debut (1) | RAY-J Wait A Minute (Atlantic) | 509 | +130 | 119955 | 1 | 34/4 |
| $\cdots$ - | CRAZY TOWN Butterly (Columbia) | 504 | -130 | 40091 | 18 | 220 |
| 4 | TANK Maybe I Deserve (BlackGround) | 499 | -25 | 130569 | 11 | 17/0 |
| Debut (1) | BabYFace There She Goes (Arista) | 49 | +105 | 75639 | 1 | 320 |
| 30 | TAMLA Stranger In My House (Elektra/EEG) | 443 | -130 | 137779 | 16 | 2900 |
| - | KUMBMA KINGS Say It (EMI LatinCapitol) | 440 | +46 | 39006 | 2 | 21/0 |
| (3) | KURUPT FMMIE DOGG Behind The Walls (Avatar) | 402 | 1 | 115518 | 3 | 11/1 |
| Debut (1) | LIL' JON \& THE EASTSIDE BOYZ Bia Bia (TVT) | 399 | +67 | 35512 | 1 | 229 |
| 4 | MONICA Just Another Girl (Epic) | 398 | -101 | 67855 | 18 | 220 |

72 CHR/Pinythmic reporters. Monilored airplay data supplied by Mediabase Research, a division of Premiere Redio Natworks. Songs ranked by fotal plays for the airplay week of Sunday 5/13-Saturday 5/19. Bullets appear on songs gaining play* or remaining flat from previous week. It two songs are tied in total plays, the song being played on more stations is pleced first. Breaker status is aseligned to songs reaching 1000 plays or more for the first time. Songs betow No. 20 are moved to recurrent after 20 weeks. Groes lmpressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permiesion from The Atbitron Company (Copyright 2001, The Arbitron Company). © 2001. R\&R Inc.

## Most Added.

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USHER U Remind Me (LaFaco/Arista)
cancg david Fill Ma in (Widside/Adamtic) TW Sruc Pop (Jive)
ERICK SERMOW Music (IIterscope)
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LEWWY KRAVITZ Again (Virgin)
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## Most Ancreased Plays

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here The Party At (So So DetColumbia) $\mathbf{+ 7 1 2}$
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JA RULE I Cry (Murder inc/Der Jam/DJMG) +419
112 Peaches And Cream (Bad Boy/Anista)
Aaliyah We Need A Resolution (BlackGround)
DESTINY'S CHILD Bootylicious (Columbia) LIL' MO Superwoman (Gold Mind/EastWest/EEG) +273 MSSY BuIII Get Ur Freak On (Godd MindEastWesteEG) +240 AGUILERA, LIL' KIM, MYA \& PINK Lady... (Interscope) +189 SMOOP DOGG F/TYRESE \& MR. TAN JLest A.. (Universa)) $\mathbf{+ 1 8 9}$

## Breakers.

## Ja RULE

I Cry (Murder Inc./Def Jam/DJMG)


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## RTRHip Hop Top 20 <br> May 23, 2001

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| 1 | Mmssy Eivit Gat Ut Frak On (Gotd MindEasWestExG) | 6239 | 5872 | 132M |
| 2 | EVE F/G. STEFAM Let Me... (Ruff Ryders/interscope) | 5389 | 4842 | 138^1 |
|  | MA PULE I Cry (Murder Inc/Def JamIDMMG) | 3043 | 2271 | 122/11 |
| 3 | OUTKAST So Fresh, So Clean (LaFace/Arista) | 3026 | 3057 | 127/0 |
| 5 | LA PiUE... Put it On Me (Murder Inc/Det damIDMG) | 2782 | 3069 | 115/0 |
| 6 | Melly Ride Wit Me (Fo' ReelUniversal) | 2780 | 3008 | 93/1 |
|  | LL' ROme0 My Baby (SouljaPPiority) | 2730 | 2394 | $123 / 7$ |
| 48 | 03 Fwnest F/Mas Oochie Wally (Columbia) | 2702 | 3211 | 118,0 |
| 7 | SNOOP DOGG Lay | 2541 | 2959 | 117/0 |
| 810 | IRICR DADOY Take it To Da House (Sip 'N Side/Atantic) | 2491 | 2093 | 1150 |
| 911 | 2PAC Until The End Of Time (AmaruDeath Rownferscope) | 2404 | 2675 | 1190 |
| 1212 | LUDACRIS Southem Hospitality (Def Jam SouthIDMM) | 9 | 2123 | 1150 |
| 16.3 | ERICK SERIMON Music (Interscope) | 1720 | 1036 | 119/29 |
| 14 (1) | ST. LUNATICS Midwest Swing (Fo' ReelUniversal) | 1458 | 1375 | 930 |
| 15 (13) | THREE THE HARD WAY Let's Get it (Arista) | 1383 | 1310 | 97/1 |
| 1316 | LHL BOW WOW... Puppy Love (So So Deffolumbia) | 1272 | 1728 | 93/0 |
| 1717 | EvE Who's That Girl (Ruff Ryders/Interscope) | 821 | 1002 | 900 |
| - ${ }^{18}$ | THMBALAND \& MAGOO Drop (BlackGround) | 798 | 709 | 843 |
| - (9) | SNOOP DOEG... Just A Baby Boy (Universal) | 788 | 260 | 100/9 |
| -20 | LL' JON \& THE EASTEDE BOYZ Bia Bia (TV) | 770 | 605 | 842 |

72 CHR/Rhythmic and 84 Urban reporters combine into a custom chart. Hip Hop littes are ranked by total plays for the airplay week of Sunday $5 / 13$-Saturday $5 / 19$. For cornplete reporter lists refer to CHR/Rhythmic and Utban sections. © 2001, R\&R Inc.

| E. Emis FCAPL Thomis Canl Betive (Bard Boy/Aist) Totad Plays: 388. Total Strtions: 15. Aods: 1 | CHICO \& COOLWAODA High COme DOwn (MCA) Total Plays: 293. Total Stations: 12. Adds: 1 |
| :---: | :---: |
| WrCLEF IEMM Pertect Genteman (RumbuseColumbia) Total Plays: 379. Total Stations: 12. Addos: 0 | PRDOUCT GAB Cluck Cluck (YcieflJ) Total Plays. 262. Total Stations: 30, Adds: 6 |
| modmen Whan it Feets Like for $A \operatorname{Gin}$ (MeneridWB) Total Plays: 374, Total Sations: 14, Adds: 0 | THREE THE HARD WAY Let's Get It (Arista) Total Pleys: 254, Total Stations: 8. Adds: 1 |
|  Total Plays: 357, Total Stations: 33, Ados: 2 | DARUDE Sandstorm (Groovilicious/Strictly Rhythm) Total Pleys: 217, Total Stations: 10, Adds: 0 |
| dream This is Me (Bad Boy/Arista) Total Plays: 352, Total Stations: 15. Addos: 0 | USHER U Remind Me (LaFace/Arista) Total Plays: 201, Total Stations: 51, Adds: 51 |
| GIGI O'acostuyo liw Fy With You (Arista) Total Plays: 340. Total Stations: 9, Aots: 0 | CaAlG DAVIO Fill Me in (Wildside/Altantic) Total Plays: 200, Total Stations: 37, Adds: 35 |
| 012 Purple Pills (Shady/Interscope) Total Plays: 329, Total Stations: 14, Adds: 11 | WILLA FORD I Wanna Be Bad (Lava/Allantic) Total Plays: 200. Total Stations: 19. Adds: 0 |
| P.Y.T. Same Ol' Same O1' (Epic) Total Plays: 327, Total Stations: 20, Adots: 0 | REDMaM F/DJ KOOL Let's Get Dirty (Det Jamioumg) Total Plays: 198, Total Stations: 11, Adds: 7 |
| ERICK SERMON Music (Interscope) Total Plays: 322. Total Starions: 35, Adds: 24 | THA LIMKS The Best You Can (LoudColumbia) Total Plays: 185. Total Sataions: 12. Ados: 2 |
| TIMEALAND \& MAGOO Drop (BlackGround) Total Plays: 295, Total Stations: 29, Ados: 0 | M.E.R.D. Lapdance (Virgin) Total Plays: 181, Total Sataions: 16, Adocs: 3 |
| Songs ramed by total plays |  |

## GHR/Rhythmic Reporters <br> Stations and their adds I/sted alphabetically by maithet




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| nuoshruen, CA | (TTEMimaspols, mix |  |  |



Trade, radio and record peeps all gathered for the Arista rosd show at L.A.'s ST. Repis Hotel, where the label held a special showrase of thlent, old and new. Among the elite were Kenny "Babytace" Edmonds. LA. Reid and all of the hard-working Arista reps from the pop, rhythmic and urban promotion departments. Although a buffet of delicious grub and an open bar were popular with the crowd, the tatent was the real highinght of the evening. Reid presented the ballroom of industry peeps with a sneak preview of new proiects by upcoming stars, as well as odd tavorites. Among the new artists showcased was the beautitul singing sensation Bn Cowtrell. - Cantrell performed for us in a sturning of-the-shoulder blouse, a pair of sexy studded jeans and a smile that lit up the dim room. She seemed so earthy and personabte, and since Reid spoke so highly of her. I was excited to hear her myself. Before she graced us with a performance, we gof a litte peek at the video for her deburt single, "Hit 'Em Up Style (Oops!)." I had seen the song on many playlists (just about every station on the Riythmic panel seemed to be a fan of Cantrell's), but I hadn't heard it prior to that evening. Neediess to say, I loved it. - In the video she sang of a scon-to-be ex-boytriend who had boen dogging her, but she would gat even by hiting him where it hurt the most - his wallet She splurged on ctothes and jewolry, maxing out his platinum credit card. Hee girtfriends encouraged her and cheered as she charged and charged. As if that wasn't bad enough, when Cantrell returmed home, she took all of his belongings and held a specticuler yard sale. By the time the dude got home, he had nothing lof. As part of the place settings at the event, horns were given out as promotional hems. When Cantrell's video ended, all I could hear were horns honking and hands ctapping. I guess everyone enioyed the video as muct as I did. Her performance was flawless, and her singing was incredible. Cantrell sang a few songs from her upcoming debut abtum. inctuding "Hit 'Em Up Syte (Oops!)." Her range seemed endless: She sang mid-tempo, uptempo and oven tear-jerting slow tunes. In the end she rectived a well-deserved standing ovation. Athough Cantrell's appearance and soutful voice remind me a lot of Faith Evans, she embraces a uniqueness that sets her apart. It's the way she sings, elevating and submerging notes with such compassion and emotion that it makes you shiver - and that makes her Blu Cantrell. Who said being "blu" was a bad thing?
— Rame Bell



Interscope's sexy singer Valeria juggles two industry hotties during her radio promotional tour in Sacramento. Promoting her debut single, "Ooh La La," she stopped by KDND studios to hang out with staffers. She is pictured here with (I-r) KDND MD Chris K and Interscope's Michael Novia.

## Invest in Your Future and

Take Your Career in Programming to the Next Level

As the radio ndistry changers, prue meed io nana with il
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May 25, 2001


## CHR/RHYTHMIC colng For addes azevol

BAD AZZ I/SNOOP DOGG Wrong Idea (Doggy Style/Priority)
B.G. Bounce With Me (Cash Money/Universal)

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Register now for Music Meeting, the industry's No. 1 online destination for new music: www.rronline.com


CHR/RHYTHMIC POWER GOLD

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15 MONTELL JORDAN This is How We Do it
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18 BRIAN MCKMIGHT Anytime
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72 SALT-H-PEPA Push it 73 R. KELLY Your Body's Callin' 74 OUND CITY DJ'S CMon N' Ride It (The Train) 75 SWY Weak
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77 R. KELUY I Can't Sleep Baby (II I...)
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## CHR/Rhythmic Playlists


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## CRS Research Revisited

# $\square$ The seven most frequemtly asked questions about the study 

By Ed Shane

7 his week's column came about after a recent conversation with Shane Media's Ed Shane, - who told me that even now - months after he presented his research study at the Country Radio Seminar - radio programmers are still asking him questions about it.
 During my chat with Shane he told me that consultant Jaye Albright had invited him to be a guest during one of her conference calls. because programmers with whom she works wanted to ask him some questions.
Shane said he had also been fielding questions from a mumber of other programmers. some of whom had called him to check facts before comducting staff meetings based on his research. He added that researchers from CMT compared their notes to theinformation that Shane Media had gathered.
It became obvious that long after the CRS presentation, people were still interested in what the research concluded and were looking for more in-depth infornation that might lead wo programming actions, so I asked Shane to keep track of the most frequently asked questions that he was getting about his study and to provide us with the answers.
Siane agreed to do so. He told me, "Since my presentation at CRS l've been fielding questions from broadcasters abour the sudy - kind of a research meeting that stretches over several months instead of the usual day or two. I'm happy to do it, because this is not Shane Media's study; it's the industry's study As such, I want evervbody who can benefit from it to do so."
With than, I'll tum it over to Shane and his top seven FAQs.

## The Top Seven FAQs

The CRS study received lots of attention - all behind the scenes. We sitted through 3.9 million data points to arrive at the 45 minutes that we presented to the industry at CRS in March. We focused on the most important findings from Country's Pls. our former Pls (whom I called "Expatriates"') and those who just don't care for Country ("Outsiders").

Because there was not sufficient time for explanation and discussion. I was fearful that there might be an overreaction to the top-line data in the presentation and in the articles that followed it. I remember how one year's CRS research session changed power currents rotations. After another, Country radio repositioned itself to chase male listeners. defying the fact that the format naturally aggregates a $58 \%$ female audience.
This year's action/reaction is positive so far: A willingness to take risks on "out of the box" tracks like the bluegrass from $O$ Brother, Where Art Thou? and the noveliy song "Mrs. Steven Rudy." The audience is seeking variety and contrast, so a little experimentation is healthy. The whole Texas buzz is a simply a search for something new and fresh in country.

## The Expatriates haven't given up - $65 \%$ still listen to Country radio. Some could be attracted back to the format with music from the late 1980s.

The key questions l've fielded are about the Expatriates - the $31.3 \%$ of former Country Pls who left us in the past year and those who have left in the past one to five years.
Q: Why are the percentages so low on the reasons Country radio listeners leff:"

A: We received 357 separate verbatim answers to the question "Why is Country not your favorite anymore?" Some people said they just didn't know. Let's face it: It's difficult to articulate taste, so many of the answers were as unique as the people who gave them. Those answers that were meaningful were combined. and I made judgment calls about what
was classified where. The groupings are like this:

- Tastes changed $\quad 9.2 \%$
- Went to another format $8.9 \%$
- Country's too pop $\quad 6.2 \%$
- Prefer Christian music $\mathbf{4 . 8 \%}$
- Changed lifestyle or work $\mathbf{4 . 8 \%}$
- Songs are depressing $\quad \mathbf{3 . 4 \%}$

1 broke out the people who mentioned Christian music or Christian stations. because there's a trend there. Christian-music programming has the same value system as Country. Groupings for all the other answers were smaller than these numbers.
Q: If the Pls say the music is better than ever, why worr' about Expatriates?

A: Because the PI pool is evaporating. The people who are Pls now have been fans for 10 years or more. Almost $40 \%$ say they've listened to country all their lives. Recent converts seem to have wandered away.

The profiles of the Pl and the former PI, or Expatriate. are closely aligned. The Expatriates think Country radio's not as much fun, it doesn't fit for them at work, and they have a difficult time keeping up with the new antists. These are things we can fix to the benefit of PIs and Expatriates alike. The Expatriates haven't given up - $\mathbf{6 5 \%}$ still listen to Country radio.

Some of the expatriates could be atracted back to the format with music from the late 1980s. There was favorabie response to music of that period, represented by montage tapes played for respondents. When asked if they liked country more when the songs in the 1980 s montage were popular, $70.1 \%$ said yes.
Q: Why do Pls think the music is getting better?

A: The leading reason is that country's no longer "twangy" or "old-fashioned" in their minds - $26.6 \%$ used words to that effect. Reason No. 2 is the new singers $(10.9 \%)$, followed by the fact that today's music is "upbeat." When listeners say. "upbeal." they're talking not about tempo but about subject matter. There are lots of references among Pls to older country music being "depressing."

Q: What about Pls who think it's

## getting worse?

A: To be clear, the questions were phrased "not as good as it used to be"; the interviewers didn't say "getting

## Shane's Do's And Don'ts In Reaction To Research

Shane Media's Ed Shane and 1 also talked about how past CRS research presentations have led to an almost knee-jerk reaction by some programmers who go home and completely change their stations after seeing a research project. That led to Shane's list of "Do's and Don'ts" of desirable and undesirable actions based on this year's research study's findings.
> - DO strive for variety. Achieve it by changing textures through management of your library and rotations.
> - DONT add titles thinking that more titites create more vaniety.
> - DO look for sounds that aren't typical to add a sense of freshness.
> - DONTT add every title that sounds unusual, or none of them will.
> - DO protect sound-alike artists and songs with sound codes or special ertist coding in your library-management system.
> - DONTT rely on sofware alone to create variety. Require your MD to review each log for flow and contrast.
> - DO pursue the at-work audience, both on the air with workplace mentions and off the air with promotion and contesting.
> - DONT assume that everybody listens to AC at work.
> - DO mix your music to keep sad songs from playing too close to each other. Keep the overall attitude upbeat (not necessarity uptempo).
> - DON'T drive the mix with tempo, thinking that's what the audience means by "upbeat:"
> - DO make air talent talk relevant.
> - DON'T talk to 25-year-olds using 45-year-old language.
> - DO use music from the late 1980s to your advantage.
> - DON'T add any titles from previous eras without checking values in local testing.
worse." The number who said "not as good" was $22.6 \%$. and that's exactly the same percentage we saw in a 1998-99 study conducted for Shane Media stations.

We asked respondents why they thought the music was not as good. If you attended CRS or saw the PowerPoint graphics. your eye was probably caught by the $31.7 \%$ who answered that they felt the music had gotten "too pop" or "too commercial." They also used words like "fake" and "sellout."

Even though $31.7 \%$ saiḑ this, it's important to remember that this is a percentage of a percentage. That's

## The Expatriates think Country radio's not as

 much fun and doesn't fit for them at work, and they have a difficult time keeping up with the new artists.$31.7 \%$ of $\mathbf{2 2 . 6 \%}$, or only $\mathbf{7 . 3 \%}$ across the entire study. The overwhelming majority of Pls think the music's either "better than ever" or "as good as it's always been."

Q: Does that mean that the public
shares the "too pop/teo country" argument?

A: They understand the textural differences. They know that there's a modern. commercial country sound and a traditional sound that they relate to country music both new and old. Some Pls like the pop sound. some don ${ }^{\mathrm{C}}$. Some Expatriates like the traditional sound, some don't. This is not a matter of Pls thinking one way and Expatriates thinking another. The key is not to get trapped into clumps of either texture and to play a mix. a variety, of textures and styles.
Q: What do I tell my listeners when they say, "You play Shania over and over"?

A: Shania's name has become a metaphor for the commercial sound of Country the same way Barry Manilow's name was a metaphor for Easy Listening in the 1970s. Your listeners are talking about similarities of textural sound. If they mention a specific song, check your rotational histories. because it may be true. If they are not specific. then check your overall mix. Are you moving fromtexture to texture and style to style enough to create variety?
Q: Can I still get the PowerPoint graphics?
A: They're no longer on the website. but a request to smsofce ${ }^{( }$ shanemediacom will get you the slides via return e-mail along with a Word document with a few pages of text. The complete CRS National Research project is available in print at the CRB office in Nashville. You'll have to review it on the premises.

## It Was One Show Only

## $\square$ Fans flock to downtown Nashville for Hall of Fame grand opening

$s$hortly after Country Music Hall of Fame member Earl Scruggs performed his signature banjo instrumental, "Foggy Mountain Breakdown," MCA/Nashville President Tony Brown noted, "I hope you're enjoying this. There will not be a second show."

Scruggs was one of several singers and musicians present last Thursday (May 17) when the new Country Music Hall of Fame and Museum opened in downtown Nashville. By the time Hall of Fame members Brenda Lee, Charlcy Pride and Kity Wells cut the red ribbon on the $\$ 37$ million building, the thousands in attendance knew they had witnessed an important piece of country music history.

## Red Carpet

The red carpet arrival took place after most of the artists had congregated at three locations around town. Hall of Fame members began their motorcade from the old Hall of Fame building on Music Row, with Grand Ole Opry members traveling from the Ryman Auditorium or the Grand Ole Opry House, depending on where they were inducted into the Opry.

With the Opry's radio station, WSM-AM/Nashville, broadcasting live, an antique WSM table microphone from Roy Acuff's personal collection was placed on the stage just before the arrival of a lengthy string of Opry members, including Porter Wagoner, Charlie Louvin, Stonewall Jackson. Hank Locklin. Billy Walker, Emie Ashworth. Charlie Walker, Jack

Greene, Stu Phillips, Ralph Stanley, Pam Tillis, Diamond Rio, Brad Paisley, Wilma Lee Cooper, Riders In The Sky, John Conlee, The Whites, Ricky Skaggs, Joe Diffie, Mel McDaniel, Hal Ketchum, Martina McBride, Trisha Yearwood and The Melvin Sloan Dancers.

The last antifact to be delivered to the new museum - the late Mother Maybelle Carter's Gibson L-S guitar - was presented by her grandson, Danny Jones, just before the red carper arrivals of Hall of Fame members George Jones, Kitty Wells. Eddy Arnold, Roy Horton, Jimmy Dickens, Jo Walker-Meador, Harlan Howard. Brenda Lee, E. W. "Bud" Wendell, Charley Pride and Scruggs.

George Jones and gospel music legend Vestal Goodman began the series of performances with an inspired version of "Amazing Grace." Emmylou Harris dedicated her first hit - a 1975 remake of The Louyin Brothers' "If I Could Only Win Your Love" to the late Joe Talbot, a longtime Country Music Foundation board member. Kathy Mattea recalled her days as a Hall of Fame tour guide before offering a jazz-influenced arrangement of Hank Williams' "House of Gold."

In honor of his late father, Vince

## CMI Most Wanted Live

The new Country Music Hall of Fame and Museum will be getting national exposure when CMT launches its live interactive daily program CMT Most Wanted Live.

The show is set to premiere Monday (May 28), and actor Lance Smith has been tapped to host. It will be telecast from the Hall of Fame. Last year Smith traveled on The Dixie Chicks' Fly Tour as part of the entertainment before the show and belween acts.

Similar to Total Request Live on CMT's sister network MTV. CMT Most Wanted Live will feature country entertainmemt news, artist appearances and exciusive video debuts and world premieres. The program will be interactive with a live studio audience
 and viewers at home, who cancommunicate with the Lence Smith show via CMT's website at www. country.comand special fan phone lines.

Artists appearing during the show's first week inctuce Jamie O'Neal (May 28), Brad Paisley (May 29), Gary Alan (May 30), Toby Keith (May 31) and SHeDAISY (June 1). Keith will use his eppearance to premiere his new video, "'m Just Talking About Tonight." Ke'm postponed the video's release to take advantage of CMT Most Wanted Live.
"It's great that CMT is starting up a country news show for the lans," he says. 'Everyone's chomping at the bit toknow what my new video is about. All I can say right now is that we asked my friend Terry Bradshaw io bein it, he agreed, and we discovered that we could ask him to do anything and I do mean anything. Now that it's in the can and ready for the wortd to see, I'm lucky that Terry's still speaking to me."

Gill sang "The Key to Life," a song he performed on the same city block almost two years ago during groundbreaking ceremonies for the new Hall of Fame building. Referring to the work that led to construction of the new Hall of Fame, Gill cited the Harlan Howard song "Busted." He noted, "It has a litte bit about heartache, some setbacks, talks about money issues, but in the end, this is a happy story."

## Parade Or Dignitaries

Several dignitaries spoke, including Tennessee Governor Don Sundquist. Nashville Mayor Bill Purcell and National Endowment for the Arts Chairman Bin Ivey, former Director of the Country Music Hall of Fame.
Refering to the occasion as "a special day in the world of museums," Ivey said. "Art - especially music is a wonderful way to provide our nation with a language that talks across barriers of race, regions and national origins. Country music constitutes a big piece of this city's shared heritage. Country music is the face that Nashville tums to the rest of the nation and the world."
Purcell made his comments after a passing fire truck threatened to drown out Harris' performance. He said. "It is only in Nashville that Eddy Amold could lean forward. tap the mayor on the shouider and say, 'Mayor, those fire trucks are not in the right key for Emmylou Harris.' And only in Nashville would the mayor say, 'As soon as I get done here. Eddy, I will get to work on it myself.'
"No other city in our nation can claim such an intimate relationship with an art form that touches so many and speaks to so many all around the globe. It thrills me to say that country music is Nashville music. It has always been, it always will be. It is a part of our unique and growing greatness. This is a place where this buikding - and we all - belong."
Hall of Fame Director Kyle Young had special praise for architects Tuck Hinton, American Constructors and museum designer Ralph Appelbaum, but he singled oul former Gaylor Entertainment executive E.W. "Bud" Wendell for his fund-raising campaign. which made the new building a reality.
"Many of you will go into the museum for the first time today, and


Music, of course, played a big role in the opening-day ceremonies, including Hall of Fame member Eart Scruggs' performance of the bluegrass standard "Foggy Mountain Breakdown," which served as the theme to the film Bonnie \& Clyde. Picking onstage are (l-r) Marty Stuart, Ear Scruggs and Gary Scruggs.


After more than eight years of planning, the ribbon is cut to officially open the new Country Music Hall of Fame and Museum. Pictured are (lr) Hall of Fame members Jo Walker-Meador and Earl Scruggs; Hall of Fame Chaiman Bruce Hinton; Hall of Fame members Kitty Wells, Charley Pride and Brenda Lee; Marty Stuart: and Hall of Fame Director Kyle Young.


A long line of celebrities made the red carpet entrance, including Hall of Fame and Grand Ole Opry member Little Jimmy Dickens.
you'll end up in the new Hall of Fame rotunda," Young said. "You'll see all these plaques of all these people who have done so much to contribute to the music. And, yes, Bud's plaque is one of those. But when you're looking at it, remember that it's slightly different for him, because he built the wall behind the plaque."

In closing the ceremony, Marty Stuart played Maybelle Carter's antique guitar to lead the crowd in The Caner Family classic "Will the Circle

Be Unbroken." Pointing to the guitar's top, Stuart said. "Country music lives inside this hole right here." Referring to the seminal recordings of The Carter Family and Jimmic Rodgers, he said, "They were just singing songs out of their heart, songs of true life. Those songs sustain today. They will sustain a thousand years from now, a million years from now, should this world stand, as will country music, as long as we stay close to the heart and soul of the matter."

| $\mathrm{c}_{\text {Lstex }}^{\text {wex }}$ | ${ }_{\text {WHEEK }}^{\text {TH/ }}$ | AfTST TILe Lasels) Tom | Toxicimmis | rotap pars | mpinesious | misispm | ${ }_{\text {cosem }}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| , | 1 | BROOKS \& DUNN Ain't Nothing 'Bout You (Arista) | 29721 | 5880 | 680033 | 16 | 147\% |
| 2 | - | TIM MCGRAW Grown Men Don't Cry (Curb) | 28747 | 5745 | 650447 | 10 | 1471/ |
| 3 | 3 | KENHY CHESNEY Don't Happen Twice (BNA) | 28194 | 5626 | 640360 | 18 | 147\% |
| 4 | 4 | DIXIE CHICXS If 1 Fall You're Going With Me (Monument) | 24751 | 4975 | 556460 | 14 | 146, 0 |
| 5 | 5 | GARY ALLAN Right Where I Need To Be (MCA) | 22880 | 4594 | 515730 | 33 | 145/0 |
| 6 | (6) | LONESTAR I'm Already There (BNA) | 22307 | 4425 | 512118 | 8 | 146/ |
| 8 | (3) | SARA EVANS I Could Not Ask For More (RCA) | 22169 | 4474 | 499569 | 15 | 147/ |
| 7 | 8 | MARK MCGUINN Mrs. Steven Rudy (VFR) | 20041 | 4071 | 443530 | 17 | 143/0 |
| 9 | (9) | GEORGE STRNT If You Can Do Anything Else (MCA) | 19303 | 3830 | 439121 | 13 | 145/0 |
| 10 | (1) | ALAN JACKSON When Somebody Loves You (Arista) | 18185 | 3693 | 405132 | 13 | 143/0 |
| $1{ }^{1}$ | (1) | montgomery gentry She Couldn't Change Me (Columbia) | 17227 | 3550 | 375717 | 17 | 143/1 |
| 12 | (12) | BRAD PAISLEY Two People Fell In Love (Arista) | 16449 | 3332 | 367377 | 11 | 144/0 |
| 15 | (13) | Jamie O'weal When I Think About Angels (Mercury) | 13358 | 2694 | 300880 | 10 | 135/0 |
| 13 | (1) | LEANN RIMES But I Do Love You (Curb) | 13149 | 2670 | 294950 | 14 | 129/1 |
| 16 | (1) | JO DeE messina Downtime (Curb) | 12850 | 2616 | 287365 | 8 | 138/3 |
| 14 | (1) | AARON TIPP1W People Like Us (Lyric Street) | 12354 | 2548 | 266644 | 20 | 133/2 |
| ${ }^{1}$ | (1) | CHRIS CAGLE Laredo (Capitol) | 11555 | 2359 | 258340 | 15 | 126/1 |
| ${ }^{2}$ | (1) | KEITH URBAN Where The Blacktop Ends (Capitol) | 11438 | 2287 | 260266 | 7 | 134/3 |
| 18 | (1) | CLAY DAVIDSOW Sometimes (Capitol) | 10908 | 2299 | 232513 | 18 | 128/0 |
| 19 | (1) | RAScal flatts While You Loved Me (Lyric Street) | 10551 | 2173 | 235086 | 10 | 131/2 |
| 2 | (1) | T. BYRD W/M. CHESNUTT A Good Way To Get On My... (RCA) | 8801 | 1823 | 191988 | 11 | 118/8 |
| 24 | (2) | DARRYL WORLEY Second Wind (DreamWorks) | 8274 | 1698 | 183901 | 8 | 123/2 |
| arosker |  | FAITH HILL There You'll Be (Warmer Bros.) | 8098 | 1481 | 203658 | 2 | 117/45 |
| $x$ (1) | (2) | KENNY ROGERS There You Go Again (Dreamcatcher) | 7996 | 1653 | - 1.74313 | 18 | 116/2 |
| z | (3) | TRISHA YEARWOOD I Would've Loved You Anyway (MCA) | 7210 | 1494 | 160154 | 9 | 112/4 |
| ${ }^{26}$ | (1) | LEE ANN WOMACX Why They Call It Falling (MCA) | 7136 | 1490 | 154910 | 7 | 113/8 |
| 28 | - | BLAKE SHELTOW Austin (Warner Bros.) | 6692 | 1313 | 154836 | 6 | 80/8 |
| Erosker |  | TOBY KEITH I'm Just Talkin' About Tonight (DreamWorks) | 5939 | 1153 | 142765 | 2 | 106/39 |
| $\because$ | (2) | CYNDI THOMSON What I Really Meant To Say (Capitol) | 5804 | 1177 | 129630 | 9 | 117\% |
| 2 | 3 | terri clark No Fear (Mercury) | 5510 | 1155 | 120106 | 16 | 111/0 |
| 2 \% | © | SONS OF THE DESERT What I Did Right (MCA) | 5235 | 1097 | 113175 | 15 | 105/4 |
| 30 | (1) | TAMMYY COCHRAN Angels in Waiting (Epic) | 5117 | 1088 | 107541 | 9 | $97 / 4$ |
| 3 | (3) | SHEDASY Still Holding Out For You (Lyric Street) | 3992 | 831 | 88328 | 6 | 84/8 |
| $\bigcirc$ | 앙 | CHARLIE ROBISON I Want You Bad (Columbia) | 3888 | 820 | 83741 | 10 | 82/2 |
| 3 3 | (3) | CAROLYW DAWW JOHNSON Complicated (Arista) | 3295 | 698 | 71906 | 6 | 83/3 |
| - | - | TRICX PONY On A Night Like This (H2ENB) | 3265 | 708 | 67303 | 4 | 53/4 |
| 3 | - | MARK WILLS Loving Every Minute (Mercury) | 3234 | 672 | 70350 | 6 | 78/11 |
| 4 | (1) | DUMmOND RIO Sweet Summer (Arista) | 2975 | 623 | 63340 | 3 | 62/5 |
| $\cdots$ | 6 | LuLa mCcann Come A Little Closer (Wamer Bros.) | 2508 | 546 | 51112 | 5 | 64/2 |
| 3 | + | 3 OF HEARTS Love is Enough (RCA) | 2337 | 485 | 51183 | 7 | 62/0 |
| $\cdots$ | ( | alabama Will You Marry Me (RCA) | 2249 | 439 | 51830 | 4 | 53/4 |
| 4 | (5) | CLARK FAMMLY EXPERIENCE Standin' Still (Curb) | 1563 | 331 | 32878 | 3 | 61/12 |
| $\bigcirc$ | 2 | ANDY GRIGGS How Cool is That (RCA) | 1540 | 332 | 31714 | 3 | 45/9 |
| Debut | + | WARREN BROTHERS Where Does It Hurt (BNA) | 1528 | 333 | 33144 | 1 | 62M8 |
| * | (3) | MIIXE WALKER Honey Do (DreamWorks) | 1206 | 256 | 25851 | 2 | 33/10 |
| - 3 | (1) | JEFF CARSON Real Life (Curb) | 1010 | 173 | 26280 | 2 | 21/11 |
| 47 | - | MARY CHAPIN CARPENTER Simple Life (Columbia) | 886 | 181 | 19443 | 4 | 25/1 |
| $\cdots$ | (1) | MEREDTTH EDWARDS The Bird Song (Mercury) | 784 | 189 | 14615 | 2 | 33/2 |
| Debut) | (1) | BILLY RAY CYRUS Southern Rain (Monument) | 701 | 126 | 17733 | 1 | 26/22 |
| Debut | (10) | CHELY WRIGHT Never Love You Enough (MCA) | 687 | 130 | 16995 | 1 | 44/38 |

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304
20
0

147 Country reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total points for the airplay week of Sunday $5 / 13$-Saturday $5 / 19$. Bullets appear on songs gaining points/plays or remain. ing flat from previous week. If two songs are tied in total points/plays, the song being played on more stations is placed first. Breaker status is assigned to songs achieving airplay at $60 \%$ of reporter base for the first time. Songs that are down in points/plays for three consecutive weeks and betow No. 1 are moved to recurrent. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from The Arbitron Company (Copyright 2001, The Atbitron Company). © 2001, R\&R Inc.

