

'All Star' Week

Interscope's Smash Mouth grabs No. 1 Most Added honors with 119 adds at CHR/Pop and 35 at Hot AC for



"All Star." The group's next album, *Astro Lounge*, will be in stores on June 8.



THE INDUSTRY'S NEWSPAPER
www.rronline.com

Johnson An R&R Keynote

Earvin "Magic" Johnson, the charismatic athlete-turned-businessman, has agreed to be a keynote speaker at R&R Convention '99, June 10-12 in Los Angeles. Johnson joins an all-star lineup of notable figures from inside and outside the radio and record industries. Details, next page.



JOHN MICHAEL MONTGOMERY

HOME TO YOU
IN STORES MAY 25TH



1999 Tour Schedule

- May 20 Myrtle Beach, SC
- May 21 Jacksonville, FL
- May 22 Zellwood, FL
- May 28 Montgomery, AL
- May 29 Atlanta, GA
- May 30 Anderson, SC
- Jun 12 Winsted, MN
- Jun 17 Nashville, TN
- Jun 19 Eldon, IA
- Jun 20 Springfield, MO
- Jun 25 Manhattan, KS
- Jun 26 Fargo, ND
- Jul 2 Greeley, CO
- Jul 8 Pine Knob, MI
- Jul 9 FL Lorain, OH
- Jul 11 Benedict, MD
- Jul 15 Twin Lakes, WI
- Jul 17 Pittsburgh, PA
- Jul 24 Lula, MS
- Jul 31 Harrison, WI
- Aug 3 Davenport, IA
- Aug 4 Wausau, WI
- Aug 11 Mansfield, OH
- Aug 13 Dallas, TX
- Aug 14 Houston, TX
- Aug 21 Escanaba, MI
- Aug 22 Hinckley, MN
- Aug 27 Meadville, PA
- Aug 30 Lancaster, CA
- Aug 31 Los Angeles, CA
- Sep 2 Sacramento, CA
- Sep 5 Plymouth, WI
- Sep 17 Bardstown, KY
- Sep 18 Frederick, MD
- Oct 15 Sparks, NV
- Oct 16 Sparks, NV



The JMM Company www.johnmichael.com
Hallmark Direction Company

Produced by
GARTH FUNDIS



www.atlanticrecords.com

...featuring the hit single "HELLO L.O.V.E."

'All Star' Week

Interscope's Smash Mouth grabs No. 1 Most Added honors with 119 adds at CHR/Pop and 35 at Hot AC for



"All Star." The group's next album, *Astro Lounge*, will be in stores on June 8.



THE INDUSTRY'S NEWSPAPER

www.rronline.com

Johnson An R&R Keynote

Earvin "Magic" Johnson, the charismatic athlete-turned-businessman, has agreed to be a keynote speaker at R&R Convention '99, June 10-12 in Los Angeles. Johnson joins an all-star lineup of notable figures from inside and outside the radio and record industries. Details, next page.



JOHN MICHAEL MONTGOMERY

HOME TO YOU

IN STORES MAY 25TH

1999 Tour Schedule

- May 20 Myrtle Beach, SC
- May 21 Jacksonville, FL
- May 22 Zellwood, FL
- May 28 Montgomery, AL
- May 29 Atlanta, GA
- May 30 Anderson, SC
- Jun 12 Winsted, MN
- Jun 17 Nashville, TN
- Jun 19 Eldon, IA
- Jun 20 Springfield, MO
- Jun 25 Manhattan, KS
- Jun 26 Fargo, ND
- Jul 2 Greeley, CO
- Jul 8 Pine Knob, MI
- Jul 9 Ft. Loramie, OH
- Jul 11 Benedict, MD
- Jul 15 Twin Lakes, WI
- Jul 17 Pittsburgh, PA
- Jul 24 Lula, MS
- Jul 31 Harrison, WI
- Aug 3 Davenport, IA
- Aug 4 Wausau, WI
- Aug 11 Mansfield, OH
- Aug 13 Dallas, TX
- Aug 14 Houston, TX
- Aug 21 Escanaba, MI
- Aug 22 Hinckley, MN
- Aug 27 Meadville, PA
- Aug 30 Lancaster, CA
- Aug 31 Los Angeles, CA
- Sep 2 Sacramento, CA
- Sep 5 Plymouth, WI
- Sep 17 Bardstown, KY
- Sep 18 Frederick, MD
- Oct 15 Sparks, NV
- Oct 16 Sparks, NV



The JMM Company www.johnmichael.com
Hallmark Direction Company

Produced by GARTH FUNDIS

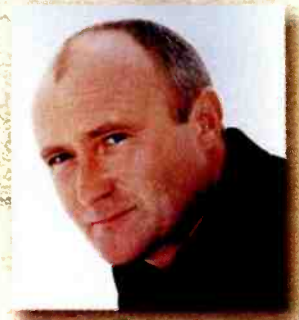


www.atlantic-records.com

...featuring the hit single "HELLO L.O.V.E."

"You'll Be in My Heart"

Written and Performed by
Phil Collins
The #1 AC Song
in America

A large, stylized illustration of Tarzan and Jane. Tarzan is in the foreground, muscular and shirtless, with his right arm raised and hand near Jane's face. Jane is behind him, looking up at him with a slight smile. The background shows a jungle scene with a waterfall and a wooden structure.

WALT DISNEY
PICTURES PRESENTS
TARZAN

Swinging into
Top 40 May 24



REUNION

Visit the *Tarzan*® website: www.Tarzan.com Part of  Network

Produced by Rob Cavallo and Phil Collins. Mixed by Chris Lord-Alge. Phil Collins appears courtesy of Atlantic Records.
TARZAN® Owned by Edgar Rice Burroughs, Inc. and Used by Permission. COPYRIGHT © 1999 Edgar Rice Burroughs, Inc. and Disney Enterprises, Inc. All Rights Reserved.



It's time for another of R&R's intensive looks into an important radio ad category: restaurants. This category has been good to radio — it allots about 20% of its ad budgets to the medium — but there's always room for improvement, especially since restaurant spending didn't keep pace with radio's growth last year. This week's MMS also contains voice mail communication tips from Dick Kazan and a glimpse of KROQ/Los Angeles' new website.

Pages 10-14

TALK WORTH TALKING ABOUT

It's estimated that one of every two Americans will be diagnosed with some form of cancer over the course of his or her lifetime. After hearing such a staggering statistic, it's not surprising to learn that someone created a talk show that focuses on cancer survivors. Al Peterson reports on this and another specialty talk show.

Pages 23-24

BUCKLEY AT THE HELM

Broadcaster Rick Buckley thought he hit the big time when he was assigned to Buckley Broadcasting's new L.A. station. The problem: The station wasn't in L.A., it was in the San Fernando Valley! Buckley's reaction: "My God, I've been sandbagged!" Read the entire interview in this week's Publisher's Profile.

Page 112

IN THE NEWS

- Michael Hughes becomes Chancellor Dir./Houston Rock Operations; Max Dugan named KLOL PD
- WXXM/Philadelphia flips to "Jammin' Gold" Oldies format

THIS #1 WEEK

- CHR/POP**
 - RICKY MARTIN Livin' La Vida Loca (C2/Columbia)
- CHR/RHYTHMIC**
 - TLC No Scrubs (LaFace/Arista)
- URBAN**
 - MAXWELL Fortunate (Rock Land/Interscope/Columbia)
- URBAN AC**
 - MAXWELL Fortunate (Rock Land/Interscope/Columbia)
- COUNTRY**
 - TIM MCGRAW Please Remember Me (Curb)
- AC**
 - PHIL COLLINS You'll Be In My Heart (Hollywood)
- HOT AC**
 - SUGAR RAY Every Morning (Lava/Atlantic)
- NAC/SMOOTH JAZZ**
 - GOTA In The City Life (Instinct)
- ROCK**
 - COLLECTIVE SOUL Heavy (Atlantic)
- ACTIVE ROCK**
 - OLEANDER Why I'm Here (Republic/Universal)
- ALTERNATIVE**
 - LIT My Own Worst Enemy (RCA)
- ADULT ALTERNATIVE**
 - SHERYL CROW Anything But Down (A&M)

NEWSSTAND PRICE \$6.50



R&R Confab Adds 'Magic' Show

Earvin "Magic" Johnson, the charismatic and decorated athlete who has become a successful and diversified businessman, has been added as a keynote speaker at R&R Convention '99, June 10-12 in Los Angeles.

Johnson put himself on the map 20 years ago, when he led Michigan State to an NCAA basket-



Johnson

ball title. After being drafted by the Los Angeles Lakers, he helped lead the team to an NBA championship in his rookie year and earned the first of three NBA finals Most Valuable Player awards.

Johnson went on to set a string of NBA records and participate in 11 all-star

JOHNSON/See Page 20

PART ONE OF A THREE-PART SERIES

Opportunity: The Obstacle To Diversity

Where do minority and female broadcasters fit in the world of radio?

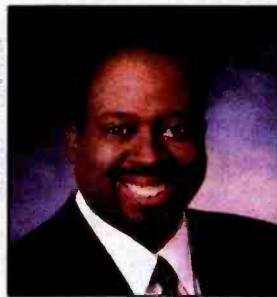
BY JEREMY SHWEDER
R&R WASHINGTON BUREAU
jshweder@rronline.com

ABC Radio/Chicago President/GM Zemira Jones could be called a radio pioneer. But the head of a five-station cluster in the Windy City hasn't invented anything new or changed the way radio is heard. Instead, Jones has gone where few black men have gone before: He is one of the few African-American GMs in the nation running non-black-formatted radio stations.

"Zemira is held up like a god," said Melody Spann-Cooper, President/GM of tiny WVON-AM/Chicago. "Here is this brother who is running five stations in this market, and he is black. He is not the norm — he is unbelievable."

The fact that Jones is a "god" to many African-American broadcasters highlights a

DIVERSITY/See Page 18



Jones



Luckoff

AWRT On Recruitment, Retention

The most successful way to diversify the work force involves a combination of recruitment and retention issues that focus on women and minorities. Here are some suggestions from the American Women in Radio & Television for creating a more diverse work force:

- Implement diverse hiring practices by widely advertising job openings and interviewing a diverse group of applicants for all positions.
- Incorporate comprehensive recruitment outreach efforts, such as job fairs (especially those for women and minorities), and utilize a diverse group of company recruiters.
- Provide on-the-job training and education, such as skill development workshops and speaker seminars.
- Implement a mentor program for women and minorities, preferably involving senior management.

AWRT/See Page 19

Chancellor, Capstar, Radio One Revenues Soar In 1st Quarter

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

"The business is stronger now than it's ever been in its history, with double-digit returns," CS First Boston analyst Harry DeMott said. But the veteran industry watcher isn't surprised — he predicted it. In an Oct. 11, 1994 research piece entitled *A Trip Around the Dial*, DeMott noted that the "industry remains strong — year-to-date advertising revenues [are] up over 10% ... More consolidation is imminent, with whole groups likely to trade."

But perhaps the most telling statement was that the "radio business is a free cash flow machine. On an after-tax free cash flow basis, there is no better media investment relative to growth." At the time he maintained his "buy" recommendation for Saga and Clear Channel and suggested investors "hold" their Jacor, Evergreen and SFX shares.

Today DeMott expects more consolidation "but not to the EARNINGS/See Page 36

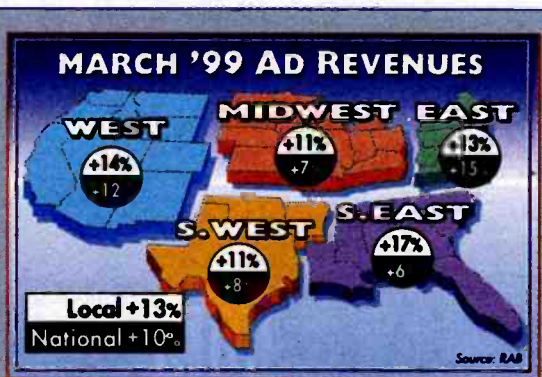
Religious Groups Are Divided Over Microradio Issue

BY MATT SPANGLER
R&R WASHINGTON BUREAU
spangler@rronline.com

Some religious organizations are divided over whether God is being given enough voice over the airwaves. On one hand are outfits like the National Council of the Churches of Christ, which says many places of worship do not have broadcast outlets for getting God's word across. They claim that low-power FM licenses — such as those currently under consideration by the FCC — may be their saviors. On the other side are existing religious broadcasters like Salêm Communications, whose President/CEO Ed Atsinger says the LPFM proposal will do more harm than good for the religious community.

Representatives from several churches and religious organizations

MICRORADIO/See Page 20



Radio Q1 Numbers Rise 15%

The radio industry enjoyed perhaps its best-ever quarter-to-quarter revenue gain between January and March of this year: Business is up 15% over the first quarter of 1998, according to the RAB. The period included a 15% gain in local revenues and a 14% rise in national numbers. The results offer perhaps the best reason why most radio industry corporations reported stellar results for the first quarter.

RAB President/CEO Gary Fries noted, "So far in 1999, local ad sales have consistently and effectively complemented radio's traditionally strong national revenue totals. We're seeing sales figures from smaller markets equaling or exceeding those from many of the industry's larger markets. These first-quarter revenue results are very encouraging, and additional evidence that radio is growing on a strong foundation of enthusiastic support from listeners and advertisers alike."

Saunders Moves To Chancellor/Detroit

■ Austin now KKBT PD

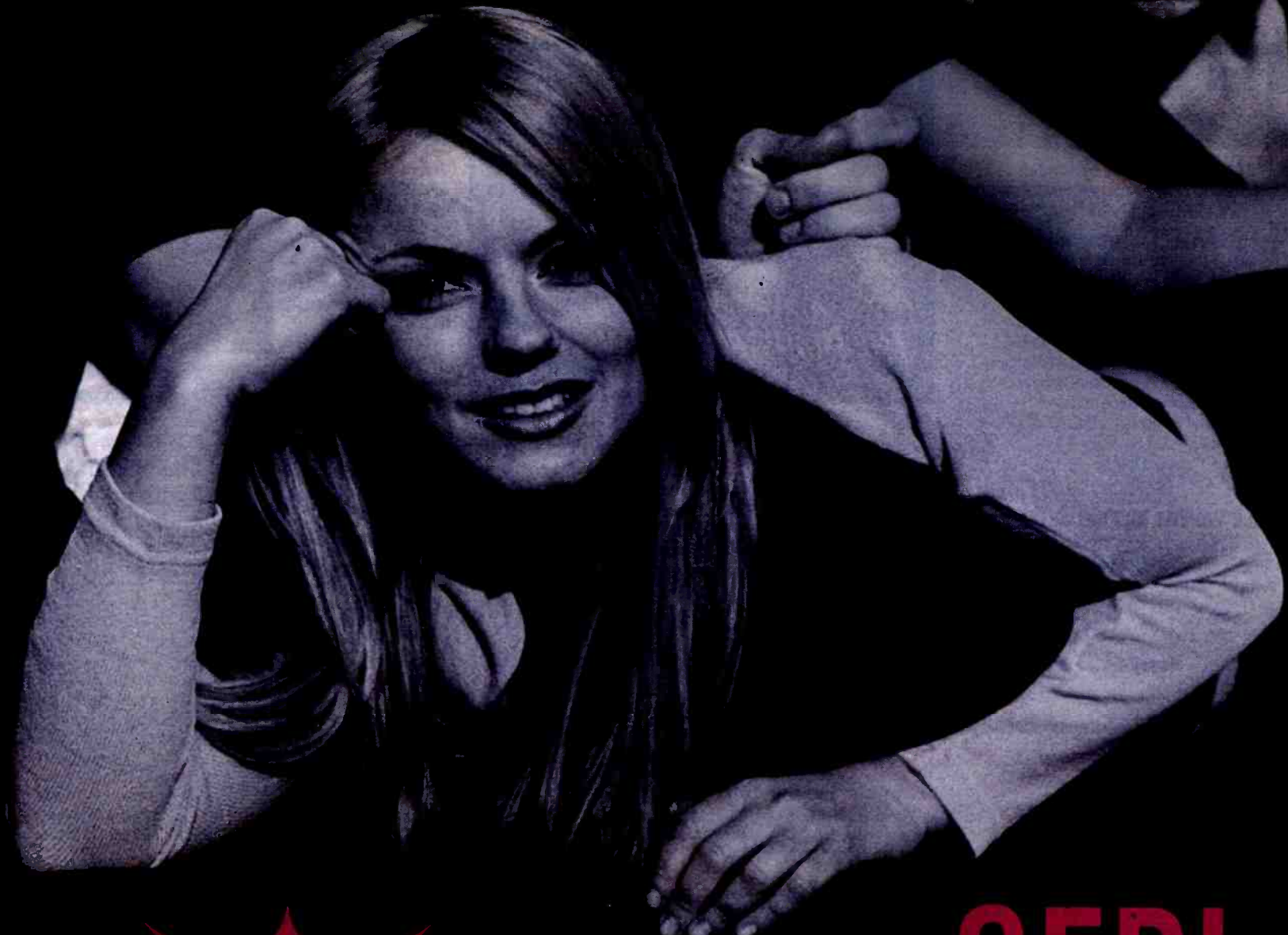
KKBT-FM (The Beat)/Los Angeles PD Michael Saunders



Saunders Austin

has returned to the Motor City to serve as VP/Operations & Programming for Chancellor Media's WJLB-FM & WMXD-FM/Detroit. In his new role, Saunders will assist WJLB Sr. VP/GM Verna Green and WMXD VP/GM Peter Connolly in managing and programming

SAUNDERS/See Page 36



Most Added

look at me **GERI HALLIWELL**

KYSR
WKIE
WIXX

KSLZ
KZQZ
WKSZ

KRBE
KFMB
WHTS



Add!



Add!



Add!

Catch Geri performing on:
6/14 The Rosie O'Donnell Show
6/23 The David Letterman Show
7/2 The Today Show
7/29 The Tonight Show

Everytime we play 'Look At Me' the phones go crazy!

- Greg Simms / MD KYSR

I love her new look and her new unique sound. This song is going to be a huge hit!

- Jay Michaels / MD KRBE

Look for your invitation to join Geri for lunch Fri 6/11 at the R&B Convention!

THE DEBUT SINGLE AND VIDEO FROM SCHIZOPHONIC

www.geri-halliwell.com
©1999 EMI Records Ltd. *Capitol*
MANAGEMENT LISA ANDERSON

Roadrunner Names Shulman President, Loncao SVP/Promo

Roadrunner Records has named Derek Shulman President and Dave Loncao Sr. VP/Promotion. Both are based in New York, with Shulman reporting to Road-



Shulman Loncao

runner Founder/Chairman Cees Wessels and Loncao reporting to Shulman.

"I have found in Derek Shulman the music executive who not only shares my vision of Roadrunner being the pre-eminent independent rock label, but who also believes that now is the time for the resurgence of great indie labels," Wessels said. "The best indie labels of the past prided themselves on building lasting careers for their artists, letting the music establish label identity. In the last 10 years we have built a solid foundation at Roadrunner with this approach. I am confident that Derek's leadership will bring a great leap forward."

Shulman noted, "It is my great pleasure to join Roadrunner Records. Cees Wessels is a record man of true entrepreneurial spirit. I have known Cees for many years, and I am very excited to work with him in realizing the goal of making Roadrunner the premier international independent record company. My mission will be to maximize the potential of the current roster and add artists who may appeal to a wider demographic."

Shulman's music industry career includes being President of Atco Records, as well as stints as Director/Promotion, Director/A&R and

ROADRUNNER/See Page 19

R&R Observes Memorial Day

In observance of the Memorial Day holiday, R&R's Nashville and Washington, DC offices will be closed on Monday, May 31. All departments in R&R's Los Angeles office will be closed except for our chart department, which will remain open to take music reports and provide information services.

Lending A Helping Foot



Radio and record execs got together in New Jersey to support the MS Walk for former WQCD/New York PD Wendy Leeds. Doing their part are (l-r, front) Karen Riner, EMI Music Sr. VP Rick Krim, Katie Leeds (holding the Industry's Newspaper), Universal Sr. VP Steve Leeds, event organizer Michelle Dase, Universal Sr. VP Monte Lipman and Lara Sterlacci, (back) Universal Records Sr. VP Michael Rheiner, Greg Miller of Mediabase, GRP Sr. VP Suzanne Berg, George Cappellini of Elektra Records, WYSP/Philadelphia PD Neal Mirsky, Howard Stern Show Producer Gary Dell'Abate, Leeds, Lembo Marketing & Promotions Pres. Jerry Lembo, WXRK/New York MD Mike Peer, Karen Peer, Universal Dir./Artist Relations Lisa Hirsch and Universal Promotion Administration Cara Bebell.

'End' Of WENZ Is Sealed With A 'Kiss'

Radio One takes over and flips it to Urban

"The End" became more than just a moniker for WENZ-FM/Cleveland on May 13 — it became reality. Following weeks of speculation, Radio One dropped the station's Alternative format to become "the new Kiss 107.9." Mary Catherine Sneed, GM of Radio One's WAMJ & WHTA/Atlanta, is presently at WENZ, overseeing the station's development.

Radio One President/CEO Alfred Liggins told R&R that WENZ's format is now "mainstream Urban." He further remarked, "We conducted a bunch of research in the Cleveland marketplace, and it told us that there was a hole for this sort of format. WENZ had consistently earned a two share as an Alternative radio station, and we feel it is

capable of getting a lot more than a two share." No PD has been named at 'ENZ as of yet, Liggins added.

Although WENZ is just a week into its new format, the Urban competition has already heated up between "Kiss" and Chancellor Media's heritage WZAK-FM: Internet users who try to visit www.kiss1079.com are greeted with a message that reads, "You must be looking for Cleveland's best R&B — You've found it!" Browsers are then automatically sent to the 'ZAK website.

Radio One completed its \$20-million purchase of WENZ and sister WERE-AM from Clear Channel on April 30.

'XXM/Philly Goes For The 'Jammin' Gold'

Greater Media's Pop/Alternative WXXM (Max 95.7)/Philadelphia has flipped to Rhythmic Oldies, repositioning itself as "Jammin' Gold 95.7."

Describing the May 13 switch, WXXM VP/GM Rick Feinblatt told R&R, "It went incredibly well. It was almost seamless. We've gotten a great response. There's a real buzz on the street." Acknowledging that the station fielded the usual calls from listeners when the format change occurred, he said, "Max 95.7 was a popular station in Philadelphia. However, due to the economic realities in the marketplace, a format

change had to take place." Feinblatt noted that Rhythmic Oldies has been a ratings winner in other regions. "The new format has its musical roots in Philadelphia. I'm confident that Jammin' Gold 95.7 will be a tremendous hit with listeners as well as advertisers in the Delaware Valley."

No decision has been made on the new on-air lineup, although all Max 95.7 personalities have been given the option to remain at the station. Feinblatt confirmed that PD Chuck Tisa will continue to program the Rhythmic Oldies station on an interim basis, and that a search is under way for his successor.

MAY 21, 1999

NEWS & FEATURES

Radio Business	4	Nashville	62
Business Briefs	4	Publisher's Profile	112
Transactions	6		
MMS	10	Product Showcase	13
Show Prep	21	Talk Showcase	25
Zine Scene	21	Opportunities	107
National Video Charts	22	Marketplace	108
Street Talk	29		
Sound Decisions	32		

FORMATS & CHARTS

News/Talk	23	AC Chart	74
Pop/Alternative	37	Hot AC Chart	78
CHR	38	NAC/Smooth Jazz	81
Callout America	39	NAC/Smooth Jazz Chart	82
CHR/Pop Chart	42	NAC/Smooth Jazz Action	83
CHR/Rhythmic Chart	48	Rock	86
Hip-Hop Chart	49	Rock Chart	88
Urban	53	Active Rock Chart	91
Urban Chart	54	Alternative	94
Urban Action	56	Alternative Chart	96
Urban AC Chart	60	Alternative Action	98
Country	61	Alternative Specialty Show	104
Country Chart	63	Adult Alternative	105
Country Action	64	Adult Alternative Chart	105
Adult Contemporary	72		

The Back Pages 110

Hughes Adds Oversight Of KKRW/Houston

Chancellor's Rock KL0L elevates Dugan to PD

Chancellor Media Director/Rock Programming Michael Hughes has added the title of Director/Houston Rock Operations, wherein he will directly oversee Classic Hits KKRW-FM and Rock KL0L-FM. Hughes had been overseeing KL0L as Director/Operations.



Hughes

Concurrently, KL0L has promoted Asst. PD Max Dugan to PD. Jeff Scott continues as PD at KKRW.

"I'm extremely excited to have Michael working in a strategic and operational capacity for both properties," said KKRW & KL0L VP/GM Brian Purdy. "We've made great gains at KL0L, and I can't

wait to include him as part of the KKRW team. With Michael's additional corporate responsibilities, Max Dugan has earned this opportunity to lead the KL0L air force on a day-to-day basis. I'm equally excited to promote Max into this new role."

Hughes added, "Part of the new structure with Chancellor's Office of Product & Strategy [R&R 5/7] is to have our format directors based on a local level, with the first priority being the home stations. I'm looking forward to realizing the opportunities of both stations as they contribute to our cluster's success."

NABOB's 15th Annual Awards



Radio industry executives recently gathered for the National Association of Black Owned Broadcasters Communications Awards dinner. Among the participants are (l-r) Katz Dimensions President Bonnie Press, Jacor Jacksonville market GM Ralph Christian and radio personality and recipient of NABOB's Pioneer in Broadcasting Award Tom Joyner.

HOW TO REACH US RADIO & RECORDS INC. / 10100 SANTA MONICA BLVD., 5TH FLOOR, LOS ANGELES, CA 90067

WEBSITE: www.ronline.com

	Phone	Fax	E-mail	Phone	Fax	E-mail
CIRCULATION:	310-788-1625	310-203-8727	moreinfo@ronline.com	310-788-1621	310-203-8727	kmumaw@ronline.com
NEWS DESK:	310-788-1699	310-203-9763	newsroom@ronline.com	310-553-4330	310-203-9763	mailroom@ronline.com
R&R ONLINE SERVICES:	310-788-1675	310-553-4056	jill@ronline.com	202-463-0500	202-463-0432	rrdc@ronline.com
ADVERTISING/SALES:	310-553-4330	310-203-8450	hmowry@ronline.com	615-244-8822	615-248-6655	lhelton@ronline.com

FCC Proposes Bids For Some Radio Auctions

Several applicants feel they shouldn't be required to bid

BY MATT SPANGLER
R&R WASHINGTON BUREAU
spanglerr@rronline.com

How much would you pay for a brand-new FM station in Brigham City, UT? According to an FCC proposal released on Monday, you would have to pony up at least \$260,000 before the first shovel struck the ground.

The commission notice asked for comment from the public regarding suggested opening bids for 144 FM and six AM construction permits to be auctioned beginning September 28. The sale will resolve license proceedings "frozen" by the 1994 *Bechtel* decision by the D.C. Circuit Court of Appeals, which overturned the FCC's comparative hearings process of granting broadcast licenses. These 150 proceedings are instances in which the FCC had opened up filing windows (making new channels

available) subsequent to the *Bechtel* ruling, but was unable to grant licenses because multiple applicants applied for the channels.

In order to participate in the September auction, most applicants will likely purchase "automated auctions" software from the commission for \$175. This will enable them to dial into the wide-area computer network set up for the multiple-round bidding. Each round of bidding is expected to last about an hour, and the entire auction should run one to four weeks.

Most of the minimum bids suggested by the FCC notice are less than \$100,000. For example, in Danville, AR — where Technology Management and Diane Thoma are competing for a new FM — the bidding may start at \$16,000. But in some other markets the opening bids are much higher: In Oro Valley, AZ the bidding begins at \$250,000, while in Ettrick, VA the asking price is \$130,000.

"In broadcasting, some of the allocations [are] in places that appear to be small on the map, but because of their proximity to other locations, they become much more valuable," Bob Allen, an attorney with the FCC

FCC/See Page 8

Kennard, McCain Continue War Of Words

Discussion over another telecom merger is latest spat

BY JEREMY SHWEDER
R&R WASHINGTON BUREAU
jshweder@rronline.com

FCC Chairman Bill Kennard and Senate Commerce Committee Chairman John McCain last week continued their very public correspondence about how the FCC should operate, and judging by the most recent letters, you couldn't call this twosome the best of pen pals.

The debate between the two centered once again on a major merger, this time the proposed union of SBC Communications and Ameritech Corp.

McCain, who is angling for the GOP presidential nomination, launched a missile into Kennard's camp on May 12. McCain's three-page letter cited a May 6 Bloomberg report that quoted an FCC merger review chief as saying the proposed \$84.2-billion SBC-Ameritech telephone merger "flunks the public interest test." In his letter, McCain characterized the statements as "administrative irresponsibility" and warned, "You must do whatever is necessary to remove the institutional

unfairness and prejudgment that has been permitted to taint this proceeding." McCain, who has set a hearing on mergers for June 17, requested a response to his letter by the end of the week.

He received his response from Kennard two days later, with the FCC chief defending the merger review. "I am confident that the commission's review of the SBC-Ameritech transaction has been fair and impartial, and that there has been no bias or prejudgment on the part of the commission or its staff." Defending the FCC's review and scheduling of public hearings on the matter, Kennard added, "Many parties have raised substantial concerns

about whether the proposed transaction would serve the public interest."

McCain and Kennard have had disputes in the past over how the FCC reviews mergers and about the role the commission should play in controlling how companies operate. Senator Paul Wellstone also stepped into the debate last week, saying that he would like to hike DOJ antitrust funding.

The Minnesota Democrat wants to increase spending in the fiscal year 2000 appropriations bill for the Antitrust Divisions of the Justice Department and Federal Trade Commission. The DOJ's Antitrust Division regularly reviews radio mergers.

"They're understaffed, underfunded, and need a lot more in the way of resources," Wellstone spokesman Jim Farrell said. "They need more staff to get into these media issues." Wellstone voted against the Telecommunications Act of 1996 and has spoken out against telecom mergers in the past.

Bloomberg

BUSINESS BRIEFS

Crandall Replaces Dinetz on Chancellor Board

Former American Airlines Chairman/CEO Robert Crandall was named to Chancellor Media's 11-member board on Tuesday, replacing Steve Dinetz. Dinetz, who was President of Chancellor Broadcasting and joined the Chancellor board when the group merged with Evergreen Media in 1997, resigned to pursue his own radio broadcasting investments, according to Chancellor.

During Crandall's 25 years with American Airlines, he led the company's transformation from a medium-sized domestic carrier to a global giant with annual revenues in excess of \$20 billion. Crandall is also on the boards of American Express, Celestica, Halliburton Co. and MediaOne Group.

Real Networks To Offer More Than 3 Million Shares

Real Networks intends to sell 3.525 million shares that, at \$87.25 each (the average price the company traded at as of May 14), could raise \$307.6 million for, among other things, possible acquisitions and "general corporate purposes."

According to Monday's filing with the Securities and Exchange Commission, certain shareholders will make an additional 475,000 shares available to the public. Goldman Sachs will lead the offering; other underwriters include BancBoston Robertson Stephens; Donaldson Lufkin & Jenrette; Lehman Brothers; and Thomas Weisel Partners. Real Networks' streaming software is used by about 80% of radio stations that have websites.

ABC Freezes Hiring, Salaries; Gets FCC Waiver For Houston

ABC has started a company-wide hiring and salary freeze — which will include radio — in the wake of lagging profits. Other cutbacks include a 25% reduction in travel and entertainment expenses and the elimination of major off-site meetings. The bad news was delivered to ABC employees in memos sent to division heads last month, according to a report in *Variety*.

"We've stepped up our effort to find ways to save the company money," an ABC spokesperson told R&R. ABC parent Disney saw profits in the most recent quarter decline to \$269 million, down from \$384 million a year earlier.

Meanwhile, the FCC this week signed off on a one-to-a-market waiver for ABC in the Houston market, allowing the company to complete its \$6 million purchase of KYOK-AM/Houston from Faith Broadcasting. ABC needed

Continued on Page 8

R&R/Bloomberg Radio Stock Index

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

	Change Since				
	One Year Ago	One Week Ago	5/07/99	One Year Ago	One Week Ago
Radio Index	214.40	298.43	296.31	+39.19%	+7.2%
Dow Industrials	9114.44	10,913.32	11,031.59	+19.74%	-1.07%
S&P 500	1110.47	1337.80	1345.00	+20.47%	-.54%



Nighttime radio that won't put you to sleep

Now heard on
KLSX FM - Los Angeles

Topic driven - Caller intensive
Live 10p-1a pst



FISHER
ENTERTAINMENT

831-420-1400

www.fisherentertainment.com

the edtyll show

THESE RADIO STATIONS ARE
TREMENDOUS WINNERS.

BUT, **WHY?**

Why has an A.C. station like **99.9 KESZ in Phoenix** moved from the #4 ranked station 25-54 Adults to a strong #1 rank since we began working with them just 16 months ago? Why has an alternative station like **107.7 WRAX (The "X") in Birmingham** more than doubled its ratings since we became their partners and is now the #1 non-ethnic station among 18-49 Adults? Why does a long-time country leader like **WIVK in Knoxville**, despite tough competitive attacks, retain the largest 25-54 adult share (23.1 share) of any country station in the top 90 U.S. markets?*

A common thread is in their strategic thinking. And the company that these stations – and dozens of others in the top American metros – have chosen as partners for research and powerful strategic thinking is Moyes Research Associates. Perceptual research and guidance in winning strategy is all we do...it's our sole focus.

Now, can we admit something? We can help many stations to move ahead and stay ahead, but, in some situations, it's just not a good "fit" for one reason or another. We're very up-front about that early on, and, if we think it's not a good fit, we'll tell you so and why...and we encourage you to do the same with us. If you'd like to discuss your situation to see if we can be of help, just call and ask to speak with either Bill Moyes, Mike Shepard, or Don Gilmore. We'll be happy to talk with you.

*All ranks and shares are from Fall 1998 Arbitron, Mon-Sun, 6AM-Mid.



Mike Shepard
Senior VP



Bill Moyes
President



Don Gilmore
Executive VP

Moyes Research Associates

AMERICA'S LEADING STRATEGIC ADVISORS

205 EAST CHEYENNE MOUNTAIN BLVD.
COLORADO SPRINGS, CO 80906
719.540.0100



DEAL OF THE WEEK

- **Ingstad Stations**
\$37.8 million

1999 DEALS TO DATE

Dollars To Date: \$1,622,250,706.36
(Last Year: \$2,119,648,430)

Dollars This Week: \$67,510,509.98
(Last Year: \$34,310,792)

Stations Traded This Year: 502
(Last Year: 681)

Stations Traded This Week: 29
(Last Year: 27)

TRANSACTIONS AT A GLANCE

- WMXN-AM/Fort Payne, AL \$65,000
- KKRO-FM/Anchorage & KQEZ-FM/Houston (Anchorage), AK \$2.4 million
- FM CP/Florence (Phoenix), AZ \$4 million (est.)
- KBBQ-FM/Fort Smith, AR \$1,112,500
- FM CP/San Joaquin (Fresno), CA \$2.5 million
- WGCQ-FM/Immokalee, FL \$1 million
- WZNZ-AM/Jacksonville & WBGB-FM/Ponte Vedra Beach (Jacksonville), FL \$4.3 million
- WYPA-AM/Chicago \$10.5 million
- FM CP/Shreveport, LA \$450,000
- WYLT-FM/Byhalia (Memphis), MS \$1.1 million
- WMYQ-FM/Newton (Meridian), MS \$885,000
- WKJV-AM/Asheville, NC \$299,612.30
- WHEW-AM/Franklin (Nashville), TN \$208,397.68
- FM CP/Frederiksted, VI Not listed
- KODI-AM & KTAG-FM/Cody, WY \$890,000

TRANSACTIONS

Triad Adds 11 In The Dakotas

- **Purchases Ingstad properties in Fargo, Rapid City; CRN enters Chicago with WYPA buy**

Deal Of The Week

Interstate Deal: Ingstad Stations

PRICE: \$37.8 million
TERMS: Asset sale for cash
BUYER: Triad Broadcasting Co. Inc., headed by CEO David Benjamin. Phone: (831) 655-6350
SELLER: Jim & Tom Ingstad. Phone: (701) 237-3775
BROKER: Media Venture Partners

North Dakota

KQWB-AM/West Fargo; KLTA-FM/Breckenridge, MN; KPFX-FM/Fargo; and KQWB-FM & KVOX-FM/Moorhead, MN (Fargo)

FREQUENCY: 1550 kHz; 105.1 MHz; 107.9 MHz; 98.7 MHz; 99.9 MHz
POWER: 10kw day/5kw night; 100kw at 713 feet; 100kw at 764 feet; 100kw at 581 feet; 100kw at 380 feet
FORMAT: Nostalgia; AC; Classic Rock; Rock; Country

South Dakota

KBHB-AM & KRCS-FM/Sturgis and KKLS-AM,

KFXS-FM, KMKM-FM, KOUT-FM/Rapid City

FREQUENCY: 810 kHz; 93.1 MHz; 920 kHz; 100.3 MHz; 93.9 MHz; 98.7 MHz
POWER: 21kw; 100kw at 1,060 feet; 5kw day/111 watts night; 100kw at 450 feet; 100kw at 756 feet; 100kw at 446 feet
FORMAT: Country; CHR; Oldies; Classic Rock; AC; Country

Alabama

WMXN-AM/Fort Payne

PRICE: \$65,000
TERMS: Asset sale for cash
BUYER: DelGiorno Broadcasting Corp., headed by President Robert DelGiorno. No phone listed
SELLER: KEA Radio Inc., headed by President Robert Livengood. It owns three other stations. No phone listed
FREQUENCY: 1400 kHz
POWER: 1kw
FORMAT: AC
BROKER: The Thorburn Co.

Alaska

KKRO-FM/Anchorage & KQEZ-FM/Houston (Anchorage)

PRICE: \$2.4 million

TERMS: Asset sale for cash; \$1.3 million for KKRO-FM, \$1.1 million for KQEZ-FM

BUYER: New Northwest Broadcasters Inc., headed by CEO Michael O'Shea. It owns 46 stations, including KFAT-FM & FM CP/Anchorage. Phone: (206) 769-3777

SELLER: Williams Broadcasting & Ubik Corp. Williams owns KKRO-FM, Ubik owns KQEZ-FM. Ubik also owns KNIK-FM/Anchorage.

FREQUENCY: 102.1 MHz; 92.1 MHz
POWER: 23kw at 82 feet; 10kw at 810 feet
FORMAT: Classic Hits; Soft AC
BROKER: Media Services Group

Arizona

FM CP/Florence (Phoenix)

ESTIMATED PRICE: \$4 million
TERMS: Z-Spanish Media will swap KZLZ-FM/Kearny (Tucson) and KZNO-FM/Nogales to Desert West Air Ranchers for an FM CP in Florence (Phoenix).

BUYER: Z-Spanish Media Corp., headed by President Amador Bustos. It owns 34 other stations. Phone: (916) 646-4000

SELLER: Desert West Air Ranchers Corp., headed by President Ted Tuck-

er. Phone: (520) 797-1008

FREQUENCY: 103.1 MHz
POWER: 15kw at 981 feet

COMMENT: No purchase price was listed in the contract, but the value of the FM CP was estimated at \$4 million. KZLZ and KZNO both air Z-Spanish's syndicated "La Z" format.

Arkansas

KBBQ-FM/Fort Smith

PRICE: \$1,112,500
TERMS: Asset sale for cash
BUYER: Cumulus Media Inc., headed by Executive Chairman Richard Weening. It owns 232 stations, including KLSZ-FM/Van Buren & KOMS-FM/Poteau, OK. Phone: (414) 615-2800

SELLER: Hemreich Radio Stations Inc., headed by President Johnnie Hemreich. She also owns KFPW-AM/Fort Smith. Phone: (501) 783-5379

FREQUENCY: 100.7 MHz
POWER: 25kw at 699 feet
FORMAT: Oldies

California

FM CP/San Joaquin (Fresno)

PRICE: \$2.5 million
TERMS: Asset sale for cash
BUYER: Mondosphere Broadcast-

ing Corp., headed by President Clifford Burnstein. It owns 14 other stations, including KYNO-AM, KFRR-FM & KJFX-FM/Fresno. Phone: (209) 434-1715

SELLER: San Joaquin Broadcasting, headed by Susan Lundborg. She owns two other stations.

FREQUENCY: 105.5 MHz
POWER: 25kw at 328 feet
BROKER: Blackburn & Co.

Florida

WGCQ-FM/Immokalee

PRICE: \$1 million
TERMS: Asset sale for cash
BUYER: Praise Enterprises-Naples LLC, headed by Frederick Mueller. Phone: (941) 775-8950
SELLER: Naples Broadcasting Group Inc., headed by President Leonard Titelbaum. Phone: (316) 665-7201

FREQUENCY: 92.1 MHz
POWER: 4.1kw at 397 feet
FORMAT: Nostalgia

WZNZ-AM/Jacksonville & WBGB-FM/Ponte Vedra Beach (Jacksonville)

PRICE: \$4.3 million
TERMS: Asset sale for cash

Continued on Page 8

ALEX RODRIGUEZ REMEMBERS
HIS FIRST BASEBALL GLOVE....
HE STILL HAS IT!!

WILLIE MAYS' FIRST LOVE WAS....
FOOTBALL??

THE GOLDEN BEAR WAS ALMOST
SIDELINED BY AN INJURY RECEIVED....
DURING A BEAR HUNT!!

The Wheaties Sports Report gives your listeners tales, tips, anecdotes and advice available nowhere else. From the folks who brought you the Breakfast of Champions comes the daily radio feature of champion stations—The Wheaties Sports Report.

Five shows a week, each 60-seconds, offered **FREE OF CHARGE** and market-exclusive.

No cash, no barter, no commercial content. Sell the time to a local sponsor and pocket the cash.

Delivered in bulk weekly by satellite for highest quality and timeliness. Catch the feed on Fridays at 3:00 p.m. Eastern time on SATCOM C-5, transponder 23, SEDAT channel 13.

Get off the bench and get game! Call 1-800-334-5800 to put your station on the lineup for the Wheaties Sports Report.

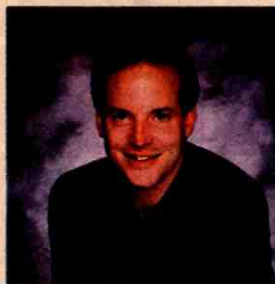
SPORTS
REPORT

Dear Radio Professionals:

Paragon is honored to work with many of the finest radio stations in the United States. Without exception, great radio stations are run by great people.

Since January, I have traveled the country non-stop, meeting and strategizing with many of Paragon's client stations. The management talent at these stations is obvious, and in fact, one of the most rewarding aspects of my job. It's reassuring to know that when I get on a plane for the next city, the strategy I leave behind is the strategy that our client stations aggressively implement. Our clients understand that an effective strategy is only as good as the implementation process, and that is a major reason why they succeed.

It is no surprise to me that **Paragon clients are nominated for 22 R&R Industry Achievement Awards!** I tip my hat to these exceptional radio operators and personalities, and take pleasure in recognizing their significant achievements.



Station Nominees



Station of the Year (Markets 26-100)
Country WFMS (Monte Maupin, Jenny Skodt, Bob Richards, et al)



Hot AC Station of the Year
KYKY/St. Louis (Beth Davis, Smokey Rivers)



Station of the Year (Markets 101+)
WAPL/Appleton (Greg Bell, Randy Hawke)



Hot AC Station of the Year
KFMB/San Diego (Tracy Johnson)



Alternative Station of the Year
99X/Atlanta (Mark Renier, Leslie Fram, et al)



Adult Alternative Station of the Year
WXRT/Chicago (Harvey Wells, Norm Winer, Patty Martin)



Rock Station of the Year
WAPL/Appleton (Greg Bell, Randy Hawke)



Adult Alternative Station of the Year
The End/Salt Lake City (Eric Hauenstein, Bruce Jones)



Country Station of the Year
WFMS/Indianapolis

Management Nominees



General Manager of the Year (Markets 1-25)
Mark Renier, Alternative 99X/Atlanta



Alternative Music Director of the Year
Sean Demery, 99X/Atlanta



Rock Program Director of the Year
Randy Hawke, WAPL/Appleton



Country Music Director of the Year
J.D. Cannon, WFMS/Indianapolis



Oldies Program Director of the Year
David Wood, WGLD/Indianapolis



Rock Music Director of the Year
Jamie Marley, WXPX/Rockford



Adult Alternative Program Director of the Year
Norm Winer, WXRT/Chicago



Adult Alternative Music Director of the Year
Patty Martin, WXRT/Chicago



AC Program Director of the Year
T.J. Holland (Tim Myaard to me), Warm 98/Cincinnati



Radio Marketing Executive of the Year
Jennifer Nech, Alternative 99X/Atlanta

Personality Nominees



Alternative Personalities of the Year
Morning X, 99X/Atlanta (Barnes, Leslie & Jimmy)



Adult Alternative Air Personality of the Year
Keefer Fulgham, KEXR/Columbia (MO)



Adult Alternative Air Personality of the Year
Alex Valentine, The Zone/Dallas

Congratulations to all nominees! It is a true pleasure to work with each and every one of our clients.