Most Addode Afnst mine vecus)
FATH HHLL There You'll Be (Warner Bros.) TOBY KEITH I'm Just Talkin' About Tonight (DroamWarts) CHELY WAIGHT Never Love You Enough (MCA) $\quad 38$ bILY ray CYRUS Southern Rain (Monument) WARREN BROTHERS Where Does II HUTt (BNA) CLARK FAMILY EXPERLEMCE Standin' Still (Curb) MARK WILS Loving Every Minute (Mercury) JEFF CARSON Real Lite (Curb) MIKE WHLKER Honey Do (DreamWorks) ANOY GRIGGS How Cool Is That (RCA)

Most Increased points

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FAITH HILL There You'll Be (Warner Bros.) +3549
T. KEDH I'm Just Talon' About Tonight (DraamWorks) +3111

SARA EVANS I Could Not Ask For More (RCA) +1951
BLAKE SHELTON Austin (Warner Bros.)
KETTH URBAN Where The Blacitop Ends (Capitiol) +1389 TRICK PONY On A Night Like This (H2EWB) +1341
Jume O'HENL When I Think About Angets (Mercuy) +1316
LOMESTAR I'm Aready There (BNA)
GARY ALLAN Right Where I Need To Be (MCA) $\quad+1202$
WARREN BROTHERS Where Does It Hurt (BNA) +1131


## Broakers.

FNTH III There You'll Be (Wamer Bros.) $\mathbf{8 0 \%}$ of our reporters on it (117 stations) 45 Adds • Moves 31-23

TGBY KEITH
I'm Just Talkin' About Tonight (DreamWorks) $72 \%$ of our reporters on it ( 106 stations) 39 Adds - Moves $35-28$
 by ach reporing atrion. Songo unnpated a made do not count
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## The R\&R Annual Smbscription Pachage Bellvers The Most For Your Money

## May 25, 2001

RER'S EXCLUSHUE REPORTED OUERUIEW OF MATIONAL AMRPLAY

| ATISTIEmal Tot |  | Tome | $\begin{aligned} & \text { Tone } \\ & \text { purs } \end{aligned}$ | 5 | $0 \times$ | ${ }^{303}$ | 2084 | 10.18 | 14 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 3 OF HEARTS Love Is Enough (RCA) | 11/0 | 412 | 122 | 0 | 0 | 0 | 1 | 7 | 3 |
| alabama Will You Marry Me (RCA) | 23/0 | 802 | 249 | 0 | 0 | 0 | 1 | 16 | 6 |
| gary allan right Where I Need To Be (MCA) | 340 | 3613 | 1129 | 3 | 5 | 15 | 7 | 3 | 1 |
| BROOKS \& DUNN Ain't Nothing 'Bout You (Arista) | 36/0 | 4348 | 1358 | 3 | 11 | 16 | 6 | 0 | 0 |
| MARY CHAPIN CARPENTER Simple Life (Columbia) | 3/0 | 104 | 32 | 0 | 0 | 0 | 0 | 3 | 0 |
| CLARK FAMMLY EXPERIENCE Standin' Still (Curb) | 712 | 219 | 65 | 0 | 0 | 0 | 1 | 2 | 4 |
| TERRI CLARK No Fear (Mercury) | 170 | 883 | 283 | 0 | 0 | 0 | 5 | 11 | 1 |
| TAMMY COCHRAN Angels In Waiting (Epic) | 14/1 | 593 | 174 | 0 | 0 | 1 | 2 | 8 | 3 |
| CLAY DAVIDSON Sometimes (Virgin) | 33/0 | 2253 | 692 | 0 | 1 | 0 | 22 | 7 | 3 |
| DEMMBOGGUSS/JLLLAN Keep... (DreamWorks) | 5/0 | 166 | 58 | 0 | 0 | 0 | 1 | 2 | 2 |
| DIAMOND RIO Sweet Summer (Arista) | $30 / 2$ | 1331 | 422 | 0 | 0 | 0 | 6 | 19 | 5 |
| DIXIE CHICXS If I Fall You're Going... (Monument) | 35/0 | 3983 | 1262 | 4 | 5 | 20 | 5 | 1 | 0 |
| MEREDTH EDWARDS The Bird Song (Mercury) | 3/1 | 64 | 17 | 0 | 0 | 0 | 0 | 1 | 2 |
| TYLER EMGLAND I'd Rather Have... (Capitol) | 1/0 | 14 | 4 | 0 | 0 | 0 | 0 | 0 | 1 |
| SaRA EVans I Could Not Ask For More (RCA) | 36/0 | 3782 | 1195 | 2 | 7 | 14 | 10 | 2 | 1 |
| KRISTIN GARMER Let's Burn It Down (Atlantic) | 20 | 62 | 15 | 0 | 0 | 0 | 0 | 1 | 1 |
| BILLY GILMANS She's My Girl (Epic) | 3/1 | 67 | 20 | 0 | 0 | 0 | 0 | 1 | 2 |
| GREEN \& MORROW Texas On My... (Crystal Clear) | 1/0 | 14 | 4 | 0 | 0 | 0 | 0 | 0 | 1 |
| andy griges how Cool is That (RCA) | $20 / 3$ | 670 | 205 | 0 | 0 | 1 | 0 | 11 | 8 |
| FANTH HILL There You'll Be (Warner Bros.) | 3019 | 1361 | 419 | 0 | 0 | 1 | 6 | 16 | 7 |
| ALAN JACKSON When Somebody Loves You (Arista) | (a) $36 / 0$ | 3502 | 1088 | 2 | 4 | 12 | 13 | 4 | 1 |
| CAROLYN DAWH JOHNSON Complicated (Arista) | 2011 | 727 | 228 | 0 | 0 | 0 | 1 | 14 | 5 |
| KORTWEY KAYLE Unbroken By You (Lyric Street) | 4/1 | 75 | 22 | 0 | 0 | 0 | 0 | 0 | 4 |
| TOBY KETTH I'm Just Talkin'... (DreamWorks) | 29/11 | 1255 | 396 | 0 | 1 | 2 | 6 | 8 | 12 |
| HaL KITCHUM She Is (Curb) | 1/0 | 19 | 5 | 0 | 0 | 0 | 0 | 0 | 1 |
| LONESTAR I'm Already There (BNA) | 36/0 | 3705 | 1156 | 3 | 7 | 9 | 12 | 5 | 0 |
| LILA MCCANM Come A Little Closer (Warner Bros.) | 1200 | 384 | 114 | 0 | 0 | 0 | 1 | 6 | 5 |
| TIM MCGraw Grown Men Don't Cry (Curb) | 36/0 | 4363 | 1362 | 4 | 11 | 15 | 5 | 1 | 0 |
| MONTGOMERY GENTRY She Couldn't... (Columbia) | 36/0 | 3260 | 1012 | 0 | 6 | 6 | 20 | 3 | 1 |
| JamIE O'WEAL When I Think About Angels (Mercury) | y) $36 / 0$ | 2564 | 797 | 0 | 1 | 3 | 20 | 12 | 0 |
| BRAD PAISLEY Two People Fell In Love (Arista) | 360 | 3275 | 1034 | 0 | 4 | 12 | 17 | 2 | 1 |
| JOHN RICH Forever Loving You (BNA) | 1/0 | 19 | 5 | 0 | 0 | 0 | 0 | 0 | 1 |
| CHARLIE ROBISON I Want You Bad (Columbia) | 13/2 | 573 | 173 | 0 | 0 | 0 | 2 | 10 | 1 |
| KENNY ROGERS There You Go Again (Dreamcatcher) | 1er) 190 | 1163 | 355 | 0 | 0 | 2 | 5 | 11 | 1 |
| BLAKE SHELTOW Austin (We/Giant) | 22/2 | 1013 | 304 | 0 | 0 | 1 | 4 | 12 | 5 |
| SOGGY 80TTOM BOYS I Am A Man... (Mercury) | 1/0 | 41 | 11 | 0 | 0 | 0 | 0 | 1 | 0 |
| SOUS OF THE DESERT What I Did Right (MCA) | 23/0 | 1251 | 369 | 0 | 0 | 2 | 6 | 11 | 4 |
| TRICX PONY On A Night Like This (H2EWB) | 15/2 | 710 | 219 | 0 | 0 | 0 | 4 | 10 | 1 |
| KEITH URBAN Where The Blacitop Ends (Capitol) | 360 | 2260 | 696 | 0 | 0 | 4 | 11 | 21 | 0 |
| MIXE WALKER Honey Do (DreamWorks) | 70 | 226 | . 68 | 0 | 0 | 0 | 0 | 4 | 3 |
| WARREN BROTHERS Where Does it Hurt (BNA) | $6 / 2$ | 177 | 49 | 0 | 0 | 0 | 0 | 3 | 3 |
| ELBERT WEST Diddley (Broken Bow) | 5/0 | 127 | 39 | 0 | 0 | 0 | 0 | 2 | 3 |
| WhLKMusous I Wanna Be That Girl (Giant) | 1/0 | 74 | 23 | 0 | 0 | 0 | 1 | 0 | 0 |
| LEE AMN WOMacx Why They Call it Falling (MCA) | 320 | 1680 | 516 | 0 | 0 | 1 | 8 | 20 | 3 |
| DARRYL WORLEY Second Wind (DreamWorks) | 3411 | 1782 | 553 | 0 | 0 | 1 | 8 | 20 | 5 |
| Trisha Yeanmood I Would've Loved You... (MCA) | ) 320 | 1642 | 510 | 0 | 0 | 1 | 6 | 20 | 5 |

## Most Addod.

amist time label(s) anos
TOBY KEITH I'm Just Talkin' About... (DreamWorks)
FANTH HILL There You'll Be (Warner Bros.)
CHELY WRIGHT Never Love You Enough (MCA) BLLY RAY CYRUS Southern Rain (Monument) andy griges how Cool is that (RCA) DIAMOND RIO Sweet Summer (Arista) SHEDASY Still Holding Out For You (Lyric Street) BLAKE SHELTOW Austin (Wamer Bros.) TRICK PONY On A Night Like This (H2EWB) CHARLIE ROBISON I Want You Bad (Columbia) CLARK FAMILY EXPERIENCE Standin' Still (Curb) WARREN BROTHERS Where Does It Hurt (BNA) JEFF CARSON Real Life (Curb)
ALAN IACKSON Where I Come From (Arista)

Most Increased Points

| antist tile laelis) |  |
| :---: | :---: |
| FATH HILL There You'll Be (Warner Bros.) | +909 |
| TOBY KEITH I'm Just Talkin' About... (DreamWorks) | ) |
| LONESTAR I'm Already There (BNA) | +366 |
| BLAKE SHELTON Austin (Warner Bros.) | +25 |
| DLAMOND RIO Sweet Summer (Arista) | +252 |
| Jume O'Wen When I Think About Angels (Mercury) | +2 |
| CAROLYN DAWN JOHNSON Complicated. (Ansta) | +151 |
| BRAD PASLEY Two People Fell In Love (Arista) | +147 |
| CHRIS CAGLE Laredo (Capitol) | +13 |
| CYNDI THOMSON What I Really Meant... (Capitol) |  |

## Most Incroased

 PlaysEXCLUSIVE NATIONAL MUSIC RESEARCH ESTIMATES May 25, 2001
Bulıseveo song selection is based on the top 35 titles from the R\&R Country chart for the airplay week of April 30-May 5.

| aftist Title (Labet) <br> TRAVIS TRITT It's A Great Day To Be Alive (Columbia) | $\begin{aligned} & \text { LIKE A LOT T } \\ & \hline 22,80 \end{aligned}$ | total POSITIVE 71.5\% | neutall 17.0\% | FAMLLARITY 99.5\% | OISLIKE . $8 \%$ | BURN $6.3 \%$ | (ロ) : M1 SEME |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| KENNY ROGERS There You Go Again (Dreamcatcher) | 30.3\% | 68.5\% | 23.5\% | 96.8\% | 2.5\% | 2.3\% |  |
| BROOKS \& DUNN Ain't Nothing 'Bout You (Arista) | 37.5\% | 68.3\% | 23.5\% | 98.5\% | 3.5\% | 3.3\% | Password of the week: wison <br> Question of fhe Week: Think iblour yuxir radio listening in the mormings as you gec <br>  Pick one main raw lisen to. Do you make nown inf shies bueded on.. |
| KENNY CHESNEY Don't Happen Twice (BNA) | 29.5\% | 67.8\% | 21.0\% | 99.0\% | 3.5\% | 6.8\% |  |
| TRISHA YEARWOOD I Would've Loved You Anyway (MCA) | 25.8\% | 67.8\% | 26.0\% | 86.8\% | 2.5\% | 0.5\% |  |
| DIXIE CHICKS If I Fall You're Going Down With Me (Monument) | 29.5\% | 66.8\% | 21.8\% | 98.5\% | 4.3\% | 5.8\% |  |
| GARY ALLAN Right Where I Need To Be (MCA) | 29.5\% | 66.3\% | 22.0\% | 99.3\% | 5.0\% | 6.0\% | - Funnylenernaining perivosilities |
| TIM MCGRAW Grown Men Don't Cry (Curb) | 29.8\% | 66.0\% | 25.3\% | 97.8\% | 4.8\% | 1.8\% | - Thenestse of music |
| ALAN JaCkSON When Somebody Loves You (Arista) | 28.3\% | 65.3\% | 26.8\% | 98.0\% | 4.0\% | 2.0\% | - Habititit's just the one I lisen to <br> - Infommation: tratific. weather. etc. |
| BRAD PAISLEY Two People Fell In Love (Arista) | 26.3\% | 64.8\% | 26.8\% | 98.8\% | 4.8\% | 2.5\% | Tutal Sample Persmatities: Contests: $5 \%$ Music: 59\% Habit: 16\% Information: $8 \%$ |
| CHRIS CAGLE Laredo (Capitol) | 23.0\% | 64.8\% | 24.3\% | 96.5\% | 4.8\% | 2.8\% |  |
| MARON TIPPIN People Like Us (Lyric Street) | 27.3\% | 64.5\% | 25.8\% | 97.5\% | 5.5\% | 1.8\% |  |
| Rascal flatts While You Loved Me (Lyric Street) | 26.5\% | 64.3\% | 22.5\% | 24.3\% | 4.8\% | 2.8\% |  |
| CLAY DAVIDSON Sometimes (Capitol) | 20.3\% | 64.3\% | 27.3\% | 96.3\% | 2.0\% | 2.8\% | PI INteners Permmblitics: 15\% Contests: 5\% Music: $57 \%$ Habit: $16 \%$ Information: 7\% |
| BLaNE SHELTOW Austin (Wamer Bros.) | 23.8\% | 63.8\% | 21.8\% | 90.0\% | 3.0\% | 1.5\% |  |
| Leann rimes but I Do Love You (Curb) | 23.3\% | 63.0\% | 27.3\% | 96.0\% | 3.8\% | 2.0\% |  |
| MONTGOMERY GENTRY She Couldert Change Me (Columbia) | 20.\%\% | 62.8\% | 28.5\% | 97.0\% | 4.0\% | 1.6\% |  |
| GEORGE STRANT If You Can Do Anything Else (MCA) | 23.3\% | 62.8\% | 29.3\% | 95.5\% | 2.0\% | 1.5\% | $\mathbf{P 2}+1$ ditemers <br> Personalities: 8\% <br> Context: 3\% <br> Music: 64\% <br> Habil: 17\% <br> Information: 8\% |
| SNAA EVAMS I Could Not Ask For More (RCA) | 27.0\% | 62.3\% | 28.5\% | 97.0\% | 2.3\% | 4.0\% |  |
| T. BYRD/M. CHEsMuIT A Good Way To Get On My Bad Side (RCA) | 26.5\% | 62.0\% | 22.8\% | 97.8\% | 10.3\% | 2.8\% |  |
| Tammr Cocinily Angels in Waiting (Epic) | 22.8\% | 62.0\% | 24.0\% | 9.0\% | 5.0\% | 1.5\% | Mue <br> Permonalities: 12\% Convests: 3\% |
| LOwESTAR I'm Aready There (BNA) | 25.5\% | 61.8\% | 28.3\% | 95.5\% | 4.0\% | 1.5\% |  |
| sows OF THE DEsert What I Did Right (MCA) | 23.3\% | 61.5\% | 28.8\% | 53.8\% | 2.8\% | 2.6\% | Music: $61 \%$ Habi: $17 \%$ |
| KETH URBAN Where The Blacktop Ends (Capitol) | 24.5\% | 60.0\% | 29.0\% | 95.8\% | 5.0\% | 1.8\% | Informaion: $7 \%$ |
| CTWOI THOMPSOW What Really Meant To Say (Captol) | 22.5\% | 50.6\% | 29.8\% | 85.3\% | 4.6\% | 2.0\% |  |
| CHARLIE ROBISOW I Want You Bad (Lucky Dog/Columbia) | 19.8\% | 58.5\% | 29.3\% | 93.5\% | 5.0\% | 0.8\% | Connests:6\% |
|  | 20.3\% ${ }^{\text {+ }}$ | 58.3\% | 29.8\% | 4.0\% | 5.3\% | 0.6\% | Mubiti: 19\% |
| MARK MCGUUNN Mrs. Steven Rudy (VFR) | 28.5\% | 57.3\% | 26.5\% | 97.3\% | 10.0\% | 3.5\% | Inflomation: $9 \%$ |
| CAmOLYW DAWW SOHmsow Complicated (Arista) | 25.3\% | 57.\%\% | 28.5\% | 8.3\% | 6.3\% | 1.5\% | Persomalines: $14 \%$ |
| DABRYL WORLEY Second Wind (DreamWorks) | 23.3\% | 55.0\% | 33.0\% | 95.5\% | 3.8\% | 3.0\% | Music: $60 \%$ |
| SHEDASY Still Holding Out for You (Lyric Stroet) | 21.3\% | 55.5\% | 25.\%\% | 50.3\% | 6.0\% | 1.6\% | Habit: 14\% <br> Information: 79 |
| MARK WILLS Loving Every Minute (Mercury) | 19.8\% | 54.0\% | 32.0\% | 92.0\% | 4.5\% | 1.5\% |  |
| D0 DEE MESSMM Downtime (Curb) | 19.\% | 53.8\% | 36.5\% | 85.8\% | 8.0\% | 3.5\% | Pexsonalitics: Comess: $9 \%$ |
| TERRA CLARK No Fear (Mercury) | 20.8\% | 53.5\% | 33.5\% | 97.3\% | 6.3\% | 4.0\% |  |
| LEE ANW Womacx Why They Call it Falling (MCA) | 23.3\% | 51.5\% | 28.0\% | 93.0\% | 9.8\% | 3.6\% | Informaxion: 8\% |

Total sample size is 400 persons weekly with a $+1-5 \%$ margin of error. Scoring is done each week using live interviewers conducting the interview with each respondent. Scores are: a) I Like It A Lot, in Fact It's ane $\alpha$ r Mhy Favorites b)
 is composed of $40025: 54$ year-old persons who identity Country as their favorite music and who listen daily to competitive country radio in the sampte markets. The sample is $50 \%$ maleffemale ... 1/34e each in the $25-34,35-44$, and 45 54 demos. The sample is palanced by region, and markets within that region. Bulseye Callout is conducted in these regions and markets. Market selvection is determined by Bullseye. WORTHEAST: Washington, DC., Harrisburg. PA., Providence, Rochester, NY., Springfield, MA. Hartiord, Portland, ME, Portsmouth, NH. SOUTHEAST: Chariotte, Altanta, Tampa, Nashvile, Chattanooga, Mobile, AL., Charteston, SC., Jackson, MS., MIMWEST: Miwaukee, Cincinnati, Cleveland, Kansas City, Lansing, MI., Ft Wayne, IN., Rockiord, IL., Indianapolis. 80UTHWE8T: Dallas-Ft. Worth, Turson, Albuquerque, Oklahoma City, Houston-Gaweston, Phoenix, Latayette LA., San Antonio. WEST: Portland, OR., Salt Lake City, Fresno. Bakersfield, Spokane, WA. Riverside-San Bemardino, Boise, Denver, Monterey-Salinas. © 2001 R\&R Inc. © 2001 Bulseye Marketing Research Inc.

One of the
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# The New Album Gallery 



## Mary Chapin Carpenter

## Time *Sex*Love (Columbia)

If you're wondering about the album title, it resulted from a comment made by Mary Chapin Carpenter's longtime guitarist. John Jennings, who told her, "Time is the great gift. Sex is the great equalizer. Love is the great mystery." Carpenter recalls," "I was playing John this new batch of songs. Afterward, I mentioned that the songs had certain thematic threads dealing with time, sex and love, and he said. 'Well, there's your album title.' It became the basis of an ongoing philosophical debate during the sessions." Recorded in November at London's Air Studios, it's Carpenter's first albuim of all-new material since 1996's A Place in the World. She says, "I had been writing ever since the last studio album, but I hadn't been coming up with anything that felt enduring or that spoke to my feelings." Carpenter's creative breakthrough came during a 1999 trip to Rome. She explains, "I went out to the Colosseum and saw the biggest full moon I'd ever seen. I got home and wrote 'Someone Else's Prayer,' and that seemed to kick-start me. Through all of 20001 wrote constantly." Carpenter recorded the album with Jennings, gritarist Duke Levine. bassist Glenn Worf, drummer Dave Mattacks and keyboardists Steve Nathan and Jon Carroll. The first single, "Simple Life," is at No. 47 on this week's R\&R Country chart.


## Brad Paisley

## Part II (Arista)

Brad Paisley's second album is a continuation of his Platinum debut release, Who Needs Pictures. Paisley explains, "The fiddle that fades out at the end of the first record leads you into the first song on Part II. I pictured someone putting them in the CD player and playing them back-to-back." Paisley, who co-wrote 10 of the new album's 13 songs, says, "Part II is like a movie and a journey. It's very cinematic. It's very visual. The first album was visual, too, but with more of a pictures theme, with still photographs and snapshots of life. This one starts to move a little bit more. It's almost a motion picture, to some degree. I feel like so many of the songs are stories. If there's a common thread in this, it's just reality trying to be captured on audiotape." Paisley adds, "What's amazing about it is that we had a plan all along. If things went well on the first album, that would be the way we'd do things on Part II. The new record is similar to the first one, but it goes a lot farther, I think, in terms of exploring who I am. The songs come from the same place, but they're deeper. They go further. There's more of a joumey. There's more motion to it. The instrumentation is, to me, a littie bit further along. It moves a little more - like any good sequel. I hope." Part II also provides a greater insight into Paisley's musical influences, including Ricky Skaggs and George Strait. Paisley covers all the bases, too, from radio-friendly tracks such as the first single, "Two People Fell in Love," to the instrumental "Munster Rag." the comical "I'm Gonna Miss Her" and the traditional gospel tune "The Old Rugged Cross." Paisley also provides some social commentary on "Too Country," which features guest vocals by Buck Owens, George Jones and Bill Anderson.


## Charley Pride

A Tribute to Jim Reeves (Music City)
Like Marty Robbins, Jim Reeves is one of those country pioneers who doesn't get mentioned much these days. Prior to his death in a 1964 plane crash near Nashville Reeves had achieved the kind of success that's being enjoyed today by acts like Shania Twain and Faith Hill. With producer Chet Atkins, Reeves smoothed some of country's rough edges to epitomize what came to be known as "the Nashville sound." In doing so, his biggest hit - "He'll Have to Go" - became a major pop crossover hit that led to an international following, especially in the U.K., South Africa and Europe. Country Music Hall of Fame member Charley Pride still remembers the power of Reeves' songs, and he made this tribute album his first release on the new Music City Records label. Pride says, "Jim Reeves was just so smooth. I was always a fan of his music, and way back when I was singing in the elubs where I started out, I always sang some Jim Reeves tunes. When he sang, man, it was inspiring. Songs like 'Part of Me,' 'He'll Have to Go,' 'Four Walls' ... man, I still sing those in my shows. This album comes from the heart, from my respect for Jim and my love of his music." Pride has always been a smooth vocalist, too, and he's in excellent form on the 15 -song CD. A Tribute fo Jim Reeves is the first commercially released CD utilizing SunnComm's digital content-cloaking technology to prevent unauthorized duplication of audio files. Computer buffs have already converted tracks from Pride's CD into analog files for posting on the web, but label President Bob Heatherly says the SunnComm technology has so far prevented the unauthorized release of digital files.


## YENR MCO

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## Now a Activo

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Total Stations：19，Adds：3，Points：598，Plays： 113 （＋3）
KORTNEY KAYLE Unbroken By You（Lyric Street）
Total Stations：22，Adds：2，Points：549，Plays： 105 （＋38）
B⿰日月LlY GILMAN She＇s My Girl（Epic）
Total Stations：16，Adds：5．Points：497，Plays： 98 （＋18）

日BERT WEST Diddley（Broken Bow）
Total Stations：18，Adds：4，Points：444，Plays： 106 （＋16）
TMER ENGLAND I＇d Rather Have Nothing（Capitol）
Total Stations：10，Adds：1，Points：183，Plays： 41 （＋27）
Songs ranked by total points．


Columbia recording artists Montgomery Gentry took time out to pose with friend Lia Knight，host of Jones Radio Networks＇Lia，the day before the ACM Awards．Pictured （l－r）are Troy Gentry，Knight and Eddie Montgomery．


VFR recording artist Mark McGuinn joined ABC Radio Networks＇Country Coost to Coast afternoon talent Jim Weaver（right）and Production Director／Chat Master Chris Potter（left）for an on－air interview and simultaneous online chat on May 10.

## PLEASE SEND YOUR PHOTOS

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


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Adts：
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TRICK POHY On A Night Like This
WARAEN BROTHERS Where Does it Hurt
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## KELLY ERICKSON •（818） 461.5435

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## HOT SHOTS


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Heaw rotation songs recerve 28 days per week
Hot Shots roceeve 21 diays per week．

## Most Played Recumonts

TRAVIS TRITT It's A Great Day To Be Alive(Columbia)

| JESSICA ANDREWS Who I Am (DreamWorks) |
| :---: |
| DUMOND RIO One More Day(Arista) |
| TOBY KEITH You Shouldn't Kiss Me Like...(DreamWorks) |
| KETH URBAN But For The Grace Of God(Capitol) | PHIL Vassar Just Another Day In Paradise(Arista) TIM MCGRAW My Next Thirty Years(Curb) DIXIE CHICKS Without You(Monument) FANTH HILL If My Heart Had Wings(Wamer Bros.) JAMIE O'WEAL There Is No Arizona(Mercury) SARA EVANS Bom To Fly (RCA) BRAD PNASLFY We Danced(Arista) FAITH HILL The Way You Love Me(Wamer Bros.) tim RUShLow She Misses Him(Attantic) TOBY KETTH How Do You Like Me Now? (DreamWorks)

Lee anw womack I Hope You Dance(MCAUUniversal) TRAMS TRITI Best Of Intentions(Columbia) so DeE messma Bum(Curb) LONESTAR What About Now(BNA) RASCNL FLATIS This Everyday Love(Lyric Street)

ownert Yoakum I Want You To Want Me (RepriseWB) JEssica andrews Helplessly, Hopelessly (DreamWorks) JOHM ANDERSOM It Ain't Easy Being Me (Columbia)

Register now for Music Meeting, the industry's No. 1 online destination for new music: www.rreallme.com


Alan Jackson has signed a long-term co-publishing contract with EMI Music Publishing. The deal reunites him with his former manager, Gary Overton, who now serves as GM/ EMI Music Publishing Nashville. Overton says, "One of the things Alan was looking for was someone to work his catalog. EMI Nashville prides itself on getting outside cuts for its writer-artist stable, and Alan wants to write songs for other artists again." Pictured are (l-r) EMI Music Publishing Chairman/CEO Martin Bandier, Overton, Jackson and EMI Music Publishing EVP Bob Flax.

## COUNTRY

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2 sammy MEREHAW SheDoniKnow She's Beactitu
3 Jo deE messima bye Bye
4 FANTH MLLL This Kiss
5 Jormm. mONTGOMERY Sodu(TheGrudy Carty_)
6 TRASHA YEARWOOD She's in Love With The Boy
7 olxie chacxs Wide Open Spacas

- GeORGE STRANT Check Yes Or No
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10 Tim mcgraw Where The Green Grass Grows
11 Tim mecraw I Like It, I Love It
12 ALCN sackson Chatthhoochee
13 DAMID LEE MUPPFYY Dust On The Botthe 14 shanla TWANM Any Man Of Mine 15 GARTH EROON\& Friends in Low Places 16 Jowm M. MONTEOMERY Be My Baby Tonight 17 Toay keind Should've Been A Cowboy 11 ALAN Hacrson Gone Country 15 stama Twaw (il You're Not ...) I'm Outa ... 2t EARTH EROONS Aint Going Down (Th The ...) 21 curth enoons the Dance

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St shama TWNN No One Needs To Know © CLAY WALKER Then What

* LEam Rmaes One Way Tichet (Because I Can)

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Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Top 200 Power Gold is based on YTD monitored airplay data. © 2001. R\&R Inc.


## Country Playlists



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



# How To Launch A Soft AC 

$\square$ Emmis' new Indy station keeps an older focus

Ihere hasn't exactly been a flood of stations switching to AC these days. One of the most recent gains happened in February, when Indianapolis-based Emmis Communications decided to flip one of its home-market properties, WYXB, to Soft AC as "Soft Rock B 105.7."


Greg Dunkin Dips.

## True To The Format

Once Jon Coleman's rescarch indicated that Soft AC should be Emmis' format choice. Hot AC WENS/Indianapolis PD Greg Dunkin began looking around the country for models in similar situations. "It was interesting to us that many stations that the industry considers to be Soft ACs have vacated their position." declares Dunkin. who has taken on the added responsibility of programming Soft Rock B105.7.
"Stations have upped the tempo and seem to be chasing younger-targeted ACs and Hot ACs. The station's average year has been adjusted. so these Soft ACs have become younger. Rather than heing proud of being the softest station on the dial, most Soft ACs we locoked at were talking about heing uptempo.

A discussion of radio's sexiest formats might not instantly conjure up Soft

AC. hut as Dunkin points oul. "li's amak. ing how greal this format becomes when you star playing music that hasn't been heard for so long. People years ago thrught Soft AC meant Neil Diamornd. Barry Manikow and Bartra Streisand, hut we're no playing them. Our station features such artists as The Beatles. Phil Collins. The Eagles. Fleetword Mac. Whitney Houston. Elon John. Harold Melvin \& The Bluenotes. Seals \& Crofts, Carly Simon. Steely Dan. Rod Stewart and James Taylor:"
On the orher end of the spectrum. BIOS. 7 - which is heing consulled by former Revearct Gruup VP/Programming Mike Anthmony - blends in currents by contemporary artists. "In addition to BBMak. Faith Hill. 'N Sync. LeAnn Rimes and Lee Ann Woxnack, we wereone of the first Soft ACs to add Dido's Thankyou," " notes Durkin.
"We're playing music from several different decades, but it all gels because of the station's foel. We're not shy about saying that this is the place to come and relax. Everything we play must fit within the parameters of our mission statement. We're in older-based AC, but we stay away from playing "square' stuff."

While it would appear logical that MyStar Communications' crosstown AC. WTPI. would be the station most affected by B IOS.7. Dunkin opines. "We'Il actually draw from several different stitions in town. We believe we can pick

## NOT YOUR AVERAGE BLONDE



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"nothing personal" the new single.
1st woek at radio, WFMK, KWAV, KJSN, KMJ, KUDL, WMJY, KVLY.

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yry mare meal
up people from WTPI and Susquehanna's Country WFMS and Oldies WGLD. and we also know it will draw from WENS. This isn t a head-to-head competition with WTPI.
"Someone programming a Lite AC somewhere who believes that a Hot AC is greater competition should really be looking over their shoulder for what could be down the road with a station like this. If I were in a similar situation some where else. I'd definitely be interested in putting on something like this."

## Complete Package

Part of Emmis' Soft Rock launch four moneth ago included a 10,000 -song marathon. a heavy television schedule for its 1Q-produced spot and a "No Repeat Workday" campaign. "It's been very exciting to go through this whole process." Dunkin remarks. "Once we started playing commercials, we made a promise to our audience that we'd kick off every workday with two houns of uninternupted soft mock. It's more than 30 songs in a row, lasting from 8-10am every weekday."
Curious to hear listeners ideas on how to improve the new station. Emmis instalied a feadback line. much like George Johns did in the 1970:. "There were over 500 calls within our firss 36 hours that 's just incredible." says Dunkin. "I've never seen a reaction to a radio station like this before. We hadn't Itrought of doing no-repeal workdays. but it's something that came from these calls."

The new entity harilly boasts a large on-air roseter. Former WENS moming talent Scoll Fisher kicks off the day at $5: 30 \mathrm{~km}$ and stays on, via voicetracking. until noon. Anotherex-WENS talent, Eicic Garnes. follows until 7pm. with syndicated personality Deiliah carrying the ball uncil midnight. As Dunkin explains, "Scot is live until \&am, and Eric is live from 4:307 pm . There's a lot of talk in the industry abbout voice-stracking. From an objective pxsition. it allows you to have your best people on the air more often."
-Getting results for advenisers is one gauge of whether a station - new or orherwise - is clicking. Dunkin states proudly. "Onc client called asking us to reduce their schedule because they couldn't handle the demand. That's on a Soft AC that had been on the air for less than 30 days.
"When advertisers are getuing that kind of response, it makes us think we're really on to something. We know it's a long process, and we aren i predicting that we'll become huge overnight. but the early indicators tell us that everything's working."

## Texture is Key On 'YXB

Emmis Executive VP/Programming Rick Cummings knows what it's like for a station to be constanlly pinched. Recalling the history of the Indianapblis FM frequency now occupied by the company's Soft Rock WYXB (B105.7), he says, 'We were either in the middie of a Rock cluster or in the middle of someone else's cluster."
Constant evaluation led him to believe that the answer for what to do on 105.7 might be found in what Emmis does in some of its other markets. We needed to come up with a cluster that's aligned, like we have in New York and St. Louis," he says. The whole point of clustering is to have them make sense, but indianapolis' compelitive dynamics never allowed for it."
That seemed to have changed in February, when Emmis launctied B105.7. The guys across the street [MyStar Communications, which owns Soft AC WIPI], whom we are competing against, probably think Emmis has 1 I in for them," Curmmings says. "The truth is that we don't have time to have it in for anybody. We just want to put together a rational cluster, and WENS \& WYXB PD Greg Dunkin really drove this thing for us."
While Emmis' CHR/POp WNOU (Radio Now) targets younger lemales, WENS appeats to slightty older women. We looked at WENS and knew Whas alweys been the herikge and dominant $A C$ in the market," Cummings explains. But WTPI sits on one side, and MyStar's CHR/Pop WZPL is on the other. Our world was shrinking, and it only made sense for us to put something up top."
Looking around for what that something was, Cummings thought, "Smooth Jazz woutch't work as well as some other formats here, simply because of market composition. In addition, WTPI is partially filling that hole. Having looked at all the options, we feth Soft AC made a lot of sense and saw that the appetite for it wasn't being served by anyone."
Emmis tracked a number of ACs, inctuding WBEB/Philadelphia. KLSY/ Seattie and KEZKSS. Louis. What we started to see was that many of these stations had an average year of 1990," says Cummings. "We intertionally set out to make our station older.
PPart of our reasoning was to have a station that would complement WENS. We didn't want to put something on that would mess up 100 much of our wordd. We put the station on with an odder era to in: the average is somewhere in the mid-1980s. Were playing this kind of music with greater trequency."

## Indy's Street Talk

Much of WYXB's soft rock library has been forgotten by other stations, Curnmings ctaims. This was a good chance to bring some of it back, particularty the softer stuft," he says. "I never thought l'd say 'street buzz' in connection with Soft AC, but there actually seems to be some with our station."
Eras don't seem to be standing in the new station's way. Playing a song from 1973 next to one from 2001, according to Cummings, isn't a problom for this audience. It's quite fine, especially when you control for texture," he says. We basically want texture to be this station's fundamental position. It's important for people to know that we're the softest station in the market."

It can be difficulif for prograrmmers with CHR sensibitios, Wike Cummings, to truly understand what WYXB's target audience wants. Much of the music we're playing on WYXB was on WENS when we signed it on 20 years ago," he says. " 7 ahways wanted to push it off back then and put on more tempo - that's the nature of the beast.
"ACs that started fragmenting several years ago to Hot AC and Pop/ Allemative got off to a good start and attrected younger demos. Many mainstream AC PDs read research that said their stations were too soft and too oid and that the Hot ACs and Pop/Allernatives were taking their aud;ence. They wound up overcompensating."
That's why texture - rather then era or artists - is WYXB's major concern. "I wouldn't have guessed that the same station could play dames Taylor and 'N Sync together," says Cummings. "But they both fit very well, and 37 -year-old temales have no issue at all with hearing these artists back to back. The only thing they know is that they like the songs. Our initial product feedback has been very strong."

## Serving The Market

Clear Channel's AC benchmark, WLTW/New York, still uses the "Lite" handle and enjoys great ratings, but it has also significantly contemporized its music. "They're probably doing the right thing there," says Cummings. "Nevertheless, an older and softer position has opened up in Indianapolis, and we were happy to take it."
Instead of rushing into situations, Cummings prefers to be more cautious. We're still working on a website," he says. When we finally put one up, we don't want it to be static with no information. It's about giving people reasons to come back to it with greater frequency."
Some may view what Emmis is doing with WYXB as eye-opening, but Cummings jokes that others may think "we've lost our minds." "It would be terrific if it rekindles something, but I don't know if we've uncovered something that can be moved elsewhere," he continues. Being positioned as a texture-based format makes the station unique and megical; I'm just not sure how others will look at it."

| 11 | LEE AMN WOMack I Hope You Dance (MCAUniversal) | 2565 | -102 | 308772 | 26 | 116/0 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 3 - | DIDO Thankyou (Arista) | 2353 | +260 | 270965 | 12 | 104/3 |
| 4 | MATCHBOX TWENTY If You're Gone (Lava/Atlantic) | 2325 | +175 | 271387 | 23 | 102/0 |
| $2 \quad 1$ | 'N SYNC This I Promise You (Jive) | 2133 | -89 | 252734 | 32 | 1100 |
| 6 | LIONEL RICHIE Angel (Island/IDJMG) | 2051 | +139 | 237787 | 14 | 112/0 |
| $5 \quad 6$ | R. MARTIN F/C. AGUILERA Nobody Wants To Be Lonely (Columbia) | 1879 | . 89 | 199725 | 17. | 106/0 |
| 93 | ENYA Only Time (Reprise) | 1742 | +196 | 191232 | 16 | 109/0 |
| 88 | BACKSTREET BOYS Shape Of My Heart (Jive) | 1640 | . 67 | 195885 | 31 | 104/0 |
| 79 | FANH HHLL The Way You Love Me (Wamer Bros.) | 1551 | -183 | 213370 | 38 | 105/0 |
| 10 | LENN RIMES I Need You (Sparrow/Curb/Capitol) | 1197 | . 71 | 134593 | 59 | 99/0 |
| " | THE CORRS Breathless (143/Lava/Atlantic) | 1153 | -34 | 144934 | 36 | 80/0 |
| 12 | 88MaK Back Here (Holywood) | 1131 | -143 | 123617 | 38 | 95/0 |
| $13 \quad 13$ | HUEY LEWIS \& GWYNETH PALTROW Cruisin' (Hollywood) | 1109 | -141 | 134994 | 34 | 93/0 |
| $12 \quad 14$ | DON HEMLEY Taking You Home (Wamer Bros.) | 1101 | -149 | 130907 | 54 | 98/0 |
| eracter 1 | FATH HILL There You'll Be (Wamer Bros.) | 983 | +789 | 149218 | 1 | 105/9 |
| Drather | STEVE NICKS Every Day (Reprise) | 907 | +38 | 95170 | 7 | 94/2 |
| atrer | OUMMOND RIO One More Day (Arista) | 883 | +265 | 76794 | 5 | 80/10 |
| 17 | PETER CETERA Perfect World (DOE) | 848 | $+51$ | 82272 | 18 | 80/1 |
| 15 19 | 58 Decriees My Everything (Universal) | 815 | -181 | 107788 | 15 | 820 |
| 18 | MARC ANTHONY My Baby You (Columbia) | 782 | -9 | 106284 | 36 | 800 |
| 3 | Bamax Ghost Of You And Me (Hollywood) | 737 | +117 | 64388 | 4 | 84/6 |
| 8 | BACESTREET BOYS More Than That (Jive) | 608 | $+63$ | 96657 | 5 | 80/12 |
| 2 | TAMMRA Whluer Didn't We Love (Curb) | 601 | 49 | 51561 | 8 | 7211 |
| 2 |  | 592 | +15 | 49156 | 7 | 70/3 |
| 19 | SHAWH COLVAN Whole New You (Columbia) | 592 | -50 | 57403 | 13 | 880 |
| 7 | UNCLE MRACMER Follow Me (Top Dog/Lava/Atantic) | 588 | $+122$ | 63826 | 4 | 37/4 |
| 27 | BEE GEES This is Where I Came in (Universal) | 555 | -15 | 76621 | 9 | $72 / 2$ |
| ${ }^{\boldsymbol{\sigma}}$ | JOURNEY All The Way (Columbia) | 520 | -12 | 40973 | 11 | 67/6 |
| \% | Ma00ma What it Feels Like For A Girl (MaverickWB) | 425 | $+41$ | 73309 | 3 | $53 / 2$ |
| ${ }^{*}$ | MELY FURTADO I'm Like A Bird (DreamWorks) | 400 | + 6 | 39218 | 4 | $35 / 3$ |

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doome brotuens Ordinary Man (Pyramid)


8 clus 7 Hever Had A Dream Come True (A\&M/iterscope)


EDWM Mccall Hearts Fall (Lovz/Athantic)

cartivey spears Don't La Mo be The Last To... (Jive)
foel Pies: 141, Tow Sument 2s Mus:

50 DEE MEssman Burn (Curt)


ROD STEwart Don't Come Around Here (adantic)


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BACHSTREET BOYS More Than That (Jive)
DIAMOMD RIO One More Day (Arista)
FATH HILL There You'll Be (Warner Bros.) ROD STEwART Don't Come Around Here (Atantic) EDWIM MCCAN Hearts Fall (Lava/Ahlantic) SHELBY LYWME Killin' Kind (Island/IDJMG) RAREN LEHMER Nothing Personal (Grey Mause) bemak ghost Of You And Me (Hollywood) JOURWEY All The Way (Columbia)

## Most Increased

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DIDO Thankyou (Arista) ENYA Only Time (Reprisa) Matchoox TWEMTY If You're Gone (Lava/Atantic) +175 LIOMEL RACHIE Angel (Istand/IDJMG) UNCLE KRACXER Follow Me (Top Doghava/Atantic) +122 Beank Ghost Of You And Me (Hollywood) +117 sarah mclaciunil I Will Remember You (Arista) +100 EDWH mCCAM Hearts Fall (Lava/Atantic) +92

## Breakers.

FNTH MIL
There You'll Be (Warmer Bros.)








 last 2 weeks!

National Tour This Summer

|  |
| :---: |
| SAvage gardem I Knew I Loved You(Columbia) |
| FAITH HILL Breathe(Warner Bros.) |
| LOwestar Amazed (BNA) |
| manc anthowr you Sang To Me(Columbia) |
| CELINE DIOW That's The Way It is(Epic) |
| Prim coulms You'll Be in My Heart(Hollywood) |
| Brinw mexnertt back At One(Motown) |
| SANTAMA F/ROB THOMAS Smooth(Arista) |
| SARAH IUCLICHLNN I Will Remember You(Arista) |
| Bacustreer boys I Wamt it That Way(Jive) |
| Backstreet boys Show Me The Meaning Of...(Jive) |
| EDWW mCCawn I Could Not Ask For More(Lava/Attantic) |
| CHER Believe(Warmer Bros.) |
| maric Anthowr I Need To Know(Columbia) |
| ss DEGREES The Hardest Thing(Universal) |
| CHRISTIM AGUMERA I Tum To You (RCA) |
| 'W SYMC (God...) A Little More Time... (RCA) |
| SIXPEEWCE WONE THE RICHER Kiss Me(SquintColumbia) |
| shawla twaw Man! I Feel Like A Woman!(Mercury) |



## PLEASE SEND YOUR PHOTOS

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15 R. MELLY I Bolieve I Can fly
17 AMy CRANT Baby Baby

15 Tma Turwar What's Love Got To Do With it
29 EETIE MOLER Wind Beneath My Wings
21 JOLRWEY Open Arms
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25 foreremer I Want To know What Love Is
28 seal Kiss from $A$ Rose
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28 miminy houstow I Will Aways Love You 25 All-4-0we I Swear
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31 Hall \& OATES You've Lost That Lovin' Feelin' 32 vamessa willams Save The Best for Last 33 cmeago You're The Inspiration 34 ELTOW Jotw Can You feel the Love Tonight 35 ERIC CLAPTON Layla

36 ROXETTE It Must Have Been Love
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38 ELTOM JOHM Something About The Way You.
39 JOHM WANTE Missing You
40 REO SPEEDWAGON Can't Fight This Feeting
41 AlL-4-ONE I Can Love You Like That
42 MIKE \& THE MECHANICS The Living Years
43 PAUL YOUMG On Girf
44 BRYNN ADAMS Please Forgive Me
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45 blLy VERA 8 THE BEATERS At This Moment
47 Paula cole I Don't Want To Wait
48 CELME DION The Power Of Love
49 Prill collus Against All Odds (Take A Look.. se Des'REE You Gota Be

51 Emply RED If You Don't Know Me By Now 52 cerases in Too Deep
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st sophime e. hamome as I lay Me Down
57 EEmY MARDONES Into The Night
5 Earom nown cande in the Wind
ss chass dexuren The Lady In Red es patrice swarce She's Like The Wind 61 HENRT These Dreams © Emyamaname Have You Ever Realy Loved... (3) Tom eanrrom Un-break My Hoart es Bomive part I Can't Make You Love Me 05 cumcneo Hard To Say I'm Sory es Cref The Shoop Shoop Song (It's...) 07 Elow som Circle Of Lite es CVNOH LAUPER Time Ater Tine CP REO SPEEDWAGOM Keep On Loving You
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72 bacustacet bovs in hever Break Your Heart
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7 EETIE Moler from A Distance
72 neo stewart So far Away
73 Whson pmulus Hoid On
ve ROO STEWART Reason To Bevieve (Unphoged)
31 Prim colums You Can't Hurry Love
82 prim colluns in The Air Tonight
83 RIGHTEOUS Brotrers Unctained Melody \& L. ROWSTADT B A. WEVLLE DOn' Know Much es selema I Could fall In Love

* staw Fields of Gold

97 IREWE CARA Flashdance (What A Feeling) 88 marlah Carey ill be There
89 donma Lewis I Love You Always Forever 90 TOMY RICH PROJECT Nobody Knows 91 mARTIMA MCBRIDE \& JIM BRICKMMAN Vatentione 92 CHICAGO Will You Still Love Me?

93 tracy chapman Give Me One Reason 94 CELINE DIOW It's All Coming Back To Me Now 95 MR. MISTER Broken Wings 96 J. COCXER \& $J$. WARMES Up Where We Betong 97 LUTHER vandoross Here And Now
 se auly soel the Longest Time 100 fleetwood mac Dreams

# AC Playlists 

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



Stations and their adds listed alphabetically by mariet


|  | WUSK | AATIST TILE LaEEL(S) | 108 | Het | Hex |  | Trouspinno |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1 | - | UNCLE KRACrES Follow Me(Top Dog/Lava/Attantic) | 3517 | +55 | 366034 | 15 | 88/0 |
| 2 | 2 | DIDO Thankyou(Arista) | 3163 | -120 | 348446 | 25 | 85/0 |
| 3 |  | LIFEHOUSE Hanging By A Moment(DreamWorks) | 3034 | +145 | 330932 | 14 | 83/0 |
| 4 | (3) | TRAN Drops Of Jupiter (Tell Me)(Columbia) | 2884 | +193 | 307629 | 13 | 85/1 |
| 5 | 5 | LENITY KRAVIIZ Again(Virgin) | 2515 | -145 | 280629 | 30 | 86/0 |
| 7 | 6 | NELLY FURTADO l'm Like A Bird(DreamWorks) | 2353 | -154 | 266086 | 23 | 78/1 |
| 6 | 7 | MATCHB0X TWENTY If You're Gone(Lava/Atlantic) | 2351 | -209 | 266971 | 33 | 88/0 |
| 8 | 6 | MOBY F/GWEN STEFANI Southside(V2) | 2192 | +15 | 246181 | 19 | 67/0 |
| 10 | 9 | MATCHBOX TWENTY Mad Season(Lava/Atlantic) | 1796 | +123 | 186762 | 6 | 78/3 |
| 9 | 10 | AEROSMITH Jaded(Columbia) | 1635 | -108 | 162591 | 17 | 66/0 |
| 11 | 11 | COLDPLAY Yellow(Nettwerk/Capitol) | 1630 | -6 | 146419 | 14 | 70/0 |
| 16 | (12) | INCUBUS Drive(Immorta/Epic) | 1561 | +127 | 165912 | 10 | 62/5 |
| 13 | 13 | LEE ANN WOMACK I Hope You Dance(MCANniversal) | 1477 | -31 | 145194 | 17 | 53/0 |
| 12 | 14 | MADONHA Don't Tell Me(MaverickWB) | 1431 | -121 | 151068 | 21 | 63/0 |
| 15 | 15 | CREED With Arms Wide Open(Wind-up) | 1356 | -93 | 140034 | 37 | 79/0 |
| 14 | 16 | VERTICAL HORIZON Best I Ever Had (Grey Sky ...)(RCA) | 1319 | -157 | 140372 | 19 | 58/0 |
| 17 | 17 | THE CORRS Breathless(143/Lava/Atlantic) | 1298 | -63 | 125763 | 35 | 50/0 |
| 20 | (1) | R.E.M. Imitation Of Life(Warner Bros.) | 1243 | +68 | 132685 | 5 | 65/0 |
| 18 | 19 | U2 Beautiful Day(Interscope) | 1238 | . 64 | 149869 | 31 | 69/0 |
| ${ }^{21}$ | (2) | DAVE MATTHEWS BAND The Space Between(RCA) | 1235 | +60 | 141959 | 5 | 52/1 |
| 2 | (21) | EVE 6 Here's To The Night(RCA) | 1204 | +38 | 108489 | 9 | 59/2 |
| 23 | (23) | U2 Walk On(Interscope) | 1051 | +19 | 122329 | 6 | 55/3 |
| ${ }^{24}$ | (23) | GO-GO'S Unforgiven(Beyond) | 967 | +7 | 116562 | 7 | 66/4 |
| ${ }^{26}$ | (24) | DAVID GRaY Please Forgive Me(ATO/RCA) | 854 | +87 | 79315 | 4 | 52/2 |
| 28 | (3) | DEPECHE MODE Dream On(Mute/Reprise) | 834 | +109 | 98784 | 2 | 50/6 |
| Debut | (6) | FAITH HILL There You'll Be(Warner Bros.) | 782 | +585 | 92969 | 1 | 61/6 |
| Debut | (27) | Sugar ray When It's Over(Lava/Atlantic) | 778 | +564 | 95188 | 1 | 58/17 |
| 27 | (6) | MADONNA What It Feels Like For A Girl(MaverickWB) | 771 | +26 | 90292 | 2 | 44/4 |
| 2 | (29) | Janet All For You(Virgin) | 754 | +65 | 96554 | 4 | 31/3 |
| 2 | 30 | FUEL Hemorrhage (In My Hands)(Epic) | 752 | -33 | 70758 | 20 | 25/0 |



89 Hot AC reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of Sunday $5 / 13$-Saturday $5 / 19$. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song being played on more stations is placed first. Breaker status is assigned to songs reaching 1300 plays or more for the first time. Songs below No. 20 are moved to recurrent after 20 weeks. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from The Arbitron Company (Copyright 2001, The Arbitron Company). © 2001, R\&R Inc.

## Now \& Active

SHELBY LYNNE Killin' Kind (Island/IDJMG) Total Plays 571. Total Stations 36 Ados: 4

EvERCLEAR Brown Eyed Girt(Capitol) rotal Pays: 560. Total Slations 38. Adds: 4
JEFFREY GAINES In Your Eyes (Artemis) Toul Plays 459. Total Slations 28. Ados. 2
FIVE FOR FIGHTING Superman(Aware/Columbia) Toal Plays: 371, Total Stations: 33, Adds 5
CARLY HENNESSY I'm Gonna Blow Your Mind (...)(MCA) Total Plays: 336. Total Stations: 23, Adds 0
ANGELA AMMDNS Big Girl(Abrupt/Universal) Total Plays 295. Total Stations: 25. Acds. 4

ANDREAS JOHNSON Glorious(Reprise)
Total Plays: 290. Total Stations 25. Aods: 4
ACUMERA, LL'KM, MYA\& PWM Lady Marmatade(Interscope) Fotal Plays: 265, Total Stations: 13, Adds: 5
POE Hey Pretty(FEl/Atlantic)
Tota Plays: 216. Total Stations 16. Aods
EDWIN MCCAIN Hearts Fall(Lava/Atlantic) Total Plays: 209. Total Stations: 19. Adds: 5
JO DAVIOSON Kiss Me There(Edel) Total Plays: 197. Total Sations 23. Adds 3
TRAVIS Sing(Independiente/Epic) Total Plays: 169. Total Stations: 15. Aods 2

AEROSMITH Fly Away From Here(Columbia) Total Plays: 158. Total Slations 10. Adots: ?

WALFLOWERS Letters from The Wastetand (Interscope) Total Plays 132. Total Stations: 22. Adds: 8

BACKSTREET BOYS More Than That(Jive) Totad Plays: 126. Total Stations 10, Adds: 3

NICKY LOVE Because of You(DreamWorks) Total Plays 90. Total Statons 11, Acdos. 1

TANTAIC Breakdown(Maverick Total Plays: 71. Total Sutions 11 Adct 11

## Most Adeded.

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sucar pay when It's Over(Lava/Atlantic)
TMNTRIC Breakdown(Maverick)
WALLLOWERS Letters From The Wasteland (interscope) ${ }_{8}^{11}$
FANTH HILL There You'll Be(Wamer Bros.)
DEPECHE MDDE Dream On (Mute/Reprise) BLESSID UNION OF SOULS That's The Giri....(PushV2) IMCUBUS Drive (ImmortalEpic)
FIVE FOR FIGHTING Superman(Aware/Columbia) EDWIN MCCAN Hearts Fall(LLavaAAtantic)
AGUILERA, LIL 'KIM, MYA \& PINK Lady ... (Interscope)

# Most Increased Plays 

afnst tile label(s)
FAITH HILL There You'll Be(Warner Bros.)
SUGAR RAY When It's Over(Lava/Atlantic) TRAIN Drops Of Jupiter (Tell Me)(Columbia) LIFEHOUSE Hanging By A Moment(DreamWorks) INCUBUS Drive (ImmortalEpic) MATCHBOX TWENTY Mad Season(Lava/Atlantic) +127 WALLPOWERS Letters From The Wasteland(Interscope) +116 DEPECHE MODE Dream On(Mute/Raprise) FIVE FOR FIGHTING Superman(Aware/Columbia) SHELBY LYNNE Killin' Kind(ISland/IDMMG)

| TOTAL |
| :---: |
| PLAY |
| INCREASE |

+585
+564
+193
+145
+127
+123
+116
+109
+96
+95

## Breakers. <br> No Songs Qualified For Breaker Status This Week

Most Added is the total number of new adds officially reported to RAR by asch reporting station. Songe unreported as adds do not count the songes with the greatest week-to-week increases in total plays. Woighted chart appeers on RAR ONLINE MUSIC TRACKING.

Songs ranked by total plays

May25, 2001

| Host Plyyed iecturants |
| :---: |
| EVAN AND JARON Crazy for This Girl(Columbia) |
| baremuked ladies Pinch Me(Reprise) |
| 3 DOORS DOWW Kryptonite (Republic/Universal) |
| VERTICAL HORIZON Everything You Want(RCA) |
| MATCHBOX TWENTY Bent(Lava/Atlantic) |
| CREED Higher(Wind-up) |
| SANTAMA F/ROB THOMAS Smooth(Arista) |
| EVERCLEAR Wonderful(Capitol) |
| STING Desert Rose(A\&MMinterscope) |
| NINE DAYS Absolutely (Story Of A Girl) (Epic) |
| FAITH HILL The Way You Love Me(Warmer Bros.) |
| VERTICAL HORIZON You're A God(RCA) |
| macY GRAY I Ty(Epic) |
| SmASH MOUTH All Star(Interscope) |
| THIRD EYE BLIND Never Let You Go(ElektraEEEG) |
| SMASH MOUTH Then The Morming Comes(Interscope) |
| SIXPENCE NONE THE RICHER Kiss Me(SquintColumbia) |
| MARC ANTHONY I Need To Know(Columbia) |
| DAVID GRAY Babylon(ATO/RCA) [ |
| TAL BACHMAN She's So High(Columbia) |
| TRAN Meet Virginia(Aware/Columbia) |
| BON JOVI It's My Life (Island/IDJMG) |
| fastball Out Of My Head(Hollywood) |
| BBMAK Back Here(Hollywood) |
| MADONNA Music(MaverickWB) |

## HOT AC Going For Adds syase1

3 DOORS DOWN Be Like That (Republic/Universal) dexter freebish My Madonna (Capitol)

Register now for Music Meeting, the industry's No. 1 online destination for new music: www.rronIIne.com


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## TOP 100 <br> HOT AC <br> POWER GOLD

## 1600 G00.00LLS Slide

2 sugar ray Someday
3 THRD EYE BLIMD Semi-Charmed Lite
4 eagle-cye cherry Save Tonight 5 sucar ray fly

6 GREEM DAY Time Of Your Lite (Good Riddance) $\Rightarrow$ SISTEA HAZEL All For You

- DUMCAN SHEIK Barely Breathing
g SMASH MOUTH Walkin' On The Sun
10 MO DOUBT Don't Speak
11 blues trayeler Run-Around
12 baremaked Ladies One Week
13 Chumbawuman Tubthumping
14 LEMNY KRAVITZ Fly Away
15 SPIM DOCTORS Two Princes
16 Egwim Mccain lill Be
17 Towic if You Could Only See
18 alamis morissetie Ironic
19 CRaNBERRIES Dreams
20 HOOTE \& THE BLOWFISH ONI WamaBeWHYOU
21 G00 GOD DOLLS Name
22 matchbox 20 ЗАМ
23 modern english I Melt With Youl 24 CITIZEN KIMG BetterDays (\& TheBotomDropsOit) 25 FASTBALL The Way
26 SImPLE MIMOS Don't You (Forget About Me)
27 third eye blind Jumper
28 naxed eyes Always Something There To... 29 Sheryl CROW All I Wanna Do

30 OMD If You Leave
31 R.E.M. Losing My Religion
32 matalie merchant Wonder
33 ALANIS MORISSETTE You Leam
34 SARAH MCLACHLAN Angel
35 Paula COLE I Don't Want To Wait
36 ALANIS MORISSETTE Head Over Feet
37 matchbox 20 Real World
38 DEL AMITRI Roll To Me
39 8-52'S Love Shack
40 EURYTHMICS Sweet Dreams (Are Made Of This)
41 HOOTIE \& THE BLOWFISH IGo Blind
42 POLICE Every Breath You Take
43 DEEP BLUE SOMETHING Breakfast At Tiffany's
4 Wallflowers One Headight
45 EVERLAST What It's Like
45 JOHN COUGAR Jack \& Diane
47 dave matthews bano Crash Into Me
48 Peter gabriel in Yóur Eyes
49 UB40 Red Red Wine
50 melissa etheridge I'm The Only One

51 RED HOT CHIL PEPPERS Under The Bridge
52 BRYNH ADAMS Summer of '69
53 collective soul December
sa savage gardew Truly Madly Deeply
55 OEE'REE You Gotta Be
50 tracy chapman Give Me One Reason
57 Romanches What I Like About You
58 MEREDTH BROOKS Bitch
59 OMC How Bizarre
60 MELISSA ETHERIDGE Come To My Window
61 POLICE Every Littie Thing She Does...
62 John Cougar hurts So Good

64 alanis morissette Hand In My Pocket
85 U 2 I Still Haven't Found What..
66 JOHm CONGAR MELLEMCAMR Small Town
67 marcy playgroumd Sex and Candy
68 TOM PETTY Free Fallin
69 sort CELL Tainted Love/Where Did Our.
70 SHERYL CROW If It Makes You Happy 71 alamis mbrissette You Oughta Know 72 BILLY YOOL Mony Mony
73 GIN BLossoms Follow You Down 74 green day when 1 Come Around 75 human league Don't You Want Me 76 InXS Need You Tonight
7 hodite a the blowfish Let her Cry 78 collective soul the World I Know 79 U2 With Or Without You

80 Jewel You Were Meant For Me
81 matalie merchant Carnival
82 shamia twan That Don't Impress Me Much
83 PHIL COLLINS In The Air Tonight
\& SARAH MCLACHLAN Building A Mystery
85 Shanla Twan you're Still The One
86 PaETENDERS Brass In Pocket
87 DOMNA LEWIS I Love You Always Forever 88 TOAD THE WET SPROCKET All I Want

89 PRIMCE When Doves Cry
$\mathbf{9 0}$ R.E.M. The One I Love
91 DIONNE FARRIS I Know
92 dISHwalla Counting Blue Cars
93 tracy chapman Fast Car
94 hootie \& the blowfish hold My Hand
95 third eye blind How's It Going To Be
96 JESUS JONES Right Here, Right Now
97 pat bematar hit Me With Your Best Shot 98 h00tie 8 The blowfish Time

99 matchiox twenty Push
100 BLIMD MELON No Rain
FIND COMPLETE PLAYLISTS FOR ALL HOT AC REPORTERS ON R\&R ONLINE MUSIC TRACKING


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# 'Format Flight' Or Brain Drain? 