Sincerely,

Mike Henry
Managing Partner



(303) 922-5600
mhenry@paragon-research.com
www.paragon-research.com

STRATEGIC PLANNING

- Perceptual Studies
- Auditorium Music Tests
- Focus Groups
- Tracking Studies
- Sales Assessment Studies

TRANSACTIONS

Continued from Page 6

BUYER: Concord Media Group Inc., headed by President Mark Jorgenson. It owns three other stations. Phone: (813) 926-9260

SELLER: Clear Channel Communications Inc., headed by CEO Lowry Mays. It owns 450 other stations. Phone: (210) 822-2828

FREQUENCY: 1460 kHz; 106.5 MHz
POWER: 5kw; 6kw at 328 feet
FORMAT: News; Classic Rock
COMMENT: These stations have been held in a trust controlled by Charles Giddens.

Illinois

WYPA-AM/Chicago

PRICE: \$10.5 million
TERMS: Asset sale for cash
BUYER: Catholic Radio Network, headed by John Lynch. It owns eight other stations. Phone: (619) 784-6900
SELLER: PAR Holdings, headed by Amador Bustos. He also owns Z-Spanish Radio. Phone: (916) 646-4000

FREQUENCY: 820 kHz
POWER: 5kw
FORMAT: Religious
BROKER: Media Services Group

Louisiana

FM CP/Shreveport

PRICE: \$450,000
TERMS: Asset sale for cash plus \$100,000 option-to-purchase agreement
BUYER: Capstar Broadcasting Corp., headed by President Steven Hicks. It owns 350 stations, including KRMD-AM & FM & KMJJ-FM/Shreveport. Phone: (512) 340-7800
SELLER: Port City Communications LP, headed by Larry English. Phone: (318) 222-1900

FREQUENCY: 102.9 MHz

Mississippi

WYLT-FM/Byhalia (Memphis)

PRICE: \$1.1 million
TERMS: Asset sale for cash
BUYER: Clear Channel Communications Inc., headed by CEO Lowry Mays. It owns 450 other stations, including KWAM-AM, WDNA-AM, WREC-AM, KJMS-FM, WEGR-FM, WHRK-FM & WRXQ-FM/Memphis. Phone: (210) 822-2828
SELLER: Estate of Albert L. Crain. Phone: (615) 794-8526

FREQUENCY: 94.9 MHz
POWER: 6kw at 328 feet
FORMAT: Religious

WMYQ-FM/Newton (Meridian)

PRICE: \$885,000
TERMS: Asset sale for cash
BUYER: Broadcasters & Publishers Inc., headed by Chairman Houston Pearce. It owns five other stations,

including WFFX-AM & WJDQ-FM/Meridian, WYYW-FM/Marion & WZKS-FM/Union. Phone: (601) 693-2381

SELLER: Rainey Radio Inc., headed by President Kenneth Rainey. He has interests in five other stations. Phone: (601) 693-9898
FREQUENCY: 97.9 MHz
POWER: 11kw at 492 feet
FORMAT: Country

North Carolina

WKJV-AM/Asheville

PRICE: \$299,612.30
TERMS: Asset sale for cash
BUYER: International Baptist Outreach Mission Inc., headed by President Wendell Runion. Phone: (828) 252-1380
SELLER: Anchor Baptist Broadcasting Assoc., headed by President Randy Barton. It owns one other station. Phone: (828) 884-7610

FREQUENCY: 1380 kHz
POWER: 5kw day/1kw night
FORMAT: Gospel
BROKER: Alderfer and Associates

Tennessee

WHEW-AM/Franklin (Nashville)

PRICE: \$208,397.68
TERMS: Asset sale for cash
BUYER: SG Communications Inc., headed by President Salvador Guzman. Phone: (615) 791-5975
SELLER: AJ Communications Inc., headed by President Alice Jackson. Phone: (615) 791-6730
FREQUENCY: 1380 kHz
POWER: 2.8kw day/250 watts night
FORMAT: Regional Mexican

Virgin Islands

FM CP/Frederiksted

PRICE: Not listed
TERMS: Swap for low-power TV channel 59, Coiba, Puerto Rico
BUYER: J & J Broadcasters, headed by Juan Padin & Jose Martinez. Phone: (787) 878-0711
SELLER: Sky Broadcasting Co., headed by Frederick Gauthier. He owns one other station. No phone listed
FREQUENCY: 98.5 MHz

Wyoming

KODI-AM & KTAG-FM Cody

PRICE: \$890,000
TERMS: Asset sale for cash
BUYER: Legend Communications of Wyoming LLC, headed by Larry and Susan Patrick. It owns four other stations, including KZMQ-AM & FM/Greybull. Phone: (410) 740-0250
SELLER: Yellowstone Ventures, headed by Don Price. Phone: (307) 587-4100
FREQUENCY: 1400 kHz; 97.9 MHz
POWER: 1kw; 100kw at 1,901 feet
FORMAT: Full Service; AC
BROKER: Patrick Communications

Bloomberg

BUSINESS BRIEFS

Continued from Page 4

the waiver, because it also owns KTRK-TV/Houston. The application was uncontested.

Susquehanna Creates Employee Stock Ownership Plan

Privately owned and family-held Susquehanna Radio Corp. of York, PA has begun an employee stock ownership plan that will offer a 30% stake in the company to eligible employees.

"We believe that providing employees with an ownership stake is the best way to ensure a bright future for this company into the next century, and we are confident of our company's continued growth," Susquehanna Pfaltzgraff Co. Chairman Louis Appell Jr. said. The Appell family has owned the radio division since the early 1940s. Earlier this month Susquehanna, which owns 19 stations in such markets as San Francisco, Dallas, Houston and Atlanta, conducted a \$150-million debt offering aimed, in part, at funding the ESOP endeavor.

Moody's Boosts Jacor Debt Rating

Jacor Communications' senior subordinate notes have been upgraded to "Ba2" from "B2," while its senior unsecured liquid yield option notes (LYONS) were boosted to "Ba3" from "B3." Moody's said the upgrades were due in part to Clear Channel paying off the estimated \$800 million remaining of Jacor's bank debt. Clear Channel assumed a total of \$1.7 billion in Jacor debt, but has not explicitly guaranteed Jacor's bond issues, meaning Clear Channel noteholders will be paid off first. Nevertheless, Clear Channel says Jacor's debt "will not go bad."

South Carolina Station Fined For Playing Recorded Conversation

The FCC fined Sinclair-owned WFBC-FM/Greenville-Spartanburg \$4,000 after a DJ recorded a conversation with the managing editor of a local newspaper, then replayed the conversation on-air without telling the editor he had been recorded, the FCC said. The fine can be challenged within 30 days. No one at the 100kw CHR was available for comment.

Nearly 500 Stations Talking With USADR

Almost 500 stations and 200 owners — split almost evenly between Arbitron and non-Arbitron-rated markets — have begun registering for USA Digital Radio's "early adopter station enhancement" program, according to President/CEO Bob Struble. "We're going to work with them, analyzing their stations and their existing infrastructures, and try to help them think through and plan for the digital transition," Struble told R&R last week. He added that for these early registrants there will be an as-yet-undefined discount from the \$50,000 to \$200,000 it will cost on average for a station to upgrade to digital.

CD Radio Raises \$200 Million In Debt Offering

CD Radio has sold \$200 million in 14.5% senior notes in a private sale. Proceeds will go in part toward launching the DARS provider's satellite radio service next year. In February the company said it had to raise an additional \$175 million due to delays in developing chip sets for its receivers and in putting its satellites in orbit.

Ackerley Drops Fairbanks, AK Buy

Ackerley Group has canceled its acquisition of KCBF-AM & KXLR-FM/Fairbanks, AK from Anchorage, AK-based Northern Television, but will still buy KTUF-TV/Fairbanks from the same company. Ackerley spokesman Dan Evans told R&R that the company felt it would take too long for the FCC to sign off on a cross-ownership waiver, and dropping the radio properties was "an attempt to speed up the process." The company was also paying only a nominal amount for the radio stations (\$800,000, compared to \$7.2 million for KTUF). Ackerley also owns four Seattle-Tacoma radio stations.

FCC's Michael Powell Shuffles Legal Staff

Current Senior Legal Advisor Jane Mago left Commissioner Michael Powell's office Monday to work with Deputy General Counsel David Solomon on the formation of the FCC's new Enforcement Bureau, which will include the Mass Media Bureau Enforcement Division. She was replaced by fellow Powell advisor Peter Tenhula, who is advising the commissioner on wireless issues. Now counseling him on broadcast matters is Marsha MacBride, a former Enforcement Division attorney and advisor to ex-Commissioner Jim Quello.

Howard Schrott Joins Wink

Former Emmis Communications EVP/CFO Howard Schrott has been named CFO for Wink, an Alameda, CA company that operates Wink Enhanced Broadcasting. The company's interactive television feature allows networks, producers and advertisers to enhance TV programs with interactive overlays that appear as supplemental text and graphics on the TV screen.

Jim Ingstad To Divest Stations In Fargo, ND To Please FCC

Jim Ingstad, who recently purchased six Fargo stations licensed to KFGO Inc., says that rather than go through a drawn-out review by the FCC and DOJ, he will sell four Fargo stations he already owned and one station from the KFGO deal to Triad Broadcasting. Ingstad is also selling six properties in Rapid City, SD to Triad. The total purchase price is \$37.8 million. Once the deals are complete, Ingstad will own KFGO-AM & FM, KVOX-AM, KFGX-FM, KPHT-FM & WDAY-FM/Fargo, and Triad will own KQWB-AM & FM, KLTA-FM, KPFX-FM & KVOX-FM/Fargo, plus KBHB-AM, KFVS-FM, KKLS-AM, KKMK-FM, KOUT-FM & KRCS-FM/Rapid City.

Gaylord Shuffles Management, Declares Dividend

E.K. Gaylord, son of current Chairman Edward Gaylord, was named Chairman last week, while former SVP/CFO Joseph Crace was appointed to the newly created EVP/COO post. Gaylord — which owns three Nashville radio

Continued on Page 36

FCC

Continued from Page 4

Wireless Telecommunications Bureau (which devised the auctions procedures), told R&R. Oro Valley is just outside of Tucson, Ettrick is near Richmond, and Brigham City is an hour from Salt Lake City.

"We are seeking comment from the community, so if we find that

there is significant feedback from the community that we have missed the mark, we will relook at those numbers," Louis Sigalos, Deputy Chief of the WTB Auctions & Industry Analysis Division, told R&R.

Do I Hear Zero?

The FCC still has one legal hurdle to overcome before the bidding can proceed, however. Three applicants (for

three separate channels) filed motions with the FCC this month to halt the broadcast auctions until the D.C. Circuit Court has been given a chance to consider whether the applicants should be forced to participate in auctions in the first place. These applicants went through at least part of the extensive — and expensive — comparative hearings process before the *Bechtel* decision froze their proceedings.

The first to file such a motion was Orion Communications, which currently operates WZLS-FM/Asheville, NC — a frequency the broadcaster first applied for in 1986. Susan Bechtel, wife of the Washington attorney who argued the 1994 case, applied for a new FM in Selbyville, MD in 1986, while Jerome Lamprecht applied for a Middletown, MD FM in 1982. Attorneys for Bech-

tel and Lamprecht said in their filing that their clients "have sustained a 'double hit' in the cost — first, the cost of the endless prosecution of their applications for the license, and now ... the cost of the purchase of the license at full market value."

At press time, the FCC was reviewing these motions. Comments on the auction are due by June 1, while replies must be in by June 14.

29 CATEGORIES 21 NOMINEES ONE TERRIFIC COMPANY

CAPSTAR 1999 R&R INDUSTRY ACHIEVEMENT AWARD NOMINEES

National Radio Station of the Year
(mks 26-100)
WNNK Harrisburg, PA

National Radio Station of the Year
(mks 101+)
WKEE Huntington, WV
WSRS Worcester, MA

General Manager of the Year
(mks 100+)
Joe Conway (Capstar/Roanoke, VA)
Kent Cooper (Capstar/Corpus Christi, TX)
Kenny Windham (Capstar/Jackson, MI)

Classic Rock Station of the Year
WFBQ Indianapolis, IN
WNRQ Nashville, TN

Classic Rock PD of the Year
Marty Bender/WFBQ Indianapolis, IN
Brent Alberts/WNRQ Nashville, TN

Classic Rock Personality of the Year
Ace Cosby/WFBQ Indianapolis, IN

CHR Station of the Year
KRQQ Tucson, AZ

CHR PD of the Year
Tim Richards/KRQQ Tucson, AZ

CHR MD of the Year
Chris Edge/WDCG Raleigh, NC

Urban Personality of the Year
Mychal Maguire/KHIZ Killeen, TX

Country Station of the Year
WSIX Nashville, TN

Country Personality of the Year
Gerry House/WSIX Nashville, TN

Country PD of the Year
Dave Kelly/WSIX Nashville, TN

Hot AC MD of the Year
Donna Miller/KOSO Modesto, CA

AC PD of the Year
Stan Atkinson/WLTQ Milwaukee, WI

AC Personality of the Year
Bill Baily/WLHT Grand Rapids, MI

Rock Station of the Year
WHJY Providence, RI
WPLR New Haven, CT

Rock PD of the Year
John Cooper/WPYX Albany, NY
Robin Lee/WZZO Allentown, PA

Rock MD of the Year
Sharon Schifino/WHJY Providence, RI

Rock Personality of the Year
Wolf/WPYX Albany, NY
Paul & AL/WHJY Providence, RI

Alternative Station of the Year
WRZX Indianapolis, IN



600 Congress Avenue, Suite 1400, Austin Texas 78701 www.capstarbroadcasting.com

- What Radio Listeners Like To Eat, Page 14
- Restaurant Advertising By Market, Page 12
- RAB: No 'Run Of The Mill' Campaign, Page 12

MMS™

management marketing sales

Tell me what you eat, and I will
tell you what you are.
— Anthelme Brillat-Savarin

SALES

R&R INDUSTRY X-RAY: RESTAURANTS

■ **Food for thought: How can you increase your revenues from this sector?**

By Jeff Axelrod

MMS Editor
jaxelrod@ronline.com

The U.S. Commerce Department designated 1999 as the "Year of the Restaurant." Maybe your sales staff can too. Granted, restaurants have been pretty good to radio, giving us nearly one out of every five advertising dollars. But there's always room for improvement, especially since the category didn't keep pace with radio's revenue growth last year.

Does your station or group have a sales rep in Chicago this weekend? That's where the National Restaurant Association's 80th annual convention is taking place, with approximately 100,000 restaurant operators expected to attend. Might be a good place to make a few contacts, and maybe some deals as well.

You'll have a good story to tell them. Active radio listeners are also folks who tend to eat out a lot (see graphs, Page 14), especially in the highly competitive fast food arena. If you're in a market where local fast food restaurants or smaller chains are trying to grab market share from the dominant duo of McDonald's and Burger King (which together owned over 60% of the U.S. burger market in 1997), radio represents an excellent way to reach listeners — especially the ones who may be driving by restaurants as they listen to the radio in their cars (talk about immediacy!).

The full-service (sit-down) restaurant sector is still the industry's largest, expected to account for \$117.3 billion in sales this year. Who frequents these types of

restaurants? The typical patron is most likely to be female (by a 54%-46% margin), between 25 and 44 (45% of them are), married (62%) and in a household earning \$50,000 or more (49%). But these restaurants tend to do less advertising. The top advertising spender in this category is Red Lobster, which spent \$80.7 million in 1996 and 1997 combined. In contrast, Subway — the ninth-biggest fast food spender — spent \$85.4 million in 1996 alone.

The fast food sector will reach \$110.4 billion in sales this year. In 1996 \$2.2 billion of those sales went to media advertising. Not surprisingly, the big two — McDonald's and Burger King — were the biggest spenders.

Research also indicates that radio listeners are also pizza lovers, with heavy radio listeners 25% more likely than average to eat pizza frequently. Pizza is big business — 3 billion pizzas are sold in the U.S. annually (an average of 46 slices for each and every American!) — and radio listeners are some of its biggest customers.

One industry trend highlighted in the National Restaurant Association's 1999 industry forecast is the heightened importance of minority sales. According to the association's research, African-American, Asian and Hispanic adults are more likely to buy food from restaurants on any given day. (Urban and Spanish-speaking formats: Include this fact in your sales presentations! Go to the "press release" section of the NRA's website — www.restaurant.org — to print the 1999 report's highlights.)

The average person eats 213 meals away from home per year, the equivalent of just over four times per week. And a majority of restaurant business comes from repeat customers — 80% for moderately priced restaurants, 60% for higher-priced restaurants — so it's important for any restaurant to gain exposure, entice new customers and build brand loyalty. Your job is to make sure they do it with radio.

Radio Spending Profile

Of the money spent advertising restaurants in all media, how much goes to radio?

Highest market	25.8%
Average	19.1%
Lowest market	13.1%

- 1998 restaurant category radio growth rate: 10.7%
- 1998 overall radio growth rate: 12%
- Restaurants as a percentage of total radio expenditures, 1998: 5.4%

Source: Miller, Kaplan, Arase & Co. LLP



MANAGEMENT

COMMUNICATE EFFECTIVELY THROUGH VOICE MAIL

By Dick Kazan

As my answering machine played, a woman speaking very quickly had left a message that sounded like, "This is Deematom (her first and last names were almost indecipherable), and I work for (a name I recognized), and I want a copy of your article (presumably my most recent column). You can reach me at (a phone number spoken too quickly to comprehend)." Then she'd hung up.

After twice replaying her message, I called her company, explained to the receptionist what had happened, and together we figured out the caller's name. Ironically, she works for a firm heavily into telemarketing.

This woman's garbled message is not unusual, and you probably hear similar mistakes on your machine. Because voice mail and answering machines are so common, they can really help you get ahead — or they can set you back, depending on what you say and how you say it. Most people think they're better at leaving messages than they actually are.

To hear yourself: Record a message, then select the playback

feature that's generally

available on voice mail. Do

you sound enthusiastic or

tired? Is your message

filled with "ahs" and

"ums"? Do you succinctly

make a point or ramble? If you

received your message, what impression would it make on you?

To become more effective: Before you dial the number, ask yourself why you're calling. List the points you want to make. Then smile! This gives you a warm tone, something virtually everyone appreciates. And slow down. Your goal is not to win the verbal Indy 500, it's to communicate your thoughts. Speak distinctly, and separate each point with a dramatic pause. A brief silence can be a real attention grabber.

In March I spoke to a rally of over 10,000 Vietnamese Americans who were protesting a merchant displaying a picture of Ho Chi Minh and a current Vietnamese flag in his store window. They were upset because many were refugees who'd risked their lives and left their families and their possessions to come to America. Some were not fluent in English, so I had a translator. To communicate effectively, I had to speak slowly and distinctly and stop after each brief point. The crowd responded well — and so will those who hear your messages, if you express yourself in a similar way.

Also, by speaking calmly and distinctly, you can easily collect your thoughts, and you'll sound confident and knowledgeable. This gives people the impression that you know what you're talking about and have something of value to say.

Lastly, let's discuss the greeting on your voice mail or answering machine. If you called and listened to it, would you be favorably impressed? If you're one of the many who use an automated service, "Don't accept the impersonalization of that computerized voice where you only add your name. Most people give their name with a voice that sounds like a prison roll call." Instead, be enthusiastic and speak with warmth and personality. Also, as you record it, be sensitive to background noise. I have a wonderful realtor whose greeting used to include her dog barking, something of which she was unaware.

Whether it's the greeting callers receive on your voice mail or the messages you leave, think of each call as your opportunity to express your caring for others and your willingness to be helpful to them. With that attitude, you'll consistently make a favorable impression.

¹ *Secrets of a CEO Coach*, D. A. Benton, 1999

Dick Kazan is a successful entrepreneur who founded one of the largest computer leasing corporations in the United States. He created and hosts *The Road to Success*, the first radio talk show to offer on-air business consulting to business owners and employees. E-mail your comments or questions to him at rkazan@ix.netcom.com.

Next level radio solutions: Harris Broadcast Systems



From source to transmitter, Harris has taken steps to offer complete radio solutions to its customers around the globe. Whether you need one component in the air chain such as a DRC2000 Digital Audio Console, Harris ZCD FM transmitter, DX AM transmitter, or a completely integrated studio, Harris is ready to bring your radio station to the next level.

next level solutions

WIRELESS

BROADCAST

COMMUNICATIONS
PRODUCTS

1-800-622-0022 ■ www.harris.com/communications

HARRIS
Communications

RESTAURANT ADVERTISING BY MARKET

■ 1998 Media Spending (in thousands of dollars)

Market	National		Local	
	Newspaper	TV	Newspaper	TV
Albuquerque	17.3	7,915.7	5.4	2,151.3
Atlanta	165.4	31,526.3	0.0	1,286.7
Baltimore	57.8	13,146.2	0.0	783.3
Boston	140.2	23,553.3	3,696.7	4,217.9
Buffalo	44.3	4,881.2	12.9	440.8
Charlotte	88.8	16,820.9	48.2	1,055.7
Chicago	1,415.8	41,766.9	3,981.8	2,029.6
Cincinnati	87.9	15,443.8	0.4	3,156.4
Cleveland	14.6	22,530.2	0.0	985.9
Columbus	33.1	14,449.2	0.8	2,207.4
Dallas-Ft. Worth	1,363.4	47,688.6	3,261.1	9,356.6
Denver	564.3	23,585.8	2,083.5	3,414.6
Detroit	73.2	27,105.1	29.1	1,022.1
Grand Rapids	81.0	11,659.5	20.7	291.2
Greensboro	15.3	8,280.5	0.6	1,085.2
Greenville-Spartanburg	38.7	9,538.0	25.4	178.6
Harrisburg	29.5	5,583.7	2.6	1,096.1
Hartford	138.1	9,234.0	198.2	1,324.7
Houston	113.0	32,630.0	150.5	3,158.7
Indianapolis	14.3	23,628.5	0.0	2,210.6
Kansas City	24.4	15,254.8	0.0	3,324.3
Los Angeles	1,977.9	128,340.1	7,695.1	3,202.4
Louisville	15.2	13,473.6	133.6	1,081.4
Memphis	7.5	7,232.1	14.3	1,330.8
Miami-Ft. Lauderdale	404.7	22,601.5	6,653.1	1,015.0
Milwaukee	23.4	9,849.5	33.4	1,133.5
Minneapolis-St. Paul	239.6	28,774.2	637.5	2,392.0
Nashville	35.7	14,003.2	20.0	1,606.4
New Orleans	12.6	8,259.6	0.0	1,671.8
New York	2,192.6	53,074.7	10,779.4	3,526.4
Norfolk	36.6	11,469.5	10.5	213.2
Oklahoma City	170.5	10,501.2	0.0	3,634.6
Orlando	72.6	16,978.4	0.0	2,999.8
Philadelphia	898.0	24,374.7	1,986.2	1,571.9
Phoenix	594.1	28,804.8	961.6	2,471.3
Pittsburgh	23.9	15,305.5	0.0	1,451.3
Portland	61.4	13,000.8	86.4	1,929.9
Providence	6.7	7,517.6	0.0	1,254.8
Raleigh-Durham	39.6	13,229.8	0.5	133.4
Sacramento	187.9	19,592.5	205.6	423.0
Salt Lake City	12.4	12,288.5	1.4	1,758.8
San Antonio	169.9	12,222.6	14.3	1,292.9
San Diego	364.9	20,627.2	901.1	688.4
San Francisco	825.6	41,416.6	2,841.3	418.2
Seattle	34.2	21,757.5	10.1	1,806.4
St. Louis	30.3	23,682.8	0.0	2,777.4
Tampa-St. Petersburg	299.4	20,739.6	415.7	3,200.5
Washington, DC	837.2	31,464.4	717.3	98.8
West Palm Beach	86.1	6,705.7	874.1	682.1
Wilkes Barre-Scranton	30.2	3,771.3	4.6	416.0
Total Top 50	14,210.7	1,047,281.6	48,514.7	90,969.8

Source: Competitive Media Reporting

RADIO GETS RESULTS

SUCCESS STORIES FROM THE RAB

Promo Targets Ladies Who Brunch

SITUATION: The Mill, a 2-and-a-half-year-old restaurant, planned to launch a new Sunday brunch menu. They knew it wouldn't be easy — many restaurants in Knoxville, TN were already catering to the Sunday brunch crowd. In the past The Mill had advertised on radio as well as through direct mail, local entertainment newspapers and billboards.

OBJECTIVE: To promote The Mill's Sunday brunch program and draw customers away from competing eateries. The Mill decided that the consumers it needed to concentrate on were women 18-40.

CAMPAIGN: The Mill GM Doug Newberry determined that "the audience of station WMYU was the Sunday brunch market." The Knoxville station quickly put together a campaign called "My Three Songs," encouraging WMYU listeners to fax in a list of three favorite songs each day, 11am-noon. Each day, the participant whose list was played received Sunday brunch for two at The Mill. The promotion ran for four weeks and included four 60-second ads for The Mill each day.

RESULTS: "We saw results the first Sunday after the campaign began," said Newberry. Three months into the program, The Mill was averaging approximately 330 brunches each week. "We've continued to advertise on WMYU, promoting other events in addition to our Sunday brunch," Newberry continued. "Radio was great for us."

RAB TOOLBOX

More marketing information and resources from the RAB

MEDIA TARGETING 2000

Thirty-seven percent of people who have eaten at a family restaurant in the past three months earn more than \$50,000 a year; 30% are college graduates. More than three-fourths (76%) own their homes, and 37% have children living at home. This group spends an average of 47% of its daily media time with radio.

INSTANT BACKGROUND — RESTAURANTS

Sixty-five percent of restaurant customers agree that food served at their favorite restaurant provides flavor and taste sensations they cannot easily duplicate at home. Seventy-eight percent of diners at moderately priced full-service restaurants believe the value they receive meets their expectations, while only 57% of patrons of higher-priced full-service restaurants feel the same (National Restaurant Association, 1998).

RAB CATEGORY FILES

"Consumers are spending more in restaurants than ever before, according to the NRA, with 1999 spending projected at \$970 million per day, compared with \$654 million/day in 1990, \$328 million/day in 1980 and \$117 million/day in 1970. The association is forecasting 1999 sales of \$354 billion, a 4.6% increase over 1998 (or 1.8% after adjustment for inflation). (Nation's Restaurant News, 3/8/99)

For more information, call RAB's Member Service HelpLine at (800) 232-3131 or log on to RadioLink at www.rab.com.

STRETCH

YOUR ADVERTISING DOLLARS

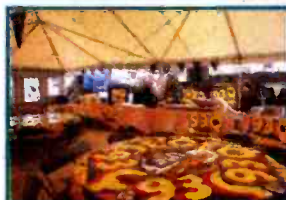
Today's level of fierce competition demands that you prominently display your name every chance you get (location broadcasts, concerts, station sponsored autograph sessions, etc.). With theft, vandalism and loss, it becomes a costly proposition to continuously replace expensive signs and banners. Roll-A-Sign™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

With Roll-A-Sign banners you get up to four vibrant colors printed on durable, high quality 4 or 6 mil plastic film to display your logo and message brilliantly for an economical price. Now you can afford to display a bright new sign at every public event. They even make great cost-effective promotional give-aways. Just roll off what you need and cut.

- Durable banners at an affordable price.
- UV stabilized plastic won't fade indoors or outdoors.
- Simply FAX your logo and color separation information for a price quotation today.



Reef Industries, Inc. P.O. Box 750250
Houston, TX 77275-0250
713/507-4200 713/507-4295 FAX
©1999 Reef Industries, Inc.



Call today
800/231-6074

PRODUCT SHOWCASE

PUBLICITY PRINTS

Lithographed On Heavy Gloss Stock

★ REQUEST FREE CATALOG AND SAMPLES



B/W - 8x10's
500 - \$80.00
1000 - \$108.00

4x6 - JOCK CARDS
1000 - \$91.00
2000 - \$125.00

★ PRICES INCLUDE
TYPESETTING & FREIGHT
★ FAST PROCESSING
★ OTHER SIZES & COLOR
PRINTS AVAILABLE

ABC PICTURES
1807 E. Forest St. Dept. R
Springfield, MO 65802
(417) 892-3628 FAX (417) 892-4182
http://www.abcpictures.com

FirstFlash! L I N E

We have cost effective answers for your promotional needs!

EventTape® • FlashBags™
BunchaBANNERS™ • Ponchos
BumperStickers



6209 Constitution Drive • Fort Wayne, IN 46804
Fax: (219) 436-6739 • www.firstflash.com

1-800-21-FLASH

promotional
blues?



we deliver
CUSTOMIZED SCREEN SAVERS
that link your listeners directly
to your website!

call mahlon moore @ 808.739.2662



INFLATABLE IMAGES... Attract attention to your station events with a customized giant inflatable. Perfect for your next **BIG** promotion! Blow-up your mascot or create your own shape and event. Contact: **Lenny Freed**, 2880 Interstate Parkway, Brunswick, OH 44212. FAX: (330) 273-3212. **INFLATABLE IMAGE INDUSTRIES...** Phone: (330) 273-3200, EXT.137.

ADOBE GRAPHICS & DESIGN 1-800-7-COYOTE

1-800-726-9683 Leslie • Lisa • Michele

SERVICE

We are either away from our desk or on the other line. Please leave a message or hit 0 for the operator and have us paged.

DEADLINES

Haven't made one yet. Goin' for the record.

PRICES

All costs are dependent upon the attitude of the client.

FREE

52 page catalog with promotional and premium items specifically designed for the broadcasting and recording industry. Quarterly specials. Valuable gift, worth millions.

REFERENCES:

ABC RADIO NETWORK • UNITED STATIONS • WARNER BROTHERS
JONES SATELLITE NETWORKS • WESTWOOD ONE • CNN
BILLBOARD • BMG/RCA • MCA • Plus over 1,000 Radio & TV stations



For your next promotion...

Step up to the
BEST!



Harness the power of repeatability!

1-800-786-7411

www.bannersonaroll.com

Powerful • Affordable • Dramatic

The TRAVELER Cash Cube Money Machine



▲ PUSH IT ANYWHERE

▲ FITS EASILY INTO VAN OR PICKUP

▲ NO SET UP

▲ FITS THROUGH ANY 35" DOORWAY

FUN

The Most Portable Money Machine Ever!

Call Toll-Free 1-800-747-1144 (U.S. only)

Local (309) 755-5021 or Fax (309) 755-1694 for more information

FUN INDUSTRIES

E-mail: fun@nateexpress.net

Display Your Wares In

PRODUCT SHOWCASE

Call Dawn Garrett



310-788-1622



ROLL-A-SIGN Cost-effective plastic banners for your station. We print any picture, logo, or design in up to four colors. Perfect for concerts, public appearances, expos and giveaways. Packaged on a roll and easy to use.

Call Toll Free:
U.S. 1-800-231-2417
Canada 1-800-847-5616
(713) 507-4295 FAX



RAVENOUS RADIO LISTENERS EAT OUT OFTEN

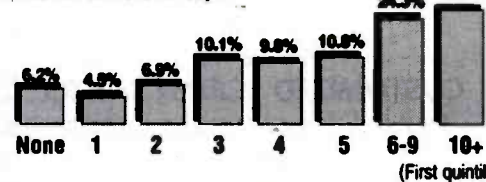
Is it any surprise that radio is best at reaching fast food consumers? After all, fast food does big drive-up business, and no medium is better at reaching people in cars than radio. What may surprise you is the frequency with which radio listeners eat at fast food restaurants and sit-down restaurants. Nearly three out of four get fast food at least once a week, while almost two out of three eat in a sit-down restaurant that frequently.

Pizza's a particular favorite among radio listeners. A study of customers who've eaten pizza from Pizza Hut, Domino's, Little Caesar's or Papa John's in the last 30 days reveals that those people are 25% more likely than average to be heavy radio listeners.

HOW OFTEN THEY EAT OUT

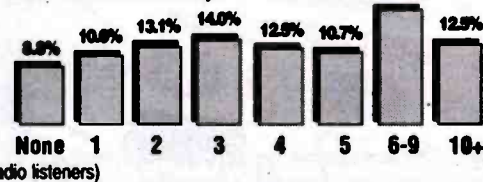
FAST FOOD

Visits in the last 30 days



SIT-DOWN RESTAURANTS

Visits in the last 30 days



RADIO LISTENERS' FAVE FOODS

Here are the most popular dining destinations of the heaviest radio listeners. Figures represent the percentage of first-quintile (top 20%) radio listeners who have eaten at these restaurants in the last 30 days. Restaurant "genres" are listed in italics.

1	McDonald's	57.9	8	KFC	24.4	15	Domino's Pizza	14.4
2	Burger King	47.5	9	<i>Italian</i>	23.5	16	Boston Market	13.8
3	<i>Chinese/Asian</i>	42.5	10	<i>Other fast food</i>	22.3	17	Dairy Queen	12.3
4	Taco Bell	34.3	11	Subway	22.1	18	Dunkin' Donuts	12.2
5	<i>Sit-down restaurant</i>	32.4	12	Pizza Hut	19.9	19	Denny's	11.8
6	Wendy's	28.9	13	Arby's	16.5	20	Applebee's	11.4
7	<i>Mexican</i>	26.5	14	<i>Seafood</i>	16.0			

Source: Scarborough Research Corp. Release 1 Combined Study

MARKETING

FINGER-CLICKIN' GOOD!

KROQ LEAPS INTO CYBERSPACE

KROQ/Los Angeles has always maintained a reputation for being on the leading edge musically, but it's taken the station years to finally hop on the Internet bandwagon. Once the station decided the time was right, though, it made sure the site was done right.

KROQ's initial foray onto the web (www.kroq.com) is a comprehensive, attractive package. You'll find extensive audio streaming (sorry, no live webcast), information about the station's artists and music, lifestyle links and an ambitious e-commerce program — last week, tickets to an Alanis Morissette/Tori Amos concert were sold exclusively over the website.

Navigation is easy, since your list of destinations is in a frame that always stays on the screen. One note: The site requires the Shockwave plug-in (there are plenty of cool bells and whistles) and is best viewed on a monitor set for 800x600 (otherwise you're stuck with some horizontal scrolling).

What makes your website "finger-clickin' good"? E-mail a short explanation and/or screen shot along with an active URL to MMS Editor Jeff Axelrod at jaxelrod@ronline.com with "FCG Site" in the subject line.

FOUR WEEKS FORWARD

Sales & Promotion Planning Calendar

June 13-19

June 13-19 Men's Health Week, Fink Week, National Physical Therapy Week, Amateur Radio Week

13 Kitchen Klutzes of America Day National Lobster Day National Juggling Day Ice cream introduced in the U.S. (1798)	14 National Strawberry Shortcake Day Pop Goes the Weasel Day First country music recording (1923)	15 A Friend in Need Is a Friend Indeed Day Fly a Kite Day First nonstop transatlantic flight (1919)	16 Wish Fulfillment Day National Fudge Day First helicopter flight (1922)	17 National Juggling Day Accident Day Eat All Your Vegetables Day Watergate burglars arrested (1972)	18 Trousers Day National Cherry Tart Day International Picnic Day Napoleon defeated at Waterloo (1815)	19 World Sauntering Day National Martini Day Garfield the cat debuts (1978) Eight-hour workday made standard (1912)
---	---	---	---	---	---	--

FISHIN' for OUTSTANDING WEEKEND RATINGS?

hardDrive with Lou Brutus: extreme rock • timely interviews • comedy bits

EVERLAST • METALLICA • KORN • ROB ZOMBIE • LIMP BIZKIT • RAGE AGAINST THE MACHINE
 STP • KID ROCK • CREED • GODSMACK • THE OFFSPRING • STAINED • OZZFEST '99

DAVE "BEEF" WELLINGTON: KXTE/LAS VEGAS

"hardDrive helps keep us #1 Mon 18-34 on the weekend. Lou's warped sense of humor and great interviews are perfect for X-treme radio in Vegas."
 #1 Mon 18-34 10.7; #1 Mon 25-44 7.5



KEITH "THE TORCH" HASTINGS: WLZR/MILWAUKEE

"This is one of the most exciting, well-done pieces of syndication available for the format. Lou Brutus is arguably the finest host the program has ever had!"
 #1 Mon 18-34 16.9; #2 Mon 25-44 21.3

hardDrive WITH LOU BRUTUS HAS OTHER FISH HOOKED ON: KATT OKLAHOMA CITY: #1 M 18-34 18.6, #1 M 18-24 21.3
 KQRC KANSAS CITY: #1 M 25-44 23.1 • WTKX PENSACOLA: #1 M 18-34 26.9, #1 M 18-24 32.6 • WAPL GREEN BAY: #1 M 25-44 23.4

MEDIAAMERICA / JONES RADIO NETWORK™ CONTACT SUZANNE CORCORAN: 203-877-8210 x11



Phil Manning/KNDD
Jeff Pollack/Pollack Media
Dave Richards/WKQX
Andy Schuon/Warner Bros.
Hilary Shaev/550 Music-ERG
Ted Volk/Maverick
Kevin Weatherly/KROQ
Guy Zapoleon/Zapoleon Media

TIME: 6:00-8:00PM

TICKETS: \$500 {Tax Deductible}

INFO: (714) 841-4715

NEWSSTAND PRICE \$6.50

'All Star' Week

Magazine's Brown Month grabs No. 1 Most Added honors with 116 adds at Q107Pop and 25 at Hot AC 101



"All Stars" The group's new album, *Afterthoughts*, will be in stores on June 8.

R&R

THE INDUSTRY'S NEWSPAPER

www.rronline.com

MAY 21, 1999

Johnson An R&R Keynote

Caric "Mighty" Johnson, the charismatic Atlanta-based businessman, has agreed to be a keynote speaker at **R&R** Convention '99, June 19-22 in Los Angeles. Johnson brings an all-star lineup of notable figures from inside and outside the radio and record industries. Details, next page.



JOHN MICHAEL MONTGOMERY

HOME TO YOU

IN STORES MAY 25TH

1999
Tour Schedule

- May 28 - North Beach, NJ
- May 29 - Columbus, IN
- May 31 - Columbus, IN
- Jun 2 - Montgomery, IL
- Jun 3 - Atlanta, GA
- Jun 4 - Atlanta, GA
- Jun 5 - Atlanta, GA
- Jun 6 - Atlanta, GA
- Jun 7 - Atlanta, GA
- Jun 8 - Atlanta, GA
- Jun 9 - Atlanta, GA
- Jun 10 - Atlanta, GA
- Jun 11 - Atlanta, GA
- Jun 12 - Atlanta, GA
- Jun 13 - Atlanta, GA
- Jun 14 - Atlanta, GA
- Jun 15 - Atlanta, GA
- Jun 16 - Atlanta, GA
- Jun 17 - Atlanta, GA
- Jun 18 - Atlanta, GA
- Jun 19 - Atlanta, GA
- Jun 20 - Atlanta, GA
- Jun 21 - Atlanta, GA
- Jun 22 - Atlanta, GA
- Jun 23 - Atlanta, GA
- Jun 24 - Atlanta, GA
- Jun 25 - Atlanta, GA
- Jun 26 - Atlanta, GA
- Jun 27 - Atlanta, GA
- Jun 28 - Atlanta, GA
- Jun 29 - Atlanta, GA
- Jun 30 - Atlanta, GA
- Jul 1 - Atlanta, GA
- Jul 2 - Atlanta, GA
- Jul 3 - Atlanta, GA
- Jul 4 - Atlanta, GA
- Jul 5 - Atlanta, GA
- Jul 6 - Atlanta, GA
- Jul 7 - Atlanta, GA
- Jul 8 - Atlanta, GA
- Jul 9 - Atlanta, GA
- Jul 10 - Atlanta, GA
- Jul 11 - Atlanta, GA
- Jul 12 - Atlanta, GA
- Jul 13 - Atlanta, GA
- Jul 14 - Atlanta, GA
- Jul 15 - Atlanta, GA
- Jul 16 - Atlanta, GA
- Jul 17 - Atlanta, GA
- Jul 18 - Atlanta, GA
- Jul 19 - Atlanta, GA
- Jul 20 - Atlanta, GA
- Jul 21 - Atlanta, GA
- Jul 22 - Atlanta, GA
- Jul 23 - Atlanta, GA
- Jul 24 - Atlanta, GA
- Jul 25 - Atlanta, GA
- Jul 26 - Atlanta, GA
- Jul 27 - Atlanta, GA
- Jul 28 - Atlanta, GA
- Jul 29 - Atlanta, GA
- Jul 30 - Atlanta, GA
- Jul 31 - Atlanta, GA



Produced by
GARTH FUNNIG



...featuring the hit single "HELLO L.O.V.E."

NEWSSTAND PRICE \$6.50

'All Star' Week

Magazine's Brown Month ends No. 1 Most Added
albums with 116 adds at *Billboard* and 35 at *Hot AC* for



"All Stars"
The group's
new album,
A Tribe Called
Quest, will be in
stores on
June 8.

R&R

THE INDUSTRY'S NEWSPAPER

www.rroonline.com

MAY 21, 1999

Johnson An R&R Keynote

Caric "Mighty" Johnson, the charismatic Atlanta-based
businessman, has agreed to be
a keynote speaker at **R&R**
Convention '99, June 19-22 in
Los Angeles. Johnson joins an
all-star lineup of notable figures
from inside and outside the
radio and record industries.
Details, next page.



JOHN MICHAEL MONTGOMERY

HOME TO YOU

IN STORES
MAY 25TH

1999 Tour Schedule

- May 28 Merit Park, IL
- May 29 Columbus, IN
- May 27 Louisville, IN
- May 28 Montgomery, IN
- May 29 Miami, FL
- May 28 Madison, WI
- May 27 Memphis, TN
- May 26 Dallas, TX
- May 25 San Francisco, CA
- May 24 Washington, DC
- May 23 Tampa, FL
- May 22 Orlando, FL
- May 21 New York, NY
- May 20 Ft. Lauderdale, FL
- May 19 Memphis, TN
- May 18 New Orleans, LA
- May 17 Philadelphia, PA
- May 16 Dallas, TX
- May 15 Charlotte, NC
- May 14 Dallas, TX
- May 13 Nashville, TN
- May 12 Memphis, TN
- May 11 Louisville, TN
- May 10 Las Vegas, NV
- May 9 Sacramento, CA
- May 8 Pittsburgh, PA
- May 7 Baltimore, MD
- May 6 Cleveland, OH
- May 5 Seattle, WA
- May 4 San Francisco, CA



The JMM logo is a registered trademark of
John Michael Montgomery

Produced by
GARTH FUNNIG



www.americanradiohistory.com

...featuring the hit single "HELLO L.O.V.E."

THE 10th ANNUAL RICK CARROLL FOUNDATION BENEFIT

Join us during R&R CONVENTION '99
for a Cocktail Party/Dinner to benefit the
RICK CARROLL SCHOLARSHIP FUND.

Who will be the
recipient of the
Radio Innovator
Of The Year Award?

(Past recipients include
Howard Stern,
Brian Philips,
and
Rodney
Bingenheimer.)

EXECUTIVE COUNCIL:

Burt Baumgartner/Capitol
Tony Berardini/WBCN
Danny Buch/Atlantic
Dave Cash/A.I.R.
Sky Daniels/R&R
Leslie Fram/WNNX
Eric Greenspan, Esq.
Jim Guerinot/Time Bomb
Mike Jacobs/Trauma
Rob Kahane/Trauma
Jim Kerr/R&R
Abbey Konowitch/MCA
Steve Leeds/Universal
Phil Manning/KNDD
Jeff Pollack/Pollack Media
Dave Richards/WKQX
Andy Schuon/Warner Bros.
Hilary Shaev/550 Music-ERG
Ted Volk/Maverick
Kevin Weatherly/KROQ
Guy Zapoleon/Zapoleon Media

See the Industry's *Finest* at their *Worst!*

DATE: FRIDAY, JUNE 11th

PLACE: CENTURY CLUB

10131 CONSTELLATION BLVD.

CENTURY CITY, CA

{across from Westin Century Plaza}

TIME: 6:00-8:00PM

TICKETS: \$500 {Tax Deductible}

INFO: (714) 841-4715



THE LAST CONVENTION

JUNE 10-12, 1999

WEDNESDAY, JUNE 9, 1999

12:00-6:00PM / REGISTRATION OPEN

12:00-5:00PM
Jacobs Media Alternative Summit

THURSDAY, JUNE 10, 1999

7:00AM-5:00PM
TJ Martell / Neil Bogart Golf Tournament

9:30AM-1:00PM
Jacobs Media Alternative Summit

1:30-4:30PM
NAC/SMOOTH JAZZ
The Format In Focus

1:30-4:30PM
TALENT
Making A Big Splash In The Talent Puddle

CONCURRENT SESSIONS 1:15-2:45PM

- **ROCK**
Good Radio - It's All In Your Head
- **PERSONAL FINANCE**
Investing In The Market
- **PRODUCTION**
Radical Station Imaging

CONCURRENT SESSIONS 3:00-4:30PM

- **ALTERNATIVE**
The First Annual R&R Alternative Rate-A-Record
- **HOT AC**
Is Hot AC Being Repositioned?
- **URBAN**
The State Of African Americans In The Broadcast Industry
- **PROMOTION**
Marketing With Outdoor - Love At First Sight

4:45-6:00PM / GENERAL SESSION

7:30-9:30PM / OPENING COCKTAIL PARTY

7:30-9:30PM
TJ MARTELL / NEIL BOGART SILENT AUCTION

10:00PM-12:00AM
R&R COUNTRY INDUSTRY
ACHIEVEMENT AWARDS SHOW

10:00PM-2:00AM / HOSPITALITY SUITES

11:00PM-3:00AM / R&R LATE NIGHT LOUNGE

FRIDAY, JUNE 11, 1999

10:00-11:00AM / GENERAL SESSION

CONCURRENT SESSIONS 11:15AM-12:45PM

- **CHR**
Hype 101
- **COUNTRY**
Country Formatics: Is It Time For A Change?
- **NEWS/TALK**
FM Talk: Music Radio's New Competition
- **ROCK**
The Fragmented Rock House
- Building With Splinters

1:00-2:45PM / LUNCH

CONCURRENT SESSIONS 3:00-4:30PM

- **AC**
Superstar Air Talents - Past And Present
- **ALTERNATIVE**
The Cost Of Doing Business
- **CLASSIC ROCK**
When Led Zeppelin Alone Isn't Enough
- **URBAN**
- **MUSIC RESEARCH**
The R&R Callout Consortium

4:30-5:30PM
ARBITRON
Diarykeepers Speak

7:00-9:00PM
R&R URBAN INDUSTRY
ACHIEVEMENT AWARDS SHOW

10:00PM-12:00AM
NAC CLUB R&R

12:00-2:00AM
R&R JAVA CAFE

10:00PM-2:00AM
HOSPITALITY SUITES

11:00PM-3:00AM
R&R LATE NIGHT LOUNGE

THE BEST IS BACK!

Join us June 10-12 for R&R Convention '99 at the Century Plaza Hotel in Los Angeles. Get in touch with the technological future of the radio and record industries. Learn how to better manage yourself through these challenging times. Meet the leaders of today and tomorrow.

SATURDAY, JUNE 12, 1999

10:00-11:00AM / GENERAL SESSION

CONCURRENT SESSIONS 11:15AM-12:45PM

- **ADULT ALTERNATIVE**
What To Spin And How Often
- **CHR**
Morning Legends
- **COUNTRY**
Do Short Playlists Mean Higher Ratings?
- **OLDIES**
Jammin' Or Otherwise
- **RADIO RESEARCH**
The Research Project: The Impact Of Higher Spot Loads On Radio

1:00-2:45PM / LUNCH
Radio, State Of The Industry

CONCURRENT SESSIONS 3:00-4:30PM

- **NAC/SMOOTH JAZZ**
The Intersection Of Art & Commerce: Dwindling CD Sales Seen Under The Microscope
- **TALENT**
Air Personality Plus+
- **POP/ALTERNATIVE**
Behind Pop Alternative's Promotion
- **SPANISH**
Spanish Radio: The Future Is Now
- **TECHNOLOGY**
Companies That Are Going To Change The Future Of The Radio & Record Industries

7:00-8:00PM / PRE-SHOW COCKTAILS

8:00-10:00PM / SUPERSTAR SHOW

GREAT OF THE CENTURY

HEAR LATE-BREAKING UPDATES ON THE
R&R CONVENTION '99 HOTLINE: (810) 788-1696



INFORMATION

FAX this form to: (310)203-8450

Or MAIL to:

R&R CONVENTION '99
10100 Santa Monica Blvd., 5th Floor
Los Angeles, CA 90067-4004

ONLINE registration at: www.rronline.com

Please print carefully or type in the form below.
Full payment must accompany registration form.
Please include separate form for each registration.
Photocopies are acceptable.

MAILING ADDRESS

Name _____

Title _____

Call Letters/Company Name _____ Format _____

Street _____

City _____ State _____ Zip _____

Telephone # _____ Fax # _____

E-mail _____

REGISTRATION FEES

_____ 3 OR MORE BEFORE JUNE 7, 1999	\$450 EACH
_____ SINGLE BEFORE JUNE 7, 1999	\$475 EACH
_____ EXTRA COCKTAIL TICKETS (THURS)	\$ 85 EACH
_____ EXTRA SUPERSTAR SHOW (SAT)	\$100 EACH
_____ DAY PASSES	\$225 EACH
_____ ON-SITE REGISTRATION	\$550 EACH

METHOD OF PAYMENT

Amount Enclosed: \$ _____

Visa MasterCard AMEX Discover Check

Account Number _____

Exp. Date: _____

Cardholder's Signature _____

Print Cardholder's Name _____

CANCELLATION POLICY: All cancellations must be submitted in writing. A full refund less a \$75.00 administrative fee will be issued after the convention if notification is received on or before April 2, 1999. Cancellations received between April 3 and May 14, 1999 will be subject to a \$150.00 cancellation fee. No refund will be issued for cancellations after May 14, 1999 or for "no shows."

HOTEL REGISTRATION

CENTURY PLAZA HOTEL and TOWER

WE LOOK FORWARD TO HOSTING YOU FOR R&R CONVENTION '99.
Thank you for requesting reservations at the Century Plaza Hotel.
Our staff would like to take the opportunity to extend a warm
welcome to you during your upcoming meeting.

- In order to confirm your reservation, please guarantee your arrival with a major credit card, or you may send a one night's deposit. Deposits will be refunded only if reservation is cancelled 48 hours prior to arrival.
- Reservations requested after May 14, 1999 or after the room block has been filled are subject to availability and may not be available at the convention rate.
- Check in time is 3:00 pm; check out time is 1:00 pm.

TYPE OF ROOM	CONVENTION RATES
SINGLE (1 PERSON) PLAZA	\$195.00
SINGLE (1 PERSON) TOWER	\$250.00
DOUBLE (2 PEOPLE) PLAZA	\$220.00
DOUBLE (2 PEOPLE) TOWER	\$270.00
SUITES PLAZA	\$475.00 and up
SUITES TOWER	\$700.00 and up

For RESERVATIONS, please call:

(310) 551-3300 or 1-800-WESTIN-1.

Tell them it's the Radio & Records Convention.

Please do not call R&R for hotel reservations. Thank you.

Gale Now Sr. Dir./ Promotion, RCA/ Nashville

RCA/Nashville has elevated Keith Gale to Sr. Director/National Promotion. Gale moves up from the label's Director/National Promotion post.



Gale

"Keith has shown great leadership since taking over as our national guy," RCA/Nashville VP/Promotion Mike Wilson said. "We are excited to know that he will continue to be a major force in the future of the RCA promotional team."

Feeling More Than Fine



Boosted by their hit single, "Closing Time," MCA alternative-rockers Semisonic crossed the million mark with sales of their album, *Feeling Strangely Fine*, and were awarded RIAA's platinum certification. Pictured backstage at New York's Beacon Theater, where the band shared a bill with Sheryl Crow, are (l-r) MCA Promotion Michelle St. Clair, Semisonic's John Munson, MCA VP/Video Promotion Dennis Boerner, MCA A&R Hans Haedelt, Semisonic's Dan Wilson, MCA Exec. VP Abby Konowitch, Semisonic's Jake Slichter, MCA VP/Marketing Paul Orescan and manager Jim Grant.

Gale joined RCA/Nashville five years ago as Manager/Northeast Regional Promotion and moved to Nashville 18 months ago when he

was elevated to the National Director post. Prior to joining the label, Gale was MD at WXTU/Philadelphia.

Diversity

Continued from Page 1

distressing fact about the radio industry: Minority participation, particularly in upper management, has always been low and does not appear to be improving.

The numbers on minority participation don't tell the whole story. According to the FCC's most recent figures, minorities made up about 20% of all full-time broadcast employees in 1997. Radio ownership figures paint a more striking picture: Minorities owned only 3% of all radio stations nationally in 1997.

The radio industry is just one of many struggling with diversification issues. But radio, an industry that has always been dominated by white males, appears to be headed for less diversification as the industry consolidates, as equal employment opportunity rules are thrown out, and as colleges fail to churn out energetic new applicants. Top those trends off with what some people call a culture of "institutional racism," and the industry appears to be getting a full whitewash.

Fish Discover Water Last

Few people in the radio industry think overt racism exists. What is clear to many minorities in the business is that people hire and promote based on what they know. And the people hiring, for the most part, are white males.

When Jones was hired at ABC/Chicago three years ago, he described the office as "lily-white." When he asked why there weren't more African Americans working there, he was told it was hard to find qualified black people. Since he took over, though, qualified applicants have come to him, he said.

"I've got black folks crawling all over this place," he said. "Were they all born over the last three years? Of course not. The difference is that they really weren't looking. There are psychological barriers."

Jones has a saying: "Fish discover water last." The fish, he says, is the last one to know it lives in the water. Translation: White people are often the last ones to know they are discriminating. "We're talking about people who were born on third base and thought they hit a triple."

The culture of promoting people who look like you is common in all industries and in many societies, said Anthony Ipsaro, President of Meridian Associates, which consults companies on diversifying the workplace. Breaking into upper management is less about what you know and more about who you know, he said. "Management is a very tight group, and you tend to bring up people who are like you. That's not just the white male. Every society does that."

The habit of promoting who you know leads to another distressing trend in the industry: Black people seem to enter and rise in the business mostly through black-owned or -formatted stations, and, on the same note, Hispanic people rise in the industry mostly through Hispanic-owned stations.

Jones, for instance, believes he is the only black GM ever to run a Country station. Typically, African Americans are expected to run Urban stations, while whites are expected to run Rock, Country and Classical stations.

"You'll find it in all industries," said Spann-Cooper. "Ownership breeds nepotism. People who own these stations, consciously or unconsciously, tend to hire people that represent what their station is about."

Westwood One Sr. VP/Programming Denise Oliver agrees that people tend to search for jobs with people who look like them. That's why she said she tells young people who are minorities to become experts in formats not stereotypically associated with their race. But Robert Garcia, Chairman-Elect of the RTNDA and GM of the CNN Radio Network, said he doesn't see any harm in young minorities starting out in black- or Hispanic-owned stations, because it gives them a better chance of entering the business.

"I don't necessarily see it as a bad thing," said Garcia, who is of Hispanic. "In fact, it may end up being a good thing, because it provides opportunities for people that may not have existed 10 or 15 years ago."

New Rules, New Obstacles

Until recently the FCC forced radio owners to hire minorities through a quota system, often re-

ferred to as the EEO rules. Jones says the only reason he was ever hired into the industry was because of those rules. Last year, however, the EEO rules were thrown out by a federal court, which determined that the FCC could not regulate who stations hired. Despite promises by major radio companies such as Clear Channel Communications and Infinity Broadcasting to keep hiring minorities, many people in the industry believe minority hiring will decrease dramatically.

The lack of EEO rules isn't the only issue, says Ball State University Professor of Telecommunications Bob Papper. The shrinking workforce in radio — plus fewer highly qualified people entering the industry out of college — means people hire who they already know.

"It's not a matter of evil people doing evil things, it's a matter of busy people surviving," he said. "I expect to see the percentage of minorities in radio plummet over the next five years, and I think it's going to be relatively fast."

The solution espoused by many African-American broadcasters is to keep minorities in the business by increasing minority ownership of radio stations. But the rapid consolidation of the industry has made it harder for smaller broadcasters to buy major-market stations, said Michael Carter, President of Carter Broadcast Group, which owns KPRT-AM & KPFS-FM/Kansas City.

"If the industry has a cold, black radio has pneumonia," he said. "We've got to work so much harder to get in the game." Carter is actively looking to purchase more stations, but says he can't find anything to buy in his price range. According to National Assn. of Black Owned Broadcasters Exec. Director Jim Winston, it's a common problem among African-American-run radio groups.

"There are a handful of companies that have had long-term access to Wall Street money, and that group will continue to exert control over the industry," he says. "They are buying, and everybody else is selling."

The number of minority owners

EXECUTIVE ACTION

McWhorter: Arbitron Radio Services Mktg. Mgr.

Ben McWhorter has joined Arbitron as Marketing Manager/Radio Station Services. McWhorter, who will be based in Birmingham, will focus on product development and assist in the company's efforts to make its sales and service more customer-focused. He succeeds John Snyder, who now serves as Arbitron's Manager/National Radio Sales.

"Ben is a wonderful addition to the Arbitron team," commented Bill Rose, who serves as the division's VP/Marketing. "His familiarity with our company and sales staff coupled with his experience as a customer will prove invaluable to our sales and marketing efforts."

McWhorter first worked for Arbitron as an independent sales strategy consultant. He's also served as Sales and Marketing Manager for WAPI, WJOX, WRAX, WYSF & WZRR/Birmingham, and as LSM for WODL & WZZK/Birmingham.

Bob Case Added As Bedrock & Associates Partner

New Century executive Bob Case has been named Partner/Sr. VP for Bedrock & Associates, effective July 1. Bedrock was formed last year by senior managers and partners in New Century, and currently has ownership interests in broadcast properties in Oregon, Washington, California and New York.

Case spent three years as Exec. VP/GM of New Century's KGME-AM, KDDJ-FM, KEDJ-FM & KHOT-FM/Phoenix, and was VP/Programming for New Century's Seattle stations before that.

"Bob brings 20 years of programming and operating experience to our company," Bedrock Chairman George Kriste commented.

"As Bedrock continues to acquire radio and TV stations and expand its broadcast tower operations, Bob's expertise will greatly enhance the implementation of our opportunistic acquisition strategy."



Case

has dropped about 11%, from 185 to 165, since the Telecommunications Act of 1996 began the rapid industry consolidation, according to the National Telecommunications & Information Administration. The Telecom Act has clearly hurt diversification in the industry, Winston believes.

'We Don't Need A Woman, We Already Have One'

About 10 years ago KGO-AM/San Francisco President/GM Mickey Luckoff spoke at a convention sponsored by the American Women in Television & Radio. "A decade from now," Luckoff predicted then, "women will dominate the broadcast industry."

"Obviously, I'm a little bit off on that one," Luckoff says today.

Women clearly have not dominated the industry, and many still face some of the same obstacles as minorities in moving to upper management. Many women in the industry say that women, like minorities, won't get an even playing field until more women do the hiring.

Westwood One's Oliver was one of the early female disc jockeys in the 1970s when she took a part-time job at a Binghamton, NY FM station. It was incredibly hard for women to break into the industry back then, she said, because there was a perception that women didn't want to listen to women on the radio.

"For women disc jockeys who were on the air, it tended to be one per station," she said. "Women would tell me stories about going to stations, and the program director would say, 'Oh, we don't need a woman, we already have one.'"

For years Oliver thought the reason few female programmers existed was because the ranks of female DJs were so small. Yet even today,

when female DJs are more common, few women become PDs, a situation that Oliver said is "perplexing" to her.

Some women in the industry say they make a point of searching for women to hire, but the most important hire for both women and minorities is the first one, said ABC News Radio GM/Programming Merrilee Cox.

"The key is the opportunity at the initial point," she said. "I believe that talented people do shine through. The difficulty that has existed for women and minorities is getting the opportunity to shine through."

Solutions

KGO's Luckoff is often held up as an example of a GM who has successfully diversified his office. His staff has been described as a United Nations, but even he said there are a shrinking number of GMs who are actively recruiting minorities. Luckoff said he recruits minorities not only because of personal desire, but because it makes sense to have a newsroom represent the community it serves.

CNN's Garcia believes that market forces will make companies diversify, at least in major markets. "Any newsroom that does not reflect its community is going to lose credibility within that community. It's simply not smart business sense not to diversify."

Still, diversification doesn't happen without some effort. Luckoff said that before hiring anyone new, he usually makes sure he is maintaining a diverse staff.

Other people in the industry suggest companies should regularly get involved with outreach programs and job banks. AWRT is getting ready to unveil a mentor program

Blue Chip Resets Various Mgt. Posts

Blue Chip Broadcasting has made several personnel changes:

- **Bill Gentry**, a 17-year Louisville veteran who recently was VP/GM at Jacor Communications' former six-station cluster, becomes VP/GM for WFIA-AM, WBLO-FM, WDJX-FM, WGZB-FM, WLRS-FM & WMJM-FM/Louisville and WKYI-FM/Lexington, KY. **Dale Schaefer** is named Director/Sales for those seven stations, while **Holly Bussey** and **Jerome Hutchinson** report to Schaefer as GSMs.

- **Don Griffin** is tapped as VP/GM at WING-AM & FM & WGTZ-FM/Dayton. He previously served as VP/GM of Connoisseur's six-station cluster in Evansville, IN. Prior to that, Griffin served as COO for Redwood Broadcasting and has also been VP/GM of WDOL & WLQT/Dayton and GSM of WONE & WTUE/Dayton.

- **Geoffrey Morgan** is appointed VP/CFO for Blue Chip. He spent 12 years at PricewaterhouseCoopers, where he served as a se-

Bender Bound For Memphis As 'OTO PD

WBNS/Columbus PD **Steve Bender** has been named PD for Clear Channel's Oldies WOTO/Memphis, which flipped from Alternative WRXQ last month (R&R 4/9). Bender will also serve as WOTO's afternoon drive personality when he begins his new duties Monday (5/24).

"Steve is exactly what we were looking for in a program director," WOTO GM Sherri Sawyer said. "He not only understands the format, he has tremendous knowledge of radio and knows exactly what the 35+ listener wants to hear."

Bender arrives in Memphis following a six-year programming stint at Oldies WBNS. As a programmer, he was responsible for launching Oldies WGRR/Cincinnati. His other experience during a 24-year radio career includes air work in Cincinnati at WKRQ, WBLZ, WWNK, WUBE, WDJQ and WMLX.

Stating his programming philosophy for WOTO, Bender said, "I'm looking forward to presenting a fun, clean station ... one that won't embarrass the listener in front of the lds."



Bender

nior manager overseeing clients such as Jacor.

Commenting on the appointments of Gentry, Griffin and Morgan, Blue Chip President/CEO Ross Love said, "Bill has done an exceptional job in successfully building the Jacor business over the past few years. Don has a tremendous base of successful radio expe-

rience and an outstanding track record in the Dayton market.

"And not only does Geoffrey have substantial senior management experience at one of the country's top accounting firms, he also has tremendous radio expertise from his position overseeing the Jacor business at PricewaterhouseCoopers."

UPDATE

Infinity/Chicago Promotes Bowen To WMAQ GSM

Windy City radio veteran **Peter Bowen** has been named GSM for Infinity's News/Sports **WMAQ-AM/Chicago**, effective June 1. Bowen assumes the post after the recent promotion of former GSM Julie Donohue to Regional Sales Manager for the CBS Promotion Group.

WMAQ VP/GM Rod Zimmerman said, "Peter has great passion for sales. His leadership skills, knowledge of the Chicago market and intense desire to succeed make him the perfect choice to grow our sales and take the WMAQ sales department to new heights."

Bowen has served as LSM for the company's co-owned Oldies outlet, WJMK-FM, for the past three and a half years. Before joining Infinity, Bowen was a Sr. AE at WPNT-FM/Chicago (now WNND-FM).

Infinity's Q102/Cincy Elevates Kennedy To GSM

John Kennedy has been tapped as GSM for Infinity's **WKRQ (Q102) Cincinnati**. He joined the station in January as LSM and previously worked for WRRM, WKRC and WLW in the market.

"In just a very short time John Kennedy has made a tremendous impact on our sales team," said Q102 VP/GM Jim Bryant. "He has a unique ability to quickly solve problems while creating win-win solutions for the client and the station."

Kennedy succeeds Mike Fredrick, who will now concentrate on his role as Director/Sales for Infinity's group of stations in Cincinnati. "Mike Fredrick is a tough act to follow," Bryant added. "But John's professionalism is unsurpassed in the marketplace, and we feel fortunate to have him continue the fine work Mike has begun."

Diversity

Continued from Page 18

in which women and minorities in the industry help counsel younger people just entering the industry.

Many African Americans in the business say hard work is the only

thing that will get blacks promoted. In the end managers care more about production than about skin color. "The thing that's more pervasive than prejudice is greed," said ABC's Jones. "The greed of business will make people walk away from their childhood prejudices."

So far that strategy hasn't worked. With fewer young people looking to get into the industry, it may become even harder to recruit minorities, some say. For that reason, diversity needs to be more of an issue for all managers and needs to be on their minds when hiring, Oliver said.

"All of us get so wrapped up in our day-to-day work that sometimes we lose sight of the bigger issues," she said. "It's not because we want to, it's because there is always something demanding our attention."

Luckoff goes even further, saying that GMs have a responsibility to maintain diverse staffs.

"You can't play tokenism and expect groups to grow as far as participation is concerned," he said. "The responsibility is ours."

Next week: R&R looks at how EEO rules have affected the industry and what major radio groups are doing to hire and promote minorities.

Groups Help With Workplace Diversity

Many resources are available for companies that would like to find out more about diversifying the workplace. Here is a partial list, provided by the Radio-Television News Directors Assn., of groups that provide job banks or other services.

American Women in Radio & Television (AWRT)

1650 Tysons Blvd., Suite 200
McLean, VA 22102
(703) 506-3290 / Fax: (703) 506-3266
Contact: Kris Weiland

Asian American Journalists Assn. (AAJA)

1765 Sutter St., Suite 1000
San Francisco, CA 94115
(415) 346-2051 / Fax: (415) 931-4671
Contact: Hein Nguyen
E-mail: ajaja1@aol.com

Assn. for Women in Communications Inc.

Severn Commerce Center
1244 Ritchie Highway, Ste. 6
Arnold, MD 21012-1887
(410) 544-7442 / Fax: (410) 544-4640
Contact: Leslie Lawton
E-mail: womcom@aol.com

Foundation for Minority Interests in Media (FMIM)

825 Seventh Ave., 4th Floor
New York, NY 10019
(212) 456-1992 / Fax: (212) 456-1997

Indigenous Broadcast Center (IBC)

810 East Ninth Ave.
Anchorage, AK 99501-3826
(907) 277-2776 / Fax: (907) 263-7456

National Assn. of Black Journalists (NABJ)

3100 Taliaferro Hall
University Park, MD 20742-7717
(301) 405-8500 / Fax: (301) 405-8555
Contact: Veronique Dodson
E-mail: nabj01@dpsys.com

National Assn. of Black Owned Broadcasters

1333 New Hampshire Ave. NW
Suite 1000
Washington, DC 20036
(202) 463-8970 / Fax: (202) 429-0657

National Assn. of Broadcasters (NAB)

1771 N St. NW
Washington, DC 20036-2891
(202) 429-5496 / Fax: (202) 777-3526
Contact: Dwight Ellis, VP/Human Resource Development

National Assn. of Hispanic Journalists (NAHJ)

1193 National Press Bldg.
Washington, DC 20045
(202) 662-7145 / Fax: (202) 662-7144
Contact: Bobbi Smith
E-mail: nahj@tmn.com

National Black Media Coalition

38 New York Ave., NE
Washington, DC 20002
(202) 387-8155 / Fax: (202) 462-4469

Radio-Television News Directors Assn. (RTNDA)

1000 Connecticut Ave. NW, Suite 615
Washington, DC 20036
(202) 467-5257 / Fax: (202) 223-4007
Contact: Kay Cavender, Director/Membership
E-mail: kayc@rtnda.org

Society of Professional Journalists (SPJ)

P.O. Box 77
Green Castle, IN 46135-0077
(317) 653-3333 / Fax: (317) 653-4631
Contact: Lisa Mock
E-mail: spj@internetmci.com

AWRT

Continued from Page 1

- Incorporate succession planning, such as a leadership program with a component for women and minorities.

- Establish clear goals and objectives for diversity and include them in your company's strategic plan.

- Create an environment in which women and minorities can excel — through the commitment of the CEO, educating managers on the importance of diversity and creating nondiscriminatory company policies.

- Form partnerships with trade organizations that work to advance women and minorities in broadcasting and utilize their information and resources.

- Create a networking group or a caucus for women and minorities.

- Insist on nondiscriminatory workplace practices, such as pay equity for all employees.

Roadrunner

Continued from Page 3

Sr. VP/A&R with PolyGram Records between 1982-88. Loncao joins Roadrunner from RCA Records, where he most recently was VP/Promotion. Prior to that, he worked in promotion with Mercury Records and served as John Mellencamp's manager.

"Dave comes with a wealth of experience and knowledge of all

formats of radio," Shulman said. "I worked with him in the mid-1980s at PolyGram Records, and together we had much success at launching some of the label's biggest acts."

Loncao added, "Every so often in your life something just feels right. Presently, I am ecstatic about how it feels to be at Roadrunner and totally confident about how we plan to grow and what we plan to accomplish."



AL PETERSON
alpeterson@rronline.com

Talk That Reaches and Teaches

Two weekend specialty shows tap into the positive power of Talk radio

Without a doubt one of the greatest perks I receive as R&R's Talk Radio Editor is that each week I have the opportunity to talk with — and learn from — so many different and interesting people in this format. From the control room to the boardroom, those who have contributed significantly to Talk's growth and those who are shaping its future share two things: They are *passionate* about what they do, and they are *determined* to succeed.

Those with passion and determination always stand out in a crowd. Such is the case of two people with whom I recently became acquainted. Selma Schimmel, host of *The Group Room*, and Greg Smith, host of *On a Roll*. Smith's and Schimmel's weekly talk shows are very different, but both hosts share several things in common. Both face uphill battles in convincing Talk radio programmers that their shows are not boring or, even worse, *depressing*. Neither will shy away from telling you of their personal passion for their respective programs, or about the sizable and underserved constituencies that they are determined to reach. And both are committed to convincing you that their shows — one about cancer and one about disabilities — offer your station new opportunities for increased weekend come and new revenues.

The Group Room

Selma Schimmel founded Vital Options, a nonprofit cancer tele-support group, in 1983 as her personal response to being diagnosed with breast cancer at age 28. In



Selma Schimmel Greg Smith

1996 Schimmel restructured Vital Options and, in association with Premiere Radio Networks, launched *The Group Room* (Sundays 4-6pm ET). She's now a 16-year cancer survivor, and just one conversation with Schimmel will convince you that she is, as the *Dallas Morning News* described her, "intense and charismatic." Add passionate about her life's work to that description.

R&R: What brought about the creation of The Group Room?

SS: In 1983 I formed Vital Options, a nonprofit organization

that provided support and resources for young adults with cancer. As we sought to reorganize and refocus our approach to encompass not only young adults with cancer, but also long-term survivors, I thought to myself, "Radio! What a brilliant way to reach a lot of people and still allow them to discuss their questions and concerns anonymously." I was told I was crazy and asked how I thought I could talk about cancer on an entertainment medium like radio. While developing our business plan, I was introduced to Steve Lehman and Tim Kelly, who were both, at that time, with Premiere Radio Networks. It was one of those magic meetings where they both had a real sensitivity to the idea and were almost instantly supportive of the concept.

R&R: Why is there a real need for this show on Talk radio?

SS: Well, first, let's look at the statistics. By the year 2000 it is

We are a voice on your radio with answers that are only a phone call away.

—Selma Schimmel

“

If you can just set aside your own fears about the word cancer, you'll hear a talk show about real people and real life.

—Selma Schimmel

”

estimated that one of every two Americans will be diagnosed with some form of cancer over the course of their lifetime. So tell me, who is not going to be touched by this disease? Frankly, I've always been drawn to Talk radio, because in radio, as opposed to TV, you use your ears, your head and your heart. I wanted to find a way to reach those people who might be homebound, nonambulatory, or who live in rural parts of the country where they many never get a chance to attend a support group. I believe radio is the best way to reach the greatest number of those people.

In addition, I was becoming increasingly alarmed at the amount of sometimes incorrect information that people got from the Internet regarding cancer treatment. I thought radio offered the opportunity for our show to be the voice of clarity about the many issues surrounding cancer, and the chance to reach so many more people than I could even with a successful community-based group.

R&R: Are you focused primarily on patients?

SS: Cancer affects not only the patient, it affects the entire family. But there have been limited resources where families and caregivers can get usable information. Our callers are about 60% patients with cancer and 40% families and significant others seeking help and information. Our goal is

to help people and empower them on how to navigate their way through the health care system. We are a voice on your radio with answers that are only a phone call away.

R&R: How do you overcome the image that the show will be depressing?

SS: I ask that you listen to the show for just a few minutes. The first thing you'll notice is that there's laughter and humor. This is not a petri dish medical program. Yes, we are talking about cancer, but we're not limited to talking just about the biology of cancer. What we're talking about here is the biology of life! How do you deal with your children and other family members and friends? How do you handle issues of intimacy in your relationship with your spouse? What if you're a young adult with cancer trying to date? If you can set aside your own prejudices about the word *cancer*, you'll hear a talk show about real people and real life.

R&R: Obviously, you think stations will attract new listeners from The Group Room. How about new revenues?

SS: This program will open up an entirely untapped ad market for your station. Our regional sponsor in L.A., for example, is City of Hope. Our corporate sponsors include Bristol Meyers-Squibb.

Continued on Page 24

THE DAVE RAMSEY® SHOW

Winning at Life, Love & The Money Game®

Ratings so high, they'll give you the munchies.

Mon. - Fri. 1- 4p.m. CST
SATCOM C-5 Transponder 19

For syndication information call
Bill Hampton at 877-410-DAVE
www.thedaveramseyshow.com

"Dave Ramsey beats Rush and destroys Dr. Laura." Bob Meyer, Vice President
Gaylord Entertainment

Talk That Reaches and Teaches

Continued from Page 23

Ortho Biotech, Pharmacia and Upjohn. There's a market for stations locally in the form of cancer centers, diagnostic centers, retail stores that cater to cancer patients — such as wig stores — insurance companies, pharmaceuticals and other health care providers and facilities. This is new revenue, and it's from a weekend show!

R&R: Why should stations air The Group Room?

SS: All ego aside, I sincerely believe that *The Group Room* is probably one of the most important shows your station can air. This is about a life or death health care crisis in this country, and together, through sharing information and experiences, we can make a difference.

On A Roll

Each Sunday at 9pm ET. *On a Roll* host Greg Smith leans into the microphone and, in a born-to-be-on-the-radio baritone, enthusiastically introduces himself as "the wheelchair dude with an attitude, the hip cripp who gives ya tips." Greg Smith is anything but subtle. In 1996 he left his job at a Phoenix radio station to launch *On a Roll*, a weekly show now offered nationally through the Radio Center for People With Dis-

abilities. Smith's hope is that the show — which he calls Talk radio about life and disabilities — will empower those who live with disabilities and enlighten those who don't.

R&R: Greg, what led you to launch On a Roll?

GS: I was born with muscular dystrophy and have been in a wheelchair since the age of 13. After graduating in journalism from Arizona State, I decided I really wanted to be in radio sales. I tried to get a job at every station in Phoenix at the time, and most were pretty blunt in telling me that someone in a

with sponsorship money from Bank America Corporation, I decided to start a talk show about a subject I knew well — disability.

R&R: Why do you feel there is such a need for your program?

GS: When I first began the show, I learned that it's estimated that over 50 million people in this country suffer from some form of disability, and they were not being represented by any mainstream media voice. There was literally no broadcast for this group, which cites the need for accurate information about resources available to them as their No. 1 concern. Radio is a one-on-one medium that offers the disabled a way to receive information without them having to go out and get it, which is something they may not always be able to do. So I figured this show was the best possible way for me to combine my experience in broadcasting and my experiences as a disabled person to help bring information to millions of people.

R&R: What sort of program is On a Roll for the nondisabled listener?

GS: Over the years I've learned that it may be even more important for me to reach those without disabilities. Because the thing that limits the disabled most is not their own physical limitations, it's the limitations that society places on them through attitudes about the disabled. If I can help to change society's attitudes to help disabled men and women be looked at more as being just regular men and women who work, travel, date, marry — do all the things that are a part of any normal life — then I will have accomplished something.

☐

I support disability pride. We're not ashamed of who we are.

—Greg Smith

☐

wheelchair wasn't going to be able to handle an account executive position. Remember, this was prior to the Americans With Disabilities Act.

Then I met Jim Taszarack, who was, at that time, running KTAR. He hired me for a position where I worked in research, generated reports and created sales one-sheets for the station. About two years after I started there, I began hosting the *Cardinal Talk* program each week after football games. It was a great job, but I still wanted more. So in 1992,

☐

This show is not a pity party. It's an entertaining program that is rich with very compelling stories of human lives.

—Greg Smith

☐

R&R: How do you overcome the objection that a show about the disabled is just too depressing to put on the radio?

GS: If PDs would just listen to the demo tape or the show for five minutes, they'll quickly realize that this is not a pity party. It's an entertaining program that is rich with very compelling stories of human lives, some of them hilarious, some of them gripping. You'll hear the full spectrum of emotions on the show. It's good Talk radio, because it is real people talking about their real lives. I won't allow the show to take a negative or depressing approach. I support disability pride. We're not ashamed of who we are.

R&R: How can a station profit by airing On a Roll?

GS: There is a category of advertisers that exist in every market that are always searching for a way to reach out to people with disabilities, as well as to their friends and family members. For example, there are companies that modify vehicles for the disabled to drive or in which to be passengers. And each of the three major auto-makers offers cash back for these modifications. So there's new available dollars from local car dealers and the vehicle modifiers.

There are vehicle rental companies that cater to disabled travelers who can't rent a regular car. How about grocery stores or any other retailers that deliver? For the disabled, cellular phones

aren't just a convenience, they're a necessity, and cellular companies are very aware of the disabled market. Public transit in every city has dollars earmarked to spend for marketing and promoting their services to the disabled. So if you have salespeople who are willing to learn just a little bit about this market, they can carve out a niche that is potentially very profitable. The money is there.

R&R: What has been your greatest reward and your greatest disappointment about this project to date?

GS: My greatest reward is the letters and e-mails I've gotten from listeners who tell me the show has helped them or touched them personally in some way. I've learned a lot about the human spirit from doing this show. My biggest disappointment is when programmers decide not to even consider airing the program without hearing it. This is not a depressing show. My motto is, "Every week, everywhere." My goal is to have *On a Roll* heard every week all across America by those millions of people who want it and who really need it.

TALK BACK TO R&R!

Do you have questions, comments or feedback regarding this column or other issues? Call me at (619) 486-7559 or e-mail alpeterson@rronline.com; fax: (619) 486-7232

Reach Selma Schimmel at *The Group Room*, (818) 508-5657, or on the web at www.vitaloptions.org.

Reach Greg Smith at *On a Roll*, (937) 767-1838, or by e-mail at greg@onarollradio.com.

WSB Atlanta • WLS Chicago • KFYI Phoenix • KIRO Seattle • KSFO San Francisco • KLSX Los Angeles

Kim Komando is America's Digital Goddess

"In a world of talk radio that fails to capture listeners, Kim brings great energy, personality and revenue."

Mike Elder, Director of Operations, WLS Chicago

TalkRadio's #1 Computer & Internet Show

Kim Komando. Now over 300 stations. Ratings and Revenue. Bow down. (Only kidding. Just give us a call.)

WestStar TalkRadio Network

602-381-8200 ext. 201



WRVA Richmond • KXNT Las Vegas

KHVN Honolulu • KARN Little Rock

KCMO Kansas City • WHIO Dayton • WHP Harrisburg • KXL Portland • WIBC Indianapolis • KALL Salt Lake City

TALK Showcase

A COMMON SENSE LOOK AT CURRENT EVENTS

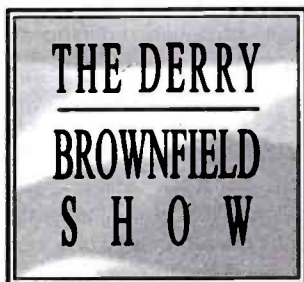
It seems the opinions of most talk show hosts bear little resemblance to those held by the rest of America.



On *The Derry Brownfield Show*, the viewpoints and concerns outside the Washington, D.C. beltway are given equal time.

Derry Brownfield, the Will Rogers of the 90's, brings a common sense perspective to the airwaves.

Give your station a distinctive point of view with *The Derry Brownfield Show*.



MONDAY through **FRIDAY**
11 a.m. to 12 p.m. ET
8 a.m. to 9 a.m. PT

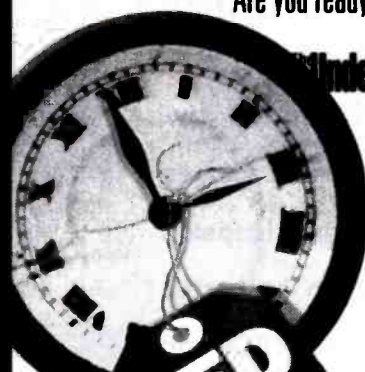
RADIO AMERICA
www.radioamerica.org

800-884-2546
202-408-0944



It's Time to Put Value in Your Weekends.

Are you ready?



Undergroundshopper
weekend program

Perfect for News
Talkers looking for
something live,
completely different,
entertaining and
informative.

Call for a
30-Day
Trial Agreement
& Demo

Available on:
SATCOM CS
TRANS 23



www.undergroundshopper.com

CONTACT
1-888-668-4595
Extension 122



The Furniture Guys... ON radio!

**Weekends are
Made for Making Money!**

And "The Furniture Guys" can help. Seen nationally in millions of homes on PBS and cable, The Furniture Guys will delight your listeners and help lock in "category" sponsorship dollars you can't get with generic talk shows.

Home & Garden Television started three years ago with an idea — that home enthusiasts are a defined target: upscale, sponsorable and profitable. Now one of the fastest growing networks in America, HGTV expands to radio with programming designed to entertain your audience and capture non-traditional revenue for your weekends.

Ed Feldman & Joe L'Erario met in the home construction industry. They've honed their act with years of television. Let your listeners talk to them about remodeling, construction, home projects, design, and yes, even furniture.

Call today for a demo and more info about Ed & Joe. "The Furniture Guys" premiering soon on the Home & Garden Radio Network.

Program details: Saturdays Noon - 2pm • Satcom C-5 delivery •
• 10 local minutes • plus optional news window •



Station affiliation by Media Adventures, Chicago 312-440-5000

Los Angeles • Jacksonville • Chattanooga • Birmingham • San Diego • Phoenix

Mable • Santa Cruz • Gainesville • El Paso • Kalamazoo • Louisville • Memphis • Syracuse • Portland

America's Morning Drive Choice!

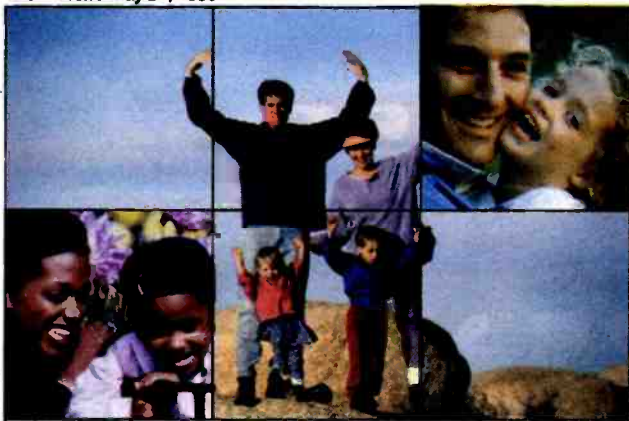
With his engaging mix of the lighthearted and the serious, it's no wonder Doug Stephan bursts through major market after major market. Now, Dr. Laura Schlessinger's perspective teams with Doug's dynamic daily lineup. Isn't it time your city hears Doug?

DOUG STEPHAN'S Good Day

M-F 4 to 10 am ET • SAT 4 to 9 am ET • SUN 4 to 6 am ET

Just Joined: WWKY

WinStar Affiliate Relations 212-681-1947 Radio America 800-884-2546



**Positive TALK.
Positive PROGRAMMING.**

Seven days a week, 24 hours a day, WISDOM® Radio inspires, educates, nurtures, and encourages. It speaks to those seeking ways to live better lives, to enjoy themselves more and to understand how others have made successful transitions to prosperity, inner peace and wellness.

WISDOM Radio also features interviews with fascinating thinkers such as Louise Hay, Wayne Dyer, Gary Zukav, James Redfield, Neale Donald Walsch, Kenny Loggins and others.

To learn more about WISDOM Radio, log on to www.wisdomradio.com.



Radio that can change your life!

304.589.5111 ext. 1240
www.wisdomradio.com

©1999 WISDOM, LLC

RADIO RECORDS STREET TALK®

New News In New 'NEW Format Saga?

Speculation over an impending WNEW/ NY format change continues to create a buzz more steady than a bug zapper at a Memorial Day barbecue. But while PD Garry Wall couldn't even offer an official "no comment" on rumors that the station would stop rockin' and start talkin', the NY Daily News reported that "well-placed sources" said **Geraldo Rivera** is in "early-stage talks" with Infinity execs about doing a morning show at the station. No comment on that one, either.

Big Apple radio legend **Frankie Crocker** joins Emmis' Urban AC WRKS. Initially, he'll split voice imaging duties with **Barry White** and work the occasional airshift (he's hosting Kiss' Memorial Day top 500 countdown). But Sr. VP **Judy Ellis** told the Daily News that Crocker could be involved in additional station projects down the line.

Radio Gets WB Spotlight

Radio will help TV's WB network kick off fall sweeps with a bang. *The WB Radio Music Awards*, a two-hour live television special, will air in late October and recognize radio talent and programmers from a wide variety of formats (oh yeah, and the artists they play on the radio). Music nominations will be based on Mediabase 24/7 airplay, and an "awards academy" of 400 radio programming execs will vote to determine winners from the radio and music categories. Clear Channel/L.A. Dir./Mktg. **Von Freeman**, who's co-executive producing the project with **Paul Joseph**, tells ST that as many as 100 stations will be given the opportunity to broadcast live from the show's stage, giving radio live, immediate access to performers and winners. Contact **Scott Baker** at (310) 456-7495 for more information on local promo opportunities.

Blame Howard For Everything!

Yeah, **Howard Stern** bashing is definitely back in fashion: ST spotted an AP report in

which late actress **Dana Plato's** fiancé said the stress from an interview with Stern contributed to Plato's overdose death the following day. While he doesn't "hold anyone responsible on *The Howard Stern Show*," he said in an interview, "There could have been some things on the show to upset her. I know it was very stressful for her." We understand the guy's grieving, but he could use a reality check....

Wait, make that reality check a double! Residents of **Spring Hill, FL** forced the county commission to hold a meeting to debate the amount of noise generated by **WXTB/Tampa** morning man **Bubba The Love Sponge's** new nightclub, **Planet Bubba**. Bubba testified that the club complies with county ordinances and complained of the "witch hunt" organized by a county official, the *St. Petersburg Times* says. But Bubba's opponents blamed him for lack of sleep, expressed worries about their children's performance in school ... and even linked Bubba to the **Monica Lewinsky** scandal: "The immorality of our capital has trickled down to our communities," one resident testified.

Programmers On The Go

PD Jim Casale exits News/Talk **WWDB/Philly**. The reason, **GM Dennis Begley** tells ST: "Philosophical differences."
WAKS/Tampa PD/morning driver **Mason Dixon** is giving up his programming duties, but he's just signed a one-year extension of his morning deal with the **Clear Channel Hot AC**.
WDOK & WRMR/Cleveland OM/PD **Sue Wilson** is resigning after 12 years with the stations. After her **June 9** departure, she'll remain a program consultant for the **Chancellor duo**, but will focus primarily on **Sue Wilson Creative**, her voice talent and writing service.

Madd Maxx Hammer lost his morning gig at **Hot AC KQST/Flagstaff, AZ**, Station Mgr. **Guy Giuliano** tells ST, after reportedly

Continued on Page 29



WHY DO YOU CALL YOUR NEWS SERVICE "ARROGANT," "INFLEXIBLE," AND "UNWILLING TO LISTEN?"

Answer: Because you didn't call UPI!

The Reasonable One!

Ben Avery, National Sales Manager
800 503 9993 or bavery@UPI.com

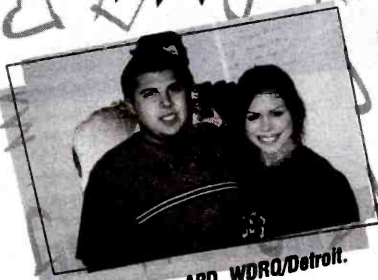
NEWS • WEATHER • SPORTS • BUSINESS • FEATURES
IT'S ALL THERE WHEN YOU NEED IT: FROM UPI

"SHE WANTS YOU"

**SELLING IN:
NEW YORK
L.A.
CHICAGO
SAN FRANCISCO
DETROIT
MINNEAPOLIS
PHOENIX
TAMPA
& MORE!**



Billie makes Rick Dees Smile!