## Consolidation is thinning radio's ranks, but what does that mean for the future?

t's said that the only constant is change. Everything changes, everything passes. The Book of Ecclesiastes - Bob Dylan's source for the lyrics of "Tum! Turn! Tum!'- reminds us that to every season there is a purpose unto Heaven. As more radio positions become consolidated, a more familiar refrain these days is, "It is what it is."

The Vision Thing
The subject of this column isn't how to adapt to radio's new busipess model or even the ramifications of brain drain on Smooth Jazz - although Smooth Jazz's future is under threat as increasing numbers of its best players depart the format's ranks. No, this column focuses on a wider problem: radio's future viability as so many talented. effective professionals leave the medium altogether for one reason or another. Many are victims of consolidation; others are simply too dispirited to continue.
This week we open a discussion about the possible long-term consequences - for radio and for our culture - of cost-cutting measures that support stock prices and satisfy lenders and shareholders.
One industry took its eye off the ball and ultimately paid dearly with a devastating loss of market share: After U.S. auto manufacturers ignored W. Edwards Deming's innovation - the concept of quality control - Deming presented his idea to Japanese car makers. who not only got it, they kicked Detroit's butt with it.
Another example: Simultaneous with America becoming the world's only superpower and a global model of prosperity. our public schools produced students whose basic educational skills lagged far behind those of students of many other nations. There's reason for concern for the future if tomorrow's leaders don't know the difference between the Civil War and the one
in Vietnam or can't locate Poland or Wyoming on a map.

## One Reason Or Another

Personnel turnover is a natural, routine process in business. Given more than a decade of perspective, it's now possible to put some Smooth Jazz turnovers into historical context. For example, in spite of their early successes in Smooth Jazz, pioneers such as John Sebastian and Bob Linden moved on to other endeavors when, rightly or wrongly, their visions of the format fell from favor.

Format flips siphoned Smooth Jazz comrades, such as KBLX/San Francisco PD Kevin Brown and MD Ron Cadet and KHIH/Denver PD Becky Taylor (who now voicetracks for numerous Clear Channel SJ stations). Like Taylor, some eventually made their way back to Smooth Jazz: WNUA/Chicago Asst. PD/MD Carl Anderson, KSSJ/Sacramento Station Mgr./PD Lee Hansen and WJZV/Richmond PD Tommy Fleming immediately come to mind.
Other Smooth Jazz veterans experienced a change of heart and accepled opportunities to work in other formats. Former KKSF/San Francisco MD Dore Steinberg now pursues his love of eclectic, progressive music with his show Tangents on noncommercial KCSM/San Francisco. Shirley Maldonado - with programming credentials that include WQCD/New York, WLVE/ Miami and WSJZ/Boston - turned to Triple A as PD of Greater Media's WBOS/Boston until her recent exit.

> "Is what's happening not the canary in the coal mine? Not only have stations in every format been gutted of talent and management, butt also of their spirit and morale - all in the name of fetump on investment for shareholders.".

Understandably, many Smooth Jazzers were lured by the adventure and freedom offered by new technologies. Format veteran Rob Moore crafted one of the Internet's most-lis-tened-to stations, Netradio.com's Smooth Jazz channel. Twice voted R\&R's Smooth Jazz MD of the Year, Blake Lawrence resigned from KKSF/San Francisco, and he's now programming Dance for XM Satellite Radio. Format pioneer Russ Davis also joined XM recently as a Jazz PD. Longtime WLOQ/Orlando PD Steve Huntington split to program Jimmy Buffet's Internet station, radiomargaritaville.com.
Former KOAI (The Oasis)/Dallas MD Teresa Kincaid is Jazz Format Manager at Sirius Satellite Radio. Longtime KIFM/San Diego PD, ther OpTiMum Consulting VP/ Prog., Bob O'Connor remains involved on the Internet and jazz record label side of Smooth Jazz through Norman Lear's Act III Entertainment and Concord Records. Steve Stiles loved being Asst. PD/ MD of WNUA, and he loved the guys he worked for: PD Bob Kaake and VP/GM Ralph Sherman. But he seized the opportunity to program XM's Contemporary Jazz channel.
We've also lost VP/GMs, like Sherman, to consolidation. Clear Channel's San Francisco Market VP/GM Doug Sterne, WIOQ \& WLCE/Philadelphia VP/GM Sil Scaglione (now VP/GM of Infinity's WOGL AM \& FM/Philadelphia), WVMV/Detroit's Ozzie Sattler and others resigned.

## Brain Drain

In Smooih Jazz, we've still got remarkable PDs - the Brodies, the Goldsteins and the rest. But the loss of Nick Francis, Mike Fischer and Steve Williams from the ranks among the format's best and brightest - represents undeniable brain drain.
Francis' syndicated Quier Music program has grown to 14 affiliates. He's consulted sonicbox.com, and under his guidance KBZN/Salt


After Warner Bros. artists Joshua Redman played a live set at an L.A.area Borders Books \& Music, the labe's Chris Jonz ( $r$ ) hosted a luncheon in Redman's honor at Beverly Hills' Earth Restaurant. Earth's owner (and Redman fan) Frank Ashley ( 1 ) oversaw a beautiful repast for (l-r) Act III Entertainment's Bob OConnor, Redman, KLON/Long Beach, CA host Leroy Downs, Carol Archer and KJAZ/Los Angeles PD Lawrence Tanter.

Lake City gained a full share $12+$ in the winter book. Whatever is next for Nick is likely to be extraordinary, and it may well be in Smooth Jazz. One can only hope.

Fischer left Smooth Jazz for the larger world, in which he's applying his experience to new endeavors - first forming Four Eyes Digital with Chris Hensley, then adding VP/Content duties at Full Audio. Fisher's loving life - how cool! but he's not living it in Smooth Jazz anymore.
The esteem in which I hold Steve Williams is common knowledge. I appreciate the symmetry of his newest opportunity, programming a hugely successful heritage Urban AC station, WDAS/Philadelphia, in the nation's No. 4 market (Steve's pregnant daughter lives in Philly too), and the opportunity he has to apply his vast programming skill and sensitivity to music to a new metier. Steve's a seeker who'll never stop learning or growing, so while his move is good news about a friend, it's sad news for Smooth Jazz.

But the larger, more pressing concern than Smooth Jazz gradually losing its best and brightest is that, in all formats, that sucking sound you hear is brain drain. It's not just Francis, Fischer and Williams; it's WLTW/New York GM Rona Landy. WUSL/Philadelphia OM/PD Helen Little (now GM of RuffNation Records), WTJM/New York PD Joel Salkowitz, KKBT/Los Angeles GM Craig Wilbraham and WLIT/ Chicago PD Mark Edwards, not to mention Steve Rivers or David Lebow.

Where will radio find highly productive, imaginative programmers in the future? And what about talent? What kid will aspire to become
a jock when both financial incentives and job security based on an ability to produce great ratings have vanished?

## Additional Perspective

For additional perspective, 1 turned to one of radio's most respected figures, who agreed to comment on the subject of brain drain on condition of anonymity. "Is what's happening not the canary in the coal mine?" this person asked. "Not only have stations in every format been gutted of talent and management, but also of their spirit and morale - all in the name of return on inyestment for shareholders. 1 could be wrong, but don't the airwaves belong to the public?
"What appears so foolish and hypocritical now is how some of radio's most prominent so-called leaders seem to be adrift, saying one thing one month and something else the next. They say it's about 'the people.' but what they mean is it's about their people. They have been hungry for power and money for so long that they have disregarded decency and their moral obligation to serve the public, a vastly larger constituency than their stockholders.
"Major companies undergoing brain drain jeopardize their futures. which leaves radio at this particular moment in time highly vulnerable. It's not for naught that radio listening has gone down 15\% in the past five years. People with proven track records for winning - who have spun straw into gold! - are being shamelessly discarded. As it does in every other industry, success in radio begins with the quality and uniqueness of the product, not with turning it into the United States of Generica."

| U | Antist TIIE LSEL(S) | Trus | nidivs | -manssous |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (1) | JEFF LORBER Snakebite (Samson/Gold Circta) | 826 | +13 | 108281 | 15 | 39/0 |
| 2 | RICX BRAUW Kisses in The Rain (Wamer Bros.) | 795 | +5 | 124377 | 16 | 38/0 |
| 3 | CHUCK LOEB North, South, East And Wes (Shanachie) | 764 | +51 | 106095 | 12 | 4011 |
| $3 \quad 4$ | RIPPINGTONS Caribbean Breeze (PeakConcord) | 742 | -31 | 92720 | 18 | 39\% |
| - | michael lingTon Sunset (SamsongGold Circle) | 694 | +42 | 80925 | 11 | 370 |
| $6 \quad 6$ | DAVE KOZ Love is On The Way (Capitol) | 529 | .76 | 58363 | 22 | 27/0 |
| - | HIL ST. SOUL Until You Come Back To Me (Dome/Select-O-Hits) | 499 | +17 | 54329 | 6 | 36/2 |
| - | FREDDIE RAVEL Sunny Side Up (GRPNMG) | 494 | +38 | 65825 | 12 | 36/0 |
| (9) | WAYMaN TISDALE Can't Hide Love (Attantic) | 461 | +1 | 80968 | 9 | 33/0 |
| Sranker (1) | brian culbertsow get it On (Atantic) | 407 | +32 | 54786 | 1 | 35/1 |
| (1) | ERIC CLAPTOW Reptile (DuckReprise) | 396 | +23 | 54974 | 6 | 33/1 |
| (1) | SADE King Of Sorrow (Epic) | 373 | +32 | 42700 | 4 | 325 |
| ${ }^{13}$ | MARC ANTOINE Mas Que Nada (GRPMMG) | 350 | +67 | 40364 | 2 | 33/2 |
| (1) | MICHAEL MCDOMALD Open The Door (Ramp) | 339 | +1 | 25556 | 13 | 25/1 |
| $16 \quad 15$ | JEFF KASHIWA Around The World (Native Language) | 336 | -3 | 30585 | 7 | 31/1 |
| (1) | LUTHER VANDROSS Take You Out (J) | 327 | +119 | 42500 | 2 | 27/5 |
| $13-17$ | COUNT BASIC Wes Who? (Instinct) | 321 | . 39 | 22248 | 14 | 270 |
| (13) | PIECES OF A DREAM R U Ready (Heads Up) | 311 | +16 | 51267 | 8 | 28/0 |
| (1) | CHARLIE WILSON Without You (Major Hits) | 310 | +1 | 30135 | 8 | 220 |
| 120 | KIM WATERS In The Groove (Shanachie) | 281 | -88 | 33935 | 24 | 22,0 |
| $18 \quad 2$ | YULARA Flyin' High (Higher Octave) | 277. | -53 | 37234 | 19 | 28/0 |
|  | WALTER BEASLEY Tantam (Shanachie) | 275 | -2 | 34907 | 3 | 26/1 |
| (3) | GERALD ALBRIGHT Winelight (O/Atantic) | 268 | 0 | 14612 | 5 | 26/3 |
| Debut) (2) | LEE RITENOUR F/DAVE GRUSIN Get Up Stand Up (GRPNMG) | 248 | +233 | 51195 | 1 | 31/7 |
| (23) | DAVID MANN Stone Groove ( $N$-Coded) | 244 | +3 | 37267 | 3 | 25/2 |
| ${ }^{24} 2$ | KEN NAVARRO Delicioso (Positive) | 244 | -5 | 25731 | 12 | 23/7 |
| \% ${ }^{2}$ | BONEY JAMES \& RICX BRAUN Shake It Up (Warner Bros.) | 235 | -4 | 28432 | 7 | 22M |
| ${ }^{27}$ | FOUR 80 EAST Bumper To Bumper (Higher Octave) | 213 | -17 | 18303 | 7 | 18/0 |
| (2) | DOWN TO THE BONE Righteous Reeds (Internal Bass/(Q/Atlantic) | 201 | +7 | 25743 | 2 | 21/3 |
| (Debut) (10 | JEFF GOLUB Dangerous Curves (GRPNMG) | 179 | +19 | 30042 | 1 | 18/2 |

41 Smooth Jazz reporters. Songs ranked by total plays for the airplay week of Sunday $5 / 13$-Saturday $5 / 19$. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in lotal plays, the song being played on more stations is placed first. Breaker stalus is assigned to songs reaching 400 plays or more for the first time. Songs betow No. 20 are moved to recurrent atter 20 weeks. Gross impressions equals Average Quarter Hour Persons times mumber of plays (times 100). Average Quarter Hour Persons used herein with permission from The Arbitron Company (Copyright 2001, The Arbitron Company). © 2001, R\&R Inc.

## Now \& Activo

EUGE GROOVE Sneak A Peek (Warner Bros.)
Total Plays: 163, Total Stations: 22. Adds: 6
PATII AUSTIN Love's Been Kind To Me Latety (QwestwB) Total Plays: 157, Total Stations: 13, Adds: 1
Chris camozzi Curves (Samson/Gold Circla)
Total Plays: 123, Total Stations: 12, Adds: 0
SPYRO GYRA Open Door (Heads Up)
Total Plays: 116. Total Strtions: 14, Adds: 2
fatrourger Evil Ways (Shanachie)
Total Plays: 108, Total Stations: 12, Adds: 3
al Jarmeau it's How You Say it (GRPNMG)
Total Plays: 102. Total Stations: 13, Adds: 3

DAVE KOZ The Bright Side (Capitol)
Total Plays: 92, Total Stations: 9, Adds: 5
sTEVE COLE From The Start (Atlantic)
Total Plays: 89, Total Stations: 9, Adds: 2
ENYA Onty Time (Reprise)
Total Plays: 88. Total Stations: 7. Adds: 0
WARREW HILL Love Life (Narada) Total Plays: 86. Total Stations: 9, Adds: 0

Breakers.
Briny culpertsom
Get it On (Atlantic) TOTAL PLAYSMCREASE TOTAL STATIOWSADOS 407/32 35/1



 whighted cher mperst on RAR OMLINE MUSIC TRACKING.

lioith (rin) Arrlivi

JTeff Lorber's "Snakebite" (Samson/Gold Circle) defends No. I for the second conseculive week. Our top II. in fact, remain somewhat static again this week, although Chuck Loeb's "North, South..." (Shanachic), at $3^{*}$ with an increase of 51 plays, followed by Michael Lington's "Sunset" (Samson/Gold Circle) at S* and +42 plays (that's wo top-five (racks for Samson), appear in the best positions to overcome Lorber's dominance in coming weeks.

Luther Vandross" "Take You Out" (J) makes a breathaking leap 28-16* with five new adds - KWJZ/Seatle, WJZV/Richmond and KJCD/Denver among them - and an increase of 119 plays, for second Mosi increased. Rotations are now generally medium, with a spike to 27 plays on WSJZ/New Orleans.

With more than $75 \%$ of the panel giving
airplay to Rttenour ©/Grusin's "Get Up SLand Up" (GRP/VMG), the track burst onto the chart to debut at 24*. This smash is No. I Most Added with seven new adds. including KOAI/Dallas, WSSM/ St. Louis and WLOQ/Orlando. and it's No. I Most Increased with a staggering $\mathbf{+ 2 3 3}$ plays to its credit Home run!

Jlmmy Sommers' Higher Octave debut takes this budding saxophone star to a higher nusical level altogether. Sommers' CD title track, "360 Groove." is tied for second Moss Added, with KIFM/San Diego. KJCD and WSJZ, among oth ers. joining KTWV (The Wave)/Los Angeles, which led the way last week.

Tied with Sommers, Euge Groove's "Sneak a Peek" (Warner Bros.) also earns six new adds including WSJT/Tampa and WLOQ. The track is gaining notable rotation increases on key stations. At The Wave, Euge is getting 18 plays. and he moved from add to 10 on WJZW/Washington and add to eight on both WLVF/Miami and KCIY, The song received eleven plays at WNWV/Cleveland and eight on WQCD/New York.

1 love Eva Cassidy's "Over the Rainhow" (Blix St.). From my first listen. 1 felt a frisson of pleasure that I can only equate to the joy of find ing a packet of letters writuen by a loved one long ago lost to this world. Magnificen!

1

## Marc Antoine

Cruisin'
GRPNMG


If you're a smooth jazz programmer and Marc Aatoine's "Mas Que Nada" isn't on your lips, it should be. The Brazilian classic is the newest contribution from the gitted GRP guitarist with gypsy blood and a flair for acid jazn. The track was Most Added last week. Produced by Paul Brown, this track is the kind of instrumental that I would hear in Brazil on the radio during my year of study there in 1998 - something that people who grew up with samba, bossa nova and the modern stylings of composer Jorge Ben would embrace. The opening track and first radio single from Antoine's Cruisin' boasts a bright but balanced mix that frames Antoine's signature staccato melodies and rich gypsy tone with eloquent
 cosmopolitan style. Texture changes give breadth and excitement to

- the arrangement, a brilliant dialogue that features piano, keyboards and bass sharing duties I on the low end, bubbling percussion and cymbal work that drive the Latin backbeat, and the easy Brazilian vocals that made the track a classic back in the ' 60 s. The breathtaking "Indian Summer," produced by Philippe Saisse, takes another seductive Brazilian melody and makes it shine with a modern, atmospheric groove. Tommy Lipuma produced the rest of the album, I which summons a tremendous sense of forward motion throughout. Like a rose, each song slowly unravels its colorful drama with passion and inspired architecture. Subtle sonic experimentations, while hardly straying from the typical smooth jazz palette, also give certain cuts a satistying lean forward.
- Peter Petra

Netradio.com's Smooth Jazz channet is among the most-lis-tenod-to intemot radio stations; in fact, it was No. 1 in intemet Instening in January 2001. tts prograntmer, hoh moone, is a progressive rat's exclusive ennometien for wiw nusic music pioneer who has made his Impact fotl over the years in a variety of radio settings - most notably at KCFE (The Caft)Mimmapolls and Smooth Jazz KMUZMinneapolis, which later filpped and left that chly without Smooth Jazz radio. Meere is admired both for his good ear and his commitment to exploring this genre's musical odges. Here, Moore waxes philosophical.

Edgar Allan Poe once surveyed the literary landscape of his day and commented, "It is remarkable for nothing, except for the markedness by which it is remarkable for nothing." One need not go out on a limb to make the same claim of radio today in general, and perhaps even Smooth Jazz in particular. I would ask PDs the last time they programmed something they consider "remarkable." I'm afraid Smooth Jazz continues its sfow, mundane musical march toward predictabllity; I think even the artists know this. That's why, when icons of the format put out a release that lands outside the incredible shrinking Smooth Jazz
 and look for ways to

Rob Moors play some of their music. Bob James' duets with Kelko Matsul on Dancing on the Water are perfect examples, along with his duves with loe Sample. Larry Cariton is turvin Mertis Joined by Steve
 unusual cfforts remind me of Ramsey Lewis' recemt

 Givoin cilmate mech two tivo Oeim Froer, ad




## Stations and their adds listed alphabotically by markot

| WZWR/NMany, MY <br> PO: Patrick Ryan 6 ome rooz amer <br> 3 mir somers thoom: <br> 1 mesa frwin shat | KOAMOAllas-fi. Worth, TX PD: Maxine Todd APD/MD: Brel Michael artemana ferk sin stano OHCN Lase Wort | KTWVLLes Ampeles, CA PO: Cinris Brodie APD/MD: Ralph Stewan Ho Alas | WICDANortom, va PO: Jay Lang MD: Larry Hollowell down to me soie raplion $N$ HaReN Sor graw hactow Tim | KJZS/Reno, WI <br> PD: Jay Davis <br> MD: Lomann Travers Euce groove pur LUS VILEGAS Regna | rugQ/Santa Bartan, CA PO: Wark De Anda APD/MD: Strve Bauer OAVIO MWN Sione | wss//ampa, FL P0: Ross Block MD: Kathy Cunis DOWN TO THE BOWE Ragtmous EUCE GROOVE Pew |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| KROS/ALmquerque, MM <br> PO: Paul Lavois <br> MD: Jefl Young <br> 5 mane Mcoowio orom ame koz zentr <br>  | K.CD/Denwer-soukder, CO <br> PD: John St. John <br> MD: Marty Leaz <br> 13 LUTKER VAMDROSS THE <br> - Lave koz tigik. | WLVEMiami, FL PD: Rich Mcmilian GFRMD MERIGHT WHADIC <br> WJZZMinwartes, WI OM/PD/ND: Ctris Moreau | Whoornanyo, FL <br> PD: Dave Kosh <br> MD: Patricia James <br>  spmo orra Euct croont rum | WIZV/Richmom, VA <br> OM/PO: Tommy Fleming Luther vansposs "tion SPPROGYRA ${ }^{\text {Opmin}}$ | MazY/Sama Rose, ca PO: Gordon Z1ot APD/MD: Rob Singleton 2 sant samom | WJZW/Wastimetion, DC PD/ND: Kenay Kiny 10 mac mione ys' |
| Kinw Ametornge, AX | WMav/Datrel, mh | sant somor |  | $\underset{\text { Ho }}{\text { KStas }}$. | KWJZSeatie-Tceoma, WA | KWSUNTichtits, KS PD: Ron Allen |
| PO: Dallas Scoth <br> MO: Joaniter Summers Dmommer stime | PO: Tom Siecker MD: Sandy Kovach <br>  $\qquad$ | rsermatssion Vicjo, CA OMMPD: Terry What mD: Logan Parria th stol um | wdplpeoria, 1 L <br> PD/MD: Rick Hirachmann <br> Mondos | WSsMass. Lowis, mo PD: Mite Whtermana sane somorr | PD: Carol Handley MD: Dianas Rose LUMEA VMorosos 7 Tem mecmiome This | MD: Patrick Murphy suot sanom curaitid Sor HITEAS Down |
| wnuactuleapo, R PO: Bob Kaske APD/MD: Cart Anderson owe koz tandr | KEZLFresno, CA PO/MD: J. Weidenhaimer artemur fecusm semá <br> WYIZAndianapoisa, M | KRVRMMotesto, CA <br> PD: Jim Bryan <br> MD: Dow Wuif euac choon tim | WIL2PMulatotphia, PA <br> OM: Anae Gress <br> PD: Michael Tazzi <br> MD: dee Proke <br> STVE COE Sowr | ERCTMAPIOR THP 000 Thindrou" <br> KREMSEM Lata City, UT POMDD: Rot Riesen STEME COLE SEAT | WEDM:Spimpfitita, Ma <br> PD: Ben Casey <br> MD: Darral Cutring mans someras crion anarm | JRM/ Lomes MACMMational <br> PD: Stove Hillard <br> MD: Cheri Maraquar <br> 10 Owe kaz Eith <br> 1 LUTER MHONOSS Time Jumy Somivers Groont WATER BEASLYY Tremi |
| wawn/Cievelame. OH PO/MD: Eerale Kimble nu watrers dimm" | POMD: Carl Fry <br>  |  | KYOT/PMeonix, AZ PD: Shaya Holly | crimach tre |  |  |
| WJZMColumburs, OH OM/PD/MD: BIII Harman APD: Gary Wolter | KCTYMameses City, MO <br> PO: Steve Wiersman <br>  | WACD/Wow York, WY Om. John Mullea PD/MD: Charley Comnolly Nonds | APO/MD: Gres Morgan 6 mitrour strause semp <br>  | PO: Mike Vasamez APD/MD: Kally Cole manmamer Tor | 41 Totel Rep 41 Current | ors |
| patil Mesim lome: Baw वusertson cor cuat cracot pum ef golus dampors Jof Mcosilot Tes. | WSMa/knaxville. TTM PO/MD: Tom Miller Eluag choon pumi | WSIZMem Orteans, LA OMMPDMD: Mart Edwarts Downtone EOE haman minsometas cimon | KKIZPPertsom, OR PD: Cints miller MD: David Shuil no mass | KXSF/Sen Framelseo, CA PD: Pani Geldsteln MD: Laurie Colth no nate | 41 Current P |  |

## Most Played Recurronts

RICHARD ELLIOT Who? (Blue Note)
KIRK WHALUM Now Til Forever(Wamer Bros.)
BOMA FIDE X-Ray Hip(N-Coded)
CHIELI MINUCCI My Girl Sunday(Shanachie)
GEORGE BENSOW Medicine Man(GRPNMG)

## SADE By Your Side(Epic)

JEFF MASHITA Hyde Park ("Ah, Oooh" Song) (Native Language)
WhLTER BEASLEY Comin' At Cha(Shanachie)
STEVE COLE Got It Goin' On(Atlantic)
GROVER WASHIMGTON HR. Chameleon(Telarc)
JEFF GOLUB F/PETER WHITE No Two Ways About It(GRPMMG)
VARIOUS ARTISTS Manenberg(Heads Up)
michael mcoomald The Meaning Of Love(Ramp)
CRNG CHAOUIICO Cafe Camival(Higher Octave)
BONEY JMES \& RICK BRAUN Grazin' In The Grass(Wamer Bros.)
DAVE KOZ Can't Let You Go (The Sha...) (Capitol)
JOE mCBRide Texas Rhythm Club(Heads Up)
RICHARD ELLIOT Moomba(Blue Note)
DOWH TO THE BONE The Zodiac(Intemal Bass)
LARRY CARLTOM Fingerprints(Wamer Bros.)

## smooth jazz Coing for Adds

ED CALLE Smood Dude (Concord)
$5 / 2901$
KIM WATERS Until Dawn (Shanachie)
PATRICX Lamb too Hot (Lucky)
Register now for Music Meeting, the industry's No. 1 online destination for new music: www.rronllne.com
,uese LuESUCNS

## National Programming

Art Cood's Jamitrax

## Uniea Stanmas 212-602-1111

Action Figure Party
Spyro Gyra
Dave Koz (from To Grover...)
Luis Villegas
Marcus Miller


## Metradio.com

Rop Meeme 852-259-6734

| Spyro Gyra | Open |
| :--- | :--- |
| Larry Carton \& Steve Lukather | Room 335 |
| Jack dazu0 | JJake's Tune |

Dave thar Radio Shom
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Added This Week
Where's The Moment After Hours In The Name Of Love Nueva Vida Power

## Smooth Jazz Playlists

FINO COMPLETE PLAYLISTS FOR ALL SMOOTH JAZZ REPORTERS ON R\&R ONLINE MUSIC TRACKING

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## CYNDEE MAXWELL <br> moxQrronline.com

# Did The Winter Book Such? 

$\square$ Live by the book, die by the book

$N$ow that the final Arbitron markets have been processed for the winter 2001 ratings period, it's time to present the results. My thanks to R\&R's Katy Stephan, who pitched in to help by compiling this data on Maximiser '99. Ratings are for Monday-Sunday, Gam-midnight, and stations are listed by market size.

The table in the upper right shows the ranker percentages for each side of the format. The biggest sting was that not even one Active Rock station ranked No. I in the 12+ demo. although KATT/Oklahoma City did nail that position on the Rock side.
At Active, KISS/San Antonio and KILO/ Colorado Springs grabbed the No. 2 spot

12+, while KQRC/Kansas City and KRAB/ Bakersfield earned No. 3 finishes. Several more stations took No. 2 at Rock: WDVE/ Pittsburgh, WEBN/Cincinnati, WHJY/ Providence, KMOD/Tulsa, KZRR/Albuquerque and WKQZ/Saginaw, MI. Two stations held at No. 3: KLBJ/Austin and KLAQ/El Paso.

| Active fiock |  |  |  |
| :---: | :---: | :---: | :---: |
| 4 araman | 12+ AOH stimo (mank) | move now | mesestacy |
| 5 WYSP/Philedelphia | 4.3 (6t) 291 | 12.7 (1) | 7.8 (1) |
| 6 KEGLDalles | 3.4 (11t) 203 | 8.6 (2) | 5.0 (5t) |
| 7 WRIF/Detrolt | 4.9 (5t) 297 | 13.21 | 10.3 ( |
| 8 WAAF/Boston | 2.6 (15) 144 | 10.5 ( | 6.91 |
| 12 WZTAMMiami | 3.3 (12t) 182 | 11.71 | 6.71 |
| 15 KUPD/Phoenix | 4.4 (8) 164 | 13.4 | 9.6 (1) |
| 16 KIOZSen Dlego | 4.0 (9t) 132 | 10.1 | 5.7 (3) |
| 17 KXXR/Minnespolis | 4.9 (7) 176 | 16.4 | 5.9 (4) |
| 20 WIYY/Baltimore | 3.2 (10) 107 | 7.9 (3) | 6.3 (4) |
| 21 WXTB/Tampa | 3.7 (10) 120 | 16.5 ( 1 | 7.6 (2) |
| 23 KBPIDenver | 3.8 (9) 107 | 13.2 | 4.8 (7) |
| 25 KUFOPPortiand, OR | 4.6 (9) 110 | 15.9 | 7.6 (2) |
| 27 KRXO/Sacramento | 4.4 (5) 95 | 12.2 | 8.2 (3) |
| 30 KORC/Kansas Clty | 6.2 (3) 130 | 19.6 | 9.1 (1) |
| 31 WLZRMMiwaukee | 4.6 (9) 100 | 11.8 (1) | 8.9 (3) |
| 32 KISS/San Antonio | 7.3 (2) 155 | 21.31 | 10.2 (2) |
| 34 WAZU/Columbus, OH | 1.8 (16t) 32 | 6.0 (5) | 2.4 (14t) |
| 34 WBZX/Columbus, OH | 5.1 (7) 90 | 15.6 (1) | 7.6 (2) |
| 37 WXRC/Charlotte* | 2.7 (13t) 46 | 6.9 (4t) | 4.9 (7) |
| 38 WNOR/Norfolk | 6.0 (4) 113 | 15.5 (1) | 10.8 (1) |
| 41 WJRR/Orlando | 4.8 (7t) 84 | 16.4 (1) | 6.8 (2) |
| 44 WNPLNashville | 1.5 (17) 21 | 5.9 (5t) | 3.0 (12t) |
| 45 WMFS/Memphis | 2.6 (16) 39 | 9.0 (5) | 5.1 (7t) |
| 46 WCCC/Hartford | 4.8 (7) 72 | 19.0 (1) | 8.7 (2) |
| 53 WNVE/Rochester, NY | 3.2 (9) 43 | 8.4 (4t) | 5.6 (6t) |
| 57 WRLR/Birmingham | 2.4 (15) 29 | 10.8 (2) | 2.9 (13) |
| 60 WTPT/Greenville, SC | 4.3 (8) 45 | 13.0 (1) | 6.5 (5) |
| 64 KRTQ/Tulsa | 3.1 (15) 31 | 10.5 (3) | 3.8 (10t) |
| 66 WKLCMrand Raplds | 5.4 (8) 48 | 19.0 | 4.6 (6t) |
| 67 KRZRFFreeno | 4.0 (7) 38 | 11.1 | 6.9 (2) |
| 68 WBSXNWlkes Barre | 3.2 (10t) 32 | 12.9 (3) | 5.2 (5t) |
| 75 KROC1Omaha | 3.0 (11) 23 | 9.2 (3t) | 4.0 (9t) |
| 79 WOXAM | 5.3 (5) 44 | 20.0 ( | 7.6 (5) |
| 81 WRWKToledo | 2.4 (12) 17 | 9.6 (3) | 2.8 (11t) |
| 86 KICTMWlchita | 5.3 (8) 35 | 17.4 | 8.1 (2t) |
| 91 KRABBakerefleld | 6.6 (3) 38 | 15.1 | 7.6 (2) |
| 92 KAZRDDes molne | 5.4 (7) 32 | 14.6 (2) | 6.6 (4t) |
| 94 KHTCSpokent | 6.4 (6) 40 | 20.2 | 7.8 (2) |
| \% KLLOColorado Epploge | 7.3 (2) 45 | 23.6 | 9.1 |
| 117 WJXCL Leneing, mim | 7.9 (5) 41 | 21.4 | 10.8 (3) |
| 122 WdlOMedison, Wh | 4.4 (9) 21 | 12.8 (2) | 5.5 (8) |

- WXRC changed formet to Clacie Pock eatior tis menth.