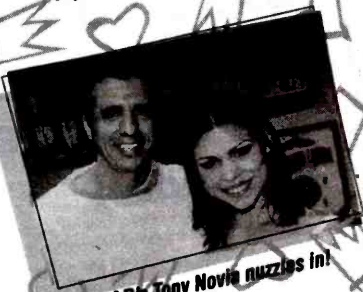
Jay Towers APD, WRQ/Detroit.



Hangin' with Z100's Cubby Bryant.



Paul Walker KDUK/Eugene, Tommy Austin KKRZ/Portland, Billie & Chancellor's Ken Benson.



R&R's Tony Novie nuzzles in!



Pete De Grant, MD/WXXL, Jim Oatenport, Virgie, Billie, Adam Cook, WXXL/Orlando.



Virgie's Cary Vance, Ron Ross, APD/MD/WZZ, Billie, Diane Lockner, WWZZ/Washington DC.



With Sterling, MD, WKFS/Cincinnati



Jeff Thomas, Billie, & Domino, WFLZ/Tampa



Billie hangin' with the R&R gang!

"This is a quality record with a killer hook... we love Billie!" -Dale O'Brien, PD/WZZ

"In a time of sound-alike, look-alike bubble-gum music-making females, BILLIE is a clutter-buster, with MORE than one great song on her album!" -Sterling/WKFS

Billie

**LOOK FOR HER
UPN SPECIAL IN JUNE
DAVID LETTERMAN JULY 9th**

Virgin RECORDS

THEY'RE

B★WITCHED

**MOST
ADDED!!**

First Week Including:

WFLZ	WBLI	WXKS	KHTS
KSLZ	KHKS	WPRO	KDND
WKSE	KCHZ	WNTQ	WJJS
WPST	WFLY	and more!	

ROLLERCOASTER

From their PLATINUM debut album



STREET TALK®



PROMO ITEM OF THE WEEK — A release going to pop: MCA's getting ready to uncork the debut from Nadine Renee, so it sent programmers a bit of bubbly along with the "Next to Me" CD single and video.

Continued from Page 26

assaulting the station's female business manager. Apparently, Hammer was cranking his studio monitors to 11 while the business manager was escorting a client through the station. When the business manager asked him to turn down the sound, Giuliano says, Hammer refused and then hit the woman as she tried to do it herself. Although police were called to the station, no charges were pressed. Hammer also exits his shift at the co-owned LoudRadio Network.

Premiere all-nighter **Art Bell** has been live behind the mic just three days a week recently ... so what's the deal? Premiere Pres./COO **Kraig T. Kitchin** suggests the situation is temporary: "While he pays attention to some of the personal and family matters that have dominated his life for the last year, we are allowing him a day or two off."

Our condolences to the family and friends of **KKBT/L.A.** promo staffer **Johnnie D.**, who was killed Monday (5/17) when a drunk driver going the wrong way on an L.A. freeway crashed head-on into his car.

A Star-Crossed Single

This could qualify as an X-File: **WRVW/Nashville** PD **Jimmy Steele** and indie record promoter **Rick Cooper** were driving around Chicago last weekend, listening to an advance tape of **Bree Sharp's** forthcoming **Trauma** single, "David Duchovny." The pair stopped briefly by a downtown Chinese restaurant, leaving the car — with the tape still playing — out front with the valet. When they returned to the car, they spotted a very interested observer listening to the song:

Rumbles, Pt. 1

- **Premiere Radio Networks VP/Affiliate Mktg. Rhonda Kinoshian** joins Scarborough Research's Television Division as AE/Los Angeles Team Leader.
- **Brian Knox** joins Katz Media Group's Urban Dimensions Division as VP/Managing Dir. Knox had been VP/Marketing of Interep's Urban Radio Format Network.
- **Country KKNN/Grand Junction, CO** flips to Rock.
- **WJLN/Baton Rouge** changes calls to **WCAC** (Cat Country).
- **KHEY/EI Paso PD Danny White** will leave the station sometime this summer. **OM John Candelaria** is taking T&Rs.
- **WBNO/Bloomington, IL PD J. Pat Miller** exits to program **Hot AC KSTZ/Des Moines**.
- **KSMB/Lafayette, LA APD/afternoon driver Larry LeBlanc** will become PD at **CHR/Pop KHTE/Little Rock**, effective June 1.
- **WJFX/Ft. Wayne, IN PD Michelle Price** exits. **APD/MD Weasel** adds interim PD duties.
- **KNJY/Spokane PD Casey Christopher** joins croestown **CHR/Pop KZZU** for nights.
- **WDDC/Portage, WI PD Eric James** exits.
- **New CHR/Rhythmic WKTF/Jackson, MS** hires **Scott Steele** as PD and **Bruce Perry** as MD.



EPISODE 1: THE PHOTO MENACE — Star Wars mania is gripping the radio industry, and we've got photographic proof! On top, the former **Robert O'Sullivan** (who legally changed his name to **Obi-Wan Kenobi** in a **KKRW/Houston** contest) discovers which forces are at work in the radio industry by scanning **R&R**. Meanwhile, **Talk WWLO-AM** took **Gainesville, FL** by storm ... trooper, that is, sending morning co-host **Mike Young** around town as one of the evil Imperial henchmen. Here, he's seen getting ready to terrorize the local multiplex with co-host **Mendela Kahn**. Send your Star Wars promotions and stunts to **ST** at jaxelrod@ronline.com.

none other than **Duchovny** himself! While the **X-Files** star said he's aware of the song and has even heard it in a private setting, he admitted it was "very embarrassing" to hear it blaring from a car radio.

PDs: We'd like you to participate in an **R&R/Edison Media Research** survey. Please
Continued on Page 30

It's not because
radio likes us ...

KISS 108/Boston
65x

KBKS/Seattle
43x

WABB/Mobile
90x

KDND/Sacramento
43x

KMXV/Kansas City
43x

WRVW/Nashville
40x

Q102/Cincinnati
73x

WNCI/Columbus
42x

KQKQ/Omaha
53x

WDJX/Louisville
46x

... it's the research.

UNION
PUSH RECORDS

"Hey Leonardo
(She Likes Me For Me)"



The Radio Guide
to What's on
the Web

Daily reports on the most valuable and entertaining web sites selected by one of today's most respected new media journalists.

Sixty Seconds • No Inventory • No Cost

JAMESON
BROADCASTING
800-525-2175

STREET TALK®



Jordan Knight
give it to you

CALLOUT AMERICA

#11 Overall

R&R CHR/Pop 14

Top 40 BDS 17*

KKRZ	45x	#8
KZQZ	45x	#10
WNKS	48x	#7
WNCI	24x	#18
WXSS	42x	#11
KDWB	25x	#21

CD In Stores May 25th



Produced and arranged by Jimmy Jam & Terry Lewis for Flyte Tyme Productions, Inc.
Management: Miguel Melendez, Melendez Entertainment Group



Rumbles, Pt. 2

- Will there soon be new Country outlets in Little Rock and/or Champaign, IL?
- KIKK/Houston MD **Jake Kelly** exits.
- KHOT/Phoenix APD/MD/midday talent **Lisa Trygg** will succeed Mark Carlson as KIOI/San Francisco APD/MD.
- KQBT/Austin morning driver **Mark Macray** adds MD duties and segues to afternoons, starting June 1. KTFM/San Antonio afternoon driver **Rick "The Stick"** joins for mornings.
- KXME/Honolulu Research Dir./Music Coordinator **Ryan Kawamoto** is elevated to MD.
- KRZR/Fresno afternoon driver **Mike Bower** is upped to MD.
- WVYB/Daytona Beach, FL middayer **Tiffany** adds APD/MD duties.
- KOXE/Brownwood, TX afternoon driver **Darren Prater** (a.k.a. **Darren Taylor**) joins KIXY/San Angelo, TX as APD/MD/afternoon.
- WKFR/Kalamazoo MD **Craig Russell** resigns and joins WKPK/NW Michigan as APD. WKFR APD **Woody Houston** adds MD stripes.
- KTFM/San Antonio nighttimer **Joey D** exits for morning co-host duties at CHR/Rhythmic KRBV/Dallas.
- With the Clear Channel/Jacor deal complete, Premiere Radio Networks is exercising its 90-day out clause with San Antonio affiliate KTSA and moving *The Rush Limbaugh Show* to Clear Channel's WOAI in early August.
- KMXS/Anchorage, AK morning driver **Hal "9000" Abrams** signs a three-year deal to return as the host of the syndicated *Classic Dance Traxx*.
- Dame-Gallagher Networks hires **Eric Hansen** as Dir./Ops. and **Ron Mitchell** as producer of *The Mike Gallagher Show*.
- *Minyard & Minyard*, hosted by the KRLA/L.A. father-son duo of Ken and Rick Minyard, debuted in syndication this week via the Talk Radio Network.

Continued on Page 29

visit www.ronline.com/convention and click on "Take The PD Survey" to take the brief confidential survey about commercials. Your results — as well as listener survey results — will be presented at a Saturday morning R&R Convention '99 research panel.

Records

- Congrats to **Bob Catania**, who becomes Head/Promotion at **Revolution** beginning on June 1.
- Atlantic realigns its Alternative/Adult Alternative promo department: **Bonnie Slifkin**, **Kris Metzendorf** and **Leanne Callahan** all will oversee the department as co-Sr. Directors.
- Elektra ups **Mike DePippa** to Assoc. Dir./Alternative-College Promo.
- Ruffhouse Records, home to the Fugees, Cypress Hill and Kriss Kross, has closed its doors, as CEO **Chris Schwartz** and Pres. **Joe Nicolo** decide to part company. Most of the label's acts will continue their careers with Columbia Records Group. Both Schwartz and Nicolo have set up separate music/entertainment firms.

RADIO RECORDS



- **Joe Wade Formicola** picked as WWBR/Detroit PD.
- **Mike Marino** moves to WKRQ/Cincinnati as PD.
- **Burke Allen** arrives at KMZQ/Las Vegas as PD.



- **John Wright** appointed VP/GM of CHUM-AM & FM/Toronto.
- **Rob Roberts** tapped as KDMX/Dallas PD.
- **Tom Miller** promoted to PD of KOAI/Dallas.
- Heritage Rocker **KOME/San Jose** flips to Alternative.



- **Ed Mascolo** appointed VP/Nat'l Country Promo for PolyGram/Nashville.
- WMMR/Philadelphia ups **John DeBella** to OM and **Joe Bonadonna** to PD.
- **Mike Shepard** boosted to Dir./Ops for KSON-AM & FM/San Diego.
- **Ron Parker** picked as KKFR/Phoenix PD.
- **Pam Wells** joins WHRK/Memphis for middays.



- **Polly Anthony** advances to Dir./Nat'l AC Promo & Trade Relations for Epic/Portrait/Associated Labels.
- **Dino Barbis** recruited as Warner Bros.' Nat'l Promo Dir.
- **Andy Bloom** promoted to PD at WQFM/Milwaukee.
- **Robert W. Morgan** joins KMGG/L.A. for mornings.
- **J.C. Corcoran** joins KSHE/St. Louis for mornings.

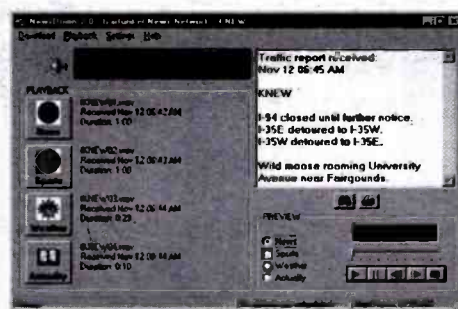


- **Charlie Kendall** appointed WIKS/Indy Station Mgr.
- **Damion** takes possession of KLOS/L.A. PD gig.
- **Bill Mayne** is made PD of KPAM-AM & FM/Portland.
- **Ron O'Brien** takes evenings at KFI/L.A.



- Famous Lost Words: "For someone to ever try to beat us, they're gonna have to take care of more business than we do, and that's gonna be a bitch."
— then-WFIL/Philly PD **Jay Cook**

If you have StreetTalk, call the R&R News Desk at (310) 788-1699 or e-mail jaxelrod@ronline.com



NewsUp/NewsDown

Windows software that uses the Internet to feed radio network affiliates.

www.dcmsoft.com/newsup





FROM THE NEW ALBUM CALIFORNICATION

RED HOT CHILI PEPPERS "SCAR TISSUE"



**Adds
This Week!**



© 1999 Warner Bros. Records Inc.

MANAGEMENT: O PRIME INC. ENGINEERED AND MIXED BY JIM SCOTT

PRODUCED BY RICK RUBIN



Jordan Knight
give it to you

CALLOUT AMERICA
#11 Overall

R&R CHR/Pop 14
Top 40 BDS 17*

KKRZ	45x	#8
KZQZ	45x	#10
WNKS	48x	#7
WNCI	24x	#18
WXSS	42x	#11
KDWB	25x	#21

CD In Stores May 25th



Produced and arranged by Jimmy Jam & Terry Lewis for Flyte Tyme Productions, Inc.
Management: Miguel Melendez, Melendez Entertainment Group



STREET TALK®

Rumbles, Pt. 2

- Will there soon be new Country outlets in Little Rock and/or Champaign, IL?
- KIKK/Houston MD **Jake Kelly** exits.
- KHOT/Phoenix APD/MD/midday talent **Lisa Trygg** will succeed Mark Carlson as KIOI/San Francisco APD/MD.
- KQBT/Austin morning driver **Mark Macray** adds MD duties and segues to afternoons, starting June 1. KTFM/San Antonio afternoon driver **Rick "The Stick"** joins for mornings.
- KXME/Honolulu Research Dir./Music Coordinator **Ryan Kawamoto** is elevated to MD.
- KRZR/Fresno afternoon driver **Mike Bower** is upped to MD.
- WVYB/Daytona Beach, FL middayer **Tiffany** adds APD/MD duties.
- KOXE/Brownwood, TX afternoon driver **Darren Prater** (a.k.a. **Darren Taylor**) joins KIXY/San Angelo, TX as APD/MD/afternoon.
- WKFR/Kalamazoo MD **Craig Russell** resigns and joins WPKP/NW Michigan as APD. WKFR APD **Woody Houston** adds MD stripes.
- KTFM/San Antonio nighttimer **Joey D** exits for morning co-host duties at CHR/Rhythmic KRBV/Dallas.
- With the Clear Channel/Jacor deal complete, Premiere Radio Networks is exercising its 90-day out clause with San Antonio affiliate KTSA and moving *The Rush Limbaugh Show* to Clear Channel's WOAI in early August.
- KMXS/Anchorage, AK morning driver **Hal "9000" Abrams** signs a three-year deal to return as the host of the syndicated *Classic Dance Traxx*.
- Dame-Gallagher Networks hires **Eric Hansen** as Dir./Ops. and **Ron Mitchell** as producer of *The Mike Gallagher Show*.
- *Minyard & Minyard*, hosted by the KRLA/L.A. father-son duo of Ken and Rick Minyard, debuted in syndication this week via the Talk Radio Network.

Continued on Page 29

visit www.rronline.com/convention and click on "Take The PD Survey" to take the brief confidential survey about commercials. Your results — as well as listener survey results — will be presented at a Saturday morning R&R Convention '99 research panel.

Records

- Congrats to **Bob Catania**, who becomes Head/Promotion at *Revolution* beginning on June 1.
- Atlantic realigns its Alternative/Adult Alternative promo department: **Bonnie Sifkin**, **Kris Metzdorf** and **Leanne Callahan** all will oversee the department as co-Sr. Directors.
- Elektra ups **Mike DePippa** to Assoc. Dir./Alternative-College Promo.
- Ruffhouse Records, home to the Fugees, Cypress Hill and Kriss Kross, has closed its doors, as CEO **Chris Schwartz** and Pres. **Joe Nicolo** decide to part company. Most of the label's acts will continue their careers with Columbia Records Group. Both Schwartz and Nicolo have set up separate music/entertainment firms.

RADIO RECORDS



1

- **Joe Wade Formicola** picked as WWBR/Detroit PD.
- **Mike Marino** moves to WKRQ/Cincinnati as PD.
- **Burke Allen** arrives at KMZQ/Las Vegas as PD.

5

- **John Wright** appointed VP/GM of CHUM-AM & FM/Toronto.
- **Rob Roberts** tapped as KDMX/Dallas PD.
- **Tom Miller** promoted to PD of KOAI/Dallas.
- Heritage Rocker **KOME/San Jose** flips to Alternative.

10

- **Ed Mascolo** appointed VP/Nat'l Country Promo for PolyGram/Nashville.
- WMMR/Philadelphia ups **John DeBella** to OM and **Joe Bonadonna** to PD.
- **Mike Shepard** boosted to Dir./Ops for KSON-AM & FM/San Diego.
- **Ron Parker** picked as KKFR/Phoenix PD.
- **Pam Wells** joins WHRK/Memphis for middays.

15

- **Polly Anthony** advances to Dir./Nat'l AC Promo & Trade Relations for Epic/Portrait/Associated Labels.
- **Dino Barbis** recruited as Warner Bros.' Nat'l Promo Dir.
- **Andy Bloom** promoted to PD at WQFM/Milwaukee.
- **Robert W. Morgan** joins KMG/L.A. for mornings.
- **J.C. Corcoran** joins KSHE/St. Louis for mornings.

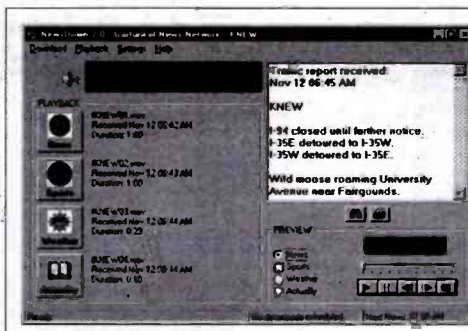
20

- **Charlie Kendall** appointed WKIS/Indy Station Mgr.
- **Damion** takes possession of KLOS/L.A. PD gig.
- **Bill Mayne** is made PD of KPAM-AM & FM/Portland.
- **Ron O'Brien** takes evenings at KEI/L.A.

25

- Famous Lost Words: "For someone to ever try to beat us, they're gonna have to take care of more business than we do, and that's gonna be a bitch." — then-WFIL/Philly PD **Jay Cook**

If you have StreetTalk, call the R&R News Desk at (310) 788-1699 or e-mail jaxelrod@rronline.com



NewsUp/NewsDown

Windows software that uses the Internet to feed radio network affiliates.

www.dcmsoft.com/newsup



DCM Software Solutions
(888) 326-8868
steved@dcmsoft.com



STEVE WONSIEWICZ
swonz@rronline.com

Ricky Martin's *Loca* Life

■ Grammy performance sparks singer's crossover into the mainstream

Thanks to the power of network TV, sometimes all it takes is one bright, shining moment in the spotlight to catapult an artist toward mainstream success. For Ricky Martin, that instant took place at this year's Grammy Awards telecast in February. Once he finished his performance of the song "The Cup of Life" from his Grammy Award-winning album *Vuelve*, the 27-year-old became one of the most sought-after pop artists in the U.S. virtually overnight.

Martin's career is a case study of an "overnight mainstream sensation" that was more than 10 years in the making. That slow and steady development shouldn't be ignored — especially by the scores of other Latino acts that are poised to be worked at mainstream radio — in the surrounding attention given to the red-hot airplay of Martin's latest single, "Livin' La Vida Loca," and the anticipated sizzling sales of his new self-titled album on C2 Records, the first English-language disc he's recorded as a solo artist.

The Puerto Rico-born artist has been singing for around 15 years, first as a charter member of Latino group Menudo and then as a solo artist, where he sold around 15 million albums worldwide, without any English-language press. He

It's important to remember that this new album was very carefully made over the past couple of years. It wasn't like we had this great song, quickly put together an album and got it out to capitalize on the Grammys.

—Tom Corson

also appeared on the TV soap opera *General Hospital* during the 1994-96 seasons and starred in the 1996 Broadway production of *Les Miserables*.

Laying The Groundwork

While Martin has been a superstar in the Spanish-speaking world for years, it wasn't until a couple of years ago that mainstream pop listeners got a chance to hear his music and get a taste of his potential. That opportunity came via the



Jerry Blair



Tom Corson

English-language version of the hit "Maria," which appears on *Vuelve* and is also included on his new album. It marked the first step in moving Martin to the mainstream.

While the Grammys provided the launching pad for Columbia's full-court press to cross Martin into the English-speaking market, Sony has been nurturing his career for years. Columbia Records Sr. VP/Marketing Tom Corson stresses, "Frankly, when it became clear that *Vuelve* was going to be nominated and that Ricky was going to have a chance to perform on the Grammys, we seized the moment. That was the kickoff.

"But it's also important to remember that this new album was very carefully made over the past couple of years. That's why we had people like Desmond Child, Emilio Estefan Jr. and Diane Warren involved — with the idea in mind that he was going to be the next pop phenomenon. It wasn't like we had this great song and quickly put together an album and got it out to capitalize on the Grammys."

That's an important distinction between Martin and other Spanish-speaking or Hispanic artists. Sure, there will undoubtedly be acts that hit pay dirt right away. Yet, if history repeats itself, it's the artists who have steadily built a loyal following who have the greatest chance for a long career.

Columbia Records Group Sr. VP Jerry Blair stresses, "The concepts are the same whether it's an alternative, rock, rap or hip-hop artist. You have to develop a fan base and superserve that audience first. Then,

when the time is right, you cross it over to the mainstream. The C2 staff has done a remarkable job of setting up and working this record."

The inroads "Maria" made in several major markets went a long way in setting up "Livin' La Vida Loca." As to why Columbia opted not to continue working Martin's



Rob Morris



Ricky Martin

last album at mainstream Pop, Blair notes, "We didn't believe the time was right. 'Maria' was a huge hit in a lot of markets, but this isn't about developing songs; this is about developing artists. There was no need to rush into it, because we know Ricky will have a long career as an artist."

The concepts are the same whether it's an alternative, rock, rap, or hip-hop artist. You have to develop a fan base and superserve that audience first. Then, when the time is right, you cross it over to the mainstream.

—Jerry Blair

As with previous albums, Columbia will be working closely with Sony Discos, Sony Music Entertainment's Latin division, to which Martin is signed. Blair continues, "We'll continue to nurture Latin radio and crossover radio. You cannot leave Spanish AC KLVE/Los Angeles and Tropical WSKQ/New York out of the mix. We had both of those stations involved with in-store appearances, as well as KIIS/Los Angeles and



A BEAUTIFUL DAY IN THE STUDIO — Elektra recording artists Ziggy Marley & The Melody Makers take a break in recording their next album, *Spirit of Music*, which is slated for release on July 13. Producing the disc is Don Was. It's the first time the group and Was have worked together. Shown (l-r) are Stephen Marley, Was and Ziggy Marley.

WKTU/New York. Our partnership with Sony Discos is a key element of this project.

"We also have two songs on the album that are Spanish translations. We cannot and will not alienate Spanish-language radio."

Many mainstream pop programmers give Columbia high marks for its handling of Martin. Comments CHR/Pop KDWB/Minneapolis PD Rob Morris, "Columbia's sensed they've had something for a while, but they finally said now's the time. I don't know exactly what they've used to predicate that move, but it was a smart one.

"'Maria' was a good record in the clubs in Minneapolis and was fairly large in markets where there was a strong Hispanic base. But in a market like Minneapolis, which isn't very ethnically diverse, women are just starting to get into Rickymania."

If Martin — and the other acts *en espanol* that are sure to follow — can crack the Minneapolis of the U.S., then it's off to the races for Hispanic artists. And based on the airplay in the Twin Cities, where, as of two weeks ago, "Livin' La Vida Loca" was the most-played song in the market, it's moving in that direction. Morris observes, "The U.S. is a melting pot. Ricky could open the door for a lot of folks."

Minimizing The Hype

In the meantime, because of all the media attention being focused on Martin, Columbia is in the enviable position of making sure it minimizes the hype and exposure while simultaneously letting consumers know Martin's new album is about to be released.

On the radio side, Blair notes, "Everybody wants him to participate in their radio show, but we're not certain that's the right strategy."

Corson agrees, "Since the Grammys he's become a phenomenon, but we have been minimizing his media exposure, because we don't want to overdo it. We're doing *Saturday Night Live*, the *Rosie O'Donnell Show* and the *Today Show* around the release date. Later in the year, around November-December, there will be a special on CBS. And there will be a tour in the fall. But that's pretty much

it when it comes to live media."

On the advertising front, in addition to traditional print buys, Columbia is purchasing network TV and cable spots for the week prior to and a couple of weeks after the release of the album. Corson notes, "Even though his target audience skews young and he has a built-in fan base in the Latin community, he's now appealing to the 25-49 demo thanks to the Grammy performance and all of the airplay we're getting on 'La Vida Loca.'"

Also, don't expect to see Martin

"'Maria' was a good record in the clubs in Minneapolis and was fairly large in markets where there was a strong Hispanic base. But in a market like Minneapolis, which isn't very ethnically diverse, women are just starting to get into Rickymania."

—Rob Morris

involved in any consumer marketing tie-ins. Corson continues, "As you could well imagine, there are a lot of opportunities coming his way. Right now the plan is to save them for later and avoid any gimmicks or anything that reeks of being too clever. We want to stay real, because the exposure we're getting right now is so huge that anything we do outside of that could look gratuitous."

"The world now is sold on Ricky Martin. We don't have to sell them. We just have to let them know the album is available."

TALK BACK TO R&R!

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

Call me at (615) 244-8677 or e-mail: swonz@rronline.com



© 2001 Warner Bros. Records Inc. All Rights Reserved. Manufactured by Warner Bros. Records Inc.

MANAGEMENT: Q PRIME, INC.
PRODUCED BY: PETE WOODROFFE AND DEF LEPPARD

WWW.DEFLEPPARD.COM

IN STORES JUNE 8

E U P H O R I A

FROM THE NEW STUDIO ALBUM

MAY 24

IMPACTING ALL FORMATS

b/w PAPER SUN - EXCLUSIVELY FOR ROCK RADIO

P R O M I S E S



econoline crush

"All That You Are (x3)"

**Hit Songs From Great Rock Bands,
Cross All Formats!**



120 Minutes



Music Network
Mainstream Add!

Rock

R&R Active Rock 10

R&R Rock 26

BDS Active Monitor 18-16*

BDS Mainstream Monitor 21-18*

BDS Heritage Monitor #35

Alternative

R&R Alternative 20

Monitor Modern Rock 38-33*

New This Week

KDGE/Dallas!!

WXNR! WMAD!

Majors Include

WBCN/Boston

KZNZ/Minneapolis

WEDG/Buffalo

WDST/Poughkeepsie

91X/San Diego

KPNT/St. Louis

CIMX/Detroit

KTBZ/Houston

KKND/Seattle

WLRS/Louisville

Y107/Los Angeles

KWOD/Sacramento

WCYY/Portland

On The Road

5/21 Boston

5/23 St. Louis

5/24 Ft. Wayne

5/26 Fayetteville

5/27 Wichita

5/28 Dallas

5/29 Minneapolis

5/30 Kansas City

6/2 Phoenix

6/3 San Diego

6/4 Los Angeles

6/5 San Francisco

Produced and recorded by Sylvia Massy • Mixed by Ben Grosse

Taken from the CD "The Devil You Know" 01877 72960 2

© P.C. 1997-1998 EMI Music Canada. All rights reserved.

Restless Records, 1616 Vista Del Mar Avenue, Hollywood, CA 90028



www.restless.com www.econolinecrush.com

www.americanradiohistory.com

RR LAUNCHING PAD

Pop Radio Opens Aguilera's 'Genie In A Bottle'

Add RCA Records pop artist **Christina Aguilera** to the list of new acts benefiting from the booming soundtrack business. The vocalist, who first appeared on the soundtrack to the Walt Disney animated movie *Mulan*, racked up an impressive 59 adds last week at CHR/Pop with her song "Genie in a Bottle." The single trailed only Will Smith's "Wild Wild West" as the most added at the format. Additionally, another six CHR/Rhythmics also added the single.

Stations reporting the hip-hop-flavored track as of two weeks ago include CHR heavyweights such as **KIIS/Los Angeles**, **WXKS/Boston**, **WWZZ/Washington**, **KHKS/Dal-**



Christina Aguilera

las, **WFLZ/Tampa**, **KZQZ/San Francisco**, **KZZP/Phoenix**, **KKRZ/Portland**, **KSLZ/St. Louis** and **KHTS/San Diego**. Rhythmic support is coming from **KKSS/Albuquerque**; **KLUC/Las Vegas**; **KKPW/Fresno, CA**; **WSNX/Grand Rapids, MI**; **KWNZ/Reno**; and **WBTT/Dayton**.

Aguilera, whose father served in the military and whose mother was a violinist/pianist who toured Europe with the Youth Symphony Orchestra, seemingly has been working her entire life to reach this point. As an 8-year-old she appeared on the nationally syndicated *Star Search* program. She has sung the national anthem at Pittsburgh Steelers and Penguins games. At the age of 12 she landed a spot on *The New Mickey Mouse Club*, which also featured future platinum-plus singers Britney Spears and 'N Sync members J.C. and Justin.

Aguilera first came to RCA's attention a little over a year ago: courtesy of record industry veteran Norman Kurtz and Aguilera's manager, Steve Kurtz, who sent the singer's demo to RCA President Bob Jamieson. Jamieson, in turn, was impressed enough to route the music to label Sr. VP/A&R-Staff Producer **Ron Fair**.

Fair remembers, "I took a meet-

ing with her and had her sing a cappella to my face. She was fearless, and she has a God-given set of pipes. But there was also something extra about what came out of her pipes, something very special."

From then on it was A&R 101, with Fair lining up the best young and veteran songwriters, producers and mixers for the project, including Grammy Award winner Diane Warren, Guy Roche (Brandy, Dru Hill), Carl Sturken & Evan Rogers ('N Sync, Boyzone) and Matthew Wilder (No Doubt). Fair, who executive-produced Aguilera's forthcoming self-titled album, also tapped into his extensive soundtrack contacts, having executive-produced the album for the movie *Pretty Women*.

That led to Aguilera's first taste of fame. Her song "Reflection," which appears on her new album, was the closing song to the movie *Mulan* and became a top AC track. It also picked up a Golden Globe nomination for Best Original Song in a Motion Picture.

Not surprisingly, Aguilera has also become one of RCA's top priorities. Fair comments, "It's been amazing watching how everyone has wanted to become part of this project. It shows how well we're functioning as a unit. Everybody has shown incredible commitment and has brought something unique to the table."

While "Reflection" opened the door at AC, RCA still wanted to conquer mainstream CHR. To do that, the label arranged three showcases — in Las Vegas, Los Angeles and New York — and flew out tastemaker programmers and music critics. Sr. VP/Promotion **Ron Geslin** recounts, "We wanted to show people the depth of her talent. So we had only a piano accompany her. She proved how gutsy she is and knocked people out."

In order to further emphasize her vocal versatility, RCA led off with "Genie in a Bottle." Geslin continues, "With her voice, she's definitely at the center of Top 40, but this song really shows her pop rhythmic side."

As for radio's reaction, **KZZP PD Dave Cooper** is bullish about the song and the artist's future. "'Genie in a Bottle' is a great mainstream pop record. It's an ideal combination of pop and dance without being too rhythmic or disco or too teeny-bop. It's a perfect fit for what this station is all about."

In its first week at the station "Genie" is pulling down impressive phones. Cooper continues, "The day we threw it on, it was the No. 1 reaction record. And it wasn't just requests; people wanted to know more about the artist."

With CHR on board, RCA is now

looking toward other formats. Fair notes, "We're putting together different mixes for the clubs and for Hot AC, AC and Rhythmic in order to cross her over at the right time."

Aguilera's album hits retail on June 29.

Ready For Takeoff: Apartment 26, Dust For Life

The cat's out of the bag about **Apartment 26**, and the bidding war has begun for the electronic hard-rock band fronted by **Biff**, the son of Black Sabbath bassist Geezer Butler. Alternative **WXRK/New York** added the band's song "Apartment 26" from its five-song EP, *Within*, and is getting immediate reaction. The group will also benefit from appearing on the second stage at this year's **Ozzfest**.

Manager/Biff's mother **Gloria Butler** initially sent the demo EP, which was recorded and mixed in eight days, to only a few people. "But then the story broke about **Ozzfest** [before **WXRK's** add], and everyone started calling me, even though I really wasn't ready to shop it." While nearly every major and key indie has expressed interest, Butler probably won't agree to a deal until well into or after **Ozzfest**. In the meantime, one of the labels expressing early interest is rumored to have the inside track.

Active Rock **WMFS/Memphis** lends its support to another local



Apartment 26

band. This time around it's **Dust For Life** receiving support for the single "Seed." The track fits perfectly with **WMFS'** playlist and is already pulling down requests. While the band has been together for about 18 months, the core rhythm section, which includes rhythm/lead guitarist Jason Hughes, has been together for about 15 years. The band's nine-song, self-titled album was released late last year. Among the labels expressing early interest are **Atlantic**, **Wind-up**, **Republic** and **Universal**.

—Steve Wonsiewicz

MUSIC NEWS & VIEWS

MP3.com Files \$115-Mil. IPO

MP3.com continues to remain in the news. This time around the popular online music promotion and distribution site named after the controversial Internet-based download technology has filed an initial public offering with the Securities & Exchange Commission that is expected to raise about \$115 million. The offer is being handled by Credit Suisse First Boston, Hambrecht & Quist, BancBoston Robertson Stephens and Charles Schwab & Co. The announcement comes on the heels of competitor **Liquid Audio's** plans to also go public within the next few months. Concurrently, the company has been sued for \$15 million by the Los Angeles-based Internet music technology firm **PlayMedia Systems**. **MP3.com** was named as a co-defendant in **PlayMedia's** copyright infringement suit against music software firm **Nullsoft**.

Houston Hits The Road

Arista Records diva **Whitney Houston** kicks off her long-awaited national tour on June 22 in Chicago. The 15-city trek is her first tour in over five years. In other tour news, the **Backstreet Boys** begin their U.S. tour on September 9 in Miami ... **UB40** embarks on their tour on June 4 in East Rutherford, NJ ... The **Cranberries** begin their U.S. tour on August 8 in Tampa. **Collective Soul** supports ... Aussie hard-rock trio **Silverchair** start their American tour on May 24 in Columbus ... **Joan Jett** flies over to the Balkans for a U.S.O. tour.



Whitney Houston

In the studio: **Columbia/Ruffhouse** rap act **Cypress Hill** have begun work on their next album, which could be released later this year ... **Capricorn** rock band **Widespread Panic** are close to wrapping up work on their next album, titled *Til the Medicine Takes* ... Look for platinum-plus hard-rock band **Korn** to begin preliminary work on their next album this summer ... The *Los Angeles Times* reports the original members of **Genesis**, including **Peter Gabriel** and **Phil Collins**, are working on new material with producer **Trevor Horn** for a greatest hits compilation ... **A Tribe Called Quest's Q-Tip** has begun work on his first solo effort for **Arista**.

New in stores: The **Work Group** has set June 8 as the release date for **Jamiroquai's** new album, *Synkronized*. The first single will be "Canned Heat" ... **Soundgarden's** forthcoming greatest hits package will include previously unreleased material and B-sides from the band's **A&M**, **SubPop** and **SST** recordings. The album is slated to hit retail November 4 ... **Epic Records** will release *No Boundaries*, a compilation album benefiting Kosovo refugees, on June 15. The disc features **Pearl Jam's** new single, "Last Kiss," as well as songs from **Rage Against The Machine**, **Neil Young**, **Korn**, **Alanis Morissette**, **Tori Amos**, the **Wallflowers** and **Oasis**.

This 'n' that: **Laurie Anderson** has inked a deal with **Nonesuch Records** ... **Dogstar**, which features actor **Keanu Reeves** on bass, has signed a record deal with the **William Morris Agency's** new label, **Ultimatum Music** ... **Rapper Heavy D** is close to signing a production deal with **Sean "Puffy" Combs' Bad Boy Entertainment** ... On May 24 **David Bowie** and contest winner **Alex Grant** will webcast the recording of the pair's collaboration, "What's Really Happening." Grant was picked from 80,000 contestants who submitted lyrics to the Bug Music-sponsored songwriting contest.



TOP 20

MAY 21, 1999

LW	TW	ARTIST TITLE LABEL(S)	TW TOTAL PLAYS	LW	TOTAL STATIONS/ADDS
3	1	EVERLAST What It's Like (Tommy Boy)	1585	1545	35/0
1	2	SUGAR RAY Every Morning (Lava/Atlantic)	1544	1648	35/0
4	3	GOO GOO DOLLS Slide (Wamer Bros.)	1461	1517	32/1
2	4	SIXPENCE NONE THE RICHER Kiss Me (Squint/Columbia)	1450	1611	35/0
10	5	RICKY MARTIN Livin' La Vida Loca (C2/Columbia)	1270	1098	30/3
7	6	LENNY KRAVITZ Fly Away (Virgin)	1265	1214	31/0
5	7	SHERYL CROW Anything But Down (A&M)	1234	1311	33/0
6	8	COLLECTIVE SOUL Run (Hollywood/Atlantic)	1190	1238	32/0
8	9	MATCHBOX 20 Back 2 Good (Lava/Atlantic)	1139	1180	27/0
13	10	FATBOY SLIM Praise You (Skint/Astralwerks/Caroline)	1025	987	35/0
9	11	GARBAGE Special (Almo Sounds/Interscope)	979	1123	31/0
12	12	JEWEL Down So Long (Atlantic)	915	994	32/0
14	13	NATALIE MERCHANT Life Is Sweet (Elektra/EEG)	883	842	30/0
11	14	DAVE MATTHEWS BAND Crush (RCA)	863	1001	24/0
16	15	CITIZEN KING Better Days (And The...) (Wamer Bros.)	755	700	30/1
—	16	SMASH MOUTH All Star (Interscope)	741	422	34/13
15	17	SARAH MCLACHLAN I Will Remember You (Arista)	699	714	31/1
18	18	TAL BACHMAN She's So High (Columbia)	579	577	26/3
20	19	FASTBALL Out Of My Head (Hollywood)	573	521	23/1
17	20	EVE 6 Inside Out (RCA)	571	689	19/0

This chart reflects airplay from May 10-16. Songs ranked by total plays. Contributing stations combine from the Custom Chart function on R&R ONLINE. © 1999, R&R Inc.

PERSPECTIVE

BY

Jason Griffin



Recruiting on-air talent usually requires luck. But your airstaff is in control of the ship, and you always want to have the best—and most reliable—talent.

It's especially important in Pop/Alternative that you don't hire "announcers." You want someone with a personality who knows how to deliver forward momentum like you'd hear on a CHR.

We want to sound like your best friends on the other side of the radio. Finding people who can sound natural and have vocal dynamics at the same time is tough. Many people get it mixed up. Some are loud and "bokey," while others are monotone and boring.

Several of our airstaffs come from Alternative, we also have some with AC and CHR backgrounds. Alternative people tend to be a bit more open with their personality. They've worked at stations where there are "no rules." CHR people are a little more tame and stick to the basics. Those from AC usually keep the music going.

It's always good to have a mixture. Morning drive talent with a CHR or Alternative background can push some people's buttons, an AC talent who can relate to the audience is good for middays, an Alternative talent with an "edge" sounds good in afternoon drive, and a CHR or Alternative talent can usually do well at night.

There are some very talented females out there. Some guys may not always relate to what our morning drive female sidekick says, but I know it has home with women. They pick up on her comments that deal with subjects like dating and feel color to her show. It can sometimes be as simple as four words that she says, but it hits the radio station.

I haven't run across too many people in this format with egos. They usually have pretty good attitudes. For the most part, they're laid back, know their job, are polite to listeners and take care of what they're supposed to.

In addition to programming Pop/Alternative, LY Battersfield, Jason Griffin does weekends on Pop/Alt/YSR, Sep 98, Los Angeles.

Forward-thinking executives lend their perspectives about Pop/Alternative music and formats each week.



New & Active

ROBBIE WILLIAMS Millennium (Capitol)
Total Plays: 564, Total Stations: 27, Adds: 2

SHANIA TWAIN That Don't Impress Me Much (Mercury)
Total Plays: 539, Total Stations: 15, Adds: 2

BARENAKED LADIES Call And Answer (Reprise)
Total Plays: 488, Total Stations: 25, Adds: 1

TOMMY HENRIKSEN I See The Sun (Capitol)
Total Plays: 373, Total Stations: 11, Adds: 0

LIT My Own Worst Enemy (RCA)
Total Plays: 318, Total Stations: 18, Adds: 1

BLESSED UNION OF SOULS Hey Leonardo (She...) (PushV2)
Total Plays: 292, Total Stations: 10, Adds: 1

VONDA SHEPARD W/EMILY SALIERS Baby... (Jacket)
Total Plays: 268, Total Stations: 14, Adds: 1

NEW RADICALS Someday We'll Know (MCA)
Total Plays: 206, Total Stations: 14, Adds: 5

STRETCH PRINCESS Sorry (Wind-up)
Total Plays: 167, Total Stations: 8, Adds: 1

PEARL JAM Last Kiss (Epic)
Total Plays: 140, Total Stations: 6, Adds: 2

Songs ranked by total plays

Contributing Stations

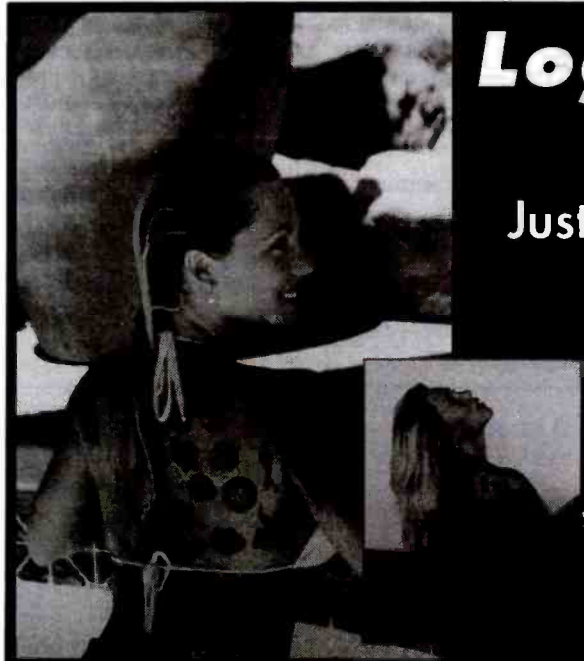
KPEX/Albuquerque, NM (HAC)
KAMX/Austin, TX (HAC)
KLLY/Bakersfield, CA (HAC)
WBOS/Boston, MA (HAC)
WLCE/Buffalo, NY (HAC)
WALC/Charleston, SC (HAC)
WLNR/Charlotte, NC (HAC)
WTTM/Chicago, IL (HAC)
WXEG/Denton, OH (Alt)
KALC/Denver, CO (HAC)
WPLT/Detroit, MI (HAC)
KYSR/Fresno, CA (HAC)
WKSI/Greensboro, NC (HAC)
WKZL/Greensboro, NC (HAC)

KMXB/Las Vegas, NV (HAC)
KYSR/Los Angeles, CA (HAC)
WKPT/Minneapolis, MN (HAC)
KDSQ/Moorestown, CA (HAC)
KCDU/Monterey-Salinas, CA (HAC)
WPTF/Norfolk, VA (HAC)
KYSR/Oaklahoma City, OK (HAC)
WPLY/Philadelphia, PA (Alt)
KZON/Phoenix, AZ (Alt)
KDOT/Portland, OR (HAC)
KLCR/Reno, NV (HAC)
WZHE/Rochester, NY (HAC)
KZZO/Sacramento, CA (HAC)
WYRV/St. Louis, MO (HAC)

KENZ/Salt Lake City, UT (AA)
KQMG/Salt Lake City, UT (HAC)
KFMB/San Diego, CA (HAC)
KLLC/San Francisco, CA (HAC)
KRUZ/Santa Barbara, CA (HAC)
KRMH/Santa Rosa, CA (HAC)
WHPT/Tampa, FL (AA)
WSSR/Tampa, FL (HAC)
KZPT/Tucson, AZ (HAC)
WMBX/West Palm Beach, FL (HAC)
WXLO/Worcester, MA (HAC)

39 Total Stations

HAC-Hot AC Alt-Alternative AA-Adult Alternative



Logo Temporary Tattoos!

1000 Temporary Tattoos with Your Logo, Just \$189.00!!! or 2000 Tattoos, Just \$299.00!!

Full Color! 2" x 2!"

100,000 1-1/2" x 1-1/2" tattoos for just \$1,890.00!! NO SET UP CHARGE!!! Calico will not be undersold!!

Send your e-zed color logo, TM, mascot, artwork or photo that you want reproduced. Artwork on disk for large orders. Add \$10 U.S. shipping up to 2000 tattoos, larger orders require. (CA add 7.25% sales tax). Allow 4-6 weeks. Rush available.