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Q2001 Atition. May not be quoud or aproctroed without potor wimen permineion from Athion.

## Active Rock Ys. Rock

Aside from the 12+ numbers, the most important dernos are the mate came. The percentage of stations renking in the top three positions here was on par whth previous books. With that in mind, thio winter 2001 book was not so bad.

Active Rock

|  | 12. | man 1094 | Hen 2504 |
| :---: | :---: | :---: | :---: |
| No. 1 | 0\% | No. 1 66\% | No. 1 20\% |
| No. 2 | 5\% | No. 2 10\% | No. 2 24\% |
| No. 3 | 5\% | No. 3 12\% | No. 3 10\% |
|  |  | Roets |  |
| 120 |  | man rase | Men 380 |
| No. 1 | 3\% | No. 1 44\% | Na. 1 50\% |
| Nal 2 | 18\% | No. 2 21\% | No. 2 9\% |
| Na 3 | 6\% | No. 3 21\% | No. 3 15\% |


| Rock |  |  |  |
| :---: | :---: | :---: | :---: |
| mat Canchy | 12+ AOH Shere (Ramk) MOH Pursons (in Coll) | MISESAOH Shere (Remk) | messi now Shere (Ramk) |
| 4 KFJO a KSJOrSan Francisco | 1.8(23) 143 | 5.7 (5) | 3.5 (10t) |
| 5 WhaMR/Philadelphia | 3.3 (11t) 219 | 7.6 (3) | 6.1 (4t) |
| 10 KLOLHouston | 3.4 (10) 193 | 8.8 (2) | 6.4 (3) |
| 11 WKLS/Atianta | 4.2 (8) 211 | 9.3 (3) | 8.1 (3) |
| 14 KiSW/Seattie* | 2.1 (21) 85 | 6.6 (3) | 3.5 (12) |
| 15 KDKB/Phoenlx | 4.1 (9) 150 | 6.2 (3) | 9.6 (1) |
| 18 WBAB/Nassau-Suffork | 3.4 (9) 124 | 6.6 (4) | 5.8 (3t) |
| 22 WOVE/Pitteburgh | 7.8 (2) 241 | 20.2 ( | 18.8 ¢ |
| 28 WEBNCincinnati | 7.3 (2) 168 | 21.7 ( | 13.8 (1) |
| 29 KCAL/Riverside | 3.3 (7) 74 | 6.7 (2) | 5.0 (4) |
| 31 WLUMMMiwaukee | 2.1 (16) 47 | 7.0 (4t) | 3.9 (8) |
| 35 WHJY/Providence | 7.8 (2) 160 | 17.8 (1) | 15.3 (1) |
| 36 KBER/Satt Lake City | 3.4 (13) 55 | 9.1 (3) | 5.3 (4t) |
| 39 KOMP/Les Vegas | 4.2 (11t) 81 | 8.9 (3) | 8.51 |
| 47 KLBUAustin | 6.0 (3) 83 | 4.8 (4) | 7.7 (1) |
| 48 WBBERRalatgh | 4.3 (9) 57 | 11.2 (2) | 7.0 (2t) |
| 54 WTFX/Loubsville | 4.9 (5) 61 | 18.5 (1) | 8.2 (3) |
| 55 RATT/Oklahoma City | 7.9 (1) 97 | 23.1 (1) | 13.2 (2) |
| 56 WTUE/Dayton | 5.3 (5) 63 | 12.0 (2) | 11.4 (2) |
| 58 WRXLRIchmond | 2.9 (11) 35 | 8.3 (3) | 5.2 (6) |
| 61 WPYX/Albary | 6.7 (4) 72 | 14.5 (1) | 15.5 (1) |
| 62 KLPX/Tucson** | 5.4 (4) 58 | 11.2 (2t) | 10.4 ( |
| 64 KMOD/Tulsa | 7.4 (2) 74 | 14.5 ( 1 | 17.0 (1) |
| 68 WXBE \& WXARNIIkes Barre | 3.5 (9) 35 | 13.7 (2) | 7.2 (3) |
| 69 WZZO/Allentown | 8.5 (4t) 79 | 26.51 | 16.9 ( |
| 73 KLACVEI Paso | 9.5 (3) 89 | 19.91 | 12.21 |
| 74 KZRR/Albuquerque | 8.2 (2) 72 | 21.41 | 15.4 (1) |
| 75 KEZO/Omaha | 5.9 (6t) 45 | 11.71 | 12.09 |
| 78 WAOXSyracuse | 6.6 (4) 52 | 15.8 (2) | 13.8 ( |
| 81 WIOT/Toledo | 5.4 (6) 38 | 13.5 (1) | 13.2 (1) |
| 86 WVBB/Charleston, SC | 2.9 (16) 20 | 4.1 (7) | 5.7 (4t) |
| 121 WSTZJackson, MS | 6.5 (4) 35 | 18.4 (1) | 13.8 (1) |
| 127 WKOZSSaginaw, MI | 9.6 (2) 48 | 26.4 (1) | 16.8 (1) |
| 134 KTUX/Shreveport, LA | 4.3 (10) 17 | 13.6 (1) | 6.7 (6) |

*KISW changed format to Classic Rock in March.

* KLPX changed format to Classic Rock in May.
$1=$ tie in rank.
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Saliva took to the studios of woxA/Harrisburg for an interview and acoustic set last week, celebrating a sold-out show with Crazy Town and Stereomud. Getting in the spinit of things were (back, (-r) the band's Wayne Swinny, Dave Novotny, Josey Scott and Paul Crosby; (front, (-r) woxt's Michelle Cruz, PD Clautine DeLorenzo, Jen Shade, Mipsey and MD Mixon (with the tongue): and Sativi's Civis Dabaldo.

## RR convention:2001

## :registration:2001

- information:
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$\therefore$ ONLINE registration at: Www.rronline.com
:- FAX this form to: (310) 203-8450
:- MAIL to:
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1,0100 Santa Monica Blvd., 5th Floor Los Angeles, CA 90067-4004

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OWOLE-ONOROEFOREMAK-4-4004 : $\$ 425 \mathrm{EACH}$
3 OR MORE* MAY 5 - JUNE 8, 2001
:- $\$ 450 \mathrm{EACH}$
SIINGLE MAY 5 - JUNE 8, 2001
EXTRA THURSDAY COCKTAIL TICKETS
:- $\$ 475$ EACHON-SITE REGISTRATION AFTER JUNE 8, 2001 :- $\$ 550$ EACH
- All 3 Attendee Names Must Be Submitted Together vian $O$ mastercard $O$ mex $O$ incover $O$ check $O$
- method of payment:
amoum Enclowad $\qquad$

mailing address:

CANCELLATION POLICY: All cancellations must be submitted in writing. A full refund less a $\$ 75.00$ administrative tee will be issued atter the corvention if notification is received on or before May 4, 2001. Cancellations received between May 5-18, 2001 issued ater the corvention if notification is received on or before May 4, 2001. Cancellations recerved between May 5-18,


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| PLAZA DOUBLE (2 PEOPLE) |
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For Risesmvanions, please cal:
(310) $551-3309$ or 1 (800) WESTIN-1.

Tcll then it's the Radio \& Rocoris Convention.
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S. Crock in tivi is 400 pris chack out ino is 12 noon.


## June 14-16 The Century Plaza Hotel \& Spa Los Angeles, California



## :agenda:2001

8. WEDNESDAY: JUNE 13, 2001
:-12:00-6:00pm
Registration Opens
9. THURSDAY: JUNE 14, 2001
:-9:00-11:00am
LIFEbeat Breakfast
Hosted by Kevin Weatherty
Please call 212-965-8900 for tickets
:- 11:30am-12:30pm
RESEARCH
The Ultimate Record Buyer Study:
R\&R Exclusive Senior Promotion Summit
:- 12:15-1:45ри
Alternative/Active Rock Awards Lunch
:- 12:30-5:30pm
The 17th Annual Music \& Entertainment Industry Golf Classic
Benefiting the T.J. Martell Foundation
Please call 310-358-4970 for tickets
:- 1:30-3:00pm
INTERNET
Using Your Website To Create Listener Loyally
:- 2:00-5:30pm
R\&R/Jacobs Media
Alternative \& Rock Summit
:- 3:30-5:00pm
INTERNET
To Stream Or Not To Stream
:- 6:00-8:00pm
Opening Cocktail Party
:- 8:00-10:00pm
$>$ Club R\&R
Featuring The Guese Who

FRIDAY: JUNE 15, 2001

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:- 9:00-11:00AM GENERAL SESSION
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> Keynote Speaker:
President William Jefferson Clinton Musical Performances by Stewle Nlcks \& Shelby Lynne
> R\&R National Industry Achievement Awards presented by Access Hollywood's Nancy O'Dell and Pat O'Brien
:- concurrent sessions: 11:30AM-1:00pm
$>$ CHR
Larry King Lwol with Rick Dees
>SMOOTH JAZZ
Top Guns: Sharpshooters On The Front Lines
>TRIPLE A
BAMI Let's Klok It Up A Notchl
>AC
One On One With Devid Foster
:- 1:15-2:45pm
Format Award Lunches
>TRIPLE A
$>A C$
>ROCK
:- concurrent sessions: 3:30-5:00pm

## >ALTERNATIVE

The State Of The Format, The State OI The industry
$>$ URBAN
One On One With Reverend Dr. Al Shempton
>ROCKIACTIVE ROCK
Rate-A-Record, Rate-A-Wine
>HOT AC
The Quiet Companies

May 24, 2001



## May 25, 2001

## Now \& Activo

STEVIE NICKS Planets Of The Universe (Reprise) Total Plays: 55, Total Stations. 11, Adds 1
ISLE OF 0 Here And Gone (She's Free) (Universal) Total Plays. 90, Tota Slations: 9. Adds. 0
SKRAPE Isolated (RCA)
Total Plays: 85, Total Sallions 15 , Adds: 1
ERIC GALES Hand Writing On... (Nightbira/MCA) Total Plays. 83. Total Stations. 18, Adds: 6
200 STORY Mantaray (3:33 Universal)
Total Pays: 75, Total Stations: 19 , Ados 6
SPRUNG MONKEY What'S That... (SurfdogRRed Line) Total Pays: 73, Total Stailions 11, Adds 3
FEAR FACTORY Linchpin (Roadrunner)
Total Play: 69 , Tota Stations 9, Adds: 1
PROFESSIONAL... Slow (Geffen/interscope) Tolal Plays: 68, Total Stations: 10, Adds: 1

STATIC-X This Is Not (Warner Bros.) Total Plays: 66 Tota Stations. 10, Adds 1 Offspping Million Miles Away (Columbia) Total Plays: 64, Total Stations: 13, Adds: 3
BIG WRECK Inhale (Allantic) Total Plays: 54, Total Sations 14, Adds: 3 CLUTCH Careful With That Mic.... (Allantic) Total Plays 28. Total Stations: 8. Adds: 4 CALLING Wherever You Will Go (RCA) Total Pays: 2. Total Stations: 14.Adds: 14 TANTRIC Astounded (Maverick) Total Plays: 0. Total Stations: 10. Adds 10 BRND NEW... Reasons... (Music Compary/ElehtratEG) Total Plays: 0, Total Sutanons:9, Ados:9

Songs ranked by total plays

## Most Played Recurrents

PRIMUS W/OZZY N.I.B. (Divine/Priority)
A. LEWIS OF STAIND W/F. DURST Outside(Flawless/Geffen/interscope)

3 DOORS DOWN Kryptonite(RepublicNniversal) IMCUBUS Drive(/mmorta/Epic) metallica I Disappear(Hollywood) CREED Higher(Wind-up)

## LINKIN PARK One Step Closer(Warmer Bros.)

CREED Are You Ready(Wind-up)
CREED With Arms Wide Open(Wind-up)
RED HOT CHILI PEPPERS Otherside(Warmer Bros.)
GODSMACK Voodoo(Republic/Universal)
STONE TEMPLE PILOTS Sour Girl(Atlantic)
metaluca No Leaf Clover(Elektra/EEG) DISTURBED Voices(Giant/Reprise)
A PERFECT CIRCLE Judith(Virgin)
COLLECTIVE SOUL Why Pt. 2(Atlantic)
PAPA ROACH Last Resort(DreamWorks)
RED HOT CHILI PEPPERS Scar Tissue(Wamer Bros.)
FOO FIGHTERS Leam To Fy(Roswell/RCA)
U2 Beautiful Day (Interscope)

## Rock Going For lidets speor

3 DOORS DOWM Be Like That (Republic/Universal) 311 You Wouldn't Believe (Volcano)
FUEL Bad Day (Epic)
L.A. GUNS Man In The Moon (Spittire)
sTIX Criminal Mind (CMC/SRG)
TANTRIC Astounded (Maverick)
THURSDAY Understanding In A Car Crash (Victory)
Register now for Music Meeting, the industry's No. 1 online destination for new music: www.rronlime.cem


WPYX/Albany, NY recently gave away a Harley-Davidson 883 Sportster to the person who could "Kiss the Hog" for the longest time. Winner Dave Ferguson is shown here during the last moments of his $62 \mathbf{1} / 2$-hour lip-lock marathon.


MJI Broadcasting hosted a special event with The Black Crowes in celebration of the band's new disc on V2, Lions. Seen here (l-r) are bandmembers Steve Gorman, Chris Robinson and Rich Robinson.


Congratulations to Warner Bros. National Promotion Director Dave Lombardi (the big guy) and his wife, Kelley, on the birth of their first child, son Dante Vincent (the little guy).

Rock Playlists



|  | natst mif luece | ${ }^{\text {w }}$ | Hin |  | "ma | roxmoe |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| - | STNMD It's Been Awhile (Flip/Elektra/EEG) | 2243 | +9 | 187925 | 10 | 680 |
| 22 | SALIVa Your Disease (IslandhDJMG) | 1828 | -2 | 132266 | 15 | 680 |
| - | TOOL Schism (Volcano). | 1729 | +219 | 143224 | 3 | 689 |
| (1) | coosmack Greed (RepublicNUniversal) | 1710 | +84 | 133125 | 12 | 680 |
| 35 | LIMP BIZKIT My Way (Flip/Interscope) | 1679 | 43 | 128650 | 15 | 65/ |
| - | LINKIN PARK Crawling (Warmer Bros.) | 1365 | +154 | 108025 | 8 | 68\% |
| $6 \quad 1$ | 3 OOORS DOWN Duck And Run (Republic/Universal) | 1265 | -85 | 87441 | 23 | 56\% |
| 14 - | CULT Rise (Lava/Atantic) | 1167 | +145 | 87203 | 4 | 67/3 |
| 19 | TANTRIC Breakdown (Maverick) | 1145 | - 112 | 71816 | 21 | 54/0 |
| 10 10 | ECONOLIWE CRUSH Make it Right (Restless) | 1095 | -14 | 79155 | 9 | 63/0 |
| " " | GODSmack Awake (Republic/Universal) | 1061 | -29 | 114964 | 32 | 60\% |
| $9{ }^{12}$ | LIMKIN PARK One Step Closer (Warner Bros.) | 1056 | -127 | 101254 | 37 | 61/0 |
| (13) | STABBING WESTWARD So Far Away (Koch) | 1033 | +23 | 73391 | 8 | 58\% |
| 12.14 | COLD No One (Flip/Geffien/interscope) | 945 | -143 | 70722 | 17 | 570 |
| (15) | STEREOMUD Pain (Loud/Columbia) | 943 | +111 | 68877 | 8 | 640 |
| $13 \quad 16$ | DISTURBED Voices (GiantReprise) | 932 | -118 | 79148 | 25 | 55/0 |
| (1) | SYSTEMATIC Beginning of The End (Music Company/ElektraEEG) | 930 | +17 | 61774 | 11 | 640 |
| (1) | SEVEN MARY THREE Wait (Mammoth) | 808 | +63 | 56158 | 5 | 51/1 |
| 20 | BLACK CROWES Lickin' (V2) | 795 | -37 | 52186 | 7 | 480 |
| 16 | OLENDDER Are You There? (Republic/Universal) | 794 | -192 | 32927 | 16 | 390 |
| (2) | MEGADETH Moto Psycho (Sanctuary/SRG) | 746 | +16 | 67745 | 8 | 594 |
| Bromker ${ }^{(2)}$ | STAND Outside (FlipElektratEG) | 726 | +128 | 68114 | 4 | 16/4 |
| $18 \quad 20$ | NONPOINT What A Day (MCA) | 725 | - 117 | 61336 | 18 | 56/0 |
| (3) | aEROSMTTH Just Push Play (Columbia) | 609 | +27 | 53064 | 5 | 420 |
| Eramer ${ }^{\text {a }}$ | UNION UNDERGROUND Revolution Man (PortraitColumbia) | 645 | +88 | 46928 | 5 | 56/3 |
| ${ }^{2} \quad 3$ | MUDVAYME Dig (No Nama/Epic) | 604 | -15 | 48521 | 13 | 590 |
| - | DROWNING POOL Bodies (Wind-up) | 521 | +34 | 41555 | 5 | 52/5 |
| $\cdots$ | SINOMATIC Bloom (Rust/Atlantic) | 490 | -30 | 26334 | 8 | 440 |
| 29 | FROM ZERO Check Ya (Arista) | 455 | +41 | 26318 | 6 | 43/0 |
| (10) | STATIC-X This is Not (Warner Bros.) | 405 | +30 | 31428 | 6 | 45/1 |
| * | FEAR FACTORY Linchpin (Roadrunner) | 404 | +87 | 36659 | 4 | 42/6 |
| Debut) 3 | dave mavarro rexall (Capitol) | 371 | +336 | 29921 | 1 | 56/17 |
| 33 | PRIME STH I'm Stupid (Don't Worry...) (GiantReprise) | 332 | +54 | 21670 | 3 | 36/5 |
| (3) | SKRAPE Isolated (RCA) | 327 | +39 | 27207 | 3 | $38 / 5$ |
| ${ }^{6} \quad 3$ | BUCKCHERRY Ridin' (DreamWorks) | 301 | -281 | 20785 | 16 | 26/0 |
| Debut (30 | NINE INCH MNLS Deep (Elektra/EEG) | 271 | +144 | 22925 | 1 | 36/8 |
| 3. | U2 Elevation (Interscope) | 261 | +31 | 25127 | 4 | $20 / 2$ |
| (38) | OFFSPRING Million Miles Away (Columbia) | 225 | +76 | 21759 | 2 | 18/1 |
| $3{ }^{3}$ | FUEL innocent (Epic) | 221 | . 97 | 17770 | 18 | 2000 |
| (1) | UNLOCO Face Down (Maverick) | 219 | +21 | 9763 | 4 | 23/0 |
| (1) | OIFFUSER Tidal (Hollywood) | 212 | +50 | 15198 | 2 | 30/2 |
| (12) | CLUTCH Careful With That Mic... (Atlantic) | 205 | +65 | 20958 | 2 | 30/13 |
| 30 | MONSTER MAGNET Heads Explode (A\&M/interscope) | 203 | -151 | 16161 | 13 | 23/0 |
| - 4 | AEROSMITH Jaded (Columbia) | 192 | -27 | 16058 | 19 | 22/0 |
| (15) | WEEZER Hash Pipe (Geffer/Interscope) | 187 | +46 | 14915 | 2 | 19/8 |
| 36 | TOADIES Push The Hand (Interscope) | 175 | - 115 | 16279 | 10 | 16/0 |
| (1) | BOY HITS CAR I'm A Cloud (Wind-up) | 171 | +4 | 9704 | 4 | 17/1 |
| 4 - | LIFEHOUSE Sick Cycle Carousel (DreamWorks) | 170 | -3 | 6526 | 2 | 16/2 |
| 41 * | A PERFECT CIRCLE The Hollow (Virgin) | 160 | -62 | 12741 | 17 | 200 |
| Debut (50 | PROFESSIONAL MUROER MUSIC SIow (Geffen/interscope) | 154 | +88 | 8166 | 1 | 22M |


| (1) TM mimitme uelis |  | 17 | manm |
| :---: | :---: | :---: | :---: |
| 11 STAND It's Been Awhile(Flip/Elektra/EEG) | 1804 | 1806 | 50/0 |
| 4 ? T00L Schism(Volcano) | 1204 | 1124 | 50/0 |
| 3 3 8ALIVA Your Disease(ISland/IDJMG) | 1195 | 114 | 48/0 |
| 24 LIMP BIZ凶UT My Way(Flip/Interscope) | 1153 | 1173 | 47/0 |
| 5 LIMXIM PARK Crawling(Warner Bros.) | 1079 | 1074 | 49/0 |
| 8 G008mack Greed(Republic/Universal) | 882 | 853 | 43/0 |
| 67 LIMXIN PARK One Step Closer(Wamer Bros.) | 846 | 908 | 4800 |
| 10 WEEZER Hash Pipe(Geffien/Interscope) | 844 | 811 | 34/4 |
| 11 - TANTRIC Breakdown(Maverick) | 818 | 808 | 41/3 |
| 910 G0Dsmack Awake(Republic/Universal) | 793 | 812 | 48/0 |
| 12 (11) STALMD Outside(Flip/Elektra/EEG) | 767 | 710 | 4/1 |
| 18 . ELIMX-182 The Rock Show(MCA) | 698 | 59 | 28/0 |
| 14133 D00R8 DOwM Duck And Run(Republic/Universal) | 680 | 682 | 340 |
| 16 (13 STABENM WESTWARD So Far Away(Koch) | 677 | 688 | 40/1 |
| 1515 DISTURBED Voicas(Giant/Reprise) | 630 | 678 | 39\% |
| 19 (1) CULT Rise(Lava/Atlantic) | 628 | 540 | 43/1 |
| 1717 COLD No One(Flip/Geffen/Interscope) | 509 | 597 | 40/0 |
| 22 (16) SEVEN MARY THREE Wait(Mammoth) | 468 | 431 | 29/1 |
| 2319 STEREOMUD Pain(Loud/Columbia) | 446 | 406 | 34/2 |
| 2720 WINE INCH MAILS Deep(Elektra/EEG) | 410 | 381 | 35/3 |
| 25.21 8Y8TEMATIC Beginning... (Music Company/Elaktra/EEG) | 399 | 389 | 31/0 |
| - 22 U2 Elevation(Interscope) | 368 | 357 | 25/0 |
| - 23 TRAIN Drops Of Jupiter (Tell Me)(Columbia) | 351 | 348 | 14/0 |
| - 24 STATIC-X This Is Not(Warner Bros.) | 345 | 341 | 32/0 |
| 2425 MOBY F/GWEN STEFANI Southside(V2) | 342 | 399 | 19/0 |
| - 26 SUM 41 Fat Lip(Island/IDJMG) | 340 | 306 | 24/2 |
| 2127 NOMPOINT What A Day(MCA) | 335 | 431 | 29/0 |
| - 28 dave matthews band The Space Between(RCA) | 331 | 316 | 23/0 |
| 2929 MUDVAYNE Dig(No Name/Epic) | 324 | 362 | 34/0 |
| - 30 DEPECHE MODE Dream On(Mute/Reprise) | 324 | 299 | 21/0 |

Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. 50 Breakers reporters. Songs ranked by total plays for the airplay week Sunday 5/13-Saturday 5/19.0 2001, R\&R Inc.

| moBXAMiamy, MY | KTBZMouston-Gaiveston | WUFOPOrtiand, OR |
| :---: | :---: | :---: |
| STEG/Alluquerque | WhEX/imilanapolis | WBRU/Providance |
| WNUX/AIanta | WMFZKmerville | mRxasacranento |
| KROX/Austin | DXTERAs Vegas |  |
| WRAX Birningham | Mr00hLes Angoles | Kussran Antonio |
| WRLR/Birmiagham | Whiohalisen | KITS/sen Frunebse |
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|  | WZTAMIami | KFwureatils |
| Wraxchicaje | cxar/ilameapolis | TPNT/A. Lemb |
|  | CMMMow Oraaes | WXTMTama |
| Whaycolmanes, OH | Waxilumem Yort | wererames |
| wneEDallas | WMOR/istalt | LFMMTresten |
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| WTPT/Ereendils, 86 | KEDJP何enix | WHFB/Wastiontem, DC |
| WOXMMarrisker | RUPO/Preentr | WWDC/Wathionem, DC |
| WCEC/iartien | wxoxprisemegh | WICT/Wietita |



FUEL Hemorrhage (In My Hands) (Epic) DI8TUREED Stupity(GianUReprise) IMCUBUS Drive(Immorta/Epic)
PAPA ROACH Last Resort(DreamWorks)
A PERFECT CIRCLE Judith(Virgin)
LIFEHOUsE Hanging By A Moment(DreamWorks)
3 DOORS DOw Loser(Republic/Universal)
IMCUBUS Pardon Me(Immorta/Epic)
Palmus W/0ZZY N.I.B.(Divine/Priority)
A. LEWIS OF sTanND W/F. DURST Outside(Flawless/Geffen/Interscope)

## TOP $100{ }^{\text {Actrve Rock }}$ POWER GOLD

1 menvama Smells Like Teen Spirit 2 ALCE w Chanis man in The Box
3 STOWE TEMPLE PLOTS Plush
4 ROA 20mete Dragula
$\delta$ ALCE m Chams Would?
S PEARI Ha Eventiow
7 Perfiluma Evier Sandman

- minvaua come As You Avo
- PEAPL Lam Alve

10 sTowe TEMrLE plots interstate Love Song 11 Crieid My Own Prison
12 OFFspanng Sefi Esteem 13 ALICE MCHMES Rooster
14 STOUE TEMFLE PLOTE Vasoine
15 sTowe TEMPLE PLOTS Sex Type Thing 15 soumpanroce biack Hole Sun
17 리래 Comporown
18 mervere in stoom
15 PEAPL Mun Jeromy
20 mivamalithiom
21 F00 Frentiers Evertong
22 eluns in' Roses Welcome To The Junglo 24 white zowne More Human Than Human 24 konem Froak On A Leash
2s soumpardei Spoonman
26 GREEM DAY Brain Stow
27 TOOL Sober
24 oars of The mew Touch, Peod 8 Stand 29 soumdgardea foll On Black Days
3. OFFsphtwg Come Out 8 Play (Keep 'em...)

31 OZZY 0ssounme Crazy Train 32 GUMs W' ROSES Paradise City
33 -GUW8 N' ROSES Sweet Child 0 ' Mine
34 AC/DC Back in Black
35 CREED One
36 STOME TEMPLE PLLOTS Wicked Garden
37 BUSH Machinenead
38 SEVEN MAAY THREE Cumbersome
39 PEARL JAM Black
40 FILTER Hey Man, Nice Shot
41 STOME TEMPLE PILOTS Big Empty
42 ACJC You Shook Me All Night Long
43 RED HOT CHILI PEPPERS Under The Bridge
44 LEMMY KRAMITZ Are You Gonna Go My Way 45 CaEED Torn
46 METALLICA The Uniorgiven
47 FANTH MO MORE Epic
48 Mirvama all Apologies
49 BUSH Everything Zen
50 JMME'S ADDICTION Been Caught Stealing

51 metaluca wherever I May Roam 52 engeen day When I Come Around 53 mame inch mats Closer
54 metaluca Sad But True
55 mivama Heart-Shaped Box
55 meTMLLCa Nothing Else Matters
57 CamoLeeox Far Betind
54 WHTE ZOMate Thunder Kiss ' 65
59 slacx zaceath paranoid
0 TEMTE OF THE DOG Hunger Strike
-1 \& maskua plumpans Bulaw WhButerty Wings
Q ACDC Highway To Hell
© CREED What's This Lita for
4 Teadies Possum Kingdom
65 Unva coloun cult of Personality

- 8 mitaluca Until it Sueps

7 FOO Fietileas my Hero
© ALCE WIM CHums Them Bones
0 RED HOT CHLI PEPTERS Give II Away
7 metaluca Turn The Page
71 LemiY KRAMTZ Fy Away
72 OFFsprancig Gone Away
73 ACDC Hel's Bels
74 metaluch one
75 methluca Fade To Black
78 OfFspramg gotta Get Away
7 PEARL JMM Better Man
76 PEARIL IMM Daughter
75 STOWE TEMPLE PLOTS Creep

- metallica King Nothing

81 AEROsIMTH Sweet Emotion 32 metaluica Fuel
63 ALICE M CHANS No Excuses
4 SOUMDGARDEM Outshined
85 OZZY OSEOURME Fying High Again
86 AC/DC Dirty Deeds Done Dirt Cheap 37 RUSH Tom Sawyer
B8 OANZIG Mother
69 black sabbath iron Man
90 metallica Whiskey In The Jar
91 LEO ZEPPELIM Black Dog
92 METALLCA For Whom The Bell Tolls
93 YAN HALEN You Really Got Me
94 AC/DC Thunderstruck
95 AC/DC T.N.T.
96 COLLECTIVE SOUL Heavy
97 REO HOT CHLI PEPPERS Soul To Squeeze 98 OZZY OSBDURNE No More Tears 99 BUSH Little Things 190 CRACKER LOW

Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Notworks. Top 100 Power Gold is based on YTD monitored airplay data. O 2001, R\&R inc.