Send orders along with a check, company P.O. or Visa, M/C, Amex# to Calico: 3000 Alamo Drive, Suite 201, Vacaville, CA 95687 Tel: 707/448-7072 Fax: 707/446-8273 www.calicousa.com



TONY NOVIA
tnovia@rronline.com

The Last Great Convention Of The Century

■ Highlights of R&R Convention '99: It only gets bigger and better!

From personal finance to production, from outdoor promotion to callout, from research on the impact of higher spotloads to the lowdown on Arbitron diarykeepers and becoming better talent, from technology companies that are going to change the future of the radio and record industries to informative and compelling formats sessions and everything in between, it's all happening at R&R Convention '99, and there's even more to be announced in the coming days.

For almost a year now R&R staffers have been hard at work putting together one of radio and music's largest gatherings. Behind everything that we do, our mission is to ensure that R&R Convention '99, June 10-12 at the



Mark Cuban



Magic Johnson



Randy Michaels

Century Plaza Hotel in Los Angeles, provides a place to meet the leaders of today and tomorrow. We view it as a meaningful forum at which to discuss issues our industry faces today and tomorrow. It offers you an opportunity to get in touch with the technological future of the radio and record industries. You can also learn how to better manage yourself and your career in these challenging times. We will have accomplished our goal if you attend the convention and go home having learned something that will help you do your job better.

Here are just a few of the convention highlights and what you can expect from this year's CHR sessions. Stay tuned, as we will shortly be an-

nouncing more additions to the already impressive lineup.

Blow-By-Blow

On Wednesday, June 9, from 12:00-6:00pm, registration opens at the Century Plaza Hotel. R&R Convention '99 is launched by the Jacob's Media Alternative Summit from 12:00-5:00pm.

With the Internet on everyone's radar screen, R&R taps into the web buzz with Broadcast.com's Mark Cuban as keynote speaker. In 1995 Cuban co-founded Broadcast.com with partner Todd Wagner as a way to hear play-by-play broadcasts of Indiana University's sports teams. Four years after starting the company

(formerly AudioNet) in the spare bedroom of their Dallas apartment, Cuban sold the company for more than \$5 billion to Yahoo!. Today Broadcast.com is the leading portal for audio and video streaming on the Internet.

R&R has also arranged for a very special session with the legendary Magic Johnson. Earvin "Magic" Johnson is an impressive figure. He lights up the room with his smile, and people gravitate toward his dynamic personality. He is admired for his many unparalleled basketball achievements: leading the Lakers to five NBA titles, playing in 11 All-Star games and playing with the original Dream Team, which won a gold medal at the 1992 Olympics in Barcelona.

Johnson has also proven that there is life after professional basketball. Today the 39-year-old directs his efforts toward another lasting legacy, his growing business empire, Magic Johnson Enterprises (MJE). From offices in Beverly Hills, Johnson oversees a variety of subsidiaries of MJE, including Johnson Development Corporation, Magic Johnson Theaters, Magic Johnson All-Star Camps, Magic Johnson T's, Magic Johnson Entertainment and a new record label.

The Johnson philosophy is that all business ventures must have a redeeming social value. Thus, Johnson Development Corporation has devoted its efforts toward revitalizing urban shopping centers by bringing employment opportunities and stimulating economic growth for future economic investment.

In 1991 Johnson founded the Magic Johnson Foundation, a non-profit organization that focuses on the health, education and social needs of inner-city youth. Beyond his charisma, popular appeal and high visibility worldwide, Johnson is a man dedicated to making this society a better place for everyone.

The Real Deal

On Friday, June 11, from 11:15am-12:45pm, following the general session that runs from 10-11am, Clear Channel Radio President Randy Michaels takes the CHR center stage with his bag of tricks. On May 4 Clear Channel and Jacor finalized their \$6.5-billion merger. Michaels now presides over 625 radio stations worldwide. Clear Channel President Mark Mays said of Michaels, "I'm glad I don't have to compete against him anymore." If you want to find out why, don't miss Michaels' CHR session on Friday morning. We'll also get you going with a "Smile" on your face from Vitamin C, sponsored by

R&R Convention '99 Update

Date: June 10-12

Place: Century Plaza Hotel in Los Angeles

Info hotline: (310) 788-1696

Registration: Look for registration forms in R&R or check out our website at www.rronline.com.

Fax: Radio & Records Convention '99, (310) 203-8450

Hotel Reservations: The convention hotel is the famed Century Plaza Hotel. Please call (310) 551-3300 or 1-800-WESTIN-1. Hurry, rooms are just about sold out! Ask for the Radio & Records Convention.

Convention Contact: Jacqueline Lennon, (310) 788-1619. She can assist you with any special needs.



Elektra Entertainment.

From 3:00-4:30pm, make sure you check out Kevin McCabe's session, "Music Research: The R&R Callout Consortium." This can't-miss session will feature Core Callout's Jodie Rank, Bill Richards and Mark Bolke from Bill Richards' Radio Consulting, Vallie-Richard's Dan Vallie and more TBA. It is a "must" for radio and record executives looking for the real deal behind callout.

For the 11:15am-12:45pm CHR session on Saturday, June 11, immediately following the general session, R&R has gone to great lengths to break the mold of the typical convention session. This motivational meeting is guaranteed to change your life. Our eye-opening surprise guest speaker will lead you, through laughter and tears, to the ultimate affirmation that we are all so much stronger and more capable than we give ourselves credit for and that we each have the potential to survive any ordeal, overcome any obstacle, achieve any goal. You will find the message genuine, warm, witty — and unforgettable. RCA's Jennifer Brown provides the entertainment, and during this session we will announce this year's CHR/Pop and CHR/Rhythmic label and radio Industry Achievement Award winners.

Directly following this session will be the highly anticipated radio group heads session, "Radio: State of the Industry." If you want the real deal about what's going on and what the future holds for our business from its leaders, this lunch session is not to be missed.

Nonstop Entertainment

Other events to keep your eyes and ears peeled for include the hospitality suites, open Thursday and Friday nights from 10:00pm-2:00am. The R&R Late Night Lounge will be jamming from 11:00pm-3:00am

on Friday and Saturday nights, and new this year is the R&R Java Cafe, open from 12:00-2:00am on Friday night, sponsored by Telarc Records and RCA.

On Saturday from 7:00-8:00pm it's pre-show cocktails sponsored by AMFM Radio Networks, and then, from 8:00-10:00pm, the Superstar Show.

On Thursday evening, under the stars at the Century Plaza Hotel from 7:30-9:30pm, R&R presents the opening cocktail party and silent auction to benefit the T.J. Martell Foundation & Neil Bogart Memorial Fund. You'll be able to mix with the stars, and this year's spectacular auction will include major trips courtesy of American Airlines and MAP Travel, signed music and entertainment memorabilia, walk-on parts on your favorite TV shows, ultimate sports items and more. Directly following the opening cocktail party is an exclusive party with top name talent at the legendary House of Blues in West Hollywood.

15th Annual Entertainment Industry Golf Classic

This highly anticipated annual event to benefit the T.J. Martell Foundation & Neil Bogart Memorial Fund will take place on Thursday, June 10, at the Calabasas Country Club, 4515 Park Entrada, Calabasas, CA. Tee times are 7am and 1pm. Two flights of play are available. Players are encouraged to put together their own five-person team, including one celebrity. Space is limited to 250 players. This fabulous tournament is always a sellout. Top industry insiders and celebrities from music, film, TV and sports make up the 250 players each year. For player information, call John Baruck at (818) 907-9072. Tee sponsorships are also available. Call the Martell/Bogart office at (310) 247-2980.

"STEAL MY SUNSHINE"

WVH

Already On:

KROQ LIVE105 WHFS KTBZ 99X
KNDD 91X KZNZ WZAZ KXKR KFRR

ADD!

R&R Alternative 47 - 41
Modern Rock Monitor Debut 39*

FROM THE DEBUT ALBUM "YOU CAN'T STOP THE BUM RUSH"
ALSO FEATURED ON THE "60" SOUNDTRACK

PRODUCED BY HENRIE C. WRAP BY JOHN BING (PLAT BROTHERS) MANAGEMENT: GREGG LOVELL/JOE LORRY FOR STERLING ENTERTAINMENT

EXCLUSIVE NATIONAL MUSIC RESEARCH ESTIMATES MAY 21, 1999

CALLOUT AMERICA® song selection is based on the top 25 titles from the R&R CHR/Pop chart for the airplay week of April 26-May 2.

ARTIST/TITLE LABEL(S)	CHR/POP				TOTAL % FAMILIARITY	TOTAL % BURN	DEMOGRAPHICS			REGIONS			
	TW	LW	2W	3W			WOMEN 12-17	WOMEN 18-24	WOMEN 25-34	EAST	SOUTH	MID-WEST	WEST
RICKY MARTIN <i>Livin' La Vida Loca (C2/Columbia)</i>	4.06	3.87	3.87	3.77	86.8	16.9	4.28	3.91	3.90	4.18	4.26	3.75	4.06
TLC <i>No Scrubs (LaFace/Arista)</i>	3.86	3.87	3.94	3.95	90.0	25.4	4.14	3.83	3.52	3.67	3.88	4.02	3.88
SIMPENCE NONE THE RICHER <i>Kiss Me (Squint/Columbia)</i>	3.82	3.79	3.84	3.71	81.2	28.9	4.01	3.83	3.57	3.87	3.77	3.74	3.89
98 DEGREES <i>The Hardest Thing (Universal)</i>	3.81	3.65	3.80	3.69	77.0	19.8	4.03	3.78	3.46	3.83	3.75	3.83	3.82
SUGAR RAY <i>Every Morning (Lava/Atlantic)</i>	3.78	3.77	3.89	3.94	82.4	28.4	3.83	3.61	3.89	3.85	3.88	3.87	3.53
SHANIA TWAIN <i>That Don't Impress Me Much (Mercury)</i>	3.75	3.73	3.77	3.74	81.2	21.0	3.97	3.58	3.63	3.74	3.74	3.75	3.76
BACKSTREET BOYS <i>I Want It That Way (Jive)</i>	3.74	3.63	3.41	—	71.8	16.8	3.82	3.72	3.48	3.67	3.87	3.88	3.82
'N SYNC <i>I Drive Myself Crazy (RCA)</i>	3.71	3.76	3.76	3.66	63.3	17.1	3.97	3.54	3.48	3.75	3.56	3.54	4.00
JAY-Z <i>Can I Get A... (Def Jam/RAL/Mercury)</i>	3.69	3.68	3.64	3.66	72.8	21.0	3.83	3.77	3.19	3.78	3.79	3.75	3.53
OFFSPRING <i>Why Don't You Get A Job? (Columbia)</i>	3.69	3.62	—	—	73.3	14.7	3.82	3.79	3.32	3.63	3.72	3.75	3.67
JORDAN KNIGHT <i>Give It To You (Interscope)</i>	3.66	3.39	3.51	—	58.4	11.2	4.02	3.39	3.24	3.62	3.78	3.44	3.79
TYRESE <i>Sweet Lady (RCA)</i>	3.62	3.63	3.61	3.73	57.5	13.9	3.69	3.66	3.34	3.51	3.77	3.46	3.69
MONICA <i>Angel Of Mine (Arista)</i>	3.61	3.67	3.69	3.63	87.8	33.6	3.73	3.60	3.48	3.78	3.61	3.48	3.57
GOO GOO DOLLS <i>Slide (Warner Bros.)</i>	3.57	3.62	3.56	3.50	81.9	25.7	3.51	3.57	3.64	3.47	3.58	3.77	3.46
WHITNEY HOUSTON <i>Heartbreak Hotel (Arista)</i>	3.54	3.84	3.60	3.84	77.8	24.7	3.60	3.63	3.33	3.49	3.60	3.41	3.69
BRITNEY SPEARS <i>Sometimes (Jive)</i>	3.45	—	—	—	51.1	11.2	3.64	3.19	3.50	3.52	3.37	3.30	3.61
BRITNEY SPEARS <i>...Baby One More Time (Jive)</i>	3.43	3.42	3.46	3.38	81.0	40.6	3.42	3.39	3.61	3.52	3.43	3.34	3.45
EVERLAST <i>What It's Like (Tommy Boy)</i>	3.42	3.52	3.47	3.54	80.4	31.3	3.45	3.44	3.34	3.51	3.41	3.43	3.34
BUSTA RHYMES <i>W Janet What's It Gonna Be (Elektra/EEG)</i>	3.41	3.61	3.67	3.55	54.8	16.8	3.49	3.69	2.87	3.24	3.63	3.31	3.62
EAGLE-EYE CHERRY <i>Save Tonight (Work/ERG)</i>	3.35	3.43	3.50	3.45	89.5	34.2	3.33	3.35	3.37	3.44	3.11	3.41	3.46
MATCHBOX 20 <i>Back 2 Good (Lava/Atlantic)</i>	3.36	3.46	3.56	3.57	82.9	31.5	3.12	3.44	3.51	3.39	3.38	3.52	3.18
CHER <i>Believe (Warner Bros.)</i>	3.29	3.43	3.47	3.38	94.6	44.5	3.17	3.11	3.61	3.60	3.40	3.16	3.00
GARBAGE <i>Special (Almo Sounds/Interscope)</i>	3.23	3.28	3.33	3.28	58.1	15.9	3.21	3.27	3.21	3.86	3.45	3.18	3.21
LENNY KRAVITZ <i>Fly Away (Virgin)</i>	3.19	3.31	3.40	3.42	86.8	37.2	3.23	3.88	3.27	3.37	3.10	3.27	3.83
JEWEL <i>Down So Long (Atlantic)</i>	3.18	3.35	3.28	3.14	59.7	18.9	3.85	3.24	3.22	3.18	2.88	3.17	3.37
SHERYL CROW <i>Anything But Down (A&M)</i>	3.14	3.24	3.25	3.17	68.7	24.0	2.88	3.19	3.36	3.23	2.95	3.18	3.15

CALLOUT AMERICA Hot ScoresBy **TONY NOVIA**

If you are heading to R&R Convention '99 like everyone else, on Friday from 3-4:30pm, R&R Director/Charts & Formats Kevin McCabe has assembled quite an impressive list of panelists for a frank discussion on the state of callout research. The session is called "Music Research, The R&R Callout Consortium." This can't-miss session will feature Core Callout's Jodie Renk, Bill Richards and Mark Bolke from Bill Richards Radio Consulting, Vallie-Richard's Dan Vallie and others T.B.A. They'll be discussing all of today's callout issues and the Internet's new role in callout.

The Ricky Martin buzz continues. Martin claims the top spot on the R&R CHR/Pop chart, the No. 1 position in national sales and the No. 1 slot among Callout America respondents. "Livin' La Vida Loca" (C2/Columbia), has certainly connected with listeners, surging from a 3.87-4.05 total favorability score.

After sitting on top of Callout America since April 6, "No Scrubs" by TLC (LaFace/Arista) now holds onto the No. 2 position with a 3.86.

Also displaying impressive gains this week is "The Hardest Thing" by 98 Degrees (Universal), which moves 3.65-3.81. 98 Degrees is also ranked third among female teens 12-17 with a 4.03, and fourth with women 18-24 with a 3.78.

Doesn't look like Offspring will need jobs any time in the near future. Thanks to Active Rock, Alternative, video exposure and now pop airplay, "Why Don't You Get A Job?" (Columbia) gains 3.62-3.69. Offspring also shows strong demo appeal with teens, with 3.82— and among women 18-24, with 3.79.

Jordan Knight is back strong with "Give It To You" (Interscope). With all the traffic out there, Knight, with a hot video, is connecting with listeners and makes the Callout America "leap of the week" 3.39-3.66.

Total sample size is 400 respondents with a +/-5 margin of error. Total average favorability estimates are based on a scale of 1-5 (1 = dislike very much, 5 = like very much). Total familiarity represents the percentage of respondents who recognized the song. Total burn represents the number of respondents who said they are tired of hearing the song. Songs must reach 40% familiarity before they appear in print. **Hit Potential** represents songs that have yet to chart in the top 25 on R&R's CHR/Pop chart. Sample composition is based on females aged 12-34, who responded favorably to a CHR/Pop musical montage in the following regions and markets: **EAST:** Baltimore, Boston, Long Island, New York, Philadelphia, Pittsburgh, Providence, Washington, DC. **SOUTH:** Atlanta, Dallas, Houston, Miami, San Antonio, Tampa. **MIDWEST:** Cincinnati, Cleveland, Columbus, Detroit, Kansas City, Milwaukee, Minneapolis, St. Louis. **WEST:** Los Angeles, Phoenix, Portland, Sacramento, Salt Lake City, San Diego, San Francisco, Seattle. © 1999, R&R Inc.



backstreet boys

"I Want It That Way"

This week on Callout America: #17 to #7 with 3.74

R&R Pop: **7**

Great Callout at:

Rhythmic: **12**

Z-100 B-96

AC: **12**

WKU KKRZ

Hot AC: **30** debut

New Release "Millennium" - Now in stores with 2.3 million shipped!



A vintage radio chassis with various electronic components like capacitors and resistors. A large, stylized, metallic 'A' logo is superimposed over the center of the chassis.

A

“tell me

THE FIRST SINGLE FROM IT'S REAL,

TO THEIR 4 MILLION-SELLING

IT'S REAL - JUNE 22ND



R&R CHR/Rhy **18** - **10**

Rhythmic Top 40 22*-14* **AIRPOWER/MOST NEW STATIONS**

Crossover 40*-22* **AIRPOWER/GREATEST GAINER/MOST NEW STATIONS**

#1 MOST ADDED AT URBAN AND RHYTHMIC CROSSOVER RADIO!!!

OVER 1800 TOTAL BDS SPINS WITH AN AUDIENCE REACH OF OVER 18 MILLION!!!

GOING FOR ADDS AT MAINSTREAM TOP 40 THIS WEEK!!!

Already in rotation:

Z95.7	KKRZ	KHKS
KDWB	WKFS	WJJS
Y100	WROX	WXIS
KHTS	KZZP	WPXY
WFLZ	KSLZ	WBHT
WWZZ	KQMQ	WXLK

Closed at Rhythmic
Top 40!!!

Top 10 Phones

KQKS	KXJM
KUBE	KXME
WHHH	WWKX

it's real!

THE HIGHLY ANTICIPATED FOLLOW-UP

DEBUT ALBUM, LOVE ALWAYS

FEATURING HIT SINGLE "LIFE"

NEW & ACTIVE

MYA My First Night With You (*University/Interscope*)
Total Plays: 575, Total Stations: 37, Adds: 0

SKY Love Song (*Arista*)
Total Plays: 567, Total Stations: 63, Adds: 10

112 Anywhere (*Bad Boy/Arista*)
Total Plays: 535, Total Stations: 36, Adds: 1

SHOOTER Life's A Bitch (*C2/Columbia*)
Total Plays: 485, Total Stations: 43, Adds: 6

NATALIE MERCHANT Life Is Sweet (*Elektra/EEG*)
Total Plays: 471, Total Stations: 40, Adds: 1

DIVINE One More Try (*Pendulum/Red Ant*)
Total Plays: 441, Total Stations: 39, Adds: 3

BOYZONE No Matter What (*Ravenous/Mercury*)
Total Plays: 309, Total Stations: 43, Adds: 12

WHITNEY HOUSTON It's Not Right But It's Okay (*Arista*)
Total Plays: 286, Total Stations: 36, Adds: 16

MOFFATTS Until You Loved Me (*Capitol*)
Total Plays: 258, Total Stations: 27, Adds: 2

K-CI & JOJO Tell Me It's Real (*MCA*)
Total Plays: 208, Total Stations: 16, Adds: 8

CHRIS PEREZ BAND Resurrection (*Hollywood*)
Total Plays: 145, Total Stations: 27, Adds: 22

JOEY MCINTYRE I Love You Came Too Late (*C2/Columbia*)
Total Plays: 116, Total Stations: 23, Adds: 15

TATYANA ALI Everytime (*MLW/Work/ERG*)
Total Plays: 87, Total Stations: 10, Adds: 4

ALL-4-ONE I Will Be Right Here (*Blizz/Atlantic*)
Total Plays: 72, Total Stations: 10, Adds: 5

GERI HALLIWELL Look At Me (*Capitol*)
Total Plays: 45, Total Stations: 19, Adds: 19

BETTER THAN EZRA Like It Like That (*Elektra/EEG*)
Total Plays: 28, Total Stations: 22, Adds: 21

B*WITCHED Rollercoaster (*Epic*)
Total Plays: 13, Total Stations: 35, Adds: 35

Songs ranked by total plays



HIGH ROLLERS — The stars come out at night. Hockey legend Wayne Gretzky and Basketball legend Michael Jordan stopped by the dressing room of Mercury artist Lionel Richie after his private performance for the CapCure Contributors at the Bellagio Resort in Las Vegas. Feeling a little lucky are (l-r): Gretzky, Milken Family Foundation Chairman Of the Board/President of Mirage Resorts Steve Wynn, Jordan, Richie and Milken Family Foundation Founder Michael Milken.



IT'S A GOLDEN KISS — Squint/Columbia group Sixpence None The Richer recently performed at L.A.'s House Of Blues to a sold out crowd. During their set they were presented with RIAA certified gold plaques for their single "Kiss Me." (l-r): National Director/Squint Entertainment Lindsey Fellows, band manager Mark Litten, Sixpence's Matt Slocum, band publicist Ken Phillips, Sixpence's Leigh Nash, VP/Squint Entertainment Stephen Prongerast, Sixpence's Sean Kelly, Justin Cary and Dale Baker.

NEW RELEASES

ADDS MAY 25

K-CI & JOJO Tell Me It's Real (*MCA*)

MADONNA Beautiful Stranger (*Maverick/WB*)

EDWIN MCCAIN I Could Not Ask For More (*Atlantic*)

SPIN DOCTORS The Bigger I Laugh (*DAS/Universal*)



HARRY THE GIANT — Well compared to Almo Sounds/Interscope artist Shirley Manson of group Garbage. WJYY/Rochester PD Harry Kozlowski (r) is hanging with the prettiest piece of Garbage after a recent show in Boston where he checked out and jammed to their current single "Special".



Y2K — Is coming and what other way to bring it in with none other than Capitol international superstar Robbie Williams. The crew of Jeff McClusky & Assoc. were vibing with Williams after a recent appearance in Chicago where he performed his single "Millennium". Seen here with 2000 smiles and smirks are (l-r): Capitol's VP/Promotion Justin Fontaine, McClusky's Scott Burton, Capitol regional rep Chuck Swaney, (Rick Cooper of JMA's girlfriend) Bonnie Fienerman, Williams, and JMA's Neela Marnell and Thomas Westfall.

CHR/POP REPORTERS

Stations and their ads listed alphabetically by market

Table listing radio stations and their respective CHR/POP reporters across various markets in the United States. Each entry includes the station call letters, the reporter's name, and their phone number.

133 Total Reporters
153 Current Reporters
147 Current Playlists
Did Not Report: Phyllis Freen (9); WKLU/Chattanooga, TN

FIND COMPLETE PLAYLISTS FOR ALL CHRPOP REPORTERS ON PAR ONE MUSIC TRACKING

MARKET #35			MARKET #36			MARKET #37			MARKET #38			MARKET #39																																																																																																																							
PLAT	RTW	AM	PLAT	RTW	AM	PLAT	RTW	AM	PLAT	RTW	AM	PLAT	RTW	AM	PLAT	RTW	AM																																																																																																																		
<p>98.7 Z1T KENTON/Lisa City Chris Chaney (601) 908-3300 Summers/McCarney</p>			<p>WYSI/Charlotte Infinity (704) 331-9510 Reynolds/McComick</p>			<p>WYSI/Charlotte My Star (317) 816-4000 Giedron/Dickler</p>			<p>WYSI/Charlotte Cover Channel (407) 919-1070 Cook/Dugan</p>			<p>WYSI/Charlotte Cover Channel (407) 919-1070 Cook/Dugan</p>			<p>WYSI/Charlotte Cover Channel (407) 919-1070 Cook/Dugan</p>			<p>WYSI/Charlotte Cover Channel (407) 919-1070 Cook/Dugan</p>																																																																																																																	
<table border="1"> <tr> <td>33</td><td>41</td><td>68</td><td>77</td><td>ROCKY MOUNTAIN/La Via Loca</td> <td>61</td><td>61</td><td>60</td><td>WAZZ/David 2000 2 Good</td> <td>63</td><td>64</td><td>64</td><td>SUGAR RAIN/My Morning</td> <td>64</td><td>64</td><td>64</td><td>TLOWS Scores</td> <td>65</td><td>62</td><td>62</td><td>WHITNEY HOUSTON/Dumb</td> <td>65</td><td>62</td><td>62</td><td>WHITNEY HOUSTON/Dumb</td> <td>66</td><td>62</td><td>62</td><td>WHITNEY HOUSTON/Dumb</td> <td>67</td><td>62</td><td>62</td><td>WHITNEY HOUSTON/Dumb</td> </tr> <tr> <td>34</td><td>42</td><td>69</td><td>78</td><td>TLOWS Scores</td> <td>62</td><td>63</td><td>64</td><td>TLOWS Scores</td> <td>57</td><td>56</td><td>54</td><td>CHER/Dumb</td> <td>57</td><td>56</td><td>54</td><td>CHER/Dumb</td> <td>57</td><td>56</td><td>54</td><td>CHER/Dumb</td> <td>57</td><td>56</td><td>54</td><td>CHER/Dumb</td> <td>57</td><td>56</td><td>54</td><td>CHER/Dumb</td> <td>57</td><td>56</td><td>54</td><td>CHER/Dumb</td> <td>57</td><td>56</td><td>54</td><td>CHER/Dumb</td> <td>57</td><td>56</td><td>54</td><td>CHER/Dumb</td> </tr> <tr> <td>35</td><td>43</td><td>70</td><td>79</td><td>BACKSTREET BOYS/What Is This Way</td> <td>63</td><td>64</td><td>64</td><td>EVEREST/My Morning</td> <td>62</td><td>63</td><td>64</td><td>EVEREST/My Morning</td> <td>62</td><td>63</td><td>64</td><td>EVEREST/My Morning</td> <td>62</td><td>63</td><td>64</td><td>EVEREST/My Morning</td> <td>62</td><td>63</td><td>64</td><td>EVEREST/My Morning</td> <td>62</td><td>63</td><td>64</td><td>EVEREST/My Morning</td> <td>62</td><td>63</td><td>64</td><td>EVEREST/My Morning</td> <td>62</td><td>63</td><td>64</td><td>EVEREST/My Morning</td> <td>62</td><td>63</td><td>64</td><td>EVEREST/My Morning</td> </tr> </table>																	33	41	68	77	ROCKY MOUNTAIN/La Via Loca	61	61	60	WAZZ/David 2000 2 Good	63	64	64	SUGAR RAIN/My Morning	64	64	64	TLOWS Scores	65	62	62	WHITNEY HOUSTON/Dumb	65	62	62	WHITNEY HOUSTON/Dumb	66	62	62	WHITNEY HOUSTON/Dumb	67	62	62	WHITNEY HOUSTON/Dumb	34	42	69	78	TLOWS Scores	62	63	64	TLOWS Scores	57	56	54	CHER/Dumb	57	56	54	CHER/Dumb	57	56	54	CHER/Dumb	57	56	54	CHER/Dumb	57	56	54	CHER/Dumb	57	56	54	CHER/Dumb	57	56	54	CHER/Dumb	57	56	54	CHER/Dumb	35	43	70	79	BACKSTREET BOYS/What Is This Way	63	64	64	EVEREST/My Morning	62	63	64	EVEREST/My Morning	62	63	64	EVEREST/My Morning	62	63	64	EVEREST/My Morning	62	63	64	EVEREST/My Morning	62	63	64	EVEREST/My Morning	62	63	64	EVEREST/My Morning	62	63	64	EVEREST/My Morning	62	63	64	EVEREST/My Morning
33	41	68	77	ROCKY MOUNTAIN/La Via Loca	61	61	60	WAZZ/David 2000 2 Good	63	64	64	SUGAR RAIN/My Morning	64	64	64	TLOWS Scores	65	62	62	WHITNEY HOUSTON/Dumb	65	62	62	WHITNEY HOUSTON/Dumb	66	62	62	WHITNEY HOUSTON/Dumb	67	62	62	WHITNEY HOUSTON/Dumb																																																																																																			
34	42	69	78	TLOWS Scores	62	63	64	TLOWS Scores	57	56	54	CHER/Dumb	57	56	54	CHER/Dumb	57	56	54	CHER/Dumb	57	56	54	CHER/Dumb	57	56	54	CHER/Dumb	57	56	54	CHER/Dumb	57	56	54	CHER/Dumb	57	56	54	CHER/Dumb																																																																																											
35	43	70	79	BACKSTREET BOYS/What Is This Way	63	64	64	EVEREST/My Morning	62	63	64	EVEREST/My Morning	62	63	64	EVEREST/My Morning	62	63	64	EVEREST/My Morning	62	63	64	EVEREST/My Morning	62	63	64	EVEREST/My Morning	62	63	64	EVEREST/My Morning	62	63	64	EVEREST/My Morning	62	63	64	EVEREST/My Morning																																																																																											

MARKET #41			MARKET #42			MARKET #43			MARKET #44			MARKET #45			MARKET #46			MARKET #47																																																																																																																																															
PLAT	RTW	AM	PLAT	RTW	AM	PLAT	RTW	AM	PLAT	RTW	AM	PLAT	RTW	AM	PLAT	RTW	AM	PLAT	RTW	AM	PLAT	RTW	AM	PLAT	RTW	AM	PLAT	RTW	AM																																																																																																																																				
<p>98.7 Z1T KENTON/Lisa City Chris Chaney (601) 908-3300 Summers/McCarney</p>			<p>WYSI/Charlotte My Star (317) 816-4000 Giedron/Dickler</p>			<p>WYSI/Charlotte Cover Channel (407) 919-1070 Cook/Dugan</p>			<p>WYSI/Charlotte Cover Channel (407) 919-1070 Cook/Dugan</p>			<p>WYSI/Charlotte Cover Channel (407) 919-1070 Cook/Dugan</p>			<p>WYSI/Charlotte Cover Channel (407) 919-1070 Cook/Dugan</p>			<p>WYSI/Charlotte Cover Channel (407) 919-1070 Cook/Dugan</p>			<p>WYSI/Charlotte Cover Channel (407) 919-1070 Cook/Dugan</p>			<p>WYSI/Charlotte Cover Channel (407) 919-1070 Cook/Dugan</p>			<p>WYSI/Charlotte Cover Channel (407) 919-1070 Cook/Dugan</p>			<p>WYSI/Charlotte Cover Channel (407) 919-1070 Cook/Dugan</p>			<p>WYSI/Charlotte Cover Channel (407) 919-1070 Cook/Dugan</p>																																																																																																																																
<table border="1"> <tr> <td>31</td><td>60</td><td>63</td><td>84</td><td>ROCKY MOUNTAIN/La Via Loca</td> <td>52</td><td>48</td><td>49</td><td>TLOWS Scores</td> <td>25</td><td>34</td><td>67</td><td>BACKSTREET BOYS/What Is This Way</td> <td>63</td><td>66</td><td>62</td><td>WHITNEY HOUSTON/Dumb</td> <td>63</td><td>66</td><td>62</td><td>WHITNEY HOUSTON/Dumb</td> <td>63</td><td>66</td><td>62</td><td>WHITNEY HOUSTON/Dumb</td> <td>63</td><td>66</td><td>62</td><td>WHITNEY HOUSTON/Dumb</td> <td>63</td><td>66</td><td>62</td><td>WHITNEY HOUSTON/Dumb</td> <td>63</td><td>66</td><td>62</td><td>WHITNEY HOUSTON/Dumb</td> <td>63</td><td>66</td><td>62</td><td>WHITNEY HOUSTON/Dumb</td> <td>63</td><td>66</td><td>62</td><td>WHITNEY HOUSTON/Dumb</td> </tr> <tr> <td>32</td><td>61</td><td>64</td><td>85</td><td>TLOWS Scores</td> <td>51</td><td>57</td><td>55</td><td>ROCKY MOUNTAIN/La Via Loca</td> <td>22</td><td>33</td><td>68</td><td>ROCKY MOUNTAIN/La Via Loca</td> <td>62</td><td>67</td><td>63</td><td>EVEREST/My Morning</td> <td>62</td><td>67</td><td>63</td><td>EVEREST/My Morning</td> <td>62</td><td>67</td><td>63</td><td>EVEREST/My Morning</td> <td>62</td><td>67</td><td>63</td><td>EVEREST/My Morning</td> <td>62</td><td>67</td><td>63</td><td>EVEREST/My Morning</td> <td>62</td><td>67</td><td>63</td><td>EVEREST/My Morning</td> <td>62</td><td>67</td><td>63</td><td>EVEREST/My Morning</td> <td>62</td><td>67</td><td>63</td><td>EVEREST/My Morning</td> </tr> <tr> <td>33</td><td>62</td><td>65</td><td>86</td><td>EVEREST/My Morning</td> <td>54</td><td>47</td><td>48</td><td>EVEREST/My Morning</td> <td>19</td><td>27</td><td>45</td><td>EVEREST/My Morning</td> <td>64</td><td>68</td><td>64</td><td>EVEREST/My Morning</td> <td>64</td><td>68</td><td>64</td><td>EVEREST/My Morning</td> <td>64</td><td>68</td><td>64</td><td>EVEREST/My Morning</td> <td>64</td><td>68</td><td>64</td><td>EVEREST/My Morning</td> <td>64</td><td>68</td><td>64</td><td>EVEREST/My Morning</td> <td>64</td><td>68</td><td>64</td><td>EVEREST/My Morning</td> <td>64</td><td>68</td><td>64</td><td>EVEREST/My Morning</td> <td>64</td><td>68</td><td>64</td><td>EVEREST/My Morning</td> </tr> </table>																											31	60	63	84	ROCKY MOUNTAIN/La Via Loca	52	48	49	TLOWS Scores	25	34	67	BACKSTREET BOYS/What Is This Way	63	66	62	WHITNEY HOUSTON/Dumb	63	66	62	WHITNEY HOUSTON/Dumb	63	66	62	WHITNEY HOUSTON/Dumb	63	66	62	WHITNEY HOUSTON/Dumb	63	66	62	WHITNEY HOUSTON/Dumb	63	66	62	WHITNEY HOUSTON/Dumb	63	66	62	WHITNEY HOUSTON/Dumb	63	66	62	WHITNEY HOUSTON/Dumb	32	61	64	85	TLOWS Scores	51	57	55	ROCKY MOUNTAIN/La Via Loca	22	33	68	ROCKY MOUNTAIN/La Via Loca	62	67	63	EVEREST/My Morning	62	67	63	EVEREST/My Morning	62	67	63	EVEREST/My Morning	62	67	63	EVEREST/My Morning	62	67	63	EVEREST/My Morning	62	67	63	EVEREST/My Morning	62	67	63	EVEREST/My Morning	62	67	63	EVEREST/My Morning	33	62	65	86	EVEREST/My Morning	54	47	48	EVEREST/My Morning	19	27	45	EVEREST/My Morning	64	68	64	EVEREST/My Morning	64	68	64	EVEREST/My Morning	64	68	64	EVEREST/My Morning	64	68	64	EVEREST/My Morning	64	68	64	EVEREST/My Morning	64	68	64	EVEREST/My Morning	64	68	64	EVEREST/My Morning	64	68	64	EVEREST/My Morning
31	60	63	84	ROCKY MOUNTAIN/La Via Loca	52	48	49	TLOWS Scores	25	34	67	BACKSTREET BOYS/What Is This Way	63	66	62	WHITNEY HOUSTON/Dumb	63	66	62	WHITNEY HOUSTON/Dumb	63	66	62	WHITNEY HOUSTON/Dumb	63	66	62	WHITNEY HOUSTON/Dumb	63	66	62	WHITNEY HOUSTON/Dumb	63	66	62	WHITNEY HOUSTON/Dumb	63	66	62	WHITNEY HOUSTON/Dumb	63	66	62	WHITNEY HOUSTON/Dumb																																																																																																																					
32	61	64	85	TLOWS Scores	51	57	55	ROCKY MOUNTAIN/La Via Loca	22	33	68	ROCKY MOUNTAIN/La Via Loca	62	67	63	EVEREST/My Morning	62	67	63	EVEREST/My Morning	62	67	63	EVEREST/My Morning	62	67	63	EVEREST/My Morning	62	67	63	EVEREST/My Morning	62	67	63	EVEREST/My Morning	62	67	63	EVEREST/My Morning	62	67	63	EVEREST/My Morning																																																																																																																					
33	62	65	86	EVEREST/My Morning	54	47	48	EVEREST/My Morning	19	27	45	EVEREST/My Morning	64	68	64	EVEREST/My Morning	64	68	64	EVEREST/My Morning	64	68	64	EVEREST/My Morning	64	68	64	EVEREST/My Morning	64	68	64	EVEREST/My Morning	64	68	64	EVEREST/My Morning	64	68	64	EVEREST/My Morning	64	68	64	EVEREST/My Morning																																																																																																																					

MARKET #48			MARKET #49			MARKET #50																																									
PLAT	RTW	AM	PLAT	RTW	AM	PLAT	RTW	AM																																							
<p>98.7 Z1T KENTON/Lisa City Chris Chaney (601) 908-3300 Summers/McCarney</p>			<p>WYSI/Charlotte My Star (317) 816-4000 Giedron/Dickler</p>			<p>WYSI/Charlotte Cover Channel (407) 919-1070 Cook/Dugan</p>																																									
<table border="1"> <tr> <td>26</td><td>36</td><td>42</td><td>96</td><td>TLOWS Scores</td> <td>43</td><td>43</td><td>43</td><td>EVEREST/My Morning</td> <td>42</td><td>44</td><td>56</td><td>ROCKY MOUNTAIN/La Via Loca</td> </tr> <tr> <td>27</td><td>37</td><td>43</td><td>97</td><td>EVEREST/My Morning</td> <td>44</td><td>44</td><td>44</td><td>EVEREST/My Morning</td> <td>43</td><td>45</td><td>57</td><td>EVEREST/My Morning</td> </tr> <tr> <td>28</td><td>38</td><td>44</td><td>98</td><td>EVEREST/My Morning</td> <td>45</td><td>45</td><td>45</td><td>EVEREST/My Morning</td> <td>44</td><td>46</td><td>58</td><td>EVEREST/My Morning</td> </tr> </table>									26	36	42	96	TLOWS Scores	43	43	43	EVEREST/My Morning	42	44	56	ROCKY MOUNTAIN/La Via Loca	27	37	43	97	EVEREST/My Morning	44	44	44	EVEREST/My Morning	43	45	57	EVEREST/My Morning	28	38	44	98	EVEREST/My Morning	45	45	45	EVEREST/My Morning	44	46	58	EVEREST/My Morning
26	36	42	96	TLOWS Scores	43	43	43	EVEREST/My Morning	42	44	56	ROCKY MOUNTAIN/La Via Loca																																			
27	37	43	97	EVEREST/My Morning	44	44	44	EVEREST/My Morning	43	45	57	EVEREST/My Morning																																			
28	38	44	98	EVEREST/My Morning	45	45	45	EVEREST/My Morning	44	46	58	EVEREST/My Morning																																			

R&R HIP-HOP TOP 20

LW	TW	ARTIST TITLE (LABEL)	TOTAL PLAYS		TOTAL STATIONS/ADDS
			TW	LW	
2	1	JT MONEY Who Dat (Tony Mercedes/Freeworld/Priority)	3918	3696	122/7
1	2	BUSTA RHYMES F/ANET What's It Gonna Be (Elektra/EEG)	3810	4296	94/1
3	3	SILKX THE SHOCKER F/MYA Somebody... (No Limit/Priority)	2841	2706	111/2
4	4	NAS F/PUFF DADDY Hate Me Now (Columbia)	2459	2578	113/1
5	5	MISSY "MISDEMEANOR" ELLIOTT She's A Bitch (EastWest/EEG)	2444	2242	118/1
6	6	JAY-Z Jigga Who Jigga What (Roc-A-Fella/Def Jam/Mercury)	1846	2223	82/5
7	7	TRICK DADDY Nann Brother (Slip 'N' Slide/Warlock)	1534	1635	67/2
9	8	JUVENILE Follow Me Now (Cash Money/Universal)	1506	1445	85/0
14	9	JA RULE Holla Holla (Murder Inc./Def Jam/Mercury)	1470	1069	102/9
11	10	JAY-Z F/MML AND JA Can I Get A... (Def Jam/RAL/Mercury)	1329	1283	39/1
17	11	MASE Get Ready (Bad Boy/Arista)	1224	686	88/10
13	12	T.W.D.Y. Player's Holiday (Thump)	1195	1077	56/6
18	13	SPORTY THIEVZ No Pigeons (Roc-A-Blok/Ruffhouse/Columbia)	1026	610	35/14
12	14	DJ QUAK You're A Gaxta (Profile/Arista)	1017	1282	50/0
10	15	KRAYZIE BONE Total Mentality (No Thugs/Ruthless/Relativity)	976	1312	38/1
8	16	FROYZ BROWN F/THUG I Can't (Violator/Def Jam/RAL/Mercury)	886	1625	55/0
20	17	PROFYLE F/JUVENILE I Ain't The One (Motown)	812	583	66/2
18	18	LIL' CEASE Play Around (Queen Bee/Undeas/Atlantic)	746	369	75/10
15	19	DMX Ruff Ryders Anthem (Def Jam/Mercury)	706	782	21/2
20	20	MASTER P B Ball (No Limit/Priority)	686	566	58/2

This chart reflects airplay from May 10-16. Songs ranked by total plays. 57 CHR/Rhythmic reporters and 87 Urban reporters combine from the Custom Chart function on R&R ONLINE. Rap titles are manually extrapolated. For complete reporter lists refer to Rhythmic and Urban sections. © 1999, R&R Inc.

NEW & ACTIVE

NAUGHTY BY NATURE F/ZHANE Jamboree (Arista) Total Plays: 313, Total Stations: 20, Adds: 9	BEFORE DARK Baby (RCA) Total Plays: 125, Total Stations: 12, Adds: 2
ZPAC Life Goes On (Death Row/Interscope) Total Plays: 307, Total Stations: 17, Adds: 3	VENGABOYS Boom, Boom... (Groovicious/Strictly Rhythm) Total Plays: 122, Total Stations: 6, Adds: 4
LINK I Don't Wanna See (Relativity) Total Plays: 303, Total Stations: 12, Adds: 0	TLC Unpretty (LaFace/Arista) Total Plays: 118, Total Stations: 6, Adds: 1
REEL TIGHT I Want U (G-Funk/Restless) Total Plays: 290, Total Stations: 19, Adds: 1	TYRESE Lately (RCA) Total Plays: 116, Total Stations: 5, Adds: 0
CASE Happily Ever After (Def Jam/RAL/Mercury) Total Plays: 237, Total Stations: 17, Adds: 1	MARC DORSEY If You Really Wanna Know... (Jive) Total Plays: 107, Total Stations: 7, Adds: 0
NASTYBOY KLUICK A Perfect Man (Upstairs) Total Plays: 225, Total Stations: 8, Adds: 1	SHANICE Yesterday (LaFace/Arista) Total Plays: 100, Total Stations: 6, Adds: 0
BILLIE She Wants You (Innocent/Virgin) Total Plays: 203, Total Stations: 10, Adds: 0	RUFF RYDERS FEVE & NIKKO What... (Ruff Ryders/Interscope) Total Plays: 99, Total Stations: 5, Adds: 2
LIL' TROY Wanna Be A Baller (Short Stop/Republic/Universal) Total Plays: 147, Total Stations: 14, Adds: 12	FAITH EWMS Never Gonna Let You Go (Bad Boy/Arista) Total Plays: 93, Total Stations: 5, Adds: 3
TATYANA ALI Everytime (MJJ/Work/ERG) Total Plays: 138, Total Stations: 13, Adds: 3	HEAVY D F/EIGHTBALL & BIG PUN On Point (Uptown/Universal) Total Plays: 53, Total Stations: 7, Adds: 2
CHRISTINA AGUILERA Genie In A Bottle (RCA) Total Plays: 135, Total Stations: 10, Adds: 4	LIBERTY CITY FLA. 24-7 (Harrell/Jive) Total Plays: 44, Total Stations: 6, Adds: 1 Date: 5/21/99

Songs ranked by total plays



PARTY OVER HERE — Columbia duo Trina & Tamara defiantly had their party clothes on as they entertained the crowd at the KHTN/Modesto Birthday Bash, performing the current single "What'd You Come Here For." Knowing why they were all there are (l-r): Lawman Promotions Gary Spangler and Greg Lawley, PD Rene Roberts, Trina & Tamara, APD/MD Drew Stone and Columbia's Susie.

NEW RELEASES

ADDS MAY 25

JT MONEY	Pimpin'... (Freeworld/Tony Mercedes/Priority)
LIL' CEASE	Play Around (Undeas/Queen Bee/Atlantic)
RAHZEL	All I Know (MCA)
TRACIE SPENCER	It's All About You (Capitol)
TRICK DADDY	Nann Brother (Rembx) (Slip 'N' Slide/Warlock)

CHR/RHYTHMIC REPORTERS

Stations and their adds listed alphabetically by market

KKSS/Albuquerque, NM PD: Tony Manera MD: Jackie James APD/MD: Danny Ocean 44 SPORXY THIEVZ "Pigeons" 18 TRICK DADDY "Nann Brother" NAUGHTY BY NATURE "Jamboree"	WJMN/Boston, MA PD: Cadillac Jack McCartney APD/MD: Danny Ocean MD: Mike Hickey 39 SPORXY THIEVZ "Pigeons" 18 TRICK DADDY "Nann Brother" NAUGHTY BY NATURE "Jamboree"	KBOS/Fresno, CA PD: E. Curtis Johnson MD: Travis Laughman APD/MD: Greg Black MD: R.J. Lopez 48 WLL SMITH "Who" 8 JAMBLE "Back" 7 DJ DINO "Lighnin'" 7 LL TROY "Baller"	WJST/Jacksonville, FL PD: Dave Whelan MD: Mike Hickey 27 WLL SMITH "Who" 24 K-CI & J-LO "Who" 19 BLAZE "Dop" 18 JAMBLE "Back" 18 JA RULE "Everytime" 68 TRICK DADDY "Nann Brother"	WQHT/New York, NY PD: Tracy Clardy MD: Sean Taylor 14 RUFF RYDERS FEVE "What" WNVZ/Norfolk, VA PD: Don London MD: Jay West 4 K-CI & J-LO "Who" WFPY/Oriental, FL PD: Phil Michaels 38 DMX "Ruff" 18 DMX "Ruff" 18 MANDY "Dopey" 18 DJ DINO "Lighnin'" 18 LAURYN HILL "Everytime"	WWOZ/Providence, RI PD: Jerry McKenna MD: Paul Weston APD/MD: JAY-Z "Who" BLAZE "Dop" SMOOTH MOUTH "Who" KWNZ/Reno, NV MD: Mike Hickey ALL-4-ONE "Paper" KGSF/Riverside, CA PD: Mark Feather APD/MD: Jesse Duran 38 TYRESE "Lately" 15 T.W.D.Y. "Player's" WKGS/Rochester, NY PD: Erik Anderson APD: Patrick Costello 18 "Pigeons" CHRISTINA AGUILERA "Genie" BLAZE "Dop" SMOOTH MOUTH "Who" KQWB/Sacramento, CA PD: Rene Roberts 16 LL' CEASE "Play" 16 JAMBLE "Back" 7 SEN OF WOOD "Who" 7 REEL TIGHT "Who" 7 LL TROY "Baller" 7 OJA OJA "Who" KSFN/Sacramento, CA PD: Bob West MD: John E. Caga 38 NAUGHTY BY NATURE "Jamboree" 16 JAMBLE "Back"	KTFM/San Antonio, TX PD: CWI Trowley MD: Steve Clardy APD/MD: JAY-Z "Who" NAUGHTY BY NATURE "Jamboree" MD: Mike Hickey XHTZ/San Diego, CA MD: Dale Salzman APD/MD: Jesse Duran 38 TYRESE "Lately" 15 T.W.D.Y. "Player's" CASE "Happy" KMEI/San Francisco, CA PD: Jay Anthony MD: Glenn Aare 16 RUFF RYDERS FEVE "What" 5 FAITH EWMS "Never" 5 JAY-Z "Who" KYLD/San Francisco, CA PD: Michael Martin APD/MD: JAY-Z "Who" 30 VENGABOYS "Boom" 8 JAMBLE "Back" 7 REEL TIGHT "Who" 7 LL TROY "Baller" KWWN/San Luis Obispo, CA PD: Jammer MD: Tommy DeRite 14 MASE "Who" DEBORAH COX "Who" HEAVY D "Who" KUBE/Seattle, WA PD: Eric Powers MD: Julia Pfla LARRY HILL "Everytime" LL' CEASE "Play" KWIN/Stockton, CA PD: Trevor Carter APD: Tommy Carlin 8 SPORXY THIEVZ "Pigeons" 8 JAMBLE "Back"	WLLD/Tampa, FL PD: Dave Ferguson MD: Orlando APD/MD: Fred Rice 47 RICKY MARTIN "Livin'" 14 LAMARQUE "Dolly" 14 BRADY "Dopey" 8 JAY-Z "Who" KQBT/Roson, AZ PD: Pace Jacobs MD: Mike Hickey 25 WLL SMITH "Who" 16 WLL SMITH "Who" 9 JAY-Z "Who" WOWZ/Arica, NY PD: John Caracci MD: Stacy Garcia 17 W.D.Y. "Player's" 17 JAMBLE "Back" WFGW/Washington, DC PD: Jay Stevens APD/MD: Maurice Devoe 19 JT MONEY "Who" 15 WLL SMITH "Who" 7 JAY-Z "Who" KDGW/Wichita, KS PD: Steve DeRri APD: Ricardo Carroll MD: A.J. Jones 12 CHRISTINA AGUILERA "Genie" 12 LIBERTY CITY FLA "24-7" 11 TRICK DADDY "Nann Brother" DJ DINO "Lighnin'"
--	--	---	---	---	---	---	---

57 Total Reporters
57 Current Reporters
56 Current Playlists

Did Not Report, Playlist Frozen (1):
KOME/Honolulu, HI

WMAX/Rochester flips call letters to WKGS.

R&R HIP-HOP TOP 20

Table with columns: LW, TW, ARTIST TITLE (LABEL/S), TOTAL PLAYS, TOTAL STATIONS/ADDS. Lists top 20 hip-hop songs including JT Money's 'Who Dat', Busta Rhymes' 'What's It Gonna Be', and Silk' The Shocker's 'Somebody...'

This chart reflects airplay from May 10-16. Songs ranked by total plays. 57 CHR/Rhythmic reporters and 87 Urban reporters combine from the Custom Chart function on R&R ONLINE. Rap titles are manually extrapolated. For complete reporter lists refer to Rhythmic and Urban sections. © 1999, R&R Inc.

NEW & ACTIVE

Table listing new and active releases with columns for artist, title, label, total plays, total stations, and adds. Includes entries like 'Naughty by Nature F/ZNANE Jamboree', '2Pac Life Goes On', and 'Lil' Troy Wanna Be A Baller'.

Songs ranked by total plays



PARTY OVER HERE — Columbia duo Trina & Tamara defiantly had their party clothes on as they entertained the crowd at the KHTN/Modesto Birthday Bash, performing the current single "What'd You Come Here For." Knowing why they were all there are (l-r): Lawman Promotions Gary Spangler and Greg Lawley, PD Rene Roberts, Trina & Tamara, APD/MD Drew Stone and Columbia's Susie.

NEW RELEASES

ADDS MAY 25

Table listing new releases with columns for artist, title, and label. Includes 'JT Money Pimpin'...', 'Lil' Cease Play Around', 'Rahzel All-I Know', 'Tracie Spencer It's All About You', and 'Trick Daddy Nann Brother'.

CHR/RHYTHMIC REPORTERS Stations and their adds listed alphabetically by market

A large grid of market listings for CHR/Rhythmic reporters. Each entry includes the market name, reporter name, and a list of stations and their adds for that market. Markets listed include Albuquerque, MA, Fresno, Jacksonville, New York, Providence, San Antonio, Tampa, and many others.

CHR/RHYTHMIC PLAYLISTS

FM/D COMPLETE PLAYLISTS FOR ALL CHR/RHYTHMIC REPORTERS ON RADIO ONLINE MUSIC TRACKING

MARKET #1 WILD/94.7
Channelor
(415) 423-3700
Blue Shark

MARKET #1 HOT 97
Zimmis
(201) 729-9737
Galaxy/Taylor

MARKET #2 POWER 106.5-FM
Zimmis
(818) 953-4200
Young/Man

MARKET #3 B96
Infirmy
(817) 944-6000
Gambino/Dorsey

MARKET #4 KJEL/147
Channelor
(415) 535-1061
Alphapower

Table with 6 columns: STATION, TIME, TRACK, ARTIST/TITLE. Includes stations like KJEL/147 and tracks like '702/Where My G's At'.

Table with 6 columns: STATION, TIME, TRACK, ARTIST/TITLE. Includes stations like WILD/94.7 and tracks like 'I Wanna Dance With Somebody'.

Table with 6 columns: STATION, TIME, TRACK, ARTIST/TITLE. Includes stations like POWER 106.5-FM and tracks like 'Wild Thing'.

Table with 6 columns: STATION, TIME, TRACK, ARTIST/TITLE. Includes stations like B96 and tracks like 'The Next Best Thing'.

Table with 6 columns: STATION, TIME, TRACK, ARTIST/TITLE. Includes stations like KJEL/147 and tracks like '702/Where My G's At'.

MARKET #4 WILD/94.7
Channelor
(415) 356-0949
Martin/Acher

MARKET #7 HOT 100
Infirmy
(214) 630-3011
Ferrer/Mannquez

MARKET #6 WJLS/105.5
Channelor
(818) 663-2500
McCartney/Ocean

MARKET #5 WPGC
Infirmy
(801) 441-3500
Stevens/Dorsey

MARKET #10 97.9 FM
KJEL/147
Channelor
(415) 623-2108
Scoop/Power!

Table with 6 columns: STATION, TIME, TRACK, ARTIST/TITLE. Includes stations like WILD/94.7 and tracks like '702/Where My G's At'.

Table with 6 columns: STATION, TIME, TRACK, ARTIST/TITLE. Includes stations like HOT 100 and tracks like 'I Wanna Dance With Somebody'.

Table with 6 columns: STATION, TIME, TRACK, ARTIST/TITLE. Includes stations like WJLS/105.5 and tracks like 'Wild Thing'.

Table with 6 columns: STATION, TIME, TRACK, ARTIST/TITLE. Includes stations like WPGC and tracks like 'The Next Best Thing'.

Table with 6 columns: STATION, TIME, TRACK, ARTIST/TITLE. Includes stations like 97.9 FM and tracks like '702/Where My G's At'.

MARKET #11 WRO/W104
Residency
(305) 653-6796
Curry/Mix

MARKET #12 BLUE Z96
Ackerley
(206) 285-2295
Powers/Piar

MARKET #15 POWER 92.1
Zimmis
(818) 953-4200
Young/Man

MARKET #16 WJLS/105.5
Channelor
(818) 663-2500
McCartney/Ocean

MARKET #20 WJLS/105.5
Channelor
(818) 663-2500
McCartney/Ocean

Table with 6 columns: STATION, TIME, TRACK, ARTIST/TITLE. Includes stations like WRO/W104 and tracks like '702/Where My G's At'.

Table with 6 columns: STATION, TIME, TRACK, ARTIST/TITLE. Includes stations like BLUE Z96 and tracks like 'I Wanna Dance With Somebody'.

Table with 6 columns: STATION, TIME, TRACK, ARTIST/TITLE. Includes stations like POWER 92.1 and tracks like 'Wild Thing'.

Table with 6 columns: STATION, TIME, TRACK, ARTIST/TITLE. Includes stations like WJLS/105.5 and tracks like 'The Next Best Thing'.

Table with 6 columns: STATION, TIME, TRACK, ARTIST/TITLE. Includes stations like WJLS/105.5 and tracks like '702/Where My G's At'.

BLACKTHOUGHT QUESTLOVE HIP KAMAL BAHZEL MALIK B. SCRATCH

THE ROOTS

“the next movement”

okay player.

MCAD-11830

One Of The Week's Most Added At Urban Radio!!

- WBLS WUSL WPHI WJLB WDJT WILD WKYS WEDR WHTA
 - KKBY KATZ WAMO WTMP KDKO WZAK WIZF KPRS WNOV
 - WKKV WCKX WOWI WPEG WJHM WBLK WNEZ WHRK WQOK
 - WGZB WBLO WVSP KJMM WKGN WJKS WJUC KIPR WZHT
- ...and many more!

the follow-up to the hit single “you got me” from the gold album **things fall apart**



MCA Music THE NEXT MOVEMENT

www.roots.mca.com

Produced By The Grand Wizards
Management Watch Your Back Management



WALT LOVE
babylove@rronline.com

More Than Just A Fad

R&B oldies and steppin' in Chicago

Continuing last column's theme, this week we have two music experts sharing their ideas about the influence of R&B oldies on Urban radio today, particularly the steppin' influence that got its start in Chicago and seems to be making its way to other cities.

Last week Rhino Records Assoc. Dir./Promotion Barry Benson spoke about the importance of R&B oldies to today's Urban and Urban AC formats. He ended by talking about his introduction to the Chicago-born genre known as "stepper's music." This week I have spoken to two members of the Chicago Music Connection who are integral players in the steppin' community.

The first of these experts is Music Quest Entertainment President **Gus Redmond**, who has been involved in the Chicago music world for more than 30 years, with artists like the Chi-Lites, Gene Chandler, Tyrone Davis, Barbara Acklin, the Artistics, Walter Jackson and others. He's also involved in promotional opportunities, with steppin' events throughout the Chicago area.

The Art Of Steppin'

I asked Redmond to describe steppin' for those of us from other parts of the country. He explains, "Steppin' is the rebirth of the dance called boppin', which was done back in the '60s and '70s. Prior to that was the dance our parents did called the jitterbug. Steppin' is a modified version that started back in 1979 here in Chicago in the clubs.

"Steppin' was modified for the people who wanted to be cool and didn't want to sweat when they were on the dance floor lookin' good. People here in Chicago identify it as an art form of sorts. A radio personality here named Kenny B. Thompson first referred to steppin' as an art form on his radio show. He was a street jock spinning in the clubs who became very popular. Some of the music that applies to steppin' was performed by people like Freddie Jackson, Gene Chandler, the Dramatics, the Stylistics and the Moments — songs that have a great beat to them that you can dance to with a six-step form. If you dance, you know what I'm explaining. You should also know that some steppers are now doing their routines in an eight-step count."

I asked Redmond the names of popular Chicago steppin' clubs. "The Cotton Club, the Fifty Yard Line, Case Entertainment Club and a number of other clubs on the

33

Steppin' is the rebirth of the dance called boppin', which was done back in the '60s and '70s. Prior to that was the dance our parents did called the jitterbug.

—Gus Redmond

34

South Side and the West Side of Chicago. There aren't many on the North Side, but some of the suburbs have spots. So you're clear, steppin' is also where the couple touches hands, and they swing around while holding on to each other. It's really beautiful when you see some of the competitions they have here. The ladies get dressed up in very classy attire."

Redmond's company has produced a video called "Let's Get to Steppin'" that teaches you how to step, and a follow-up video is on the way. There's also a CD that goes with the video if you only want the music. Redmond mentions that a promotion company headed by Mary Green, former Promotions Director for WVAZ (V-103), has an organization called The World's Largest Steppin' Set that has held competitions for the past 10 years. Last year it gave away approximately \$25,000 in prize money.

Steppin' Over A Decade

Kenny B. Thompson has been with V-103 for more than 10 years, championing steppin' since its early stages. His show, *The Saturday Night Dusties Steppers Set*, is on from 8pm-midnight Saturdays. Thompson told me, "When I first started, we were only on from 8-11pm, and according to our former Operations Manager, Tony Kidd, we would lose 20,000 listeners across the board when we went off. So they extended me an extra hour eight months after I was hired."

I asked Thompson how this all started and how he gravitated toward playing this unique style of dusties in Chicago. "I've been

studying records for 30 years, and was with V-103 for over 10 years," he says. "I've always leaned toward the b-sides of records or the four-beat-per-measure type of song. They're always the songs that are not that hot or upbeat. Ever since the rap explosion came along and the end of disco, there seems to be an audience for that particular music. What's really interesting to me at this time is that some of the rap youngsters are now beginning to sample some of the old Motown music. It all goes back to the Lindy Hop and the two-step.

"I just saw a special on TV that featured hand dancing back in DC and Philly. In Detroit they call it 'balling,' and now folks in Atlanta have begun to pick it up also. When you look at this, you have to look back to the days of the Lindy Hop. There was a DJ in Chicago named Earl 'Quack' Palmer, there was the Great Lafayette, and Big Luke is the guy who started all of this in Chicago. He just passed away."

Steppin' Playlist

I asked Thompson to share the names of some of the steppin' type of artists with us, as well as some of their popular songs. Just check out this list: "Well, let's start with 'The Jones' by the Temptations," he began. "'Pathway to Glory' by Kenny Loggins & Jim Messina, and then let's go to some of the new music people are steppin' to, like the new K-CI & JoJo or the new Smokey Robinson song, 'Oh My Love.' I could also say most of the Motown music, because it's what we call a cross-pattern.

"There is a new song we're playing in Chicago by Kenny Burke, who was formerly with the Five Stairsteps, which is really an import. It's called 'Indigenous Love,' and everybody wants it — I mean everybody! It is really hot in the city of Chicago. There are other tunes like 'The Girl's Alright With Me' by the Temptations, 'Schoolboy Crush' by the Average White Band and the Chi-Lites' 'Hey Girl.'"

I had to ask this, because this song was big on R&B radio and with black folks back when I was on the radio in Houston at KYOK, and I knew this song fit the bill. I brought up Tommy James & the Shondells' "Crystal Blue Persuasion." Thompson reacted, "Oooh, my God! Most definitely. That's a classic steppers tune we play. It fits just like Loggins & Messina does. 'Crystal Blue Persuasion' was hot in the clubs, and I'd say we're go-



STEP BREAK — Some steppers rest their bodies and broaden their smiles for a photo. Pictured (l-r) are Music Quest Entertainment President Gus Redmond, Kenny Bedford, Anhauser Busch's Dave Henson, Geraldine Cox, V103 personality Kenny B. Thompson, The World's Largest Steppin' Set head Mary Green, and VP/Chi Sound Records II Dar-yl Davis.

ing back about a little over 25 years or so. What I've noticed is that this music transcends age. Some of the music that was hot when we were young is now hot with the youngsters.

"For example, JB's 'Monorail.' That record is like, it won't die. It will not die. James Brown at that time really had a funk thing going on with his bandmembers, just like George Clinton, because he had Lynn Peoples, Maceo Parker, Fred Wesley and Bootsie Collins. Bootsie got with James when he was only 16 years old. 'Monorail' happened in 1975. This was also where the Horney Horns originated. When they were with James Brown, they were known as the JB's, and then with George Clinton

35

What I've noticed is that this music transcends age. Some of the music that was hot when we were young is now hot with the youngsters.

—Kenny B. Thompson

they became known as the Horney Horns. He put them in the Mothership Connection, which included Parliament, Funkadelic, Brides Of Funkenstein, Parlet and Bootsie's Rubber Band. Also, 'Down by the River' by Buddy Miles. There's also 'The Third Cup' by the Eddie Fisher Quintet. Those records continue to go, and they've been played for about 25 years."

History Lesson

I asked Thompson to give us a little more history, especially about songs that may not be nationwide hits, but enjoy local popularity in Chicago. He says, "There are things like this song I played years ago by a guy named Jeffery — 'Love's Gonna Last.' That's a big one. Gus Redmond and Carl Davis, the famous Chicago producer, were

able to locate Jeffery, and we brought him in. The song was being 'booted' for a while overseas in Europe for like \$100 a whoop.

"MCA had discontinued the record, and when I began to play it again on V-103 here in Chicago back in 1989, the demand was so great that MCA cut a deal with a local guy, Ruby Sales, to rerelease the record in Chicago. Tony Kidd, the PD at that time at WVAZ, put the record into daily rotation because of the popularity from my Saturday night show. Someone found 50 copies of this record in a grocery store and began selling them for \$300 a copy — that was in September 1989. The same happened with the Temptations' 'The Jones.' It didn't take off all over the country, but it did take off here, and Motown rereleased the record for the Chicago, Milwaukee and Indiana areas."

I asked Thompson about his career at WVAZ-FM. Here's what he had to say: "I'm only on one night a week, Saturdays 8pm-midnight. For most of my 10 years I've been No. 1 in my time slot. I've either been ranked No. 1, 2 or 3. I've never been below that in the 25-54 demographic, and I've also been No. 1 in the 35-64 demo too."

Steppin's Family Tree

"I guess I've been lucky, and I own a blessing that the steppers and listeners in Chicago have embraced me and what I do," Thompson reflects with appreciation. "I think you should also know that we have several different categories of steppin'. There's the original, which extends more from the Lindy Hop days, a smoother four-step count compared to freestyle steppin', which is splits, flips and kicks. So, freestyle steppin' is more off of the James Brown music. So you know, freestyle stepping coincides with roller skating, and some of your top freestyle steppers were once great skaters.

"The Motown songs relate to the original smooth steppers. I've tried to include all kinds of music on Saturday nights — music that you can play cards to, music that you can dance to and step to. So far, for 10 and a half years, we've been lucky. Actually, I've really been blessed. My six-month trial has turned out to be 10 and a half years."



MAY 21, 1999

Table with 10 columns: 3W, 2W, LW, TW, ARTIST TITLE LABEL(S), TW, LW, 2W, 3W, TOTAL PLAYS, TOTAL STATIONS/ADDS. Lists top 50 songs including Maxwell's 'Fortunate' and K-Ci & JoJo's 'Tell Me It's Real'.

This chart reflects airplay from May 10-16. Songs ranked by total plays. Highlighted songs indicate Breaker. 87 Urban reporters. 84 current playlists. Songs that are down in plays for three consecutive weeks and below No. 25 are moved to recurrent. © 1999, R&R Inc.

NEW & ACTIVE

Table listing new and active songs like Cherrelle's 'Just Tell Me', Cam'ron's 'Let Me Know', and Jennifer Lopez's 'If You Had My Love'.

Table listing new and active songs like Jack Knight's 'Best Friend', Temptations' 'How Could He Hurt You', and TLC's 'I'm Good At Being Bad'.

Songs ranked by total plays.

BREAKERS.

K-CI & JOJO

Tell Me It's Real (MCA)

Summary table for K-Ci & JoJo: Total Plays/Increase: 1133/600, Total Stations/Adds: 83/8, Chart: 34.

JA RULE

Holla Holla (Murder Inc./Def Jam/Mercury)

Summary table for Ja Rule: Total Plays/Increase: 1040/268, Total Stations/Adds: 75/3, Chart: 37.

MOST ADDED.

Table listing songs added to the chart, including TLC's 'I'm Good At Being Bad' (72 adds) and Roots' 'Next Movement' (65 adds).

MOST INCREASED PLAYS

Table listing songs with the greatest increase in plays, including K-Ci & JoJo's 'Tell Me It's Real' (+600) and Eric Benet's 'Spend My Life With You' (+444).

HOTTEST RECURRENTS

Table listing songs that have remained popular, including Jesse Powell's 'You' and Tyrese's 'Sweet Lady'.

Breakers: Songs registering 1000 plays or more for the first time. Bullets awarded to songs gaining plays over the previous week. If two songs are tied in number of plays, the song being played on more stations is placed first. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Weighted chart appears on R&R ONLINE.

Complete Classified Advertising

R&R Today: the leading management daily fax
ronline.com: Radio's Premiere Web Site
R&R: The Industry's Newspaper with the largest help wanted section

Contact Karen Mumaw at kmumaw@ronline.com or (310)788-1621 for information.



Impacting Radio
May 24th & 25th

SO ANXIOUS

THE SLOW JAM OF THE CENTURY

YOU GOTTA HAVE IT.

Next up from his critically acclaimed new album
100% GIMMOWINE



Album Certified Platinum

ARTIST BREAKDOWN

ARTIST: **SILK**
ALBUM: "TONIGHT"
LABEL: **ELEKTRA/EEG**

Let me lick you up and down till you say stop." This was the line that set "Freak Me" off! It was in 1993 when this single blew the minds of females everywhere (myself included). Though it's been a few years, Silk still maintain the strength they demonstrated on their multiplatinum album, *Lose Control*. The sexual intensity that this group is known for is still there — but while on their first album it boiled, on their latest joint, *Tonight*, it simmers. Gary "Big G" Glenn, Gary "Lil' G" Jenkins, Timothy "Timzo" Cameron, Jimmy Gates and Jonathon "John-John" Rasboro make up this R&B group, whose sound combines smooth harmonies with *strong* lead vocals.

The debut single, "If You," topped R&R's mainstream Urban chart on May 7, 1999. (Did ya think it wouldn't?) The second single, "Meeting in My Bedroom," shows the world how to correctly

pull off a harmony. These guys really outdo themselves on this one. One should listen to this single for its exploding harmonies, if nothing else. This romantic invitation will have females all over the country marking their calendars and clearing their schedules. "Baby Check Your Friend" is that wake-up-and-smell-the-coffee message. Dude tells his lady that her friend is out to share more than beauty secrets with homegirl — she wants homegirl's man! (But I'm just wondering, is he telling his lady so that she can know her friend isn't really a friend, or is his strength fading?)

In "Love You Down," I can see a similarity to "Lose Control." However, "Love You Down" is more romantic and patient, where "Lose Control" was very sensual and somewhat urgent. (I like "Lose Control" better.) "Back in My Arms" is a self-explanatory ballad: Dude screwed up, married someone else and now wants his first love back. (They say you can never go home again.) Offerings of physical gratification, stimulation and relaxation are the basis for "Turn-U-Out." Also included are the sneaky "I Wonder," the praising "Sexcellent" and the emotional "Please Don't Go."

Tonight is the perfect CD for a romantic evening. The songs stimulate as well as emotionally titillate. They make you feel; they make you think. This CD is for the mature couple who know the difference between having sex and making love. Peace.

— Tanya O'Quinn
Asst. Urban Editor



IN MY OPINION

with **Kenny Smoov**

DJ DMD
"25 Lighters"
(Innersoul/EastWest/EEG)

PD — KBCE/Alexandria, LA

DJ DMD's hot single, "25 Lighters," has already proven itself in the Texas-Louisiana market. Now, with a joint-venture deal with Elektra records, DJ DMD is ready to take the rest of the country by storm. With smooth samplings of "Nite and Day" by Al B. Sure! and the boiling-hot rhyme flow of two of the South's favorite microphone masters, Lil KeKe and the late Fat Pat, DJ DMD has produced a single that Mom and the kids are sure to like. The groove is infectious, and the flavor is Southern-fried funk that goes down like Grandma's hot cornbread. Not playing this song is playing yourself. One spin, and your station will be on fire ... from "25 Lighters."

ADVANCE NOTICE

Giving you a warning: These are the singles that are going for adds on Monday 5/24 and Tuesday 5/25

CHARLI BALTIMORE *Feel It* (Entertainment Epic)
NATALIE COLE *Say You Love Me* (Elektra/EEG)
COOL BREEZE *Creamline* (Organized Noise/A&M)
GINUWINE *So Anxious* (550 Music/ERG)
GRENIQUE *Should I* (Kedar/Motown)
HARLEM WORLD *Cali Chronic* (All Out/So So Def/Columbia)
LES NUBIANS *Tabou* (OmTown/Virgin)
NAUGHTY BY NATURE *Jamboree* (Arista)
RAHZEL *All I Know* (MCA)
SLICK RICK *Street Talkin'* (Def Jam/Mercury)
3RD STOREE *Party Tonight* (Yab Yum/Elektra/EEG)
WILL SMITH *Wild Wild West* (Columbia)

KIIS-FM Los Angeles • Z100 New York • WQIK Jacksonville • Magic 95.5 Reno

and many more

What do these great stations have in common?

They've tapped into the incredible marketing power of Banners on a Roll. — the premium banner product designed to give you maximum impact for your station promotions.

Banners on a Roll is ideal for indoor and outdoor appearances. Put your call letters and logo everywhere you go and display them over and over. Take advantage today of the surprisingly affordable way to generate visual impact.

Call Susan Van Allen today for your personal consultation on harnessing the power of repeatability.



Premium Banners from Lehrer & Van Allen Promotions

1-800-786-7411

On the Web: www.bannersonaroll.com

WHERE ARE WE GOING?

WILD WILD WEST

THE BLAZIN' NEW SINGLE FROM
MILL SWEETEN

FEATURING
DRU HILL
AND KOOL MO DEE

PRODUCED BY ROB FUSARI
FOR WHITE CHOCOLATE PRODUCTIONS

GUNNIN' FOR ADDS MAY 24+25



CBS

© 1999 Sony Music Entertainment Inc. © 1999 Overbrook Music LLC and Interscope Records

Dru Hill appears courtesy of Island Records, Inc.

MAY 21, 1999

3W	2W	1W	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
4	1	1	1	1 MAXWELL Fortunate (Rock Land/Interscope/Columbia)	963	886	878	794	35/0
1	3	2	2	JESSE POWELL You (Silas/MCA)	740	745	778	870	30/0
12	8	5	3	3 CHANTE' MOORE Chante's Got A Man (Silas/MCA)	655	578	509	447	30/0
3	4	4	4	TYRESE Sweet Lady (RCA)	581	600	677	798	26/0
2	2	3	5	ERIC BENET I/FAITH EVANS Georgy Porgy (Warner Bros.)	557	668	831	846	27/0
9	7	7	6	6 BONEY JAMES I/SHAI I'll Always Love You (Warner Bros.)	531	495	515	506	28/1
15	13	11	7	7 PEABO BRYSON Did You Ever Know (Private Music/Windham Hill)	520	444	428	380	29/1
7	6	6	8	QUINCY JONES I/SIEDAH GARRETT... I'm Yours (Qwest/WB)	478	513	520	533	25/0
19	16	13	9	9 TEMPTATIONS How Could He Hurt You (Motown)	464	394	341	303	29/0
16	14	12	10	10 GLENN JONES Baby Come Home (SAR/WB)	460	422	399	378	24/1
6	9	8	11	WHITNEY HOUSTON Heartbreak Hotel (Arista)	434	481	506	556	23/0
5	5	9	12	LAURYN HILL Ex-Factor (Ruffhouse/Columbia)	427	457	522	594	22/0
11	10	10	13	K-CI & JOJO Life (Rock Land/Interscope)	425	448	486	458	20/0
BREAKER				14 BRANDY Almost Doesn't Count (Atlantic)	382	325	288	178	24/1
10	12	16	15	15 CASE I/JOE Faded Pictures (Def Jam/RAL/Mercury)	367	350	437	466	18/0
8	11	14	16	R. KELLY When A Woman's Fed Up (Jive)	357	385	480	518	18/0
BREAKER				17 OLU Baby Can't Leave It Alone (Gee Street/V2)	363	385	288	242	21/2
26	23	17	18	18 WHITNEY HOUSTON It's Not Right But It's Okay (Arista)	344	335	281	251	21/1
13	15	15	19	TEMPTATIONS This Is My Promise (Motown)	344	374	394	419	19/0
25	20	21	20	SHANICE Yesterday (LaFace/Arista)	341	303	286	258	22/0
30	25	22	21	TEVIN CAMPBELL For Your Love (Qwest/WB)	317	297	271	233	23/1
28	22	24	22	DEBORAH COX It's Over Now (Arista)	304	287	283	245	21/0
23	24	25	23	DAVE HOLLISTER My Favorite Girl (Def Squad/DreamWorks)	284	261	272	273	18/3
22	21	23	24	CHAKA KHAN This Crazy Life Of Mine (Earth Songs/NPG)	269	288	284	274	20/1
—	—	28	25	FAITH EVANS Never Gonna Let You Go (Bad Boy/Arista)	250	202	148	68	21/0
DEBUT			26	ERIC BENET Spend My Life With You (Warner Bros.)	225	90	—	—	22/3
DEBUT			27	WILL DOWNING You Sure Love To Ball (Motown)	223	62	—	—	21/5
—	—	30	28	JOE SAMPLE I/LALAH HATHAWAY When Your Life... (PRA/GRP)	220	189	152	56	20/1
DEBUT			29	SILK If You (Lovin' Me) (Elektra/EEG)	215	188	180	145	10/1
—	30	29	30	LAURYN HILL & D'ANGELO Nothing Matters (Ruffhouse/Columbia)	193	202	205	207	10/0

This chart reflects airplay from May 10-16. Songs ranked by total plays. Highlighted songs indicate Breaker.
35 Urban AC reporters. 31 current playlists. Songs that are down in plays for three consecutive weeks and below No. 15 are moved to recurrent.
© 1999, R&R Inc.

NEW & ACTIVE

TYRESE Lately (RCA)

Total Plays: 142, Total Stations: 12, Adds: 3

KELLY PRICE It's Gonna Rain (Rock Land/Interscope)

Total Plays: 127, Total Stations: 12, Adds: 2

CASE Happily Ever After (Def Jam/RAL/Mercury)

Total Plays: 93, Total Stations: 16, Adds: 11

K-CI & JOJO Tell Me It's Real (MCA)

Total Plays: 84, Total Stations: 12, Adds: 3

DRU HILL You Are Everything (University/Island)

Total Plays: 80, Total Stations: 6, Adds: 0

BLACKSTREET I/ANET Girlfriend/Boyfriend (Lil' Man/Interscope)

Total Plays: 70, Total Stations: 3, Adds: 0

DIANA ROSS Every Day Is A New Day (Motown)

Total Plays: 63, Total Stations: 7, Adds: 1

CHERRELLE Just Tell Me (Power/Platinum)

Total Plays: 60, Total Stations: 6, Adds: 0

AL JOHNSON Tranquility (Clout)

Total Plays: 53, Total Stations: 6, Adds: 2

ANALYSIS Caravan Of Love (Sky Time)

Total Plays: 44, Total Stations: 2, Adds: 0

Songs ranked by total plays

BREAKERS

BRANDY

Almost Doesn't Count (Atlantic)

TOTAL PLAYS/INCREASE: 392/67
TOTAL STATIONS/ADDS: 24/1
CHART: 14

OLU

Baby Can't Leave It Alone (Gee Street/V2)

TOTAL PLAYS/INCREASE: 353/48
TOTAL STATIONS/ADDS: 21/2
CHART: 17

MOST ADDED

ARTIST TITLE LABEL(S)	ADDS
CASE Happily Ever After (Def Jam/RAL/Mercury)	11
WILL DOWNING You Sure Love To Ball (Motown)	5
J.T. TAYLOR Sex On The Beach (Taylor Made)	5
ERIC BENET Spend My Life With You (Warner Bros.)	3
DAVE HOLLISTER My Favorite Girl (Def Squad/DreamWorks)	3
K-CI & JOJO Tell Me It's Real (MCA)	3
TYRESE Lately (RCA)	3

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
WILL DOWNING You Sure Love To Ball (Motown)	+161
ERIC BENET Spend My Life With You (Warner Bros.)	+135
MAXWELL Fortunate (Rock Land/Interscope/Columbia)	+77
CHANTE' MOORE Chante's Got A Man (Silas/MCA)	+77
PEABO BRYSON Did You... (Private Music/Windham Hill)	+76
K-CI & JOJO Tell Me It's Real (MCA)	+74
TEMPTATIONS How Could He Hurt You (Motown)	+70
BRANDY Almost Doesn't Count (Atlantic)	+67
KELLY PRICE It's Gonna Rain (Rock Land/Interscope)	+53
FAITH EVANS Never Gonna Let You Go (Bad Boy/Arista)	+48
OLU Baby Can't Leave It Alone (Gee Street/V2)	+48

HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)
LES NUBIANS Makeda (OmTown/Virgin)
DEBORAH COX Nobody's Supposed To Be Here (Arista)
DRU HILL These Are The Times (University/Island)
KENNY LATTIMORE If I Lose My Woman (Columbia)
BRANDY Have You Ever? (Atlantic)
TRIN-I-TEE 5:7 God's Grace (B-Rite/Interscope)
KIRK FRANKLIN Lean On Me (Gospo Centric/Interscope)
MONICA Angel Of Mine (Arista)
SHANICE When I Close My Eyes (LaFace/Arista)
TEMPTATIONS Stay (Motown)

Breakers: Songs registering 350 plays or more for the first time. Bullets awarded to songs gaining plays over the previous week. If two songs are tied in number of plays, the song being played on more stations is placed first. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Weighted chart appears on R&R ONLINE.

les nubians

"TABOU" the follow-up to their breakthrough hit "Makeda"

Over 140,000 albums scanned to date

SPECIAL URBAN AC EDIT ON YOUR DESK NOW!!!

Impact Date May 24th & 25th

"If Sade were cloned twice and the resulting twin sisters were reared in France by members of the Fugees, the women might sound something like the French singing team Les Nubians." -TIME MAGAZINE





LON HELTON
lhelton@rronline.com

WUSY Choo-Choo To Boxcar Numbers

■ Chattanooga's best makes it 36 straight Arbitron wins

The Chattanooga choo-choo has nothing on the WUSY freight train that recently pulled into the Arbitron station with boxcar winter '99 numbers.

WUSY steamed in with more than five extra 12+ shares and an additional four points 25-54. The 18.8-24.0 12+ move put WUSY back over 20 shares for the first time since the winter '98 book, when it notched a 21.6. Since then, it's posted 18.6 (spring), 17.6 (summer) and 18.8 (fall). This is the 36th straight book in which WUSY has ranked No. 1 12+ and 25-54!



Chris Huff

A Stellar Example

The stellar book, which makes WUSY one of the highest AQH stations in the USA, was especially thrilling for PD Chris Huff, who joined the station only three months ago after PD Clay Hunnicutt took the PD post at WGAR/Cleveland. Said Huff, "After three months as a first-time PD and learning to live with all the stress that goes with it, it was really nice to see numbers come across that show all the hard work and perspiration were worth it. Plus, I think it's a sign to all those who think that Country is dying on the vine that it doesn't have to be so. I'm very optimistic about this format's future. There's no need to bury your head in the sand just because you're a Country station and we're going over a few bumps in the road."

As for how US101 made such an amazing leap, Huff laughed, "I'm

still checking with the observatory to see exactly how the planets were lined up. Actually, we expected a good book, because our January and February phases were in the low 20s. But we had a 30 in March, which just blew us all away."

Of course, it wasn't any one thing that propelled US101 to those lofty ratings heights. Huff noted that the promotion targeted for the spring book began in late March, and a music test has resulted in some shuffling and freshened rotations, but overall it was the station doing what it has done well for a long time that paid off.

Personality-Plus

"For all of its 16 years WUSY has been filled with hard-working personalities," said Huff. "It's more than playing the records. They do whatever it takes to get out there and get involved in the community. I know everybody says they do it — but we really do it. It's about becoming an integral part of the listeners' lives. It's nice to get an Arbitron kiss every now and then — and you can get chunked too — but when you look at the long-term success of a station, it's becoming totally immersed in listeners' lives that makes the difference."

"It takes a lot of effort to get out there and do the legwork to main-

tain a presence and sustain the visibility, especially after you've been on top for a long time. But it's more than remotes. It's the whole staff showing up at concerts. And it's not about hanging out backstage, but getting out into the audience.

"There's a great chemistry here — a team attitude that embodies the station. There's always a certain amount of 'me pulling for me,' but the leadership of [GM] Sammy George creates an incredible winning attitude that makes everyone want the station to win, and win big."

Huff heaps huge accolades on the airstaff, which includes morning team the Bearman (10 years) & Ken Hicks (12), middayer Erin



Our audience knows what to expect from us, and it's critical that we meet or exceed those expectations all the time.

Michaels (3), afternoon drivers David Earl Hughes (7) & Dex (Bill Poindexter) (3), evening talent Big Zak Evans, and Brandy Brown overnights (7). The weekenders are Rob Kelly, Johnny Mack, Samantha Stephens and Terry Styles.

"We have a tremendous airstaff with personalities who have a long heritage in the marketplace. Both our morning and afternoon shows were nominated for ACM awards — how many stations can say that? Everyone on the staff knows how to press the right buttons. They know when it makes sense to run with a topic. They have a great sense of reading the audience."

Key Elements

Huff noted a couple of highlights among WUSY's programming elements that not only helped push the winter numbers to lofty heights, but helped maintain WUSY as the marketplace leader.

"Every month we have an artist come and play for about 100 listeners at a special lunch. Every day listeners fax in requests from their offices, and we draw one winner. Then, at the end of the month, we draw one office from those daily winners, and we treat 100 people from that business to lunch and a concert.

NEAT STUFF

Turn Faxes Into E-mail

We all come across neat stuff from time to time — an inventive website, a new gadget, an innovative piece of software or just something that helps us get from A to B a little bit more easily.

Since there's no single catch phrase, I'll be writing an occasional little side piece called "Neat Stuff," which will run as tidbits come in. What I'm looking for are those neat things that you come across that you tell all your friends about. They're usually not earth-shattering revelations, just things that help make your job easier or life more fun.

I'll start it off with this little find that has helped me a ton when I'm on the road. It's called eFax. When you sign up on their website, www.eFax.com, you get your very own personal fax number. Anything faxed to that number is, in effect, turned into e-mail and sent to your e-mail address. That way, you have 24-hour access — the hotel business center is never closed with your important fax sitting in the fax machine tray; you don't have the annoying delay from when the front desk gets the fax to when it arrives at your room; you're not adding reams of paper to your already-stuffed travel briefcase; and you don't have to pay those irritating and potentially costly per-fax charges. Best of all — eFax is free (if you don't mind looking at a few ads).

I've found that the above factors contribute to my having more things from the office faxed to me — stuff I probably wouldn't get if I had to pay a hotel fee, but that I like getting. It's great to get things sent to eFax and forwarded to my e-mail, which can be read at my leisure, like on the plane later that day. Thus far, I've found eFax to be a great tool.

If you have an item that would fit the category of "neat stuff," jot it down and fax it to me at (615) 248-6655 or at my eFax number: (630) 214-4655.

"We do our Country Cares for St. Jude Kids radiothon every March. Every station I've worked at has done a radiothon for St. Jude Hospital, but WUSY's is a very special event. I guess it's because there are so many special connections. Chattanooga was the very first city to have a St. Jude satellite office. We also have one of the highest rates of donation per capita in the nation. But perhaps most special is that the families from this area who have been part of St. Jude have also become part of the WUSY family. Many come on the radiothon every year. One of the kids recently took a turn for the worse, and everybody at the station has just been feeling terrible about it. We really are all a family."

Winning Qualities

Huff has a unique perspective on what it takes to be a hugely successful Country station in that he has worked at two of the highest-rated outlets in America — WUSY and WIVK/Knoxville. (Before joining WIVK he was on the air at KPLX/Dallas, in addition to being the MD.) I asked him if it was possible to pinpoint a couple of qualities exhibited by WIVK and WUSY that have served them both so well for so long. He answered, "A very focused branding of the stations and consistently meeting listeners' expectations."

Using WUSY as the example, he explained, "WUSY is the best at keeping things focused and making sure that everything that goes out over the air identifies it as US101. Consistent musical and personali-

ty identities are maintained. For instance, from the beginning to now, WUSY has a history of having great air talent. The talent embodies and makes the station. So everyone on the air has to carry that load. Whether it's news, weather, traffic, etc., everything that happens identifies this as US101.

"WUSY is branded in a very focused manner. We make sure that everything we do hits the target, and that we're not wasting time with the fluff on the side."

On the subject of consistency, Huff said, "Our audience knows what to expect from us, and it's critical that we meet or exceed those expectations all the time. When the weather turns bad, they know they'll get all the information they need. When the interstate is backed up, they know they'll get the traffic information they want. When there's a new song out by Garth Brooks, they know they're going to hear it here. They know we will do everything we can to meet their expectations."

"Many stations let that slide and don't worry about it, thinking they can get away with letting their listeners down once or twice. But as you do that, your credibility goes down. Our striving to fulfill — and exceed — listeners' expectations on a consistent basis is the key. When they turn to US101, they know they'll hear great music, have fun and get all of the information they need. And that is what we have to deliver on a consistent basis. When you do that over a number of years, as WUSY and WIVK have, you build a foundation upon which a great station can be built."



ALL SMILES — The title of Arista/Nashville artist Brad Paisley's debut single, "Who Needs Pictures," seemed fitting when he posed for a quick photo with Canadian representatives during his private showcase at CRS '99 in Nashville. Pictured (l-r) are BMG Music Canada Manager/National Country Promotion Warren Copnick; Y105/Ottawa, Ontario PD Ken Geiger; CKRY/Calgary, Alberta MD Paul Larsen; Paisley; and CKRY PD Phil Kallsen.

An Artist Looks At Pop 'Gaines'

■ Garth Brooks introduces Chris Gaines' music in a preview of *The Lamb*

Oddly enough, the artist wasn't even present when a crowd of some 200 radio programmers and record retailers showed up to hear his songs performed live for the first time. Or was he?

It depends on how you look at it. It was Gaines' music, but Garth Brooks performed it during a May 7 showcase at Paramount Studios in Los Angeles. Gaines, of course, is the fictional rock star Brooks will portray in the upcoming film *The Lamb*.

With the live showcase and subsequent press conference, Brooks provided the first preview of the music he's making as the Gaines character. The public gets to hear the music when "Lost in You," the first single from *In the Life of Chris Gaines*, is serviced to CHR and AC stations in August. And while the album and single will be shipped to Country radio as a courtesy, Gaines' music is decidedly rock. Produced by Don Was and set for October release, *In the Life of Chris Gaines* is a "greatest hits" compilation covering material the fictional rock singer would have recorded in the '80s and '90s.