3 DOORS DOWH Be Like That (Republic/Universal)
311 You Wouldn't Believe (Volcano) ,
FUEL Bad Day (Epic)
L.A. GUNS Man In The Moon (Spitfire)

TANTRIC Astounded (Maverick)
THURSDAY Understanding In A Car Crash (Victory)
Register now for Music Meeting, the industry's No. 1 online destination for new music: www.rronline.com

## Active Rock Playlists

FIND COMPLETE PLAYLISTS FOR ALL ACTIVE ROCK REPORTERS ON R\&A OMLINE MUSIC TRACKING


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## ONALHTH

## murlet，放e Wrote

If the glut of rap rock acts has you yeaming to strangle the next A\＆R guy who signs another Shrimp Bizkit．Professional Murder Music could provide the soundtrack for your nefarious deed．While most hard rockers nowadays prefer wh budgeon their prey with heavy－handed riffs． PMM prefer to seduce their victims．a la Bela Lugosi＇s Dracula，before baring their teeth and going for the jugular．

The group＇s 12 －track debut tempers its metal with hot industrial samples and cool gothic atmospheres．Roman Marisak＇s vocals climb from seductive seething to warlock howls． while guitarist Brian Harrah wanders a dark forest of power chords and tingly lead lines that scrape like claws on a window．Combining dark melodies with an industrial．guitar－driven edge． Professional Murder Music is perfect for hard rock fans willing to sip a little absinthe along with their beer

Marisak－who also provides guitar，pro－ cramming and keyboards－first formed PMM with bassist－programmer－keyboardist Jeff Schar－ off．formerly of Los Angeles＇Human Waste Project．With Harrah and drummer Justin Bennett rounding out the lineup．Marisak and the band worked constantly in the singer＇s Plan A home studio，recording an EP in＇98 that they sold online．In＇99 a Toby Wright－produced version of＂Slow＂appeared on the End of Days soundifack alongside such acts as Korn and Rob Zombie．Appropriately enough．PMM also
appeared on the sound－ track to the slasher film Valenine．

In a perfect pairing． PMM recorded their Gef－ fen debut with producer Josh Abraham（Bizkit． Crazy Town），who re－


## Profesatcaal

 Muriter muale cently worked with the similarly minded Orgy on that group＇s future－ chic space odyssey，Vapor Transmission．Also lending industrial and electronic flourishes is longtime Skinny Puppy collaborator Dave Ogilvie，who lends his mixing talents to PMM＇s ＂Darker＂and＂Your World．＂PMM recruit a number of talented accomplices on the per－ formance end as well，including A Perfect Circle guitarist Troy Van Leeuwen on＂Fall Again＂and Bizkit scratcher DJ Lethal on ＂Painkiller Intro．＂KFZX／Odessa－Midland，TX PD Steve Dris－ coll was quick to add＂Slow，＂the lead single．＂I like everything about the band．＂he says．＂They sound exacily like our radio station and the direction I want to take it．I like＇Slow＇because it isn＇t rap metal．and it also has a really good beat．a good feel and a good texture to it．I＇ve always liked the rhythm part of it－it stood out to me in that respect．＇Slow＇and Nine Inch Nails＇＇Deep＇are perfect fits at the same time．I hope the record stays around a while．because I think it＇s got a lot of potential．＂

## PrP Top 20 Specialty Artists

## May 25， 2001

1 MEGADETH（Sanctuary）＂．．．Hangar，＂＂Moto Psycho，＂＂1000 Times Goodbye＂
2 FEAR FACTORY（Roadrunner）＂Linchpin，＂＂Invisible Wounds，＂＂Byte Block＂
3 PMOFESSTOWLL MMPDER MUSVC（Gefferninterscope）＂Slow，＂＂OI Unkown．．．．＂＂A Night．．＂
4 TOOL（Volcano）＂Schism，＂＂Parabola，＂＂Ticks \＆Leeches＂
5 CROSSBREED（Artemis）＂Underlined，＂＂Painted Red，＂＂Machines＂
6 STEREOMUD（LoudColumbia）＂Pain，＂＂Old Man，＂＂Closer Now＂
7 STATIC－X（Warner Bros．）＂This is Not，＂＂．．．In A Bag，＂＂Structural Defect＂
8 CLUTCH（Attantic）＂Careful With That Mic，＂＂Pure Rock Fury，＂＂Sinkemlow＂
9 sALNA（IslandnDJMG）＂Your Disease，＂＂After Me，＂＂Superstar＂
10 DROWNNG POOL（Wind－up）＂Bodies＂
11 STAMND（Flip／Elehtra／EEG）＂Can＇t Believe，＂＂Epiphany，＂＂Fade＂
12 MUSHROOMHEND（Eclipse）＂Bwomp，＂＂Episode 29，＂＂Solitaire／Unraveling＂
13 SPEAX NO EVIL（Universal）＂15（Live My Life），＂＂Pass The Power，＂＂Riddle＂
14 CANDIRM（Century Media）＂300 Percent Density，＂＂Channeling．．．．＂＂Without．．．＂
15 UNLOCO（Maverick）＂Face Down，＂＂Know One，＂＂Useless＂
16 PUYA（MCA）＂Numbed，＂＂Ride＂
17 CULT（Atlantic）＂Rise＂
18 SEPULTURA（Roadrunner）＂One Man Army，＂＂Sepulnation，＂＂Vox Populi＂ 19 GOD FORBID（Century Media）＂Broken Promise，＂＂Wicked，＂＂Go Your Own Way＂ 20 OZZFEST：SECOND STAGE（Divine／Priority）＂Eye．．．，＂＂Attitude，＂＂Angel Of Death＂

Ranked by total number of shows reporting the artist，with tilles listed in order of most airplay．

## Specially Show Reporters

## Shows and their Top 5 songs listed alphabetically by market

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| KIBZAincoln，ME Smadey Miow lus ssamay 1 com minarion <br> hool Iterisus Inscomat Poson wer thaco Isemess conmex＂Insise You＂ Sepowitua Seximmon： |


| WTFXLewisville，KY <br> The Almate Morturt <br> 3startay 10 mom－20m <br> Elack Frow <br> Desturtad Triens <br> Fear Factory＂Byal Brodx＂ <br> Stereomuct＂Iave（Bick Up）＂ <br> Static－$X^{\circ}-\ln \mathrm{AB}_{\mathrm{ia}}{ }^{\circ}$ | wazo／Myntie Beseh，SC <br> Wemen Rulartivets hoct momifr 15－10：24 <br> Summar／＂Mustic Siswo Rea wher Pantey fray <br> Jom ossome Zow $1 \mathrm{sAme}{ }^{-}$ <br>  <br> Kimotred Muscara <br> Elastac＂Mad Dog＂ |
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| WTFXLouisville， $\mathbf{K Y}$ Dotem <br> Sumay 8－10pm <br> Cwis Allumata <br> Sine noch hais Deeg－ <br>  NOFX X Bath OT Leas：－ cur＂Rise＂ | WBAG／Nassau－Suffolk，MY <br> Fiagers Motad shon <br> Snmay 1pm－1am <br> Fingers <br> stand for Yow <br> Mrposct Moto Pyatro <br> rool Schism ${ }^{\circ}$ <br> Oromming fool Beodes <br>  |
| KFMXRLubjock，TX FMXITrems <br> Montay thym．midnight Paycho cyo Solker rour Dosesese Unken fat Crame Econcine Crust Mave it Right ${ }^{-}$ Slaboing wesmare Sofy fen | RATT／Oklahoma City，OX <br> taunch Pad <br>  Joe Mitchell <br> Chich＂Canetur wat Thas． <br> Tool lose＂Mnimal <br> Shades Agart＂Giraty＂ <br> La Guns Man tin The Moon－ <br> fea fratory Iinction |
| NXXR／Mimespolis，MM <br> $x$－tromem Motal 8ine <br> friey 1 Amm <br> Mat Lavis． <br> Rammsten kotwir <br> shod for Bhood When Ime Storm Comes <br> frem factory Thaso Men Watumg <br>  | WYSP仿lladolphia，PA <br> Recters <br> Fritem midmgar－2am <br> Tood Scrimm <br> Pro Muder Musce＇Stow＇ <br> proming Pool Bobeses <br> Hypaden Mano Ayctro＂ <br> Fow facry Dipmotry |


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Gave mavario Rexall（Capitol）
Total Plays：336，Total Stations：57，Adds： 26
sphumg momity What＇s That You Say（SurfoogRed Line）
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Total Plays：308，Total Stations：26，Adds： 2
STEREOMUD Pain（LoudColumbia）
Total Plays：299，Total Stations：28，Adds： 6
sugar RaY When It＇s Over（Lava／Atlantic）
Total Plays：298，Total Stations：23，Adds： 6

PETE YORW Lite On A Chain（Columbia）
Total Plays：298，Total Stations：21，Adds： 4
ALCEN ANT FAFAm Smooth Criminal（DreamWorks）
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scapecont wax Aiste 10 （Grand RoyaWirgin）
Total Plays：260，Total Stations：27，Adds： 7
ECOWOLINE CRush Make It Right（Restiess）
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ANOREAS JOHMEOM Glorious（Reprise）
Total Plays：220，Total Stations：15，Adds： 0

Uwiow umpenemound Revolution Man（PortraitColumbia）
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srstemanic Beginning Of The End（Music Company／Elettra／EEG） Totad Plays：203，Total Slations：19，Adds： 0

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86 Current Reporters
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## A Push For Winter

## $\square$ Gains and losses just about even out in the winter Arbitron book

The good news is that the significant ratings drop the format took from summer to fall 2000 seems to have stabilized. While a majority of stations in the format showed losses in share, some of which were significant, there were almost as many stations that showed gains in this book. Overall, we have 61 rated Alternative stations in this book. Thirty-one showed losses, 27 showed gains, and three were even.

In my review of the fall 2000 book I stated "In pure 12+ terms the format took a major hit, but when you look at the format's $18-34$ results, the fall book wasn't quite as horrifk." Take out the word "major," and that assessment is accurate for the winter book as well. Forty-four of the format's 61 stations rated in this book were top five 18-34. This is still well below summer 2000; but with two out of three Alternative sta-
uions ranking in the money, the format still has a strong and successful 18-34 core. Five stations were No. 1 in that demo overall.

The numbers quoted are taken from Maximiser, using stations "in the book." As a result. stations tagged by Arbitron for ratings bias or as distant signals based in other markets do not show up. All numbers quoted are from Mon-day-Sunday. 6am-midnight.


Lots of people have asked me what it's like moving from L.A. to Texas. Well, I'm not saying that Texans don't trust outsiders, but this photo from South By Southwest kind of captures part of the vibe: Radio- and record-industry types clowning around while an ominous Texan looks down unamused. As the sign says: "He's Always Watchin" Avoiding LBX's withering gaze are format veteran Mike Jacobs, Universal's Steve Leeds, 3:33's Ted Taylor, WNNX PD Leslie Fram, Super Frank Copsidas and WNNX MD Chris Williams.


Morning-show hosts pray for guests like Blink-182, who are so witty and funny that all you need to do is tim on the mike and get out of the way. If you add a talerted personality like whox ( 0101 )/Chicago morming man Mancom, the results are trity great radio. Here's a photo of great radio in action: $\mathbf{0 1 0 1}$ moming show member AL Roker Jr. and Mancow interviewing Bink-182's Mark Hoppus and Travis Berter.

## A/ternative

| Market Rank | Station/City | 18-34 (Rank) | Fall 12+ | Win. 12+ | 12+ cume |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 1 | WXRKNew York | 6.8 (No. 4) | $3.7{ }^{\prime \prime}$ | 3.3 | 1,472,206 |
| 2 | KROQ/Los Angeles | 7.7 (No. 1) | 4.4 | 4.5 | 1,424,900 |
| 3 | WKOXUCHĖago | 5.3 (No. 4) | 2.9 | 2.8 | 806,100 |
| 4 | KITS/San Francieco | 4.9 (No. 3) | 2.7 | 2.5 | 498,000 |
| 4 | KCNLSan Francieco | 1.5 (No. 16) | N/ | 0.6 | 174,600 |
| 5 | WPLY/Philladetphia | 6.0 (No. 4) | 3.1 | 2.6 | 466,900 |
| 6 | KDGE/Dalias | 5.3 (No.7) | 2.6 | 3.1 | 419,300 |
| 7 | CIMXDDetroit | 6.2 (No.6) | 2.5 | 2.8 | 371,900 |
| 8 | WBCNVaston | 7.7 (No.3) | 4.0 | 3.6 | 458,300 |
| 8 | WFNXVBoston | 2.2 (No. 15) | 1.2 | 1.1 | 184,300 |
| 0 | WWDCNMashington | 8.2 (No.3) | 3.6 | 3.8 | 523,100 |
| 9 | WHFSWashington | 3.4 (No. 10) | 2.2 | 1.8 | 348,800 |
| 10 | KTB2Houston | 6.3 (No.4) | 4.3 | 3.6 | 404,900 |
| 12 | WNNXIAAtenta | 10.6 (No. 2) | 4.0 | 5.7 | 489,900 |
| 14 | KNDDS ${ }^{\text {anttie }}$ | 9.7 (No. 1) | 3.8 | 4.5 | 362.000 |
| 15 | KEDI/Phoenix | 4.9 (No.6) | 3.1 | 2.7 | 243,900 |
| 16 | XTRASSan Diogo | 7.8 (No.1) | 4.7 | 4.2 | 342,900 |
| 19 | KPNT/St. Louls | 9.5 (No. 1) | 3.3 | 4.2 | 256,400 |
| 21 | WSUNTampa | 5.9 (No. 4) | NA | 2.2 | 146,800 |
| 22 | wXDXPPitsburgh | 11.9 (No.2) | 5.6 | 4.4 | 258,400 |
| 23 | KTCLIDenver | 4.7 (No. 7 ) | 2.0 | 2.4 | 216,600 |
| 25. | KNRK/Portland, OR | 5.0 (No.7) | 3.0 | 2.7 | 177,200 |
| 26 | WAQZJCincinnatl | 6.9 (No.5) | 2.5 | 2.9 | 135,500 |
| 27 | KWOD/Sacramento | 7.7 (No.3) | 3.3 | 3.9 | 174,300 |
| 29 | KCXẊ/Riverside | 5.4 (No.4) | 2.2 | 3.4 | 138,400 |
| 34 | WWCD/Columbus, OH | 4.2 (No.6) | 1.6 | 1.9 | 83,400 |
| 35 | WBRU/Providence | 8.8 (No. 3) | 4.0 | 4.0 | 182,600 |
| 36 | KXRK/Salt Lake City | 7.3 (No.3) | 5.4 | 4.1 | 154,200 |
| 37 | WEND/Charlotte | 6.6 (No. 4) | 4.1 | 3.8 | 128,900 |
| 38 | WROX/Norfolk | 5.4 (No.8) | 2.9 | 2.7 | 102.200 |
| 39 | KXTE/Las Vegas | 11.9 (No. 2) | 6.4 | 5.8 | 167.200 |
| 40 | WRZX/Indianapolis | 10.2 (No. 2) | 4.9 | 5.0 | 144,700 |
| 41 | wocL/Orlando | 10.7 (No. 3) | N/A | 4.4 | 138,000 |
| 42 | KKND/New Orleans | 7.3 (No. 4) | 4.6 | 3.9 | 107,700 |
| 44 | WZPC/Nashillie | 7.4 (No.3) | 3.7 | 4.7 | 127.200 |
| 46 | WMRQ/Hartford | 8.0 ( $\mathrm{No.5} 5)$ | 3.3 | 3.7 | 125,600 |
| 47 | KROX/Austin | 7.9 (No. 2) | 4.8 | 4.2 | 122,100 |
| 50 | WEDG/Buffaio | 9.3 (No. 4) | 4.9 | 4.3 | 132,100 |
| 51 | WPBZNest Palm Beech | 8.4 (No. 2) | 3.1 | 3.0 | 73,900 |
| 51 | WRLXNest Palm Beach | 1.6 (No. 16) | N/A | 1.0 | 32,700 |
| 52 | WPLALeckeonwlile | 6.6 (No.6) | 5.3 | 3.3 | 92,700 |
| 54 | WLRS/Loulsville | 5.6 (No.7) | 2.5 | 2.6 | 69,900 |
| 56 | WXEC/Dayton | 10.0 (No.3) | 3.1 | 3.7 | 100,900 |
| 57 | WRAXPBirminghem | 7.9 (No.5) | 5.5 | 4.0 | 98,200 |
| 58 | WOYL/Rlchmond | 5.2 (No.6) | 2.3 | 2.2 | 63,000 |
| 61 | WHRLALbeny, NY | 5.9 (No.5) | 2.5 | 2.5 | 61,700 |
| 61 | WEOX/Albary, NY | 3.3 (No. 11) | 1.8 | 1.3 | 44,900 |
| 62 | KFMATUcson | 12.0 (No. 2) | 6.4 | 4.9 | 94,500 |
| 64 | KMYz/tuta | 9.3 (No. 2) | 3.2 | 4.2 | 80,500 |
| 66 | WGRDIGrand Raplds | 9.9 (No. 4) | 5.5 | 5.5 | 100,600 |
| 67 | KFRR/Freano | 7.2 (No.3) | 3.6 | 3.7 | 63,200 |
| 70 | WNFZ/Knoxville | 6.7 (No. 4) | 3.3 | 2.9 | 46,500 |
| 74 | KTEC/Albuquerque | 5.6 (No. 4) | 2.2 | 2.9 | 49,900 |
| 77 | KMBY/Monteray | 5.8 (No. 3) | 1.8 | 2.6 | 37,900 |
| 76 | WKRLLSyrscuse | 13.4 (No. 1) | 4.6 | 5.7 | 69,100 |
| 83 | WXNR/Greenville, NC | 4.6 (No. 8) | 4.0 | 2.6 | 49,600 |
| 65 | KLECRLtilo Rock | 11.0 (No. 2) | 5.3 | 4.9 | 55,300 |
| 66 | WAVF/Cherleton, SC | 12.6 (No. 2) | 5.0 | 6.8 | 76,300 |
| 92 | KCcCODes Molnes | 3.2 (No. 11) | 1.8 | 2.0 | 16,400 |
| 93 | WAROCOIumbla, SC | 8.6 ( No .3 ) | 4.8 | 4.4 | 57,800 |
| 94 | KAEPrepokano | 7.4 ( $\mathrm{Na.4)}$ | 4.9 | 3.7 | 51,600 |
| 9 | WREXKJohmeon Cly | 12.3 (No. 3) | 4.7 | 4.4 | 38,400 |
| 177 | Wwiouturins Em | 8.4 (Na.4) | 3.8 | 42 | 63.200 |

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[^3]
## F**K AUTHORITY


$\longrightarrow$ PENN

## LANDE

 and Joyal local following in Southern Califorainomants album will take them to a whole new leveln Gne=frpst time we played "Fuck Authority" the phonesswerem instant. We think it will be huge".

- Lisa Vorder KROQ

BRING IT!!? oh, yeah and $F$ " $K$ Authority rules...temismosorig makes me happy!!!
Kirר Mornoe KNDD
"F K YEAH"
Steven Strick WECN
"PENNYWISE roolz, They kick a Haiva's ass. Thismpeconed going gold like Flava Flav's teeth."

- John Michael KFMA
"PENNYWHSE are briषาging back ourik rock witheamparssaiger attitude arncl it just rocks? WE LOVE 1T"
- Pat Ferrise WHFS


## LAND OF THE EREE? ENOUCH OFTHELHES!

## INSUBORDINATES: KROQ \#2 MOST REQUESTED KNDD \#2 MOST REQUESTED WHFS WBCN KITS KXTE KPNT KFMA KJEE XFM

## BreakThrough <br> Artist

ANDREAS JOHNSON Track: "GLORIOUS" LP: LIEBLING Labo REPRISE

By

Dayna Talley
Assi. Allernative Editor

$a$ssentials: Singer-songwriter Andreas Johnson's interesting tale began as a child growing up in a not-so-conventional way. He was born in Lund, in the south of Sweden, in 1970. Traveling from city to city with his brother and jazz-musician parents, Marie and Gigge, throughout his childhood led him in the direction of freedom not only for himself, but also, it seemed, for his music. He has since found himself living in various cities of inspiration such as New York and Berlin. The musical environment his parents exposed him to and his tendency toward a vagabond lifestyle formed a solid background for a life that seemed to fit him.

Years later he got his first taste of the spotlight by fronting the Swedish band Planet Waves.
 The band was signed to EMI, but they broke up shortly after thei first release. Johnson's relationship with the label did not end then, however: The label also released his first solo album, Cottonfish Tales. Once it became obvious that the plan EMI had differed from the one Johnson had for himself and his music, he decided it would be best to part ways.

After signing with Reprise. Johnson entered the studio with old friend and fellow musician Kvint to work on Liebling, his followup to Cottonfish Tales. The result is stunning: 12 tracks of hearfelt storytelling delivered with a truly moving voice.

Response to this album has been mas-
sive. In the year since Johnson released the album in Sweden he has received two of the Swedish equivalent of Grammy nominations and performed on MTV Europe and England's music-showcase series Top of the Pops. All of this positive exposure and recognition is no surprise: His album reached the top 10 in 10 countries, including Sweden, the U.K., France, Germany and Ireland.

The first stateside single off the record is the memorable and absolutely beautiful "Glorious." The track first attracted attention when it was used as the background music for a promo spot for the mob drama The Sopranos on HBO. The show's audience was drawn to the track, and a buzz surrounding the song developed almost immediately. With the band's soaring guitars and Johnsion's goose-bump-inducing vocals. this song is a sure hit for the format. Stations such as WOCL/Orlando, WBRU/Providence. WHTG/MonmouthOcean, KZON/Phoenix and KAEP/Spokane are already catching on to this Swedish sensation.
Artist POV: Johnson, on his songwriting inspirations for the album. "The songs were conceived during a short period and concern a few very special people I met while living in Berlin. 1 am always fascinated by, and attracted to, people who choose their own roads in life, regardless of society's conventions. Not the self-destructive part, but the freedom that such a lifestyle also contains."

## Dan Kaufiman/Promotion (West Coast) <br> Ultimatum

I was ecstatic when I heard "Sweetness" by Jimmy Eat World on XTRA (91X)/San Diego last weekend. Their new record is going to blow everyone away. I'm happy that they found 2 good home. A song from a San Diego-based Hawailan songwriter, jack fohnson, is also being played on 91 X . The song that's being played, "Flake.", is
memorably cool. It just sounds real. Iim gad
that "t Don't Matter" by Rehab and "Rexal"" by
Dave Navarro are getting a lot of attention. I really like the Lucky Boys Confusion songe "Fred Astaire." It is always stuck in my head. Please, please listen wo as much Foeder muskic as you can find on samplers and of Napster - they rule! I hope Saliva's "Your Disease" keeps kicking ass. I'd lowe wo see "Click Chick Boom" be their next single. followed by "Hollwood." I've been caucting myself humming The Calling's "Wherover You Will Ga" It's derivative, bue so what! t 's damn cascty. I'm scoked that I have the opporcunicy $\mathbf{0 0}$ valk $\mathbf{0 0}$ radio about two really egreat bands all summer - Molve and The Incredible Mosess Levoy. 1 hope that foeling is reciprocal. II had a copy of Seloctor at home, itd be programming Rustic Overcones, Ours, The American Girls, furassic 5 and Bicycle Thief in power. I would pu Eets, Block, Soul Asyium, Fige Dish and Bhur in power gold. Do any of you know of any CHR programming sies? Ive been handed a smarmy amount of good unsigned bands: Rev from Michigan, My Regress from Orgeon, Lori Dense (muvelortidenseccom). Ftair from Alabama and Rockex Apx from Colorado, to name a fow. As far as upcoming releases ga, I cannot watt to hear Dave Pirner's solo allum - that is, if it ever comes out.

##  stations are in on trie song tins weck weck I raved nbout Dave Navarro and the watch your phoncs light up Last weck 1 rived weck this ume around Obviously gient weck he had Well. he has just as great a week This Sivack and crew Rexall" is the goods. Notch 57 semions so far worck. nd I guess I was right in made The Calling a record-of che-weck int and 23 new adds on "Wherever doing so Radio comes in big with 31 starions and 23 ins. his week. Including You Will Go Some great cecords hir Breaker shas Nails' Decp and   to be at No. I with It's Been Awhile? If you inciude


by Jim Kerr

Aron Lewis parcrership with ficd
Durst on "Outside." we may have alinost a year with Staind or their frontmati at the top of the chart Finally. 1 found a bunch of great new music from smaller labels. one of which lin saving for the Alternative Rate. ARecord. In the meantime. check Gwen Mars Hutly Up. It's a good one as is Mars Huk RECORD OF THE WEEK: Fuel "Bad Day"

# DISTURBED 

# "Down with the Sickness" 

1.3 Million scanned to date! Averaging 20,000 per week! Headlining the side stage on Ozzeest all summer! Instant Phones!
"Disturbed is so big here that we got requests for 'Down with the Sickness even before we hit the record." - Chris Ripley APD/MD/KXTE, Las Vegas

Modern: 109x (+20)
Couldn't Wait: KXTE, KNDD, WAQZ, KPNT, WMRQ, KTEG, WNFZ, KMYZ!!!
Active: 61 x (+32) Mainstream: 63 x (+33)
Couldn't Wait: WAAF, KBPI, KRXQ, WLZR, KQRC, WKLa, WXQR, WJJO.
WCLG, KXFX, WRBR, WKQZ., WWCT. WRXR, KAZR, KCLB, WSTZ. KLFX. WCCC!!!




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## New Music Specialty Shows

## RAR's Exclosine Lowt At The Grtting Edge Of Alternative

## Lights, Camera, Actionslacks

${ }^{-1}$<br>Dayna Talley Asst. Aternative Editor

If indic-pop rock is your thing, look no further than the new Actionslacks record. The Scene's Out of Sight. This intelligent, guitardriven band's new album has a lot to offer listeners. Actionslacks formed in the Bay Area in the summer of 1994, but at the time they were a trio. In the seven years that have passed. members have come and gone, and the band has released two other records. But now the now-four-piece band have delivred what they think is their best album yet.
Songs on the album like "I Hope This Makes It Easier for You." "Perfect G" and "Shining Jewels" showcase all of the reasons why listeners will fall in love with this record and this band. I'm sure that these songs will be making their chart debuts sometime in the very near future. A record this cool cannot be denied that, for sure. To get more information about the band or to receive a copy of the album. contact Chris Newmyer at Self-Starter Foundation: phone 212-614-6625 or e-mail
chris@selfstarterfoundation.com.
Another band I have had my cye on for a while now is The Discontent on Sha-La Records. They just serviced the panel with their new EP, My Destination, and it is already picking up spins. If for some reason you have not received it yet, contact Rich at First Floor: phone 213-625-0892 or e-mail rich@first floorradio.com.

Moving to the chart. Incredible Moses Leroy claim the throne of Specialty Show King, rising from No. 3 last week to No. I this week. Weeuer are back at No. 2 now that their entire new record has been serviced, while Depeche Mode also slip back onto the chart, at No. 6. Dave Navarno makes his solo debut on the chart at an impressive No. 4 with "Rexall," the first single from his new album, Trusi No One. Air make quite a leap up the char, to No. 7 from No. 18 last week. Oth er debuts this week are Tool at No. 11, 3:33/ Universal's Zoo Story at No. 12 and Alkaline Trio at No. 16. Record Of Week: Mellow

$R T ?$

## Top 20 Artists

May 25, 2001

1. INCREDIBLE MOSES LEROY (UltimatumAArtomis) "Fuzy"
2. WEEZER (Geffen/interscope) "Photograph"
3. PLACEBO (HutNirgin) "Special K"
4. DAVE MAVARRO (Capitol) "Rexall"
5. TRICKY (Hollywood) "Evolution Revolution Love"
6. DEPECHE MODE (Reprise) "Dream On"
7. AR (Source/Astralwerks) "Radio \#1"
8. GORILLZ (Virgin) "Clint Eastwood"
9. R.E.M. (Warner Bros.) "Imitation Of Life"
10. GOB (Nettwerk) "L Hear You Calling"
11. TOOL (Volcano) "Schism"
12. $\mathbf{Z 0 0}$ STORY (3:33 Universal) "Mantaray"
13. SCAPEGOAT WAX (Grand RoyaWirgin) "Aisle 10"
14. BOUNCING SOULS (Epitaph) "Gone"
15. FENIX TX (Drive-ThruMCA) "Threesome"
16. ALKALINE TRIO (Vagrant) "Stupid Kid"
17. ME FIRST \& THE GIMME GIMMES (Fat Wreck Chords) "Wild World"
18. MAD CADDIES (Fat Wreck Chords) "B- Side"
19. START (143/LabelGeffen/interscope) "Gorgeous"
20. TURIN BRAKES (Source/Astra/werks) "Underdog (Save Me)"

Ranked by total number of shows reporting artist.

Specialty Show Reporters
Shows and their Top 5 songs listed alphabetically by markel

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# KTCZ/Minneapolis Makes Some Moves 

# 숭 PD Lauren MacLeash takes advantage of a unique opportunity 

For many years heritage Rocker KQRS, which ranks No. 1 12+, has been considered the Goliath of Minneapolis radio. But now, with 17 years of branding behind it, KTCZ (Cities 97) has developed a franchise that makes it a giant in the market as well. I talked with Lemren MacLeach, the station's Program Director for the past seven years, about some new initiatives she's taking in light of recent changes in the local radio landscape.

## A Litile Einstory <br> The market has gone through many changes over the years, but KQRS has been a constant. Even

 though it doesn't really play new music anymore, its moming show is extremely dominim. According to MacLeash, KQRS morning dive host Tom Bernard is "Te-flon-comed.""Everyone from Howard Stern on has tried to put a dent in hime and no one has been able to," she says. "ll's become accepted that it's there. and we just try to work around it. We have had to develop our own special strengths. It's important to note that if Bernard left. I feel KQ's dominance would crumble."
In many respects, KTCZ, which signed on in 1984, is Teflon-conted in its own right. These days, with Clear Channel as its perent compemy, Cities 97 is a real force in the market. In the 2001 wister Arbitron, Cities 97 gained in all demos: $12+, 2.7-3.4 ; 25$ 54, 3.6-5.2: 35-44, 4.9-7.1; and 2534, 2.9-4.9.
Ownership musical chairs has been a reality for Cities 97 , too. especially in the past six years. The station has had four different owners in that time: first, Mid Continent, then Chancellor Media, which was bought out by AM/FM, and now, as mentioned, Clear Channel. Needless to say, there's been some fluctuation in group strategies, which may or may not have been the best thing for Cities 97 itself, but which made sense for the cluster.
"In all four of those situations we've been part of a group, so I'm very used to the cluster approach." says MacLeash. "I've been in the trenches for a long time. Cities 97 has been able to survive because of the franchise we've built over the ycars. l've never let us abandon our library or what we stand for. which is new music."

Shritung Samds
Market fuctuation has put Cities 97 in a unique situation: For the firat time in 10 yems there is no Alternajive
 or Hot AC station in Minmeapolis. "In terme of an Ahemative, you have ABC's 93X [KXXR], which is an Active Rock station that atready fulfills much of what an Alternative in the market would." MacLeash says. "They already own the younger male side. On the Hot AC side, you have Cities 97, which already has a solid hold on females - over $60 \%$ of our audience is female. We don't give anyone much room to move around."

MacLeash has a great situation right now, but she has to be careful how she plays it out. "I think the decision some PDs might make if they hadn't been in the market as long as I have would be to say. 'Wow, there's a hole in the market now. We need to go Allernative,"" she explains. "It would be a mistake for Cities 97 to go in that direction because of the equity in the station. If the station were not in any kind of successful position, that might make sense, but that's certainly not the case.
"I have to be very careful that my core. $35-44$-year-olds - that's what keeps us stable - is not lost though. I have to keep the station in the top three or higher in that group at all times. What I can do is take my research and, as long as I'm taking care of those people, look for $\dot{25}$ - 34 opportunities. That is my fishing ground right now to build my cume. and that's really the main goal here."