As for the film, the script is still being written by Jeb Stuart, whose film credits include *The Fugitive* and *Die Hard*. Filming is expected to begin in the summer of 2000, and Brooks expects the project to be released within the next two years.

At the live showcase Brooks opted to forgo performing as Gaines, a character who sports long hair, eyeliner and a "soul patch" goatee. After explaining the concept of *The Lamb*, Brooks was backed by a band that featured guitarist/percussionist Crystal Taliefero (who has recorded and toured with Billy Joe), John Mellencamp, Bob Seger and many others), along with instrumentalists Tommy Simms, Wayne Kirkpatrick and Gordon Kennedy (who wrote Eric Clapton's "Change the World"). The set contained influences ranging from Bruce Springsteen and John Mellencamp to Stevie Wonder and Prince, including titles such as "Snow in July," "Mainstreet," "That's the Way I Remember It"

COUNTRY FLASHBACK

1 YEAR AGO

• No. 1: "This Kiss" — Faith Hill

5 YEARS AGO

• No. 1: "Wish I Didn't Know Now" — Toby Keith

10 YEARS AGO

• No. 1: "Better Man" — Clint Black

15 YEARS AGO

• No. 1: "When We Make Love" — Alabama

20 YEARS AGO

• No. 1: "If I Said You Had A Beautiful Body..." — Bellamy Brothers

25 YEARS AGO

• No. 1: "Is It Wrong" — Sonny James

and "The Way of the Girl."

If *In the Life of Chris Gaines* is a success, Brooks plans to release a soundtrack album for *The Lamb* around Christmas of next year. He also hinted that he might possibly go back to record and release the individual albums that provided the tracks for the faux greatest hits collection. In the meantime, Brooks is still planning to release his second Christmas album — a country project — later this year.

And while a rock star of Gaines' magnitude probably wouldn't bother meeting the crowd following a showcase, Brooks remained until every hand was shaken, every autograph signed and every photograph taken.

At a press conference Brooks again discussed *The Lamb*, emphasizing, "In no way is this Garth Brooks going pop." Noting that he has no plans to tour as Gaines,

Brooks says, "You can't tour with this guy, because you know it's gonna turn ugly. The first time someone goes, 'Hey, asshole, how about "Friends in Low Places"?' you know you're in trouble!"

Jones' Guilty Plea

George Jones last week pleaded guilty to a charge of driving while impaired in connection with a near-fatal traffic accident near his Nashville-area home in March. Jones was traveling alone in his Lexus sport utility vehicle when he crashed into a bridge near the Nashville suburb of Franklin.

Jones was fined \$500 on the driving while impaired charge, which carries a lesser penalty than driving under the influence of alcohol. Jones faced another \$50 fine for violating Tennessee's open container law after an opened pint of vodka was found in the vehicle. A reckless driving charge will be dismissed a year from now if Jones completes a required alcohol counseling program and is not arrested again.

Jones will not serve jail time and will be allowed to keep his driver's license. As a term of the guilty plea, the singer agreed to undergo a substance abuse counseling program.

Jones says, "I don't remember much about the day of the accident, but I do know that I was drinking and, obviously, my driving was impaired. I did wrong that day, and I take full responsibility for what happened." He admits, "I've had a lifelong struggle with alcohol. I thought I had it won, since I had been sober for more than 12 years. Truthfully, the struggle never ends, and I will get treatment to help me cope better."

Play Ball!

The ninth annual Wrangler/City of Hope Celebrity Softball Challenge takes place June 13 at Nashville's Greer Stadium. Serving as the unofficial kickoff to Fan Fair, the event has raised more than \$1 million for the City of Hope Medical Center and the Beckman Research Institute for their fight against cancer and other life-threatening diseases.

With teams sponsored by two of Nashville's Country stations — WSM and WSIX — the initial rosters include Neal McCoy, Bryan White, Mark Wills, Kenny Rogers, Lee Ann Womack, Chely Wright, Ricochet, the Wilkinsons, Montgomery Gentry, T. Graham Brown and Gary Allan.

The six-inning game is being taped by TNN for a June air date. Tickets are available by phoning (615) 255-9600.

Bits 'N' Pieces

Country Music Hall of Fame member Eddy Arnold has retired from the concert stage. Arnold's last concert appearance took place at the Orleans Hotel in Las Vegas on May 16, the day after his 81st birthday. After six decades in the music business, Arnold wants to spend more time traveling with his wife, Sally. However, he will con-



CHICKS HATCH THREE AWARDS — Three wins at the ACM Awards show by Monument's Dixie Chicks gave Sony Music/Nashville plenty to celebrate at the post-show party. The Chicks won as Top New Duo or Group and Top Duo or Group, while their Wide Open Spaces took Album of the Year honors. Pictured are (l-r) Dixie Chick Emily Robison, new husband (and Sony/Lucky Dog artist) Charlie Robison, Dixie Chick Martie Seidel, Deryl Dodd, Sony/Nashville President Allen Butler, Dixie Chick Natalie Maines, Eddie Montgomery, Danni Leigh, Troy Gentry, Shana Petrone, Ty Herndon, Joe Diffie and Sony Sr. VP/Sales & Marketing Mike Kraski.

tinue to record, noting that he recently completed an album that is tentatively set for release this fall.

Kenny Rogers will receive the Sammy Cahn Lifetime Achievement Award during the Songwriters Hall of Fame's 30th annual awards dinner in New York City. This year's Hall of Fame inductees are Peggy Lee, Tim Rice, Bruce Springsteen and the late Bobby Darin.

Reprise recording artists Paul Brandt and Claudia Church are in Bosnia, performing for U.S. troops in a USO-sponsored tour that wraps up Saturday (May 22).

Randy Travis was inducted into the North Carolina Music and Entertainment Hall of Fame during ceremonies last week in Charlotte. North Carolina Governor Jim Hunt proclaimed last Friday (5/14) "Randy Travis Day." The governor is turning it into an annual proclamation; in future years Randy Travis Day will take place on May 4 — Travis' birthday.

Sherrie Austin was in Washington, DC last week as Secretary of Defense William Cohen's guest at the Department of Defense's Joint Services Annual Open House Weekend, which is designed to encourage military recruitment. In addition to performing a concert at

the Andrews Air Force Base Officers Club, Austin was scheduled to jump out of a plane with the military drill team the Golden Knights.

After a recent show in Little Rock, Billy Ray Cyrus visited a Conway, AR Wal-Mart store, where he loaded up his tour bus with blankets, pillows, toothpaste, clothes and toys. Then he and his bus driver personally delivered the items to tornado victims in Malhull, OK.

Industry Notes

TBA Entertainment will be producing a series of annual pay-per-view specials patterned after last year's highly successful *Alabama for the Record*. This year's show will feature Merle Haggard in a live concert to take place this fall.

Chrysalis Music Group and the Creative Artists Agency are strengthening their alliance in music publishing. On the heels of the companies' nine-month-old co-publishing initiative, CAA now serves as agent for all of Chrysalis' publishing activities in Nashville. The move is designed to expand Chrysalis' presence in country music publishing, with CAA providing new avenues for the use of the company's song catalog in film, TV and new media.



CAPITOL GAINS — Capitol/Nashville celebrated ACM wins by Garth Brooks and Steve Wariner during a party at Ca'del Sole in Los Angeles. Brooks was named Entertainer of the Year, also picking up a special honor as the ACM's Artist of the Decade. Wariner's "Holes in the Floor of Heaven" was named Song of the Year. Pictured (l-r) are VP/Publicity Karen Byrd, Executive VP Bill Catino, President/CEO Pat Quigley, EMI Recorded Music North America CEO Ken Berry, Wariner, Jennifer Rawlings, Trace Adkins, VP/National Promotion Terry Stevens, VP/Finance Tom Becci, VP/Sales Bill Kennedy, EMI Recorded Music North America Deputy President Roy Lott and VP/Publicity Scott Stem.



MCA/ACM — MCA/Nashville held their annual ACM bash at the Bistrot Gardens in Los Angeles. Winding down after a big day are (l-r) Chely Wright, Trisha Yearwood, MCA/Nashville Chairman Bruce Hinton, Allison Moorer and Reba McEntire.

The New Album Gallery

In Stores: May 25, 1999



Mary Chapin Carpenter

Party Doll and Other Favorites (Columbia)

It's easy enough to compile a "greatest hits" album, but we have to admire an artist who can devise a creative way to provide a career retrospective. For Mary Chapin Carpenter, the job involved collecting a few original recordings from her albums, then mixing them up with live versions of familiar songs along with other, more obscure tracks. Carpenter has delivered "Down at the Twist and Shout" in a live version from the 1997 Super Bowl in New Orleans and "The Hard Way" from a live taping

for PBS. There are also "Quittin' Time," from a 1994 show at Nashville's Ryman Auditorium, and "I Take My Chances," from last year's concert in Madison, WI. Other cuts include "Grow Old With Me," from the album *Working Class Hero: A Tribute to John Lennon*, and "10,000 Miles," from the film *Fly Away Home*. The album also contains two new tracks: "Almost Home," written with Annie Roboff and Beth Nielsen Chapman, and "Party Doll," a Mick Jagger song. Carpenter says, "There is nothing like having a hit, and there is no way to take it for granted, unless you're an idiot." Adding that she has always recorded album tracks that weren't destined for airplay, Carpenter says she hopes this compilation "is less about hit-driven careers and more about what happens musically between those moments on the chart." No doubt, Country programmers are interested in that, too, judging from the SRO crowd at Carpenter's Printer's Alley showcase during this year's Country Radio Seminar.



Benny Martin

The Big Tiger Roars Again

(Original Music Showcase)

If you've never heard of Benny Martin, don't worry — but keep in mind that Vince Gill and Ricky Skaggs know him. They make guest appearances on the 71-year-old bluegrass fiddler's new album.

During the early '50s Martin recorded with Flatt & Scruggs, and bluegrass pioneer Earl Scruggs returns the favor by playing on *The Big Tiger Roars Again*. Gill sings lead on the Martin composition "If I Could Stay Away Long Enough," while Skaggs takes the

spotlight on "Me and My Fiddle." There are also guest appearances from Crystal Gayle, Tom T. Hall, Johnny Russell, Jim & Jesse McReynolds and Buck White. Bluegrass mainstay John Hartford, who has been one of Martin's biggest supporters in recent years, also performs on the CD. Hartford sums it all up when he says, "Like Beethoven, Mozart and Stephen Foster, true genius is never really appreciated by the masses during its lifetime. Benny Martin is the modern example."

GOING ON THE ADDS

May 24, 1999

Terri Clark "Unsung Hero"

Mercury: According to Terri Clark, producer Keith Stegall said the session for "Unsung Hero" was the most expensive vocal he had ever recorded. About the song and the session, Clark says, "It's quite challenging vocally. I blew out two pieces of equipment in the studio recording it because I was so loud!" The song was written by Tina Arena, David Tyson and Dean McTaggart. Clark says, "When my mom heard it, she started to cry. She is so close to me. I probably think of her more than anybody when I sing this song."

Vince Gill w/ Patty Loveless "My Kind of Woman..."

MCA: Patty Loveless has recorded with other male vocalists, but Vince Gill remains her favorite singing partner. Gill and Loveless got a Grammy nomination for their collaboration on "My Kind of Woman/My Kind of Man." Gill wrote it, and it appears on his album *The Key*, as well as on Loveless' recently released greatest hits package, *Classics*.



John Michael Montgomery

Home to You (Atlantic)

Home to You is John Michael Montgomery's seventh album, but it's his first work with producer Garth Fundis. Montgomery says, "I've always wanted him to produce an album for me, but he always had other obligations. I've listened to his productions for years, because he did a lot of Don Williams' records in the '70s and Keith Whitley's in the '80s. I always thought his productions were absolutely fabulous." Montgomery adds that he and Fundis were of the same mind when it came to the song selections for the

album. He says, "When I listen to songs, I try to get in my pickup truck and drive around. The general public doesn't get to listen to a song on big nice speakers the first time through. The first time they hear these songs is usually on the radio in their cars." He adds, "A song has to touch me as soon as it comes on, and grab me and pull me into it. If that happens, there's a good chance it's going to be one of the songs I'm probably going to cut. I just try to do songs that fans can relate to. This country is built on blue-collar, hard-working folks. It's what this country stands on." The album contains the current single, "Hello L.O.V.E."

OUT OF THE BOX

Patti Marshall, PD
WYGY/Cincinnati

SHERRIE AUSTIN

"Never Been Kissed," (Arista)

"Never Been Kissed" has a fresh sound, and the lively lyrics will grab your attention and keep you listening. It's a fun and exciting song — spirited and upbeat, with a catchy hook that sticks with you. It's the perfect first release off an incredible album. To me it is more than just song-driven for this particular artist. Austin's talent shines in all aspects of her music. Not only does she have a sensational voice, her writing skills are outstanding, and this entire production is unique. Not to mention she's great live too! Sherrie Austin is a tremendous talent — I just think she's a star!

ON THE RECORD

Mike Kennedy, PD
KBEQ/Kansas City

TRISHA YEARWOOD

"I'll Still Love You More," (MCA)

This is about as smooth as any song I have ever heard. This is the kind of song that sucks you in and keeps on reeling until you hit the payoff. Trisha Yearwood is as good as any artist in delivering a killer ballad with sincere emotion. "I'll Still Love You More" feels like one of those songs to me. Our industry is full of really talented female artists right now. It takes a familiar voice with a hit song to break through. I think Trisha has done it!

Service like you'd expect. SM



RESULTS MARKETING
CREATIVE PROMOTIONS

800-786-8771 • www.resultsmarketing.com

COUNTRY REPORTERS

Stations and their adds listed alphabetically by market

KEAN/Abilene, TX PD: Duayne Alexander APD: Rudy Alan Fernandez Kenny Rogers Susan Ashton Warren Brothers	WZZK/Birmingham, AL PD: Jim Tico APD: Scott Stewart Clay Walker John M. Montgomery Jo Dee Messina	KPLX/Dallas, TX PD: Brian Phillips APD: Smalley Rivers Tommy Stinson Jo Dee Messina 4 Faith Hill 3 Doug Stone	KSSS/Fresno, CA PD: Ken Boeson APD: Steve Montgomery Tommy Stinson & Vole 6 Dwight Yoakam 6 Warren Brothers 4 Jo Dee Messina 3 Doug Stone	WDDY/Johnson City, TN PD: Bill Hogg APD: Reggie Neal Tommy Stinson & Vole 12 Kenny Rogers	WYOM/Madison, WI PD: Steve O'Brien APD: Mel McKenzie Redmon & Vale Trisha Yearwood Kenny Chesney	KTSY/Oaklahoma City, OK PD: Ted Secker APD: Creak Paul Brandt Faith Hill	WDDR/Raleigh, NC PD: Len Shuckartz Dwight Yoakam Dwight Yoakam Deana Carter Diamond Rio	KMPS/Seattle, WA PD: Mark Richards APD: Tony Thomas Dwight Yoakam Lonestar Joe Diffie	WZZD/Tupelo, MS PD: Tom Freeman APD: Lora Menzel No Adds	
WOMY/Akron, OH PD: Kevin Mason APD: Bill Shiel John M. Montgomery Joe Diffie	KIZN/Boise, ID PD: Rick Summers APD: Spencer Burke Ricochet Warren Brothers Susan Ashton Chad Brock Matt King	KYNG/Dallas, TX PD: Bob Anderson APD: Jim Yerd Faith Hill Kenny Chesney	WBCT/Grand Rapids, MI PD: Doug Montgomery APD: Don Tull Chad Brock Steve Azar Sherrrie Austin	WMTZ/Johnstown, PA PD: Brian Cleary APD: George Jones George Jones Faith Hill Sherrrie Austin Warren Brothers Paul Brandt	KTXK/Albion, TX PD: Deane Powers 7 Neal McCoy 2 Sherrie Austin	KCKY/Oaklahoma City, OK PD: Ted Secker APD: Paul Brandt Faith Hill	KULR/Reno, NV PD: Tom Jordan APD: Chuck Reeves 10 Matt King 3 Warren Brothers	KYCW/Seattle, WA PD: Becky Brunner APD: Mike Peterson George Jones Faith Hill	KNUK/Tyler, TX PD: Larry Kent APD: John Moore George Jones Kenny Rogers Dwight Yoakam Faith Hill	
WGNA/Albany, NY PD: Buzz Brindle APD: Bill Easley Kenny Chesney Shedaisy Brad Paisley	WKLV/Boston, MA PD: Mike Brophy APD: Steve Summers 19 Dwight Yoakam	WYMG/Dallas, TX PD: John Anthony APD: Brad Paisley Doug Stone	WHSL/Greensboro, NC PD: Brian Landrum APD: Danny Hall MD: James Austin 5 Dwight Yoakam 2 Brooks & Dunn 1 M. Chapin Carpenter Susan Ashton Kenny Rogers Warren Brothers Alabama	KBCG/Kansas City, MO PD: Mike Kennedy APD: T. McEntire MD: Susan Ashton 8 Warren Brothers	WOGY/Memphis, TN PD: Jeff Burgo APD: Bill Hogg MD: Matt Albritton 4 Joe Diffie 2 Randy Travis 1 Jo Dee Messina	WYOM/Oaklahoma, NE PD: Tom Jordan APD: Paul Brandt Faith Hill	WKML/Richmond, VA PD: Kevin King APD: Sara Evans 3 Brooks & Dunn 3 Sara Evans 2 George Jones 2 M. Chapin Carpenter Faith Hill Billy Ray Cyrus	KRMD/Shreveport, LA PD: John Swan APD: Dwight Yoakam Diamond Rio Trisha Yearwood	KJUS/Visalia, CA PD: Dave Daniels APD: John Anderson Susan Ashton Dwight Yoakam	
KRST/Albuquerque, NM PD: Brad Barrett APD: Chas Mabeu Faith Hill Jo Dee Messina M. Chapin Carpenter	WYRI/Suffolk, NY PD: Justin Case APD: John Paul 7 John M. Montgomery 2 Alabama	KYGO/Denver, CO PD: John St. John MD: Ted Swenson 3 Dwight Yoakam John M. Montgomery	WTOR/Greensboro, NC PD: Paul Francis APD: Deane St. Clair 1 Warren Brothers	KRFK/Kansas City, MO PD: Dale Carter APD: Tony Stinson 11 Mark Chesnut 11 John M. Montgomery	WYOM/Oaklahoma, NE PD: Tom Jordan APD: Paul Brandt Faith Hill	WKML/Richmond, VA PD: Kevin King APD: Sara Evans 3 Brooks & Dunn 3 Sara Evans 2 George Jones 2 M. Chapin Carpenter Faith Hill Billy Ray Cyrus	WYTI/South Bend, IN PD: Ralph Cherry APD: Lisa Kast Ricochet	KFRG/Riverside, CA PD: Ray Masie APD: Don Jorgensen Lonestar	KDRI/Spokane, WA PD: Ray Edwards APD: Tony Trivette 6 Kenny Chesney 3 Kenny Rogers 2 Faith Hill	WACO/Waco, TX PD: Zach Owen 10 Kenny Rogers 10 Faith Hill 10 Doug Stone
WCTO/Allentown, PA PD: Chuck Geiger APD: Brian Lee 19 Sara Evans 5 Chely Wright	KHAI/Cedar Rapids, IA PD: Jeff Winder APD: Dawn Johnson 3 George Jones 3 Dwight Yoakam 3 Chalee Tennison 3 Chad Brock	KYMG/Dallas, TX PD: John Anthony APD: Brad Paisley Doug Stone	WYOS/Oaklahoma, NE PD: Tom Jordan APD: Paul Brandt Faith Hill	WYOM/Oaklahoma, NE PD: Tom Jordan APD: Paul Brandt Faith Hill	WYOM/Oaklahoma, NE PD: Tom Jordan APD: Paul Brandt Faith Hill	WYTI/South Bend, IN PD: Ralph Cherry APD: Lisa Kast Ricochet	KFRG/Riverside, CA PD: Ray Masie APD: Don Jorgensen Lonestar	KDRI/Spokane, WA PD: Ray Edwards APD: Tony Trivette 6 Kenny Chesney 3 Kenny Rogers 2 Faith Hill	WACO/Waco, TX PD: Zach Owen 10 Kenny Rogers 10 Faith Hill 10 Doug Stone	WMZO/Washington, DC PD: Mac Daniels APD: John Anderson 7 Reba McEntire
WFGY/Altoona, PA PD: Polly Worrell APD: Gill Wilevless	WYKY/Champaign, IL PD: Nicole Boats APD: Terry Clark Terry Clark	WYMG/Dallas, TX PD: John Anthony APD: Brad Paisley Doug Stone	WYOM/Oaklahoma, NE PD: Tom Jordan APD: Paul Brandt Faith Hill	WYOM/Oaklahoma, NE PD: Tom Jordan APD: Paul Brandt Faith Hill	WYOM/Oaklahoma, NE PD: Tom Jordan APD: Paul Brandt Faith Hill	KFRG/Riverside, CA PD: Ray Masie APD: Don Jorgensen Lonestar	KDRI/Spokane, WA PD: Ray Edwards APD: Tony Trivette 6 Kenny Chesney 3 Kenny Rogers 2 Faith Hill	WACO/Waco, TX PD: Zach Owen 10 Kenny Rogers 10 Faith Hill 10 Doug Stone	WMZO/Washington, DC PD: Mac Daniels APD: John Anderson 7 Reba McEntire	WDEZ/Washe, WI PD: Scott Shannon APD: Paul Neumann 6 Dwight Yoakam 6 Gill Wilevless 1 M. Chapin Carpenter
WYKY/Champaign, IL PD: Nicole Boats APD: Terry Clark Terry Clark	WYMG/Dallas, TX PD: John Anthony APD: Brad Paisley Doug Stone	WYOM/Oaklahoma, NE PD: Tom Jordan APD: Paul Brandt Faith Hill	WYOM/Oaklahoma, NE PD: Tom Jordan APD: Paul Brandt Faith Hill	WYOM/Oaklahoma, NE PD: Tom Jordan APD: Paul Brandt Faith Hill	WYOM/Oaklahoma, NE PD: Tom Jordan APD: Paul Brandt Faith Hill	KFRG/Riverside, CA PD: Ray Masie APD: Don Jorgensen Lonestar	KDRI/Spokane, WA PD: Ray Edwards APD: Tony Trivette 6 Kenny Chesney 3 Kenny Rogers 2 Faith Hill	WACO/Waco, TX PD: Zach Owen 10 Kenny Rogers 10 Faith Hill 10 Doug Stone	WMZO/Washington, DC PD: Mac Daniels APD: John Anderson 7 Reba McEntire	WDEZ/Washe, WI PD: Scott Shannon APD: Paul Neumann 6 Dwight Yoakam 6 Gill Wilevless 1 M. Chapin Carpenter
WYKY/Champaign, IL PD: Nicole Boats APD: Terry Clark Terry Clark	WYMG/Dallas, TX PD: John Anthony APD: Brad Paisley Doug Stone	WYOM/Oaklahoma, NE PD: Tom Jordan APD: Paul Brandt Faith Hill	WYOM/Oaklahoma, NE PD: Tom Jordan APD: Paul Brandt Faith Hill	WYOM/Oaklahoma, NE PD: Tom Jordan APD: Paul Brandt Faith Hill	WYOM/Oaklahoma, NE PD: Tom Jordan APD: Paul Brandt Faith Hill	KFRG/Riverside, CA PD: Ray Masie APD: Don Jorgensen Lonestar	KDRI/Spokane, WA PD: Ray Edwards APD: Tony Trivette 6 Kenny Chesney 3 Kenny Rogers 2 Faith Hill	WACO/Waco, TX PD: Zach Owen 10 Kenny Rogers 10 Faith Hill 10 Doug Stone	WMZO/Washington, DC PD: Mac Daniels APD: John Anderson 7 Reba McEntire	WDEZ/Washe, WI PD: Scott Shannon APD: Paul Neumann 6 Dwight Yoakam 6 Gill Wilevless 1 M. Chapin Carpenter

187 Total Reporters
 187 Current Reporters
 182 Current Playlists

Reported Frozen Playlist (3):
 WCOS/Columbia, SC
 KTOM/Monterey-Salinas, CA
 WWJO/S. Cloud, MN

Did Not Report, Playlist Frozen (2):
 WXTU/Philadelphia, PA
 WBSS/Syracuse, NY

COUNTRY PLAYLISTS

FIND COMPLETE PLAYLISTS FOR ALL COUNTRY REPORTERS ON R&R ONLINE MUSIC TRACKING

Market #12: WTAY/Atlanta ABC (770) 955-0106. Playlist for WTOP.67 with 28 tracks including Andy Griggs and Shania Twain.

Market #14: KMPX/Seattle Infinity (206) 805-0941. Playlist for 94 TRAPSE with 28 tracks including Tim McGraw and Sawyer Brown.

Market #14: KYCW/Seattle Infinity (206) 216-0965. Playlist for 96.5 KYCW with 28 tracks including Steve Wariner and Shania Twain.

Market #15: KMLE/Phoenix Chancellor (602) 264-0108. Playlist for KMLE/Phoenix with 30 tracks including Tim McGraw and George Strait.

Market #15: KRXI/Phoenix Owners/ABC (602) 966-6236. Playlist for KRXI/Phoenix with 37 tracks including Collin Raye and George Strait.

Market #16: KSON/San Diego Jefferson-Pilot (619) 291-9797. Playlist for KSON with 24 tracks including Collin Raye and Steve Wariner.

Market #17: WJLC/Long Island Barnstable (516) 423-6740. Playlist for WJLC with 26 tracks including Herndon/Hands of A. and Steve Wariner.

Market #18: KEEY/Minneapolis Chancellor (612) 820-4200. Playlist for KEEY with 26 tracks including DeDe Chick's Tonight and Brad Paisley.

Market #19: WIL/El. Louis Sinclair (314) 781-9600. Playlist for WIL with 38 tracks including Steve Wariner and Tim McGraw.

Market #19: WKIX/El. Louis Emmis (314) 821-4106. Playlist for WKIX with 33 tracks including Sawyer Brown and Collin Raye.

Market #20: WPOG/Baltimore Clear Channel (410) 366-3693. Playlist for WPOG with 31 tracks including Collin Raye and DeDe Chick's Tonight.

Market #21: WDSY/Pittsburgh Infinity (412) 920-9400. Playlist for WDSY with 21 tracks including Kenny Chesney and Collin Raye.

Market #22: WQYK/Tampa Infinity (727) 576-6055. Playlist for WQYK with 17 tracks including Shania Twain and Collin Raye.

Market #22: WRTD/Tampa Infinity (813) 287-1047. Playlist for WRTD with 40 tracks including Tim McGraw and George Strait.

Market #23: KYGO/Denver Jefferson-Pilot (303) 321-0950. Playlist for KYGO with 25 tracks including Tim McGraw and George Strait.

A

SHERRIE' AUSTIN Never Been Kissed (*Arista 3140*)
Prod: Ed Seay, Will Rambeaux Wr: Sherrie' Austin, Greg Barnhill, Will Rambeaux Pub: Reynsong Publishing Corp., Lucky Ladybug Publishing, Bayou Boy Music (BMI)/Chrysalis Music, Audacity Music (ASCAP) Mgr: Fitzgerald-Hartley Co.

B

DAVID BALL Watching My Baby Not Coming Back (*Warner Bros.*)
Prod: Don Cook Wr: David Ball, Brad Paisley Pub: EMI Blackwood Music Inc./Montcrest Music BMI/EMI April Music Inc. ASCAP

BLACKHAWK Your Own Little Corner Of My Heart (*Arista 3158*)
Prod: Mark Bright, Tim DuBois Wr: Walt Aldridge, Brad Cansler Pub: EMI April Music Inc., Waltz Time Music, Inc./Rick Hall Music, Inc. (ASCAP) Mgr: Mike Robertson Management

PAUL BRANDT That's The Truth (*Reprise 9704*)
Prod: Chris Farren Wr: Paul Brandt, Chris Farren Pub: Pollywog Music SOCAN/BMI/Windswept Music/In The Falway Music ASCAP

CHAD BROCK Ordinary Life (*Warner Bros. 9526*)
Prod: Norro Wilson, Buddy Cannon Wr: Bonnie Baker, Connie Harrington Pub: McSpadden Music (a division of McSpadden-Smith Music) LLC BMI/Magnolia Hill Music ASCAP Mgr: James Dowell Management

BROOKS & DUNN South Of Santa Fe (*Arista 3164*)
Prod: Don Cook, Kix Brooks, Ronnie Dunn Wr: Kix Brooks, Paul Nelson, Larry Boone Pub: Sony/ATV Songs LLC dba Tree Publishing Co., Buffalo Prairie Songs, Terilee Music (BMI)/Sony/ATV Tunes LLC dba Cross Keys Publishing Co. (ASCAP) Mgr: Tittley/Spalding

C

MARY CHAPIN CARPENTER Almost Home (*Columbia 42001*)
Prod: Mary Chapin Carpenter, Blake Chancey Wr: Mary Chapin Carpenter, Beth Nielson Chapman, Annie Roboff Pub: Why Walk Music (ASCAP)/Almo Music Corp. (ASCAP)/BNC Songs (ASCAP)/Arwa Music (ASCAP)

DEANA CARTER Angels Working Overtime (*Capitol 7087*)
Prod: Deana Carter, Chris Farren Wr: Michael Dulaney, Michael Lunn Pub: Michaelhouse Music (BMI)/Ensign Music Corporation (BMI)/WB Music Corp. (ASCAP)/Lunnmusic (Adm. by WB Music Corp.) (ASCAP) Mgr: The Left Bank Organization

KENNY CHESNEY You Had Me From Hello (*BNA 65728*)
Prod: Buddy Cannon, Norro Wilson Wr: Kenny Chesney, Skip Ewing Prod: Acuff-Rose Music, Inc. (BMI) Mgr: International Management Services

BILLY RAY CYRUS Give My Heart To You (*Mercury 232*)
Prod: John Keltton, Keith Stegall Wr: Walt Aldridge, Bob DiPiero Pub: Rick Hall Music, Inc./Watertown Music, Admin. by RHM (ASCAP); Little Big Town Music/American Made Music, Admin. by Little Big Town Music (BMI)

D

DIAMOND RIO I Know How The River Feels (*Arista 3153*)
Prod: Michael D. Clute, Diamond Rio Wr: Steven Dale Jones, Amy Powers Pub: Famous Music Corporation, Island Bound Music, Inc./Powers Be That Music (ASCAP) Mgr: Ken Kragen Management

JOE DIFFIE A Night To Remember (*Epic 41907*)
Prod: Don Cook, Lonnie Wilson Wr: Max T. Barnes, T.W. Hale Pub: Curb Songs (ASCAP)/Kinetic Diamond II (ASCAP)/Rob 'N Riley (ASCAP)/Songs Of Peer, Ltd. (ASCAP)/Grammy Music Publishing (ASCAP)

DIXIE CHICKS Tonight The Heartache's On Me (*Monument 41601*)
Prod: Paul Worley, Blake Chancey Wr: Mary W. Francis, Johnny MacRae, Bob Morrison Pub: Music City Music Inc./admin. by EMI April Music Inc./Southern Days Music (ASCAP)

E

SARA EVANS Fool, I'm A Woman (*RCA 65711*)
Prod: Norro Wilson, Buddy Cannon Wr: Sara Evans, Matraca Berg Pub: Sony/ATV Songs LLC/Windswept Pacific Songs/Wedgewood Avenue Music/Hillbilly Music Mgr: Brenner Management, Inc.

G

ANDY GRIGGS You Won't Ever Be Lonely (*RCA 65642*)
Prod: David Malloy, J. Gary Smith Wr: Andy Griggs, Brett Jones Pub: Sony/ATV Songs LLC adm. by Sony/ATV Music Publishing

H

TY HERNDON Hands Of A Working Man (*Epic 41664*)
Prod: Byron Gallimore Wr: D. Vincent Williams, Jim Collins Pub: Warner-Tamerlane Publishing Corp. (BMI)/Sugar Bend Music (BMI) Mgr: Dana Miller Entertainment

J

ALAN JACKSON Gone Crazy (*Arista 3155*)
Prod: Keith Stegall Wr: Alan Jackson
Pub: WB Music Corp., Yee Haw Music (ASCAP) Mgr: Chip Peay Management

GEORGE JONES Choices (*Asylum/EEG 1331*)
Prod: Keith Stegall Wr: Billy Yates, Mike Curtis
Pub: Music Corporation of America, Inc./So Bizzy Music/Hillbillion Music (BMI)/Boondocks Music/Makin' Friends Music, Inc./MacWadkins Publishing (ASCAP)

K

SAMMY KERSHAW & LORRIE MORGAN Maybe Not Tonight (*Mercury 234*)
Prod: Keith Stegall Wr: Keith Stegall, Dan Hill Pub: Smash Vegas Music, A Div. of Big Picture Entertainment/November One Songs; If Dreams Had Wings Ltd. (BMI)

L

LONESTAR Amazed (*BNA 65731*)
Prod: Dann Huff Wr: Marv Green, Aimee Mayo, Chris Lindsey Pub: Warner-Tamerlane Publishing Corp./GoldenWheat Music (BMI) Mgr: Carter Career Management

M

MARTINA MCBRIDE Whatever You Say (*RCA 7863*)
Prod: Paul Worley, Martina McBride Wr: Tony Martin, Ed Hill Pub: Hamstein Cumberland Music/Baby Mae Music/New Haven Music, Inc./Music Hill Music (BMI) Mgr: Bruce Allen Management

REBA McENTIRE One Honest Heart (*MCA 72094*)
Prod: David Malloy, Reba McEntire Wr: David Malloy, Frank J. Myers, Gary Baker Pub: Starstruck Angel Music, Inc./Malloy's Toys Music (BMI)/Dixie Stars Music/Zomba Enterprises, Inc./Swear By It Music (ASCAP) Mgr: Starstruck Entertainment

TIM MCGRAW Please Remember Me (*Curb 1497*)
Prod: Byron Gallimore, James Stroud, Tim McGraw Wr: Rodney Crowell, Will Jennings Pub: Sony/ATV Tunes LLC (ASCAP)/Blue Sky Rider Songs (BMI) Mgr: RPM Management

JO DEE MESSINA Lesson In Leavin' (*Curb 1505*)
Prod: Byron Gallimore, Tim McGraw Wr: Randy Goodrum, Brent Maher Pub: Chappell & Co. (ASCAP)/Salmaker Music (ADCAP)/Sony ATV Tunes LLC/Blue Quill Music (ASCAP) Mgr: Refugee Management International

SHANE MINOR Slave To The Habit (*Mercury 235*)
Prod: Dann Huff Wr: Kostas, Toby Keith, Chuck Cannon Pub: Songs of Polygram Int'l, Inc./Seven Angels Music/Tokeco Tunes/Wacissa River Music, Inc., Admin. by MRBI (BMI) Mgr: Bud Prager

JOHN MICHAEL MONTGOMERY Hello L.O.V.E. (*Atlantic 8866*)
Prod: Garth Fundis Wr: Jeffrey Steele, Danny Wells Pub: Windswept Pacific Songs, BMI/My Life's Work Music, BMI
Mgr: Hallmark Direction

MONTGOMERY GENTRY Hillbilly Shoes (*Columbia 41849*)
Prod: Joe Scelfo Wr: Mike Gaiger, Woody Mullis, Bobby Taylor Pub: Sosen Stars Music (BMI) Mgr: Hallmark Direction

P

BRAD PAISLEY Who Needs Pictures (*Arista 3156*)
Prod: Frank Rogers Wr: Brad Paisley, Chris DuBois, Frank Rogers Pub: EMI April Music Inc., Plaid Paisley Music, Cattle Call Music, Sea Gayle Music (ASCAP) Mgr: Jag Management

R

RICDCHET Seven Bridges Road (*Columbia 40352*)
Prod: Ron Chancey Wr: Steve Young Pub: Irving Music Inc. (BMI) Mgr: Hallmark Direction

S

SAWYER BROWN Drive Me Wild (*Curb 148*)
Prod: Mark Miller, Mac McAnally Wr: Mark Miller, Greg Hubbard, Mike Lawler Pub: Travelin' Zoo Music (ASCAP)/Myrt & Chuck's Boy Music (ASCAP)/Cal IV Music/Cooter Moe Music (ASCAP) Mgr: TKO Artist Management

DOUG STONE Make Up In Love (*Atlantic 8901*)
Prod: Wally Wilson, Doug Stone Wr: Danny Orton, Tony Ramey Pub: MCA Publishing (a Division of Universal Studios Inc., ASCAP/O-Tex Music, BMI.)

GEORGE STRAIT Write This Down (*MCA*)
Prod: Tony Brown, George Strait Wr: Dana Hunt, Kent M. Robbins Pub: Neon Sky Music (ASCAP)/Irving Music, Inc./Cotter Bay Music (BMI) Mgr: Erv Woolsey

T

CHALEE TENNISON Someone Else's Turn To Cry... (*Asylum/EEG 1295*)
Prod: Jerry Taylor Wr: Chalee Tennison, Jim Robinson Pub: Sony/ATV Songs LLC (BMI)/WB Music Corp./Good Apple Music (ASCAP)

RANDY TRAVIS Stranger In My Mirror (*DreamWorks 5151*)
Prod: James Stroud, Byron Gallimore, Randy Travis Wr: Skip Ewing, Kim Williams Pub: Acuff-Rose Music, Inc. (BMI)/Sony/ATV Tunes LLC dba Cross Keys Pub. Co./Kim Williams Music (ASCAP) Mgr: Elizabeth Travis Management

SHANIA TWAIN Man! I Feel Like A Woman (*Mercury*)
Prod: Robert John "Mutt" Lange Wr: Shania Twain, Robert John "Mutt" Lange Pub: Songs of PolyGram Int'l, Inc./Loon Echo Inc. (BMI); Zomba Interprises Inc. (ASCAP) Mgr: Jon Landau Management

W

STEVE WARINER Two Teardrops (*Capitol 7087*)
Prod: Steve Wariner Wr: Bill Anderson, Steve Wariner Pub: Warner-Tamerlane Publishing Corp. (BMI)/Top Down Music (BMI)/Steve Wariner Music, Inc. (BMI) Mgr: Renaissance Management (Clark Beavon)

WARREN BROTHERS She Wants To Rock (*BNA 65769*)
Prod: Chris Farren Wr: Brad Warren, Brett Warren, Rob Stoney Pub: Sony/ATV Songs LLC dba Tree Publishing Co.
Mgr: Vector Management

WILKINSONS Boy Oh Boy (*Giant 9687*)
Prod: Tony Haselden, Russ Zavitsou, Doug Johnson Wr: Steve Wilkinson, Amanda Wilkinson Pub: Golden Phoenix Music Corp./Kiayasongs Music Publishing/Amandasongs Music Publishing SOCAN/Chunk-It Music ASCAP Mgr: Fitzgerald-Hartley Co.

CHELY WRIGHT Single White Female (*MCA 72092*)
Prod: Tony Brown, Buddy Cannon, Norro Wilson Wr: Shaye Smith, Carolyn Dawn Johnson Pub: EMI Blackwood Music Inc./Mark Alan Springer Music (BMI)/Blakemore Avenue Music/Windswept Music (ASCAP) Mgr: Tittley Spalding Associates

Y

TRISHA YEARWOOD I'll Still Love You More (*MCA*)
Prod: Tony Brown, Trisha Yearwood Wr: Diane Warren Pub: Realsongs (ASCAP) Mgr: Ken Kragen



MIKE KINOSHIAN
mkinosox@online.com

I'm Not Selling — It's As Simple As That

■ Independent station owner Jerry Lee stands his ground ... and for good reason

In any discussion concerning independent radio owners, Jerry Lee will probably be the first name uttered. At a time when some other stations don't even have enough time to print new stationery between sales, WBEB/Philadelphia remains firmly Lee's property.

His position against selling this consistently top-rated mainstream AC is now so well known that no major chain has even approached him in the past year. "Everyone knows I'm going to hang in for another 30 years," jokes Lee, who observed his 63rd birthday several weeks ago. "I turn down people so emphatically that we don't even discuss price. It doesn't matter what someone offers. I'm not selling the radio station. It's as simple as that."

The station now known as WBEB went on from a CP in 1963. Lee's initial involvement didn't include equity, but he received a percentage of override on sales. As business grew, the deal was restructured, giving him a greater piece of the action. "The total investing capital for down payment, equipment and six-weeks' operating costs was \$28,500. In today's money that's about \$100,000. My partner was a Philco engineer who lived very frugally for a number of years and was able to save that kind of money."

The BIC Reason

While he may appear stubborn to some, or simply highly principled to

others, there is a specific reason why Lee won't sell WBEB. "I'm the founder/Chairman of the Broadcast Industry Council, which is a subsidiary of the NAB. I founded the council in 1981 to address the problems of productivity in the U.S."

There was a major concern in 1971 that, by the year 2000, the U.S. might rank third in the world economy behind Japan and Germany. "This was the first time the industry tried solving a social problem," comments Lee. "Prior to that, we were a conduit for the ad council."

So, 17 years ago he approached the NAB's board with a stern advisement. "I felt that our children would have a lower standard of living. We owed it to them to use radio's and television's power to bring forth to the people what needed to be done in productivity."

The board's reaction was pretty dramatic. "They actually carried me out of the room on their shoulders."

“I've found a very nifty way to make social change, and WBEB is my platform. By selling the station, I'd lose that platform.”

Union Of Labor & Management

Without wasting time, Lee brought together nine of that era's productivity leaders at the NAB's Washington headquarters. "We brainstormed for a day and concluded that labor and management had to work together. About \$200 million in radio and television time was donated to this cause, and the top 100 trade organizations worked with us to transmit information to their members."

Veteran radio and TV news anchor Howard K. Smith became the group's spokesperson. "When he wrote his autobiography three years ago, he was kind enough to mention me by name. I also received a presidential award. But more importantly, it was felt that this massive broadcasting industry campaign was largely responsible for the dramatic turnaround of the country's productivity."

Originally called the Broadcast Industry Council to Improve American Productivity, the group now tackles inner-city problems, including crime, education and employment. "I've found a very nifty way to make social change, and WBEB is my platform. By selling the station, I'd lose that platform."

After discovering, for example, that Boston was able to reduce teen violence, Lee envisions that a radio GM in another city will pick up the phone and ask the local police commissioner how it can be done in their city. "Just by doing that, we force action. Our website lists the latest crime findings."

Beginning this September, the Jerry Lee Foundation will award a \$2,500 cash prize annually to the radio or TV station doing the best job of addressing crime in the community. "I can't do this type of thing if I leave the industry," Lee says. "I'm also the head of the advisory board for the country's top criminology school, the University of Maryland, as well as the advisory board head for Drexel University's School of Education. Being in the radio and television business gives you access you couldn't achieve any other way. By being a broadcaster, I can call anybody."

With consolidation, he believes, it will be even easier for broadcasters to make a positive impact. "There are fewer people to deal with, and I'm only asking them to make an occasional phone call to ask questions of key community leaders."

No Expansion Plans

Just as Lee has no intention of selling WBEB, he likewise has no plans to buy other facilities.



Jerry Lee

The Circus Comes To Town

■ Star/L.A. CD showcases Jamie, Frosty & Frank

To commemorate morning team Jamie, Frosty & Frank's first anniversary at Pop/Alternative KYSR (Star 98.7)/Los Angeles, the station last month began marketing *Three Ring Circus*, a 45-minute CD highlighting some of the trio's more memorable on-air moments.

The CD launch was made into a major event six weeks ago (4/9), with Star closing down the famed Santa Monica pier for a listener-only celebration. More than 1,000 people turned out for the circus-themed party and were entertained by jugglers and escape artists.

"Their fans are just so crazy for them that they stood in line for hours just to meet them," remarks PD Angela Perelli. "They recently did in-store appearances at Virgin Megastores, and people were lined up around the block."

"The show can be hard to explain, because the characters are so crazy. We've found that many listeners want to share the show. Some have mailed the CD to their family and friends, and others have played it over the phone. One particular favorite bit is about a woman who had sex with a midget." Jamie, Frosty & Frank got such a charge out of the call that Star produced a 30-second CD promo with just the morning team's uncontrollable laughter.

Those purchasing the CD also get a screen-saver. "Every station is trying to get remembered for in-office listening. It's important for us to have our logo on a screen-saver in front of people's faces at work."



Angela Perelli

Pizza Party

Timing for the party nearly coincided with the start of the spring book (4/1). Reflecting on some CD production logistics, Perelli notes, "We had a brand-new producer who didn't know any of Jamie, Frosty & Frank's work. So we ordered a few pizzas one day, sat in my office and listened to a bunch of their stuff. Everyone put in a lot of hours trying to edit things so each track had a beginning, middle and end. But our morning show is such a stream of consciousness thing that it's hard to edit something into a three-minute bit."