So MacLeash can put some adultalternative or even pop-alternative songs into the mix. She'll be the first io tell you, though. that she's very fortunate to have research and to be able to test her music to be sure thar she's not alienating her core group. "Because of that," she says, "I can experiment with something that's missing airplay in this market and
then find out if it's working with my ofder listeners, whom I know can appreciate a good song."

## Kecplas A Balance

Cities 97 is successfully maintuining a belance of having an artixtdriven image while setually being a song-driven radio station. MecLeash does this by continuing to support the established artists in her library who are still making music. "That's really the litumus lest for us when it comes to older songs," she says. "Is the arist still putting out new music?

Cities 97 is also a big supporter of the local music scenc. With Semisonic, Jonny Lang, Shannon Curfmen and others, MacLeash has a great selection of acts to get behind. The market has an alternative and rootsrock image going back to The Replacements and Hüsker Dui, but there's also a blues scene. "Any city that's along the Mississippi has a tinge of blues going on, even at the headwaters," MacLeash says.
"We"ll certainly herald that fact on our blues show, but for a bluesoriented song to get into mainstream play, it has to hold up to the test just like any other song. In fact. any song I play these days has to mix well with the others on my current list, as well as what I have in the library. Now that I'm trying to reach out a bit to younger adults, that correlation is more important than ever."

- Regardless of genre, however, the songs MacLeásh plays on Cities 97 have to be hits for her. Once again. that's where callout and auditorium research come into play. This research - which more and more Triple A programmers are getting access to has taught her a good lesson. "Most Triple A programmers get off their hit records way too early." she says. "And Triple A. on the whole, is guilty of not spinning its neçords enough.
"My powers are, like, 36 to 40 spins a week. That gives me a four-
> "Any song I play these days has to mix well with the others on my current list, as well as what I have in the tibrary. Now that I'm trying to reach out a bit to younger adults, that correlation is more important than ever."
hour-and-20-minute rotation, which translates to this: If you're listening all day at work, you're only going to hear that song twice, maybe three times. But if that song is testing well and my listeners are saying that they want to hear it again, why not continue to play it? Some songs have reached over 800 spins for me."


## Bonnding It Ont

Her focus on regular programming makes all the difference, but MacLeash is doing a lot of other things at the station to enhance its presence - and hopefully add to her cume. The absence of an Alternative station has allowed her to open up nights quite a bit.
"I see a great opportunity for us in the evenings, which Triple $A$ has always struggled with." she says. The 35+ audience is pretly much oun of the mix at night, so we've developed a new approwch to evenings by presenting After Howrs, hosted by a well-known Alternative jock. Brian Onke. This allows me to focus mone on the $25-34$ crowd while not excluding 35-54s who might be tuning in. Suddenly I have a place to start songs by Incubus, The Doves or Depeche Mode. I still package it as 'Music From Then and Now,' but with more of an emphasis on now.
-We then transition to Loveline at 10 pm , which I picked up when the Alternative station went under. I figured I couldn't lose, because my core daytime audience wouldn't even be listening. and the show had great numbers. We take it even further for overnights with Cities Underground. I let Bill DeVille, who has a great reputation in the market for knowing music, pretty much run free. I plug a few tunes in here and there, but it's up to him to fill things in. It's very popular with the available audience."
In spite of the strength of KQRS' moming show, MacLeash recently instituted one on her station. "Up until now Cities 97 has not had a morning show per se," she says. "l took our afternoon-drive guy. BT, and a woman 1 heard on KSTP-AM, which is a News/Talk station. Kelly Guest. BT already had a solid following, and 1 felt that Kelly would be a good balance. She delivers news in a very
personable, conversational way
"It's still about music, but what's going on in-between the records is engaging and intelligent. "Home-Health-Heart-Pockelbook-Curiosity' - that's where the focus lies because I think these subjects touch the lives of all of our listeners. That could be anything from politics to dog tips."

## Remanting Competitive

Cities 97 does all the right things to remain a visible part of the community, such as concert promotions and annual charity CDs. It's also gearing up for its seventh annual Baxilica Block Party. "We've been involved since the beginning." MacLeash says. "The Basilica of St. Mary - one of the oldest, if not the oldest, in the Midwest - approncted us with the idea of a concert on church grounds to help in the renovation of the city landmark.
"The past couple of years we have had over $\mathbf{3 0 . 0 0 0}$ people autend over the two days. It's become our major summer event. Since people are sort of cooped up throughout the winter months, this is a great way for everyone to enjoy the city and the outdoors."
MacLeash has also run cetevision ads recently to help the station make further gains in the spring book. "Because the owners don't have money to throw around right now. with overall business down. you have be prometive and fight for what you really need." she says. "If you are gutsure, you go for it. Cities 97 hadn't had television for quite some time. and I felt we really needed it.
"I had to make sure that whatever TV spot I ran was damned effective. plus 1 had to be sure that the on-air product was right. l'm a big believer that you don't advertise yourself unless you're truly doing what you say you're doing. We decided to run a version of a spot that SBR and KBCO/DenverBoulder came up with, which is a takcoff on the Monster.com spot. It emphasized what Cities 97 is, which is a "Quality Mix of Music From Then and Now."

You can reach Lauren MacLeash at 612-339-0000, or at lauren macleash@clearchannel.com. And be sure to check out the station's website at www.cities97.com.

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    A/TIT TME usEL(S)
    TRNN Drops Of Jupiter (Tell Me) (Columbia)
    DAVE MATIHEWS BAND The Space Between (RCA)
    12 Elevation (Interscope)
    dOMATHA BROOKE Linger (Bad Dog)
    BLUES THNYELER Girl Inside My Head (A&MMnterscope)
    vez LOY mCHOLS Heaven Right Here (Rykodisc)
    DEPECHE mODE Dream On (Mute/Reprise)
    sTEVE mucks Planets Of The Universe (Reprise)
    LUCHND WllWams Essence (Lost Highway/DJMG)
    COLDPLAY Yellow (NettwerkCapitol)
    LIFENOLSE Hanging By A Moment (DreamWorks)
    JOSH JOPLN GROUP Camera One (Artemis)
    WNCUBUS Drive (Immortal/Epic)
    8LACX CROWES Soul Singing (N2)
    DAVID EYRNE Like Humans Do (Luaka BopNirgin)
    COWBOY MUNKES I'm SO Open (Latent/Zoe/Rounder)
    COWboY Nu\ES I'm So Open (Latent/Zoe/Rounder)
    SHAWH}\mathrm{ COLMM Whote Now You (Columbia)
    PETE YORN Life On A Chain (Columbia)
    OLD 97'S King Of All The World (Elektra/EEG)
    SHELBY LYwiE Killin' Kind (Island/DJMG)
    ERIC CLAPTON Superman Inside (Duck/Reprise)
    BEN MARPER Sexual Healing (Virgin)
    DELBERT MCCLINTON Livin' It Down (New West/Red Ink)
    WALLFLOWERS Letters From The Wasteland (Interscope)
    U2 Walk On (Interscope)
    IMM WHITE Handcuffed To A Fence In... (Luaka BopNVirgin)
    IEFFREY GNNES In Your Eyes (Artemis)
    FPHER Hello It's Me (Farmclub.com/nterscope)
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35 Triple A reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airpky week of Sunday 5/13-Saturday $5 / 19$. Bullets appear on songs ganing plays or remaining fiat from previous by lotal plays tor the airplay weok of Sunday the song beindiay played on more stations is placed firse. Breaker status is assigned to songs weak. 1 wo songs are tied in total plays, the song being played on more stations is placed irrs. Breaker status is assigned to songs reaching 250 plays or more for the first time. Songs betow No. 20 are moved to recurrent ater 20 weeks. Gross impressions equals The Atbitron Company (Copyrigh 2001. The Avbitron Company). © 2001, R\&R Inc.

## Now \& Actho

TRAVIS Sing (Independiente/Epic)
Total Plays: 174, Total Stations: 19, Adds: 1
ROBERT CRAY BAND Baby's Arms (Rykodisc)
Total Plays: 166. Total Stations: 18, Adds: 1
FIVE FDR FIGHTIMG Superman (Aware/Columbia) Total Plays: 163, Total Stations: 18, Adds: 1
WhISKEYTOWN Don't Be Sad (Lost Highway/IDJMG) Total Plays: 158, Total Stations: 22, Adds: 2 ANI DIFRANCO Heartbreak Even (Righteous Babe)
Total Plays: 156, Total Stations: 17, Adds: 0

ANDREAS JOHNSOM Glorious (Raprise)
Total Plays: 152. Total Stations: 14, Adds: 0
ERIC CLAPTON Travelin' Light (Duck/Reprise)
Total Plays: 125, Total Stations: 7, Adds: 2
WIDESPREAD PANIC This Part Of Town (Widespread/SRG)
Total Plays: 117, Total Stations: 21, Adds: 6
RadIOHEAD I Might Be Wrong (Capitol)
Total Plays: 113. Total Stations: 15, Adds: 1
JIMMY SMITH F/TAL MAHAL Strut (Blue Thumb/VMG) Total Plays: 107, Total Stations: 15, Adds: 0

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| 33341 | 21 | 22010 |
| 31050 | 14 | 1510 |
| 27502 | 26 | 25/0 |
| 25171 | 9 | 14/10 |
| 14510 | 4 | 25/1 |
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| 18498 | 4 | 24/2 |
| 12769 . | 9 | 20/0 |
| 13232 | 17 | 21/10 |
| 13106 | 5 | 2310 |
| 17253 | 14 | 220 |
| 11159 | 2 | 20\% |
| 8568 | 15 | 2010 |
| 10479 | 6 | 220 |
| 8288 | 10 | 20/1 |
| 10853 | 17 | 18/0 |
| 11907 | 20 | 18,0 |
| 5637 | 6 | 20/0 |
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## Most Incroased Plays

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TRavis Sing (Independiente/Epic)

## Breakers. <br> Mo Songs Gmarified For Breaker Status This Weok

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NBC TODAY SHOW • ABC WORLD NEWS TONIGHT • ABC NIGHTLINE • GIN SHOWBIZ TODAY' MPR MORNING EDITION • PEOPLE • ENTERTAINMENT WEEKLY• U.K. PLATINUM • \#1 VIDEO BEC TOP OF POPS

## Stations and their adds listed alphabetically by market




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3 DOORS DOWH Be Like That (RepublicNUniversal) BAREMAKED LADIES Falling For The First Time (Reprise) KRISTIN HERSH Trouble (4AD/Beggars Group)

Register now for Music Meeting, the industry's No. 1 online destination for new music: www.menllne.cem


## SHAMELESS SELF-PROMOTION

Never-ending rolls of plastic banners featuring your logo, brand. URL. Call foday and discover the power of repetition!


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## PMAT OIE OF A TWO-PART SERES

# The CHR Debate 

# © To play the groove or not ... that is the question 

Christian CHR is standing at a crossroads. To the left is the traditional way of programming a Hot AC-style station, with its melodic but slowed song tempo, live jocks and imaging. To the right stands a more progressive, innovative style that attempts to incorporate the best of all formats.

1 sat in on a recent Christian CHR roundtable discussion. and the atmosphere seemed to be filled with optimism but rested somewhere within the realm of the unknown. CHR programmers from around the country wrestled with the question of "Corporately, what are our core artists? ${ }^{\text {? }}$ A hush fell over the crowd. After a few seconds of silence, some of the top-50-market PDs offered a few insights. "Well, band X is for sure a core artist for all of us." said one, and another asked. "Surely we can agree upon artist Y. can't we?"
The consensus was that none of the stations represented had the same list of core artists. They overlapped, of course, but each station was programmed differently to meet its core listeners. The one type of music that was left off of almost every list was the rhythmic kind, a genre of music that encapsulates hiphop. $R \& B$ and rap.

Split Personality
The mentality of CHR radio at this moment in time is split down the middle. The dividing line seems to be whether to play rhythmic music in the regular rotation or not. Some believe doing so would strip them of their core listeners who don't enjoy music with a serious beat. Others stress that what works in other markets or in the mainstream (or on mainstream CHRs in their markets) won't work for them or their listeners.
Gabe Aviles, Dir/Marketing for Gospo Centric, comments, "Although it's good to see CHR embracing praise and worship and various styles of pop and rock, there still seems to be a void in R\&B and hiphop. As a 'hit' radio format, by nature we should be embracing the best of what's out there, regardless of genre.
"Mainstream CHR gets it. They have no problem playing Janet Jackson, Lifehouse, Nelly, Lenny Kravitz, Destiny's Child, Aerosmith, Lee Ann Womack, U2 and Shaggy all in the same set. Christian CHR would gain in the long run by becoming a better reflection of our multicultural society."

Rob Poznanski. National Promotions Manager for Sparrow Music Group, adds. "It's an evolving process. We have to lead stations there. We can't expect it to happen overnight. Righl now, with all the lesting some stations are doing. urban, hiphop and rap are not testing well. or that is what we are being told.
"Does that mean this style will never work? No. But the mind-set of Christian CHR programmers needs to be changed to include this type of music. We need more dayparting to
"CHR music is like AC, in that it's very white. The chart should be more reflective of what's going on with true CHR music."

Michael Shishido

include it. Gone are the days of acous-tic-guitar-driven songs. Exceptions to the rule can be made in certain cases. but 1 think the shift in our industry tells it all."

## Following The Mainstream

Some stations would say that there simply isn't enough thythmic music to make a sizable impact on their playlists. Ohers contend that Christian record labels too ofien follow their mainstream counterparts, introducing acts that follow mainstream uends only to find out, in many cases, that they have missed the boal.

KTWY/Walla Walla, WA PD Jeremy Genzalez says, "The biggest problem with all of Christian radio is the fear of taking chances on new styles of music. Why do we wait until mainstream has broken a new artist and then sign the souridalikes? We can grow this format with innovation and make mainstream music pay attention to us.
"I think bands like P.O.D., Sixpence None The Richer, Lifehouse. Creed and Earthsuit are just the beginning, but CHR needs to support these artists. I also think there will be a ton of new crossover antists. More bands with faith are being signed by mainstream labels. KTWY will play these artists and will seek them out and support them."
What kind of impact could rhythmic music have on a Christian CHR? Could it introduce listeners to a new breed of artists? Could it help drive more cume? Could this format really compete with its mainstream counterparts? Forefront Records Dir./National Promotion Ken Farley points out. "When you look al mainstream sales charts and playlists, thythmic music is a dominant force in the Top 40 mix.
"Unfortunately, many Christian CHR stations are still wrestling with whether or not this genre of music is relevant to their target audience. I can't tell them how to program their radio stations, but I honestly believe that they're missing out on a great oppontunity to drive up their cume. increase market share and make a greater impact in their community."

A Fair Chance
For Rhythmic Titles
The truth of the matter is simple: The riythmic-leaning artists who hit the top 10 on the Christian CHR chart in the year 2000 can be counted on two hands: John Reuben, Mary Mary, Out Of Eden, Stacie Orrico, Rachel Lampa, Raze and ZoeGirf, along with pertaps one or two others. Not even loned-down mixes of greal songs by GMA Antrist of the Year Nicole C. Mullen ("Shooby") or new duo Ill Harmonics' well-known mainstream remake ("What I Am") came close to cracking the top 10 .
KAIM/Honolulu PD Michael Shishido puts the cards on the table, stating. "Christian muṣic in general is still a step behind the mainstream. CHR music is like AC, in that it's very white. Thie chart should be more reflective of what's going on with true CHR músic. Artists like Kirk Franklin, Out Of Eden and others


A special session at the Gospel Music Association Week 2001 was the Super Tuesday Backstage Pass, where artists talked about what it was like to be artists and record company owners. Pictured (l-r) are Newsboys' Peter Furler (owner of inpop), Michaet W. Smith (owner of Rocketown), moderator Marcia Ware, Audio Adrenaline's Mark Stuart (owner of Flicker) and dctalk's Toby McKeehan (owner of Gotee).
need to be recognized. Maybe it's radio's fault for not integrating these artists. They need to be on playlists of at least some stations."-
So what are we doing right? Have there been any inroads? Overall, CHR programming has come a long way in just the past five years. New stations are implementing top-level imaging and placing songs on their playlists that meet their audiences and potential new listeners right where they're at. Many mainstream radio personnel have made the switch and found a happier home at Christian radio. This has helped make this area of the radio industry better and more professional.
People are also listening more now than ever before. Giving rhythmic music a fair chance to make it onto a local playlist does have its ups and downs, but the playing field is starting to flatten out. New artists like Damita and Shine MK, and even dance-driven tunes released

## "A 'hit' radio format, by nature, should be embracing the best of what's out there, regardless of genre""

## Gabe Aviles

recently by heavyweights Jaci Velasquez and Rebecca St. James, only confirm that this type of music is making an impact.

## Connect With Listemers

What altemative thinking needs to take place within this formal? Farley says, "I would encourage stations to
be more in touch with what's actually going on in the lives of their listeners and how they can be a resource to help meet their needs and expectations through the programming and promotions they put on the air. Connect with them in a way that has them coming back for more.
"Also, be willing to say, 'We've never done it that way beforc, but you know what? That's OK - let's go for it!' Don't play it safe when you can stick your ncck out a bit. take some risks and have the opportunity to make a huge difference in the lives of your listeners."
WYLV/Knoxville MD Johnathon Unthank says, "In regard to formatics. I see more music in the mix. Our audience has told us that they want more music, so we are giving it to them. Less talk. hot sweepers and more music make for a great combination for a successful CHR. The addition of all foms of pop music (rock. hip-hop. dance and $R \& B$ ) will broaden the scope of Christian CHR.'
It seems that the mind-set of most CHR programmers is leaning toward the inclusion of rhythmic music today and in the future. How that will contribute to real spin numbers, only time will tell. One thing is for certain: All of the people who contributed to this column want great radio with the best music available, no matter what the genre.
"The best way to do good CHR is to forget all preconceived notions of what Christian radio has been in the past and start over," Gonzalez says. "I always think it's funny when people in Christian radio say they don'I take chances because they are sticking with what works. That's funny - I don't recall Christian CHR ever working, unless a 1.2 share is as high as you can get."

Next week we will continue the CHR debute by discussing "A Format in Flux."

| Last | THES | ARTIST TTLE CBELS | PTATAL | diás | $\begin{aligned} & \text { Wegk on ow } \\ & \hline \text { CHWAN } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 2 | (1) | RuDIO ADREMALIE Ono Like You (Forefront) | 779 | +184 | 5 |
| 4 | (2) | AVNLOM Mase il Last forever (Sparrow) | 677 | +124 | 5 |
| 6 | 3 | REEECCA ST. duw ${ }^{\text {ase }}$ Rebom (Forefront) | 634 | +146 | 5 |
| 5 | (1) | True viee Now And forever (Essential) | 614 | +100 | 5 |
| 3 | (3) | RACHEL LIMPA Shation (Word) | 598 | +43 | 5 |
| 1 | 6 | TEN SHEXEL SHart Ocaan (Vertical) | 594 | $-48$ | 5 |
| 8 | - | MATT EROUWEB Water (Rounion) | 563 | +106 | 5 |
| 14 | (8) | TAIT All You Got (Forefrom) | 517 | +143 | 4 |
| 7 | (9) | PLUS OWE My Life (Atantic) | 483 | +25 | 5 |
| 12 | (10) | Damita Spirit Inside (Attantic) | 472 | +78 | 5 |
| 10 | (1) | BEEMAMMW GATE Al Over Me (Forefront) | 460 | +52 | 5 |
| 11 | (12) | SOMICFLOOD Open The Eyes Of My Heart (Gotee) | 459 | +63 | 5 |
| 17 | (13) | LARUE fly (Reunion) | 442 | +97 | 5 |
| ${ }^{13}$ | $(14$ | TREE63 Look What You've Done (Inpop) | 426 | +39 | 5. |
| 16 | (15) | Small TOWN POETSAny Other Love (Afdentforationt) | 401 | +47 | 5 |
| ${ }^{18}$ | (16) | ELMS Hey, Hey (Sparrow) | 397 | +75 | 3 |
| 15 | (17) | DELIRIOUS? God You Are My God (Sparrow) | 387 | $\$ 12$ | 5 |
| 9 | 18 | swithfiriot Love is The Movement (Sparrow) | 387 | -42 | 5 |
| 21 | (19) | ZOEGIRL No You (Sparrow) | 352 | +64 | 5 |
| 20 | (20) | LIMCOLN BREWSTER Power Of Your Love (Vertical) | 330 | +29 | 5 |
| ${ }^{22}$ | (2) | SHIMEMWK Higher Love (Reunion) | 318 | +41 | 5 |
| 23 | (2) | CAEDMONS CALL Prove Me Wrong (Essential) | 295 | +30 | 5 |
| 24 | (3) | Jaci velasquez Everytimel fall (Word) | 278 | +17 | 5. |
| 19 | 24 | MEwsBoYS Joy (Sparrow) | 260 | -41 | 5 |
| 22. | . | Stacke oririco without Love (forafom) | 237 | +23 | 5 |
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| 26 | 27. | Was of Clay canit Erse II (Essential) | 18 | -28 | 5 |
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[^4]
## Rock

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| 1 | (1) | bemuamin gate all Over Me (Forerront) | 334 | +42 | 5 |
| 3 | 2 | TOBY mac Extreme Days (Forefront) | 225 | -9 | 5 |
| 2 | 3 | AUDIO adremaline Will Not fade (Forefront) | 223 | -57 | 5 |
| 5 | 3 | SUPERCHICX Barlow Girls (Inpop) | 190 | +18 | 4 |
| 6 | B | BEanBAG Limit Of Shunt (Inpop) | 188 | +24 | 5 |
| 19 | 6 | GAYP Left Behind (Independent) | 168 | +67 | 4 |
| 9 | - | SPOKEN Forevermore (Metro Vox) | 156 | +18 | 5 |
| 3 | 8 | PILLAR Live For Him (Flicker) | 155 | -61 | 5 |
| 7 | 9 | JUSTIFIDE The Way (Culdesac/Ardent) | 151 | 4 | 5 |
| 26 | (10) | DISCIPLE God Of Elijah (Rugoed) | 132 | +52 | 4 |
| 13 | (11) | ELMS Hey, Hey (Sparrow) | 128 | +13 | 3 |
| 18. | (12) | LIFEHOUSE Hanging By A Moment (DreamWorks) | 122 | +20 | 2 |
| 12 | (13) | RELIENT K Softer To Me (Gotee) | 120 | +1 | 5 |
| 20 | (14) | AMMOMG THORMS Jesus Christ (Here To Him) | 120 | +20 | 4 |
| 8 | 15 | THOUSAND FOOT KRUTCH Puppet (OGE) | 115 | -29 | 5 |
| (Debul) | (16) | CHRIS TAYLOR Higher Ground (Rhythm House) | 111 | +49 | 1 |
| 17 | (17) | KATY HUDSON Trust In Me (Red Hill) | 108 | +3 | 2 |
| 16 | 18 | bY THE TREE Reveal (Fervent) | 105 | -5 | 4 |
| 23 | $(19$ | rhubarb Hero (inpop) | 104 | +16 | 2 |
| 10 | 20 | Rebecca st. James for The Love Of God (Forefront) | 98 | -24 | 5 |
| 21 | ${ }^{21}$ | Joor davis I Believe (Pamplin) | 95 | -1 | 4 |
| 24 | (2) | EARTHSUIT Against The Grain (Sparrow) | 95 | +9 | 5 |
| 30 | (23) | PHIL JOEL Be Number One (Inpop) | 90 | +17 | 3 |
| Cemes | 3 | aElminous? My Glorious (Sparrow) | 89 | +63 | 1 |
| - | (3) | O.C. SUPERTOMES Jury Duty (BEC) | 87 | +15 | 4 |
| 15 | 26 | RROOWTREE Maybe This Time (Rustproof) | 0 | -28 | 4 |
| 11 | 27 | meTROPOLS Gravitate (Absolute) | 81 | -40 | 5 |
| 20 | - | SPMMAROUND Girl She Used To Be (Pamplin) | 81 | +23 | 1 |
| 27 | ${ }^{29}$ | JOHN RELEEW Divine Inspiration (Gotee) | 77 | -2 | 3 |
| 佰 | $\bigcirc$ | Cistckew Ordinary Gill (Rugoed) | 75 | $+22$ | 1 |

43 Rock reporters. Songs ranked by total plays lor the airplay week of Sunday 5/13-Saturday 5/19. -2001 Radio \& Records.

Thank you, radio, for the \#1...all 3 of them!


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|  | 4@ 5030 |  |
| ${ }_{\text {Wek }}^{\text {WHIS }}$ | ARTIST TITLE LABELS) | porat |
| 1 | REBECCA ST. dumes in Me (forefromt) | 1194 |
| 2 | AVALON The Glory (Sparrow) | 1192 |
| 3 | PORT OF GRace Blue Skies (Word) | 1124 |
| 4 | NEWSONG Wonderful One (Word) | 1054 |
| 5 | TRUE VBE Now And Forever (Essential) | 963 |
| 6 | PLUS ONE The Promise (Attantic) | 909 |
| 7 | MARK SHULTZ I/GINNY OWENS Remember Me (Word) | 907 |
| 8 | PHILLIPS, CRAIG \& DEAN Let My Words Be Few (Sparrow) | 844 |
| 9 | CHRIS RICE Life Means So Much (Rocketown) | 814 |
| 10 | Natalie grant Keep On Shining (Pamplin) | 731 |
| 11 | SCOTT KRIPPAYNE What Breaks Your Heart (Spring Hill) | 728 |
| 12 | RACHEL LAMPA Blessed (Word) | 717 |
| 13 | KATIMAS Thank You (Gotee) | 699 |
| 14 | ERIN O'DONNELL No Place So Far (Word) | 660 |
| 15 | STACIE ORRICO Without Love (Forefront) | 581 |
| 16 | WATERMARK Good For Me (Rocketown) | 544 |
| 17 | CRYSTAL LEWIS Trust Me (Metro One) | 522 |
| 18 | SARA GROVES The Word (INO) | 486 |
| 19 | TAT All You Got (Forefront) | 458 |
| 20 | 20EGIRL No You (Sparrow) | 445 |
| 21 | BEN GLOVER 26 Letters (Word) | 44 |
| 22 | JENNIFER KMAPP All Consuming Fire (Gotee) | 410 |
| 23 | RUSS LEE I Smile (Sparrow) | 375 |
| 24 | duke Believer (Reunion) | 328 |
| 25 | JOY WILIMMS I Believe In You (Reunion) | 324 |
| 26 | NEWSEOYS Joy (Sparrow) | 276 |
| 27 | BEeO MORMAN I Am (Essential) | 270 |
| 28 | THIRD DAY These Thousand Hills (Essential) | 263 |
| 29 | TEN SMEXEL SHIRT Ocean (Vertical) | 228 |
| 30 | TAmmY TRENT Light Of Love (Sparrow) | 197 |

56 AC reporters. Songs ranked by lotal plays for the airplay week of Sunday 5/13-Saturday 5/19. ©2001 Radio \& Records.

## Specialty Programming

## Ahythmic

[^5]Reporters

|  |  |  |
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| XLYT/Alıuquarqua, MM WHMX/Baagor, ME KWOF/Cedar Rapids, IA WCFL/Chicago, IL WUFM/Columbus, OH Kzza/Des Moines, If WORQ/Green Bay, WI Xalm/Honolulu, HI WAYKKalamazoo, MI WYLV/Knoxville, TH |  |  |
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|  |  | 27 Reporlers |

## Rock

WDCD/Albany, MY KLYT/Albuquerque, NM WWEV/Atlanta, GA WVOF/Bridgeport, CT WCFLChicago, IL wowc/Chicago, IL WUFM/Columbus, OH KZZQDes Moines, IA WSMLFIIIT, MI WKLOGGram Rapids, MI WORQ/Green Bay, WI Wh6X/Green Bay, WI WROQ/Greemills, SC WTPT/Greenville, sC wBOPAtartisonturn, va WMULALHATington, WV

WOMEIndianapolis, IN WMCM/Jacksonville, FL WYLV/Knoxville, TM WLGH/ansing, MI WCWP Massau-Suttolk, WY WVCP/Mashville, IM WCNI/New London, CT ROKF/Oklahoma City, OK WZZD/Philadelphia, PA WMSI/Portand, ME WITR/Rochester, MY KWMDSpringtield, MO WTRKSupinaw, MI wJisparasota, FL KCLCSS. Louk, mo KYMcsi. Leuls, mo

WLFJ/Spartansburg, SC WBVM/Tampa, FL WYSZToledo, OH KMOD/tulsa, OK KMAX/Tulsa, OK WCLQNausau, WI WAYFMest PaIm Beach, FL KZ2D/Wichita, KS WPAONOungstown, OH

## WMPL/Metwort

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43 Reportors

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| MYT/Ewpeme OR | KIVM/Porland, OR |  |
| wpsmif. Wamon Beach, RL | WPRRRoanoke, ${ }^{\text {a }}$ | 56 Reporters |

## Specialty Programming

## Loud

## Rank aftist fitle lasel(s)

1 THOUSAND FOOT KRUTCH Puppet (OGE)
BRIDE Whitehouse (Absolute)
SPOKEN Forevermore (Metro Vox)
PILLAR Live For Him (Flicker)
MICHAEL SWEET Save Me (Restless)
JUSTIFIDE The Way (Ardent)
DISCIPLE God Of Elijah (Rugged)
GEARS OF REDEMPTION Shedding Skin (Solid State)
LIVING SACRIFICE Perfect (Solid State)
CHEVELLE SMA (Squint)

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To appear in the following week's issue, your ad must be received by Thursday noon (PDT) eight days prior to issue date. Address all ads to:R\&R Opportunities. 10100 Santa Monica Blvo., Fitth Floor, Los Angeles, CA 90067.

## R\&R Opportunities Free Advertising

Radio \& Records provides free ( 20 words maxlmum) listings to radio stations ON A SPACE AVAILABLE BASIS in Opportunities. Free listings of the same length are also available to individuals seeking work in the industry under Positions Sought.

## Deadine

To appear in the following week's issue, your ad must be recelved by Thursday noon (PST), eight days prior to issue date. Free Opportunities listings should be typeFree Opportunities istings should be type-
written or printed on $81 / 2^{\circ} \times 11^{\prime \prime}$ company/ written or printed on $81 / 2 \times 11$ company/
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tions sought, ads are accepted by e-mail to: tions sought, ads are accepted by e-mail to:
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## Marketplace

## AIRCHEGK

## -AUDIO \& VIDEO AIRCHECKS -

 Shodgun Tom kelly, KLDEBany Kase, Wwwo. Luy lavares, Kl. DStrawberry, WPLJ. $\$ 10.00$
\& CURRENT R52 2100 Lisa Tayor, KIISGGary Spears-Valentime, KLUV/Ron Chapman. KHKS. Domino. WEGRTTm.Bee \& Bad Dog. KPLNJWo Kincaid. KFMS/Buckhead. $\$ 1000$ APERSONALITYPLUS MPP-161, KLOLGreg-0. Pu en \& Boner. WSTRS Steve \& VIdt. WBEZI Jom Dave. Bubba Shelly, KGUYG Geaseman. Cassethe $\$ 10.00$ WBZLI
 + ALL COUNTRY CY-108, WOYK. WRBO. WUSY. WDSY, WUSN $\$ 10.00$ ALI AC AC 86 KH WOX KMI WNMD WALC WJXA WROO $\$ 10.00$ $\pm$ ALI AC AC 56 , KHNX, KVL WNND. KALC. WJXA WROO $\$ 10.00$
 + PROP II FS-438, hOUS OHI CHR AC AOR CIIy Gad UC $\$ 10.00$ +PROF ILE ES-439, ATLANTA! CHR AC AOR CTry God UC. \$10.00 +PROMOVAMLI PRR-44, Promo samples - all lormats. all market sizes. Cassette. $\$ 12.50$ SWEEPER VAUUT SYV.30. Sweeper \& Legal ID samples. al lomats. Cassete. $\$ 12.50$
 H0-1 (RHY, OLDIESL, I $18(I N L K)$ it $\$ 10.00$ each

+ CLASSIC AC-245. KHLMMG Kelly-1975. WNBCHITWard Stien - 1982, WBZ.Jefterson Kaye - 1964, WABC Harty Herrison - 1969. KCBO Shotgun Tom Kelly - 1975. $\$ 13.50$. VIDEQ ESS. Tampas WYUUMason Dixon \& Bial Comoly. LAS KROOTImi Heidi. KCMG Benny Martinet, Dalas' KHEWSOOmino. KSCSSTeriy Dorsey \& Hawheye. Nastrville's WSIX Johnmy M3C. 2 Hot his on WHS. $\$ 30.00$
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| $\begin{aligned} \text { Bitas } \\ \text { stas } \end{aligned}$ | > JON MATTHEWZ <br> - BUFFY O'NEIL |
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## SMALL SPACE WORKS

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| Gi:/P! |  |
| :---: | :---: |
| Lw | Tw |
| 1 | ABUILERA, LLL'KIM, MYA E PINK Lady Marmatade (Interscope) |
| 3 | (2) LIFEHOUSE Hanging By A Moment (DreamWorks) |
| 2 | 3 JMMET All For You (Virgin) |
| 4 | 4. UNCLE KRACKER Follow Me (Top Dog/Lava/Adtantic) |
| 6 | (5) MELLY Ride Wit Me (Fo' ReelUniversal) |
| 5 | 6 DESTINY'S CHILD Survivor (Columbia) |
| 7 | 7 JENNIFER LOPEZ Play (Epic) |
| 8 | (B) NELLY FURTADO I'm Like A Bird (DreamWorks) |
| 9 | 9 DIDO Thankyou (Arista) |
| 10 | 10 SHaGGY Anget (MCA) |
| 14 | 11 TRANN Drops Of Jupiter (Tell Me) (Columbia) |
| 15 | (12) DREAM This is Me (Bad Boy/Arista) |
| 13 | (13) SNMANTHA MUMBA Baby, Come Over... (A\&MMnterscope) |
| 11 | 14 JOE F/inYSTIKAL Stutter (Jive) |
| 17 | (15) MADONIA What it Feels Like For A Girl (MaverickWB) |
| 19 | 16 JESSICA SIMPSOM Irresistible (Columbia) |
| 12 | 17 CRATY TOWN Butterfly (Columbia) |
| 16 | 18 MOBY F/GWEN STEFANI Southside (V2) |
| 21 | $(19)$ MATCHBOX TWENTY Mad Season (Lava/Attantic) |
| 20 | 20 LENWY KRAVITZ Again (Virgin) |
| 24 | 21 INCUBUS Drive (Immorta/Epic) |
| 25 | (22) BACMSTREET BOYS More Than That (Jive) |
| 28 | (23) O-TOWM All Or Nothing (J) |
| 18 | 24 S CLUB 7 Never Had A Dream Come True (A\&M/interscope) |
| 22 | 25 AEROsmITH Jaded (Columbia) |
|  | 26 'N SYMC Pop (Jive) |
| 26 | AMMUDA Everybody Doesn't (Maverick) |
| 27 | (2) stelua solel Kiss Kiss (Universal) |
| 29 | 29 Eenax Ghost Of You And Me (Hollywood) |
| 31 | (3i) Enen's Crush Get Over Yoursell (143/London Sina) |

11 MOST ADDED
'W SYMC Pop (Jive)
-1 MOST INCREASED PLAYS
'H SYMC Pop (five)
TOP 5 NEW \& ACTIVE
K-CI \& JONO AN The Things I Shoukl... (IMCN) 3LW Playas Gon' Play (Epic)
WYCLEF JEAM Pertect Genteman (Ruffhouse/Columbia) SHAGGY Freaky Girl (MCA)
missy EllotT Get Ur Freak On (Goid Mind/EastWest/EEG)

## CHir hogiss am Poge 81.

| AF |  |
| :---: | :---: |
| LW | Tw |
| 1 | 1 LEE ANM WOMACK I Hope You Dance (MCAMniversal) |
| 3 | ? DIDO Thankyou (Arista) |
| 4 | (3) MATCHEOX TWENTY If You're Gone (Lava/Atlantic) |
| 2 | 4 'N SYHC This I Promise You (Jive) |
| 6 | 5 LIDNEL RICHIE Angel (Island/IDJMG) |
| 5 | 6 R. MRITNF/C. ACULERANobody Wants To Be Londy (Columbia) |
| 9 | ENYA Only Time (Reprise) |
| 8 | 8 Backstreet Boys Shape Of My Hean (Jive) |
| 7 | 9 FANTH HiLL The Way You Love Me (Warner Bros.) |
| 11 | 10 LENHN RMmES i Need You (Sparrow/Curb/Capitol) |
| 14 | 11 THE CORRS Breathless (143/Lava/Atlantic) |
| 10 | 12 Bemak Back Here (Hollywood) |
| 13 | 13 HUEY LEWIS \& GWYNETH PALTROW Cruisin' (Hollywood) |
| 12 | 14 DOW HENLEY Taking You Home (Warner Bros.) |
| - | 15 FANTH HILL There You'll Be (Warner Bros.) |
| 16 | (16) STEVIE MICXS Every Day (Reprise) |
| 21 | (17) DLAMDND RIO One More Day (Arista) |
| 17 | (18) PETER CETERA Perfect World (DDE) |
| 15 | 1998 DEGREES My Everything (Universal) |
| 18 | 20 MARC ANTHONY My Baby You (Columbia) |
| 20 | (21) BBCMAK Ghost Of You And Me (Hollywood) |
| 25 | 22 BACKSTREET BOYS More Than That (Jive) |
| 22 | (23) TAMARA Whu Ker Didn't We Love (Curb) |
| 23 | (24) SOPHIE B. HAWMINS Walking In My.... (Trumpet Swan/Rykodisc) |
| 19 | 25 SHAWN COLYIN Whole New You (Columbia) |
| 27 | 26 UNCLE KRacXER Follow Me (Top Dog/Lava/Attantic) |
| 24 | 27 BEE GEES This is Where I Came In (Universal) |
| 26 | 28 JOURNEY All The Way (Columbia) |
| 29 | 29 MADONMA What it Feels Like For A Girl (MaverickWB) |
| 28 | (30) MELLY FURTADO I'm Like A Bird (DreamWorks) |

## -1 MOST ADDED

10 DEE MESSMA Bum (Curb)

## \#1 MOST INCREASED PLAYS

FNTH HWLL There You'lil Be (Nomer Bros.)
TOP 5 NEW \& ACTIVE
DOOBE BROTHERS Ondinary Man (Pymmid)
S CLIE 7 Never Hed A Dream Coms True (AetMorterscope) EDwn mCCAN Hearts Fall (Lava/Atlantic)
BRITMEY SPEARS Don'l Let Me Be The Last To...Don't Let Me Be... (fine) 10 DEE mESSMA Bum (Curb)

## CHR/RHYTHMIC

ACUILERA, LL' 'KiM, MYAs PINK Lady Marmalade (Interscope) MIssy ELLIOTT Get Ur Freak On (Gold Mind/EastWestEEG) EVE F/GWEM STEFANI Let Me Blow... (Rutt fyders/Interscope)
CITY HIGH What Would You Do? (Interscope)
112 Peaches And Cream (Bad Boy/Arista)
MELLY Ride Wit Me (Fo' ReelUniversal)
DESTINY'S CHILD Survivor (Columbia)
8 JaMET All For You (Virgin)
 R. Xelly Fiesta (Jive)

OB FINEST FMAS Oochie Waly (Columbia)
12 JOE FAMYSTIKAL Sutter (Jive)
13 DUTKUST So Fresh, So Clean (Laface/Arista)
14 TRICK DADDY Take it To Da House (Slip 'N Slide/Atantic)
(15) TYRESE I Like Them Girls (RCA)

16 SMODP DOGG Lay Low (No LimitPriority)
17 2PAC Until The End Of Time (AmaruDeath Row/interscope)
18 case Missing You (Dat SouviDJMG)
19 LagGED EDGE Promise (So So Deficolumbia)
20 SUMSHIME ANDERSON Heard II AII Before (Soulife/Atantic)
21 LUDACRIS Southern Hospitality (Def Jam SouthIDMMG)
22 an Rule I Cry (Murder Inc/Def JamAD.MGG)
3Lw Playas Gon' Play (Epic)
LMCGED EDGE Where The Party At (SO So Det/Columbia)
LL' mo Superwoman (Gold Mind/EastWest/EEG)
LLL' ROMEO My Baby (SouliaPriority)
(2) EESSICA shmpsom Irresistible (Columbia)
(23) mulvah Wo Need A Resolution (BlachGround)
olma Bizounce (J)
BLU CAMTRELL Hit 'Em Up Style (Oops!) (Arista)
\#1 MOST ADDED
USHER U Remind Me (LaFicta/Arist)

* 1 MOST INCREASED PLAYS

Jaccen EDCE Where The Party At (SO SO DeiCalumbia)

## TOP 5 NEW \& ACTIVE

FATH EVAus F/CNRL THomas Can't Beiveve (Bad Boy/Arista) WrCLEF JEAM Pertect Gentleman (Ruffhouse/Columbia) wadomma What if feets Like For A Girl (MaverickWB) SMOOP DOGG FTTHRESE \& IMR. TAN Just A Baby Boy (Universa) DREAM This is Me (Bad Boy/Arista)

## 



벼 MOST ADDED
SUGAR RAY When It's Over (Liva/Atantic)

## -1 MOST INCREASED PLAYS

FANTH HIL There You'll Be (Wamer Bros.)
TOP 5 NEN \& ACTIVE
shelay linwe kin' Kind (Istandnawig) EVERCLEAR Brown Eyed Gin (Capion) derfiey canes in Your Eyes (Atmis)
FIVE FOR FREHTMis Siperman (Awarecolumbia) CARLY HEwESSY HTM Gonme Blow Your Mind... (MCA)

## URBAN


missy Elliott Get Ur Freak On (Gold Mind/EasiWesteEG) R. KELLY Fiesta (Jive)

112 Peaches And Cream (Bad Boy/Arista)
4 SUMSHIME ANDERSOM Heard It All Before (Soulie/Attantic)
5 TYRESE I Like Them Girls (RCA)
EVE F/GWEM STEFANI Let Me Blow... (Ruff Ryders/interscope)
MUSIO Love (Def SoullidMG)
3 Ja RULE I Cry (Murder Inc.Def JamIDMMG)
9 CaSE Missing You (Def SoulIDJMG)
10 DESTMY'S CHIL Survivor (Columbia)
(11) LIL' RDMEO My Baby (Soulja/Priority)

RAY-J Wait A Minute (Atantic)
JANET All For You (VIrgin)
18. FATH EVAMS F/CARL THOMAS Can't Bolieve (Bad Boy/Arista)

LIL' MO Supenwoman (Gotd Mind/EasiWestVEG)
16 TANK Maybe I Deserve (BlackGround)
17 GINUWIME There It is (Epic)
(13) BLU CANTRELL Hit 'Em Up Style (Oops!) (Arista)

19 IMDUA.ARIE Video (Motown)
20) SILK We're Callin' U (ElehtraEEG)

ERICK SERMON Music (Interscope)
alliyha We Need A Resolution (BlackGround)
3 BabyFace There She Goes (Arista)
24 OUTLCAST So Fresh, So Clean (LaFace/Arista)
JuHelw Just in Case (Divine MillwB)
26 SNOOP DOGG Lay Low (No LimitPriority)
27 2PAC Until The End Of Time (AmaruDeath Row/interscope)
CITY HIGH What Would You Do? (Imterscope)
dave hollsiter Take Care Of Home (DefSquad DreamWorks)
30 ERIC BENET Love Don't Love Ma (Wamer Bros.)
1 MOST ADDED
usher u Remind Me (LaFaca/Arista)

- 1 MOST INCREASED PLAYS

AnGGED EDGE Where The Party At (SO SO DeICoumbia)
TOP 5 NEW \& ACTIVE
TMMBMLAND \& MAGOO Drop (BlactiGround)
LIL' JOM \& TME EASTSIDE BOYZ Bia Bia (TV) SMOOP DOGG FTTYFESE \& MR. TAN Just A Baby Boy (Unversal) LiL' O Back Back (Game Faco/Adantic)

QUEEN PEN I Got CTa (Motown)

## unanu mogina ar Pros. 30.

|  | 806K |
| :---: | :---: |
| Lw | TV |
| 1 | (1) STAND It's Been Awhile (Flip/Elektra/EEG) |
| 2 | 23 DOOR8 DOWW Duck And Run (Republic/Unversal) |
| 4 | 3 BLACK CROWES Lickin' (V2) |
| 6 | SEVEN MARY THREE Wait (Mammoth) |
| 3 | 5 TANTRIC Breakdown (Maverick) |
| 5 | 6 FUEL Hemorrhage (In My Hands) (Epic) |
| 7 | AERO8MITH Just Push Play (Columbia) |
| 8 | CULT Rise (Lava/Attantic) |
| 11 | (9) TRAN Drops Of Jupiter (Tell Me) (Columbia) |
| 9 | 10 LIFEHOUSE Hanging By A Moment (DreamWorks) |
| 12 | 11 GODsmack Greed (Republic/Universa/) |
| 16 | (1? U2 Elevation (Interscopo) |
| 15 | 133 DODAS DOWN Loser (Republic/Universa) |
| 22 | (1) TDDL Schism (Volcano) |
| 18 | (15) SMLNA Your Disease (Island/ID,MMG) |
| 10 | 16 IC/DC Safe In New York City (EastWest/EEG) |
| 19 | 17 AEROSMITH Jaded (Columbia) |
| 14 | 18 BUCKCHERRY Ridin' (DreamWorks) |
| 20 | 19 GODSMACK Awake (Republic/Universal) |
| 21 | 20 SIMOMATIC Bloom (Rust/Attantic) |
| 28 | 21 STAND Outside (Flip/Elektra/EEG) |
| 13 | 22 OLEANDER Are You There? (Republic/Universal) |
| 23 | 23 MEGADETH Moto Psycho (Sanctuary/SRG) |
| 25 | (2) SYSTEMATC Beginning Of The End (Music Company ElektraEEG) |
| 27 | (25) LINIXIN PARK Crawling (Wamer Bros.) |
| 32 | 26 STEREOMUD Pain (Loud/Columbia) |
| 26 | 27 LIMP BIzXIT My Way (Flip/nterscope) |
| 29 | 28 ECONOLINE CRUSH Make It Right (Restless) |
| 31 | 29 R.E.M. Imitation Of Life (Wamer Bros.) |
| 33 | (30) STABBING WESTWARD So Far Away (Koch) |

1 MOST ADDED
CALLIMG Wherever You Wiil Go (RCA)
*1 MOST INCREASED PLAYS
DAVE maYarRo Rexal (Capion)
TOP 5 MEW \& ACTIVE
STEME NICKS Planets of The Universe (Reprise)
ISLE OF O Here And Gone (She's Froe) (Universal) SXRAPE Isoltad (ACA)
EEIC GMLES Hand Writing On The Wall (Mighthird/McA) ZOO STORY Manteray (3:33Uniwersa)

| URBANAF |  |
| :---: | :---: |
| [* | Tw |
| 1 | mixal low (aw Sownamg) |
| 2 | 2 Domme moculuma We Fall Down (Verity) |
| 5 | Case mineing You (Dor Soundma) |
| 8 | Cutiear va jomes Teke You Out (J) |
| 4 | sumatume ampersow Heard In An Before (Soulife/Atantic) |
| 7 | Luatie Video (Motown) |
| 6 | 1avet All for You Mivoin) |
| 3 | 8 ML EeOTT A Long Wely (Hiden Beach/Epic) |
| 11 | ERic Criwe Love Donit Love Me (Wamer Bros.) |
| 10 | 10 manwill get To know Ya (Columbia) |
| 12 | (11) SYLEEM soumsow I Am Your Woman (Jive) |
| 9 | 12 Tawn Meybe I Doserve (Buchtiround) |
| 14 | (1) AL HMRENS It's How You Say II (GRPNMG) |
| 15 | 14 KOFFEE EROwn After Puty (Avista) |
| 19 | (13) DAVE MOLLSTER Teke Creorthome (Det Squad.DreamWorks) |
| 13 | 16 sane king or Sorrow (Epic) |
| 21 | BnaYface There She Goes (Arista) |
| 20 | mamur Corsen She's All Gol (J) |
| 17 | 19 Capit Tromis Emotional (Bad Boy/Arista) |
| 16 | 20 R. Welly a Woman's Threat (Jive) |
| 24 | steruey summomis for You (Prionit) |
| 28 | (22) Luram Just in Cose (Divine MivWB) |
| 22 | (23) alcinicye fation (J) |
| 23 | CHAMUE wurem Ono Way Stree (Majior Hits) |
| 27 | TAMA TCll Mo Who (EledraEEG) |
| 25 |  |
| 18 | 27 PUMCHC ampumeemeivt Man Aint Suppose To Cry (RCA) |
| 26 |  |
|  | 29 Jugezd enee Promise (So So DudCohmbia) |
| 29 | 30 Whix Frumim Than You (Gospo Centricinterscope) |

## \#1 MOST ADDED

GLADVS KNIGhTI I Said You Lied (MCA)
\#1 MOST INCREASED PLAYS
LUTHER VANDROSS Take You Out (J)

## TOP 5 NEW \& ACTIVE

RAPHAEL BRDWN Maybe (Arista)
JILL SCOTT The Way (Hidden Beach/Epic)
HIL ST. SOUL For Your Love (DomeSelect-O-Hits)
bebe winans fiwo noer \& Winans jesus Children... (Motown) VARIOUS ARTISTS YOu (Bad Boy/Arista)

## 

## ACTIVE ROCK

> STAMD It's Boen Awhio (FinaElektraEEG)
> sal na Your Disease (Istandiomeg)
> TOOL Schism (Vatamo)
> GOD8macx Greed (Republic Universal)
> UMP Bizart My Way (fivinterscope)
> LINKID PARK Crawling (Warmer Bros.)
> 3 DDORS DOwn Duck And Run (Republic/Universal)
> CULT Rise (Lava/AHantic)
> TANTAIC Breakdown (Maverick)
> 10 ECONOLME CRUSH Make II Right (Restless)
> 11 GODSMACK Awake (RepublicUniversal)
> 912 LINKIN PARKX One Step Closer (Wamer Bros.)
> 15 (3) STABBING WESTWARD SO Far Away (Koch)
> 4 COLO No One (Flip/Geften/merscope)
> (15 STEREOMUD Pain (LoudCotumbia)
> 16 DISTURBED Voices (GiamtReprise)
> SVSTEmarIC Bogining Or The End (Music Compary/Eedra/EEG)
> SEVEN MARY THREE Wait (Mammoth)
> 2019 BLACK CROWES Lickin' (V2)
> 1620 OLEANDER Are You There? (Republic Universa)
> (21) MEGADETH Moto Psycho (Sanctuay/SRG)

> 22 STANDD Outside (FlipElektra EEG)
> 23 MOMPOINT What A Day (MCA)
> AEROSMITH JUst Push Play (Columbia)
> 5 UMION UNDERGROUMD Revolution Man (PortrictColumbia)
> 26 muOvayMe Dig (No Name/Epic)
> (27) DROWMMG POOL Bodies (Wind-up)

> 28 SIMOMATIC Bloom (Rust/atitantic)
> 29 FROM ZERO Check Ya (Avista)
> STATIC-X This is Not (Wamer Bros.)

## \#1 MOST ADDED

SIMON SAYS Blister (Hollywood)

* 1 MOST INCREASED PLAYS

DAVE NAVARRO Rexall (Capiol)
TOP 5 NEW \& ACTIVE
NULLSET Smokewood (Grand Royal)
BLINK-182 The Rock Show (MCA)
MAYFIELD FOUR Eden (Turn The Page) (Epic)
OOG FASHION OISCO Headless (Spitfire)
DISTURBEO Down With The Sickness (GiantReprise)

## COUNIRY

## 1 moons \& oumm Aint Nothing 'Bout You (Arist

गnw mceraw Grown Men Don't Cry (Curb)
Kewny Crizewer don't Happen Twice (BNA)
4 owes Cuicks if Fall You're Going With Me, (Monument)
GABY ALLAM Right Where I Heed To Be (MCA)
LOwEstaR I'm Already There (BNA)
sara evans I Could Not Ask For More (RCA)
8 marax mccuilim Mrs. Steven Rudy (UFR)
CEDRGE STRAT If You Can Do Anything Else (MCA)
ALAN sackson When Somebody Loves You (Arista)
MONTGOMERY GENTRY She Couldn't Change Me (Columbia)
erad paisley Two People Fell in Love (Arista)
MMIE O'WEAL When I Think About Angets (Mercury)
LEANM RMES But I Do Love You (Curb)
DO DEE MESSBMA Downtime (Curb)
AMROW TIPPIM People Like Us (Lyric Street)
CHiris cacle Laredo (Capitol)
WEITH URiAM Where The Blackop Ends (Capitol)
cuar davidson Sometimes (Capitol)
rascal futis While You Lovad Me (Lyric Street)
T. DYRD W/M. CHESMUTT A Good. Way To Got On My... (RCA)

DABRIVL WOpiLEY Second Wind (DreamWorks)
FAITH Hill There You'll Be (Wamer Bros.)
MIIWY ROCERS There You Go Again (Dreamcatcher)
Thisth YEARWOOD I Would've Loved You Amyway (MCA)
LEE Anin womacx Why They Cali it Falling (MCA)
Buane shat Tow Austin (Warner Bros.)
Tow kenth I'm Just Talkin' About Tonight (DreamWorks) Cruos thomen What I Really Meant To Say (Capitol)
30 TEBRA CLamix Mo Fsar (Mercury)

## \#1 MOST ADDED

FAITH HILL There You'li Be (Warner Bros.)
\#1 MOST INCREASED PLAYS
FAITH HILL There You'll Be (Warner Bros.)
TOP 5 NEW \& ACTIVE
B. DEANS. BOGGUSS/JILLIAN Keep Mom And Dad... (Dreamcatcher) KORTNEY KAYLE Unbroken By You (Lyric Streef) billy gilman She's My Girl (Epic) ELBERT WEST Diddley (Broken Bow) TYLER ENGLAND I'd Rather Have Nothing (Capitol)

## COUWTVY mane en Pap 87.

## ALTERNATIVE

## STANO It's Been Awhile (FlipElehtra/EEG)

WEEzER Hash Pipe (Geffen/Interscope)
TANTRIC Breakdown (Maverick)
IWCUBUS Drive (ImmortaVEpic)
(5) BLINX-182 The Rock Show (MCA)

LIMP aizKIT My Way (Fip/i/hterscope)
(1) TODL Schism (Volcano)

8 AMERICAN HI-FI Flavor Of The Weak (ISland/IDJMG)
SALINA Your Disease (ISland/IDJMG)
LINKIN PARK Crawling (Warner Bros.)
dave marthews bano The Space Between (RCA) OEPECHE MOOE Dream On (Mute/Reprise)
U2 Elevation (Interscope)
14 LIFEHOUSE Hanging By A Moment (DreamWorks)
(15 TRalm Drops of Jupiter (Tell Me) (Columbia)
16 POE Hey Pretty (FEI/Atlantic)
17 SUM 41 Fat Lip (ISland/DJMG)
18 MOBY F/GWEN STEFANI Southside (V2)
19 3 DOORS DOWN Duck And Run (Republic/Universal)
20 fehab It Don't Matter (Destiny/Epic)
(21) Stabbing westward So Far Away (Koch)

STANO Outside (FiipElektra/EEG)
SEVEN MARYY THREE Wait (Mammoth)
WIME INCH MALLS Deep (EtektraEEG)
25 A.E.M. Imitation Of Life (Warner Bros.)
(26) COLDPLAY Shiver (NettwerkCapitol)

RADIOHEAD I Might Be Wrong (Capitol)
LIFEHOUSE Sick Cycle Carousel (DreamWorks) CULT Rise (Lava/Atlantic)
FUEL Innocent (Epic)

## * 1 MOST ADDED

ALIEN ANT FARM Smooth Criminal (DreamWorks) \#1 MOST INCREASED PLAYS - BLINK-182 The Rock Show (MCA)

TOP 5 NEW \& ACTIVE
dave navarro Rexall (Capitol)
SPRUUNG MONKEY What's That You Say (Surfoog/Red Line) STATIC-X This is Not (Warner Bros.) STEREOMUO Pain (Loud/Columbia)
SUGAR RAY When It's Over (Lava/Atlantic)

## SMOOTH JAZZ

## TW seff LORBER Snakebite (Samson)Gold Circie)

RICK BRIUN Kisses In The Rain (Warner Bros.)
CHUCX LOEB North, South, East And Wes (Shanachie)
RIPPMMGTOMS Caribbean Breeze (PeakConcord) michuel LiwgToM Sunset (SamsonGold Circle) 6 DAVE KOZ Love is On The Way (Capitol)
HIL ST. SOLL Until You Come Back To Me (Dome/Select-O-Hits) FREDOE RAVEL Sunny Side Up (GRPMMG)
WAYMAN TISDALE Can't Hide Love (Atlantic) bRian Culbertsou get It On (Atlantic)
ERIC CLAPTON Reptile (Duck/Reprise)
SADE King Ot Sorrow (Epic)
marc antolme Mas Que Nada (GRPNMG)
michacl mCDOMALO Open The Door (Ramp)
JEFF KASHIWA Around The World (Native Language)
(16) Luther vandoross Take You Out (J)

17 COUNT BASIC Wes Who? (Instinct)
PIECES OF A DREAM R $\cup$ Ready (Heads Up)
CHARLIE WILSON Without You (Major Hits)
20 KIIW WATERS in The Groove (Shanachie)
21 YULARA Flyin' High (Higher Octave)
22 WALTEA BEASLEY Tantam (Shanachie)
GERALD AL BAIGHT Winelight ( 0 )
LEE RTEEMOUR F/DAVE GRUS (IN Get Up Stand Up (GRPNMG)
DAVD MANH Stone Groove ( N -coded)
26 KEM MAVARRO Delicioso (Positive)
27 EONEY LAMES \& RICX BRAUN Shake It Up (Wamer Bros.)
28 FOLA ED EAST Bumper To Bumper (Higher Octave) oown TO The Bowe Righteous Reeds (Intemal Bass/(0/Atantic)
deFF golus Dangerous Curves (GRPNMG)
"1 MOST ADDED
LeE RITENOUR F/DAVE GRUSIN Get Up Stand Up (GRPNMG) \#1 MOST INCREASED PLAYS
Lee ritenour fodave grusin get Up Stand Up (GRPNMG)
TOP 5 NEW \& ACTIVE
EUGE GROOVE Sneak A Peek (Warner Bros.)
Pattl austin Love's Been Kind To Me Lately (OwestwB) CHRIS CAMOZzI Curves (Samson/Gold Circle) SPYRO GYRA Open Door (Heads Up) FATTBURGER Evil Ways (Shanachie)

## mac noyine en Peqe 176.

## TRIPLE A

1 R.E.m. Imitation Of Life (Warner Bros.)
TRAN Drops Of Jupiter (Tell Me) (Columbia) DAVE MATTHEWS BAND The Space Between (RCA) U2 Elevation (Interscope)
JONATHA BROOKE Linger (Bad Dog)
BLUES TRAVELER Girl Inside My Head (A\&MIIterscope)
JEB LOY NICHOLS Heaven Right Here (Rykodisc)
OEPECHE MODE Dream On (Mute/Reprise)
9 STEVIE NICKS Planets Of The Universe (Reprise)
10 LUCINOA WILLIAMS Essence (Lost Highway/IDJMG) 11 COLOPLAY Yellow (Nettwerk/Capitol) 12 LIFEHOUSE Hanging By A Moment (DreamWorks) JOSH JOPLIN GROUP Camera One (Artemis)
INCUBUS Drive (Immorta/Epic)
BLACK CROWES Soul Singing (V2)
6 DAVID EYRNE Like Humans Do (Luaka BopNirgin)
17 COWBOY JUNKIES I'm So Open (LatentZoe/Rounder)
18 MARK KNOPFLER Sailing To Philadelphia (Warner Bros)
19 SHAWN COLVIN Whole New You (Columbia)
20 PETE YORN Life On A Chain (Columbia)
21 OLD 97'S King Of All The Worid (Elehtra/EEG)
2 SHELBY LYNNE Kitfin' Kind (Island/IDJMG)
23 ERIC CLAPTON Superman Inside (Duck/Reprise)
24 BEN HARPER Sexual Healing (Virgin)
25 OELBERT MCCLINTON Livin' It Down (New West/Red Ink)
26 WALLFLOWERS Letters From The Wasteland (Interscope)
U2 Walk On (Interscope)
JIM WHITE Handcuffed To A Fence In... (Luaka BopNirgin)
JEFFREY GANES in Your Eyes (Artemis)
0 FISHER Hello It's Me (Farmclub.com/Interscope)
\#1 MOST ADDED
AFRO-CELT... F/PETER GABRIEL When You're Falling (Real WoridVirgin) *1 MOST INCREASED PLAYS
AFRO-CELT... F/PETER GABRIEL When You're Falling (Real WorldNirgin)
TOP 5 NEW \& ACTIVE
TRAVIS Sing (Independiente/Epic)
ROBERT CRAY BANO Baby's Arms (Rykodisc) fIVE FOR FIGHTING Superman (Awara/Columbla) WHISKEYTOWN Don't Be Sad (Lost Highway/IDJMG) ANI OIFRANCO Heartoreak Even (Righteous Babe)


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[^1]:    Jayne Charneski can be reached at jcharneski@edisonresearch.com or by phone at 908-707-4707.

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[^4]:    27 CHR reporters. Songs ranked by total plays for the aipplay week of SUnday 5/13-Saturday 5/19. © 2001 Radio \& Records.

[^5]:    annk aftist tite label(s)
    L.A. SYMPHONY Broken Tape Decks (Squint)

    REBECCA ST. dames Rebom (Forefront)
    T-BONE Ride Wit' Me (Flicker)
    DAMITA Spirit Inside (Attantic)
    KJ-52 $12^{\text {m }}$ Round Knockout (Essential)
    KIRK FRANKLIN \& MARY MARY Thank You (Gospo Centric/Interscope)
    DJ MAN w/NEW BREED What's My Name (Gotee)
    JOHN REUBEN Divine Inspiration (Gotee)
    STACIE ORRICO Without Love (Forefront)
    KNOWDAVERBS Plane Scared (Gotee)
    CROSS MOVEMENT Know Me (Huh What?) (Cross Movement)
    SHINEMK Higher Love (Reunion)
    JAKE The One (Reunion)
    KATINAS It's Real (Gotee)
    RACHEL LAMPA Shaken (Word)
    ILL HARMONICS Woe Is We (UprokBEC)
    RAVING LUNATICS Bound (Myx)
    APT. CORE I/GINNY OWENS 40 (Rocketown)
    ONE NATION CREW Movin' On (B-Rite)
    STACIE ORRICO Genuine (Forefront)