The American Cancer Society benefits from the sale of the \$12.99 *Three Ring Circus* CD, with money specifically going toward breast cancer research. It's hoped that \$50,000 will be raised. "We know we'll be helping local women," notes Perelli. "Jamie's mother is dying of breast cancer, and we thought it was fitting to have Jamie help a cause like this."

More CDs Coming

Release of the morning show CD doesn't mean Star will put the brakes on its annual *Star Lounge* compilation in December. "They're totally different animals," explains Perelli. "Last year's *Star Lounge* CD sold 15,000 units in 36 hours. We can put whatever we want on our morning show CD, because it's all talk. When it comes to music, you have to get permission from artists, managers, labels and publishers. It's also getting harder, because so many other people are starting to do it."

"We'll focus on the artwork in late summer, and everything will come together in late October/early November. We're looking to add live tracks by Sheryl Crow, Dave Matthews, Alanis Morissette and Sugar Ray. If we get everyone's permission, it will be the best *Star Lounge* CD yet."

This will mark the fourth year for that effort. Money has been earmarked in the three previous years for Victory Over Violence, which helps battered women. "Being associated with female causes really works for us," Perelli says. "In addition to liking the music, people feel they're doing something positive. I want things like this to be meaningful for women."

"There's a good reason for that: I have no debt, and competitors can't come against me. If someone tried, I'd get as much as \$5 million in five minutes and bury them. If I went out and bought another station for \$120 million, I'd have debt."

"In 1999's first quarter WBEB's business is up 41%. We'll do over \$26 million this year. That throws off significant cash flow for a single station. I really believe we can run WBEB up 30% a year for the

next five years."

As the old adage says, "Everyone has a price." Lee admits that, years ago, his price might have been \$100 million. "But when I got that offer, I still didn't want to get out. This business is too good to me, and I need the station to help make social change. We could probably get \$200 million today, but I tell people not even to submit bids. Things are happening left and right. In my 35 years in the business, I've never been so excited."

Nat Leo

"Poetry Man"

R&R 18 +94 spins Most Increased
Billboard 25* Gavin 5*!

Majors: WASH (30x!), WBEB, WMJX, WPCH,
WLTE, KEZK, WSHH, KOSI, WDOK, KGBY, KUDL,
WLTQ, WWLI, WSNY, and many more...

Mahalo AC Radio!

NLP Records/Mark Taylor 888-441-7440

ELTON JOHN with HEATHER HEADLEY & SHERIE SCOTT

"A Step Too Far"

#1 Most Added!!

WLTW WMGF
 WLIT WLMG
 WNDP WRGH
 KVIL WRVR
 WLTE WEAT
 KEZK WVEZ
 WLIF KMGJ
 WSHH WMJJ
 KOSI WTVR
 WDOK WMYI
 KKCW KSSK
 KUDL KVLY
 WLTO KSOF
 WLLI WLEV



WJBR WMJY
 KWAV KOOL
 KKLY KGBX
 WTCB WRWC
 WAJI WXKC
 WDEF WMSN
 WFMK KDAT
 WAHR KELO
 KJSN KATF
 WHBC WKWK
 KRNO WOMZ
 KTRR WEZF
 WSWT KSRC
 WFPG KTDY

The follow-up to the #1 smash
 "Written In The Stars"

IMPACTING RADIO NOW

Album Executive Producer: Phil Ramone

Management for Elton John: Colin Bell & Frank Presland / Elton John Mgmt Ltd.

©1999 Polygram Records, Inc., a Universal Music Company

www.polygram-us.com/aida

rocket



Oliver & Boyd, The Official Production Co. of

NEW Radicals

Someday we'll know

from the million-selling album
Maybe you've been brainwashed too.

- Already Playing:
- | | | | |
|------|------|------------------|------|
| WTMX | KCDU | WPTL | KLCA |
| KLLC | WBAM | KTOZ | KMXC |
| WLIR | WOSM | KVUU | KAEP |
| WALC | KOSO | KVSR | KLY |
| WMBX | KENZ | and many more... | |

MONITOR MODERN ADULT AIRPLAY 40. III
"Someday We'll Know" is calling out,
selling tons and requesting
our #1 most played song!!!
Barry James PD/WTMX/Chicago

Produced & Arranged by Gregg Alexander
Management: Steve Jensen and Martin Kirkup/Direct Management Group, Inc.
www.mcarecords.com • www.radicals.com



STO

**OVER 60,000 ALBUMS
SOLD IN THE FIRST
2 WEEKS!**

THE TONIGHT SHOW JUNE 8TH

PLAYING AT THE PALLADIUM
IN L.A. JUNE 10TH (DURING R&R)

BEN FOLDS FIVE

“ARMY”

THE FIRST TRACK
FROM THE NEW ALBUM
THE UNAUTHORIZED BIOGRAPHY OF
REINHOLD MESSNER

**GOING FOR
AIRPLAY NOW!**



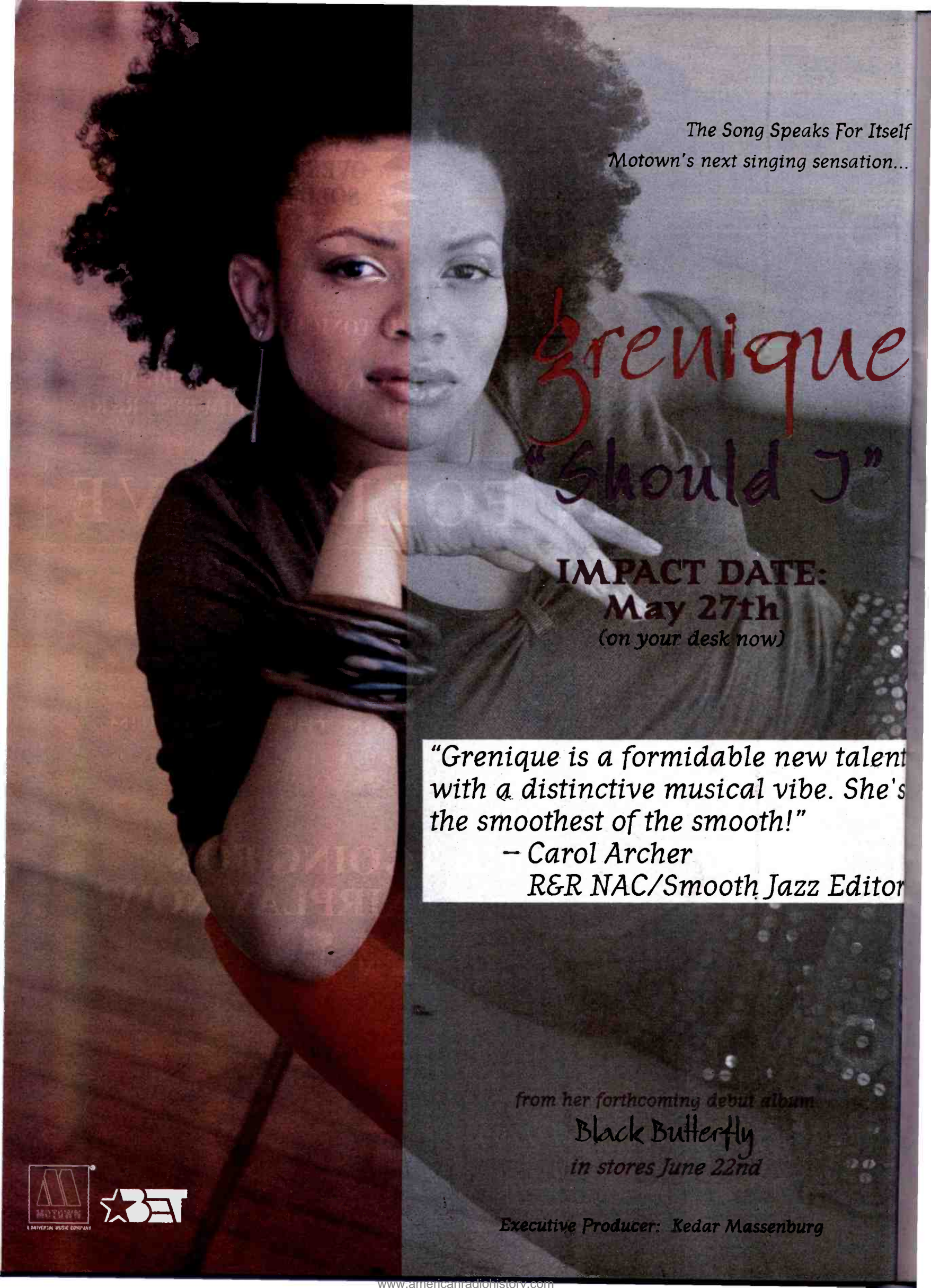
PRODUCED AND RECORDED BY CALIF. SOUTHERNS
MIXED BY ANDY WALLACE
MANAGEMENT: ALAN WELSMARK AND PETER FLEETHEAD AT

WWW.BENFOLDSFIVE.COM
WWW.LPPIRECORDS.COM

41949

“550 MUSIC” AND DESIGN REG. U.S. PAT. & TM. OFF. MARCA
REGISTRADA. © 1999 SONY MUSIC ENTERTAINMENT INC.





*The Song Speaks For Itself
Motown's next singing sensation...*

Grenique
"Should I"

IMPACT DATE:
May 27th
(on your desk now)

"Grenique is a formidable new talent with a distinctive musical vibe. She's the smoothest of the smooth!"

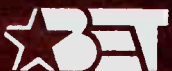
— Carol Archer

R&R NAC/Smooth Jazz Editor

from her forthcoming debut album

Black Butterfly
in stores June 22nd

Executive Producer: Kedar Massenburg





CAROL ARCHER
archer@rronline.com

Making Sense Out Of Noise: Bob James' Life In Art

■ Fourplay's co-founder is a noted pianist, composer, producer, A&R executive and, now, a painter too

PART ONE OF A TWO-PART SERIES

The old adage "Those who can, do; those who can't, teach" may apply to some working in the radio and music businesses. They aren't — can't be — artists, but their curiosity about the artistic process is boundless. That's why I asked Bob James to share what it's like to be deeply involved in many aspects of art, from making music to his newest passion, painting. The second part of this column will appear next week.

James' mother was from New Orleans, where she learned to love the world of culture. When she moved with James' father, an attorney, to a small town in Missouri, she enrolled her four-year-old son in piano lessons. James says he had a flirtation with jazz in his early years, but it wasn't until he was in college at the University of Michigan that he had the chance to dig in and play with serious jazz players.

Early Success

James recalls his first break: "Quincy Jones was a judge at the Notre Dame Jazz Festival, and my trio competed and won the festival in all categories. He was into our group and signed us to a deal with Mercury in 1962. My album *Bold Conceptions* was a pretty big deal at that time."

James married his wife, Judy, in 1963 and moved to New York. "It was encouragement from Quincy that made me think I could make the move and get something going." During the next few years, James recorded an avant garde project, *Explosions*, and explored experimental, electronic music. His first steady job was as music director for Sarah Vaughn. He also worked on a controversial Broadway show, *The Selling of the President*, which he says met "a quick and bitter death."

Through a recommendation from Jones, James met Creed Taylor. He played on a number of CTI projects — with Hubert Laws, Freddie Hubbard and Stanley Turrentine, among others — then was signed as an arranger and, in 1974, as a solo artist as well. CTI's roster served as the label's repertory company: All the artists played on one another's projects, and they all released solo records too. James says Taylor innovated larger budgets for recording jazz, often incorporating elaborate string sections.



Bob James

(Historically, jazz recordings had been more like jam sessions.) CTI's were also the first jazz records with expensive, beautifully designed double-truck packages that stood out and shouted "class act" to the consumer.

Musicians through the ages — from Mozart to Miles Davis — have spoken of how inspiration seems to come to them from another level of consciousness. I asked James how creative forces work in him. "Because what we're talking about is a mystery, there really isn't an answer. If there were, it would lose the thing we love the most about it, the magic, the other spiritual level we can't get at in our ordinary life. I try not to think about it, because that brings the process back into the real world. It helps me get to that place if I'm well-prepared, so I use a disciplined work process. If I'm relaxed, it happens naturally."

Creative Collaborations

"Working in collaboration with other musicians I admire and respect facilitates my creativity too. That's why, among all the things I've done, the projects with others, like David Sanborn, Earl Klugh and Fourplay, are the best. Not that there aren't collaborations in other areas of the arts, but it's the thing that separates jazz.

Its essence is improvisation, unknowns that happen on the spot and offer the freedom to go to places you'd never go on your own. To this day, that's the most exciting aspect of making music, and that's why I love to play live.

"I feel very fortunate to have had the experience of dream collaborations in the past, and it's part of my current reality too. To stumble upon a musician like Earl Klugh, who thinks and communicates in such a natural way that we could make music without talking about it much — it just flowed out! The projects we did together were a highlight for me.

"In the case of the *Double Vision* record with David Sanborn, the synergy was different than with Earl, because David and I approach music in a very different way. Mine is more mellow, and David has an emotional, passionate and intense way of making music. He brought an energy to what I did, and I brought a contrast to that. Our energies worked so well together that I hope we have another chance to work together.

"I had the opportunity earlier this year to play some duets with Keiko Matsui, who I knew was really talented. She guested on an album project of mine that hasn't come out yet. We did two pieces that I wrote for her. It was another of those mysterious things. She and I share a love of classical music and

I reach a point where the temptation is to go too far, to keep changing and being completely different every night in a way that goes beyond the structure of the music. You remember those wild moments from the night before, and you want to get to that place, then surpass it.

A Selected Discography

- Explosions* (ESP, 1965)
- One* (Warner Bros., Tappan Zee, 1974)
- Two* (Warner Bros., Tappan Zee, 1975)
- Three* (Warner Bros., Tappan Zee, 1976)
- Heads* (Warner Bros., Tappan Zee, 1977)
- Touchdown* (Warner Bros., Tappan Zee, 1978)
- Lucky Seven* (Warner Bros., Tappan Zee, 1979)
- One on One* (with Earl Klugh) (Warner Bros., 1979)
- H* (Warner Bros., Tappan Zee, 1980)
- Sign of the Times* (Warner Bros., Tappan Zee, 1981)
- Hands Down* (Warner Bros., Tappan Zee, 1982)
- Two of a Kind* (with Earl Klugh) (Capitol, 1982)
- The Genie* (Warner Bros., Tappan Zee, 1983)
- Double Vision* (with David Sanborn) (Warner Bros., 1986)
- Ivory Coast* (Warner Bros., 1988)
- Grand Piano Canyon* (Warner Bros., 1990)
- Fourplay* (Warner Bros., 1991)
- Cool* (with Earl Klugh) (Warner Bros., 1992)
- Between the Sheets* (with Fourplay) (Warner Bros., 1993)
- Restless* (Warner Bros., 1994)
- Flesh and Blood* (with Hilary James) (Warner Bros., 1995)
- Elixer* (with Fourplay) (Warner Bros., 1995)
- Joined at the Hip* (with Kirk Whalum) (Warner Bros., 1996)
- Straight Up* (Warner Bros., 1997)

a performance aesthetic that neither of us could describe. It's not classical music, and it's certainly not jazz in the conventional sense. I put her to the test of improvising with me, four hands on one piano. It was like two people becoming one person. It was a unique experience in that we didn't communicate that much verbally. It was all through the emotions of the playing. I didn't want it to end.

"In the months since then I've wanted to expand on it, since there are only two tunes so far. She'll write a couple for me. Perhaps it will turn into an album project for us, along with some touring. The very idea of two people from different cultures sitting at one piano, playing music that cannot be categorized, is very exciting to me. This kind of duet thing, where there's no production and no place to hide, is the ultimate proving ground to find out if you're bluffing or not. Once we got into playing — especially the parts that are improvised — far from being intimidated — there were lights and video cameras rolling too — she was bulletproof!

Spontaneous Combustion

"One of the hardest things about touring over a long period of time is that I sometimes run out of ways to take risks. I reach a point where the temptation is to go too far, to keep changing and being completely different every night in a way that goes beyond the structure of the music. That happens, I believe, because you remember those wild moments from the night before, and you want to get to that place, then surpass it. Often that will happen to me the first night after I haven't played live for a

Not that there aren't collaborations in other areas of the arts, but it's the thing that separates jazz. Its essence is improvisation, unknowns that happen on the spot and offer the freedom to go to places you'd never go on your own.

while. I'll be so excited and feel the audience's intensity so keenly. Yet there's an energy level in the performance that can't be captured every night, as much as you try to coax yourself into it. And when you do the same hour-and-a-half show over a period of time, there are only so many surprises that you can put into the evening without it seeming chaotic. It's constantly a struggle.

"Sometimes I struggle with myself to have just one moment, one place, in the course of the show when I let my mind go blank, with no idea what I'm going to do or where I'm going to go. I hope the audience 'gets' the danger. A spontaneous thing shouldn't sound organized, and sometimes I won't even remember it myself after the performance. It happens, and then it's over. But the willingness to take that risk is what keeps it from becoming routine."

Howard Lowell Laid To Rest

□ The artist manager who touched many lives is remembered fondly

Artist manager **Howard Lowell**, 48, was buried Monday, May 10, at Forest Lawn in Los Angeles. His death on May 4, after a brief battle with a particularly pernicious form of leukemia, came as a tremendous blow to his many friends and admirers, as witnessed by the large number of people who attended his funeral.

Lowell's colleagues from across the industry attended the service. Among them were Warner Bros. Exec. VP/GM Matt Pierson and Sr. Dir./Nat'l. NAC Promotion Deborah Lewow (who both flew from the East Coast to attend), as well as WB's Marylou Badeaux, Phyllis Palmetto, Chris Jonz, Kynamma Wald, Linda Clark, Carl Scott, John Staley, Michael Lineham, Nancy Klugman and Carol Hart. These and numerous other record industry folks were joined by radio friends, including KTWV/L.A. PD Chris Brodie and APD/MD Ralph Stewart, KBLX/SF PD Kevin Brown, KSBR/Mission Viejo PD Terry Wedel (MD Judy Davila attended the memorial later), KIFM/San Diego PD Mike Vasquez and APD/MD Kelly Cole. *JazzTrax* founder/host Art Good and Tony Schondel. After the service, Vision Management's Leanne Meyers, a longtime close friend of Lowell's who employed him at her company, Image Marketing, in the late 1970s, hosted a reception on the terrace of Ca' del Sole restaurant.

That night, a gathering in celebration of Lowell's life was held at the beautiful club Arcadia on the Santa Monica Pier. An enormous complement of artists, spearheaded by Boney James, played their hearts out until the early hours, and Howard's spirit was alive in every song. Rick Braun, Richard Elliott, Marilyn Scott (whose interpretation of "Stardust" was simply perfect!), Brian Bromberg, Tony Maiden, Norman Brown, Bobby Lyle, Allen Hines,

Chazzy Green and the Perri Sisters were among countless artists who played in joyous tribute. Producer Paul Brown even sat in on drums. Braun said later, "Tonight has the spirit of a New Orleans funeral." An especially touching moment occurred when "Howard's Harem" — a group of Howard's female friends who supported him lovingly during his illness, including Meyers, Clark, Badeaux, Palmetto, Janice Tully and Rebecca Pardee — gathered onstage. The evening was a glorious, inspired night of music and friendship in the name of one who was much-loved.

Lowell's career in artist management was widely regarded as visionary. Among his clients were Richard Elliott, Brian Culbertson, the Braxton Brothers, the Perri Sisters and Down To The Bone. Lowell's guidance of saxophonist Boney James' career to precedent-setting success evoked the following comment from Atlantic Records' Steve DeBro in a soon-to-be published R&R interview: "Howard was one of the few managers who really knew how to build artists in this format. He was the best at what he did." Indeed, James' fifth release, *Sweet Thing*, was awarded RIAA Gold status on the night the accompanying photo was taken. Down To The Bone's Chris Morgans commented, "Knowing Howard the short time we did, we can say he was a very kind man, and he truly believed in us and our music."

Vision Management's Jeff Nebben counted Lowell as his closest friend for



Howard Lowell

NAC notes

with Carol Archer

Gota's "In the City Life" (*Instinct*) retains the chart's top slot for the third consecutive week, while 3rd Force's "Revelation of the Heart" (*Higher Octave*) at 2* and Peter White's "Autumn Day" (*Columbia*) at 4* each continue a major push for first place.

Tom Scott's "Smokin' Section" (*Windham Hill Jazz*) is gaining solid momentum with a 15-12* move, an add at KOAI/Dallas and, especially, with an increase of 100 plays. It's in power rotation at KTWV/L.A. (27 plays) and WQCD/N.Y. (34 plays).

David Benoit's "Rejoyce" (*GRP*) debuts impressively at 25* with eight new adds, including WJCD/Norfolk. Benoit's already getting 22 plays at KKSF/S.F.

Warren Hill's "Take Me Away" (*Discovery*) earned seven new adds, among them KKJZ/Portland. The track got 19 plays at KTWV.

Jazzmasters has reemerged on the scene! After the debacle that closed JVC in this country, Paul Hardcastle was one of numerous artists cut adrift, but thanks to a new label (TRN/Hardcastle), a new CD (*The Jazzmasters III*)

and the combined talents of Stuart Love and David Kunert (both formerly of NuGroove) plus indie Neal Sapper, Hardcastle is back in a big way. His lead single, "Lost in Space," is the week's top Most Added with 10 stations, with such stations as WNUA/Chicago, KIFM/San Diego, KHHH/Denver, WNWV/Cleveland and WLOQ/Orlando coming aboard.

I can't say it often enough: KTWV (The Wave) is the No. 10 top-billing radio station in the country because it is programmed to appeal to a mass audience while retaining the flavor and pulse avid PIs require. When APD/MD Ralph Stewart puts everything at stake with an out-of-the-box add, it's always worth noting. In addition to Jazzmasters, Steve Cole's "Say It Again" (*Atlantic*) caught Stewart's fancy this week. WNUA/Chicago APD/MD Steve Stiles added Cole last week, so heads up!

Several new tracks require your attention. Herb Alpert & Colors' "Magic Man" (*Almo*) is genius, a must-play. A review of Alpert's new CD will appear on this page shortly. Check out Natalie Cole's lush, romantic reverie, "Snowfall on the Sahara" (*Elektra/EEG*). It's breathtaking! Brian Tarquin's imaginatively crafted cover of the O'Jay's hit "Darlin' Darlin' Baby" (*Instinct*) is so appealing, it's an automatic add on Radio Carol (imaginary call letters, KKRI). And I love the "Blake edit" of Soul Ballet's "Her Joyride" (*Countdown*). With releases this strong, we're in for a great summer of radio, folks.

more than 20 years: "Howard, for as quirky as he could sometimes be, was the most brilliant person I have ever known. He had a way of looking at things that was different from most people. We were an odd pairing of friends, but I thank God for him." Vision Pres. Leanne Meyers added, "I have had the honor and privilege of knowing Howard for more than 20 years. In that time, his vision, caring and integrity have been a constant inspiration. He is the smile of life and the sparkle invented in his own father's eyes."

Warner Bros.' Deborah Lewow recalls first meeting Lowell through her ex-husband, Louis Lewow, in the late 1970s, when Lowell — nicknamed "Bullets" — was Chart Editor of *Cashbox* magazine. "On our way up to our meeting Louis said, 'I think you'll really like Bullets. He's a pretty straight arrow, but he knows his s***, and he'll always cut you a break when he can.' Twenty-plus

years later, I can say Louis was right on every count about Howard. And what a beautiful legacy he leaves: to be known as a decent guy; one who knew and loved his work, his friends and his artists; and who strove to be kind and fair with everyone he met. We could all be more like that."

Through the many years we knew one another, whenever there was an empty seat next to Howard Lowell, I always ran to claim it, because that was where the most interesting, enlivened conversation was bound to take place. I will miss him deeply, but I believe he did what he came here to do and that he left this life possessed of far greater wisdom than many twice his age. Godspeed, Howard Lowell.

For information about how to make a charitable donation in Howard's memory, please contact Deborah Lewow at (770) 962-1408.

Maximize Visibility



- ✕ Cost effective plastic banners for your station.
- ✕ We print any logos or designs in up to four spot colors.
- ✕ Perfect for concerts, public appearances, expos & giveaways.
- ✕ Packaged on a roll and easy to use.

P.O. Box 750250 Houston, Texas 77275-0250
713/507-4200 713/507-4295 FAX
ri@reefindustries.com www.reefindustries.com



1 / 8 0 0 - 2 3 1 - 6 0 7 4

NAC/SMOOTH JAZZ REPORTERS

Stations and their adds listed alphabetically by market

<p>WHRL/Albany, NY OM/PD: Brant Curtiss BILL EVANS "Heart" SOUL BALLET "Joyride"</p>	<p>KOAI/Dallas, TX PD: Michael Fischer MD: Teresa Kincaid TOM SCOTT... "Smokin"</p>	<p>KTWV/Los Angeles, CA PD: Chris Brodie APD/MD: Ralph Stewart No Adds</p>	<p>WLDQ/Orlando, FL PD: Bill Wise MD: Patricia James LUTHER VANDROSS "Human" JAZZMASTERS "Space" SOUL BALLET "Joyride"</p>	<p>KBZN/Salt Lake City, UT PD/MD: Rob Riesen DAVID BENOIT "ReJoyce" DANCING FANTASY "Five" JAZZMASTERS "Space"</p>	<p>WHCD/Syracuse, NY PD: Butch Charles APD/MD: Kenny Dees WARREN HILL "Take"</p>
<p>KNK/Anchorage, AK GM/PD: Dean Williams MD: John Clarke DANCING FANTASY "Five" JAZZMASTERS "Space" STEVE COLE "Again" STEVE REID "Paradise" BILL EVANS "Heart" DANIEL HO "Worlds" CHERYL GALLAGHER "Night"</p>	<p>KHH/Denver, CO PD: Becky Taylor APD/MD: Cheri Marquart STEVE COLE "Again" JAZZMASTERS "Space"</p>	<p>WLVE/Miami, FL PD: Bret Michael MD: Marc Taylor ERIC ESSIX "Real" RIPPINGTONS "Summer"</p>	<p>WJPL/Peoria, IL PD: Rick Hirschmann No Adds</p>	<p>KCJZ/San Antonio, TX PD: Norm Miller MD: Leif Calberg WALTER BEASLEY "Knew"</p>	<p>WJZT/Tallahassee, FL PD: Denny Alexander DAVID BENOIT "ReJoyce" JEFF GOLUB "Velvet" BONEY JAMES F/SHAI "Always" WARREN HILL "Take" QUINCY JONES "Sax" RICHARD SMITH "Flow"</p>
<p>WJZF/Atlanta, GA PD/MD: Mark Edwards NITE FLYTE "Heart"</p>	<p>WYMV/Detroit, MI PD: Tom Stecker MD: Sandy Kovach RIPPINGTONS "Summer"</p>	<p>WJZL/Milwaukee, WI PD: Chris Moreau SPYRO GYRA "Satin" SOUL BALLET "Joyride"</p>	<p>WJZJ/Philadelphia, PA PD: Anne Gress APD/MD: Michael Tozzi LUTHER VANDROSS "Human"</p>	<p>KIFM/San Diego, CA PD: Mike Vazquez APD/MD: Kelly Cole JAZZMASTERS "Space"</p>	<p>WSJT/Tampa, FL PD/MD: Ross Block DAVID BENOIT "ReJoyce" JAZZMASTERS "Space" BONEY JAMES F/SHAI "Always" NITE FLYTE "Heart"</p>
<p>KSMJ/Bakersfield, CA PD/MD: Joel Widdows WARREN HILL "Take"</p>	<p>KEZL/Fresno, CA PD: Angie Handa MD: J. Weidenheimer No Adds</p>	<p>KRVR/Modesto, CA PD: Jim Bryan MD: Doug Wulff JAZZMASTERS "Space" STEVE REID "Paradise" KIRK WHALUM "My" LEE RITENOUR "Can" BILL EVANS "Heart" BOBBY WELLS "Right"</p>	<p>KYOT/Phoenix, AZ PD: Nick Francis APD/MD: Greg Morgan RIPPINGTONS "Summer" SPYRO GYRA "Satin"</p>	<p>KKSF/San Francisco, CA PD: Paul Goldstein APD/MD: Blake Lawrence LUTHER VANDROSS "Human" BONEY JAMES "Language"</p>	<p>KOAZ/Tucson, AZ PD: Erik Foxx ROGER SMITH "Off"</p>
<p>WCCJ/Charlotte, NC PD/MD: Gerry D. Ballard DAVID BENOIT "ReJoyce" RIPPINGTONS "Summer" BONA FIDE "Street"</p>	<p>WGUF/Fl. Myers, FL PD: Scott Holt APD/MD: Nancy Cruise No Adds</p>	<p>WOCQ/New York, NY PD: John Mullen MD: Rick Laboy PATTI AUSTIN "In" NITE FLYTE "Heart"</p>	<p>WJJJ/Pittsburgh, PA PD: Carl Anderson MD: Herschel WARREN HILL "Take"</p>	<p>KQJZ/San Luis Obispo, CA DM: Dave Christopher MD: David Atwood DAVID BENOIT "ReJoyce" WARREN HILL "Take"</p>	<p>WJZW/Washington, DC PD: Kenny King FRANK VIGNOLA "Late"</p>
<p>WNUA/Chicago, IL PD: Bob Kaake APD/MD: Steve Stiles JAZZMASTERS "Space" BRIAN TARQUIN "Darlin"</p>	<p>WYJZ/Indianapolis, IN PD/MD: Carl Frye WARREN HILL "Take"</p>	<p>WJCD/Norfolk, VA OM/PD: Maxine Todd MD: Larry Hollowell RIPPINGTONS "Summer" BONA FIDE "Street" DAVID BENOIT "ReJoyce"</p>	<p>KKJZ/Portland, OR PD: Paul Warren MD: Hal Murray BRAXTON BROTHERS "Believe" SPYRO GYRA "Satin" WARREN HILL "Take" STEVE COLE "Again"</p>	<p>KMGQ/Santa Barbara, CA DM/PD: Mark Elliott APD/MD: Steve Bauer DAVID BENOIT "ReJoyce" DANCING FANTASY "Five"</p>	<p>KRSJ/Wichita, KS PD: Nancy Johnson MD: Dallas Scott DAVID BENOIT "ReJoyce" DANCING FANTASY "Five"</p>
<p>WNWV/Cleveland, OH PD/MD: Bernie Kimble JAZZMASTERS "Space"</p>	<p>WFSJ/Jacksonville, FL PD: Hank Dole APD/MD: Craig Williams WALTER BEASLEY "Knew" JAZZMASTERS "Space" LUTHER VANDROSS "Human" BILL EVANS "Heart"</p>	<p>KCYI/Oklahoma City, OK PD: Steve English MD: Stephani Stewart SPECIAL FX... "Miami" DAVID SANBORN "Lisa" QUINCY JONES... "Yours"</p>	<p>WWND/Raleigh, NC PD/MD: Don Brookshire DAVID SANBORN "Lisa" WALTER BEASLEY "Knew" DANCING FANTASY "Five" PEABO BRYSDN "Did"</p>	<p>KJZY/Santa Rosa, CA PD: Gordon Zlot MD: Rob Singleton STEWART & DULFER "Cookie" MICHAEL PAULO "Swing" JOE SAMPLE "Song"</p>	<p>JRM/(Jones NAC)/National PD: Steve Hibbard MD: Laurie Cobb FRANK VIGNOLA "Room" SPYRO GYRA "Satin" DANCING FANTASY "Five"</p>
<p>WZJZ/Columbus, OH PD/MD: Bill Harman No Adds</p>	<p>KCIY/Kansas City, MO PD: Tom Land MD: Michelle Chase No Adds</p>	<p>KSSJ/Sacramento, CA Station Mgr.: Steve Williams APD/MD: Ken Jones SPYRO GYRA "Satin"</p>	<p>KWJZ/Seattle, WA PD: Carol Handley MD: Dianna Rose No Adds</p>	<p>48 Total Reporters 48 Current Reporters 46 Current Playlists</p> <p>Reported Frozen Playlist (2): WSJZ/Boston, MA KSBK/Mission Viejo, CA</p>	

ProSet™

PORTABLE DISPLAYS

- HIGH-IMPACT GRAPHICS
- DURABLE CONSTRUCTION
- MAXIMUM PORTABILITY
- 10-MINUTE SET-UP



BROADCAST PRODUCTS

INCORPORATED

P.O. BOX 2500
 ELKHART, IN 46515
 (219) 293-4700

1-800-433-8460



CYNDEE MAXWELL
max@rronline.com

Big Rock Is Back, Baby

■ Networking, schmoozing and music dominate McGathy's industry soiree

Last week **Bill McGathy** (one of R&R's nominees for an Industry Achievement Award as Independent Promoter of the Year) and his wife and business partner, Rose, hosted their 14th annual industry party, which sported the theme "Where Is the Love?" With perfect weather throughout the entire three-day event in New York, hundreds of music executives converged to dish, hobnob, eat and, of course, listen to lots of music in the company of friends. Here is my journal of the May 13-15 event.

Wednesday

WLZR/Milwaukee MD Marilynn Mee and I arrived a day early in order to spend Thursday and Friday in meetings with East Coast label representatives. I shared the flight out with Warner Bros.' Mike Rittberg and V2's Doug Ingold. Doug shared the exciting news that his wife, KROQ/L.A.'s *Loveline* producer Ann Wilkins, is pregnant with twins. Mike offered me a ride to the hotel, and I had time to get settled before a 9pm dinner with 550 Music's Neda Leppard, Media America's Roxy Myzal and the Jerry Brenner Group, Michelle Munz. Marilynn arrived around 11pm and joined the gathering in the hotel lobby bar.

Thursday

Marilynn and I met at 9am for a light breakfast prior to our first appointment, with Elektra. George Cappellini played three tracks from the band Reveille. We discussed a number of industry topics and before long realized we were already late for our next appointment. I called Atlantic's Lea Pisacane and found she was also behind schedule, so there was no problem there. In the Atlantic lobby we ran into A&R maven Steve Robertson.

At Lea's office we were greeted by her two darling children — the nanny was sick, and the day care center was full. Lea and Jon Nardachone played a new Queensryche track, due in the early fall, and New American Shame's "Under It All." They also told us about new projects from Stone Temple Pilots (due in July) and Judas Priest (set for release early next year).

Hopelessly behind schedule, we hopped a cab to Restless. Luck was on our side, as Drew Murray had just gotten out of a meeting as we arrived. I called ahead to Epic's Ron Cerrito with a time frame update while Marilynn and Drew talked. From there it was another taxi ride to the Sony building, where Ron and Stu Bergen treated us to a fabulous lunch and killer view at the Sony Club. We returned to Cerrito's office and watched the new Silverchair video, "Ana's Song." The song will be released on June 8. "Riveting," remarked Marilynn.

After that we went to see C2's

Michele Block. She gave us Ricky Martin necklaces that spelled "Loca," which we promptly wore. After a short visit, Block accompanied us to Jim Del Balzo's office, where he filled us in on Columbia's new projects. We heard about the new Alice In Chains boxed set with two new tracks, the *Big Daddy* soundtrack — which includes Sheryl Crow's cover of Guns 'N Roses' "Sweet Child of Mine" — and Shawn Mullins covering George Harrison's "What Is Life." We listened to System Of A Down (coming next month) before Jim played a mystery artist that turned out to be Great White. Their new track, "Rollin' Stoned," is set for a June 24 release. He followed up with a new track from Ratt, "Over the Edge," due July 20. The latter two are on the relaunched Columbia imprint, Portrait Records.

At this point we realized just how many pure rock records would soon be released. Ten years after the "hair band" era, despite hair spray and makeup jokes, things have come full circle. And the fact remains that those bands sold loads of records (I've got the golds and platinum to prove it) and concert tickets, and the fans were passionate about the music. Ladies and gentlemen, big rock is back. This became my mantra, and I shared it with anyone who would listen throughout the rest of the weekend.

Marilynn and I headed back across town to Island/Mercury. Because of rush hour traffic, we decided it'd be faster to walk than to try cabbing it. I'd already alerted Scott "Lo/Jack" Douglas' office that we were running late, and he was able to finish his marketing meeting in time for our 5pm arrival, one hour late. Lo/Jack unleashed two Def Leppard tracks that would ship simultaneously, "Promises" and "Paper Sun" (May 24). Then he loaded the new Drain STH in the player and filled our ears with three excellent tracks. We were surprised to see the band walk into the office. Marilynn told the Swedes that "Enter My Mind" (June 14) was a no-brainer (resulting in the addition of a new phrase to their repertoire). Barry Lyons dropped by and promised an early listen soon of the upcoming Jimmie's Chicken Shack (set for July).

By now, with rush hour in full force, a cab ride was out of the question. We descended into the nearest subway station and trekked to our final appointment of the day, at Roadrunner. By the time we got to Broadway, we were easily a half-hour late. I had left a message for Dave Loncaio earlier, and now had a return voice mail from Joe Guzik with the address of the restaurant where we would join a small group for dinner. We were disappointed that we were too late to go to their offices, but at the same time ready to give our feet a brief respite.

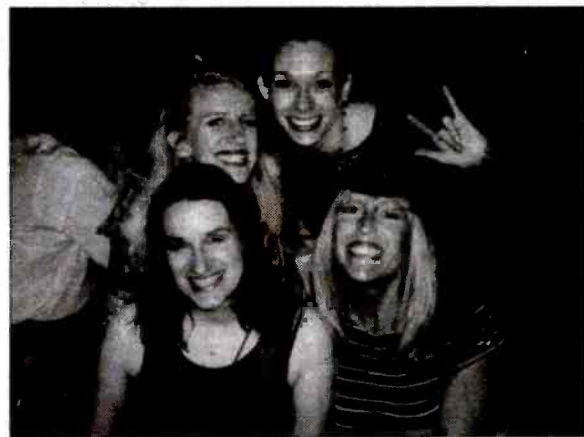
There was barely enough time to manage a "drive-by" at Katz's Deli, where the radio and record contingent schmoozed, before heading over to the Bowery Ballroom to see Virgo's Merlot, Doyle Bramhall and the Spin Doctors play enthusiastic sets. During a break between bands, Time Bomb's Lynn McDonnell introduced Chlorine lead singer Mark Fain to those milling about in the crowd.

After the set at the Bowery, our return to our hotel's lobby provided an interesting conglomeration of industry out-of-towners, haughty locals and wide-eyed tourists. Marilynn and I bid our goodnights around 1am and planned to meet in the lobby at 8:30 the next morning for our final round of appointments.

Friday

When we entered the hotel lobby the next morning, several industry-types were milling about (had they ever left from the previous night?), and we barely left in time to make our meeting at Universal with Steve Leeds and Howard Leon. We heard Tonic's "U Wanted More" (set for a June 7 release) and watched a preview of the movie that will have the song on its soundtrack, *American Pie*. Howard gave Marilynn the giant stuffed koi she had been admiring in his office, and then, together with Steve, we jumped in a cab to go to Howard's favorite breakfast place.

We arrived to find it had been closed down. After much good-natured ribbing, Steve led us to a restaurant a few blocks away. But it, too, had been closed down. (Marilynn and I found this much more humorous than our hosts did.) A new plan was formulated that would have to exclude Steve, who had a meeting nearby and wouldn't have time to make the jaunt to Howard's next-favorite breakfast restaurant. After cabbing to our destination, the restaurant was serving lunch, and I again found myself making that all-too-familiar call, telling Lynn McDonnell we'd be late.



ANOTHER GRAND TIME — Here's a snapshot from one of the many industry dinners during the McGathy Love-In. Seen here (clockwise from lower left) are KISW's Cathy Faulkner, WAMX's Debbie Wyld, Trauma's Mari Dew and WLZR's Marilynn Mee.

Later, at the Time Bomb offices, we talked with Chlorine's Fain and listened to the full CD. We then took the subway to Roadrunner, after confirming with Dave Loncaio that he had time for a visit. He played the new Coal Chamber — a cover of "Shock the Monkey" featuring Ozzy Osbourne on lead vocals (coming soon). It blew us away! Marilynn tried to plot how she could take the disc with her (to no avail). We also heard Machine Head's "From This Day" (due in June), the Sheila Divine's "Hum" (coming in July), and Nickelback's "Leader of Men" (August). The diversity of artists proved that this "is not your father's Roadrunner Records."

Finishing up around 2:30, we missed the scheduled boat tour of New York, but everyone who took it had a great time. We briefly explored the shops in the vicinity before taking the subway back to the hotel to regroup before dinner. Keith Hastings joined us as we departed for — regrettably — a "drive-by," since we'd also promised to attend another dinner. We visited the Island/Mercury dinner with Drain STH and their manager, Andy Gould. Attendees included WYSP's Nancy Palumbo, KUFO's Al Scott, WXB's Aaron Roberts, WHYY's Joe Bevilacqua and Sharon Schifino, WMFS' Dave Clapper, WNCN's Dom Nardella and KTUX's Ken Stephens, as well as Drain's Marina, Maria, Flavia and Anna.

After appetizers we rounded up a cab to go to the Warner Bros./Maverick/Epic dinner with WAAF's Dave Douglas and Bruce Mittman, KRXQ's Curtiss Johnson and Pat Martin. KUFO's Dave Numme, WYSP's Neil Mirsky, WRAT's Carl Craft, consultant Greg Mull and KISW's Cathy Faulkner. During dinner, a Walkman and headphones made their way around the table with the Red Hot Chili Peppers' new "Scar Tissue" (coming Monday) inside. Performances at CBGB's that night were from Verbena, Honky Toast, Loudmouth, Queens Of The Stone Age and Staind, plus other showcases that included Reveille, Static X, Roadzaw, Joan Jett & The Blackhearts, Chevelle and Those Bastard Souls.

Saturday

The next morning's McGathy breakfast featured special performances by Mike Farris of the Screaming Cheetah Wheelies, Train and Pound. Afterward buses left for the Yankees/White Sox game. Later Tony Couch and Jordan Zucker hosted their annual Central Park skate party at 5pm. However, Marilynn and I decided we'd worked hard enough and rewarded ourselves with the luxury of a little shopping time.

Two more dinners awaited us that night. We did a "drive by" at the Columbia/C2/Portrait dinner, which included KTUX's Ken Stephens; WAVF's Rob Cressman; WHEB's Todd Thomas, Kristin Burns and Kat Kageleiry; WMRQ's Dave Hill; free agent Bill Weston; Capstar's Harve Allan; WBAB's Bob Buchmann and Eric Wellman; WBYP's Jim Fox; WNEW's Ralph Tortora; WPYX's John Cooper; WCPR's Wayne Watkins; and WRUF's Harry Gusgott.

We then split up, as Marilynn made her way to an Elektra/Maverick/Munz "Austin Powers" theme meal with WHYY's Michelle Maker, Joe Bevilacqua and Sharon Schifino; WAMX's Debbie Wyld; KLB's Loris Lowe; Cathy Faulkner; WJXQ's Bob Olson and Kevin Conrad; and Dave Clapper.

I went to the Restless/Eureka feast, which included Neal Mirsky, KFMW's (soon to be KDOT's) Jave Patterson, consultant Ken Anthony, WKGB's Jim Free, WARQ's Ken Carson, WRQR's Christine Martinez, WPYX's Nickie Cyr, WPLR's Pam Landry, WZXL's Steve Raymond and Kathy Coro, WEGW's Jeff Jagger, WRDX's Bob Walton, WHMH's Scott Klohn and free agent Donna Rodger.

The final night of showcases at Irving Plaza featured Pushmonkey, Shades Apart, Buckcherry and Orgy. It was a fabulous ending to a lot of fun. Congratulations to the entire McGathy Promotion team on another successful event!

Editor's Disclaimer: I've tried to include as many people as possible, but limited brain cells and space restrictions prevented a total listing. Also, add dates are subject to change.

LENNY KRAVITZ

MOST INCREASED AIRPLAY!!

R&R Rock 39 - 14 +489

BDS Mainstream 33*-12* +539

R&R Active Rock 33 - 19 +557

R&R Alternative Debut 25 +601

BDS Modern Rock Debut 23* +412



AMERICAN WOMAN

From the Lenny Kravitz album **5** re-released with bonus tracks.
Available in stores June 1

From the Maverick album
**Music From The Motion Picture
Austin Powers: The Spy Who Shagged Me**
Available in stores June 1
Film opens June 11

Produced and arranged by Lenny Kravitz
Representation: Craig Frulin and Howard Kaufman / HK Management



www.lennykravitz.com
© 2000 Lenny Kravitz

active INSIGHT

By Frank Corroia Asst. Rock Editor

Grunge's death certificate has been signed time and again by critics hoping to hitch a ride on the next bandwagon.

The band submerges itself in Soundgarden's Louder Than Love and Badmotorfinger eras, with a hint of Led Zeppelin's folk influence in their subtler moments.

While the sound is Pacific Northwest, the seeds for Speak No Evil were first sown when Miami native Weiss transplanted himself to smoggy L.A. in 1994.

west, the seeds for Speak No Evil were first sown when Miami native Weiss transplanted himself to smoggy L.A. in 1994.

WBYP/FL Wayne MD Matt Talluto didn't need much convincing to add the first single, "Hold Your Breath."



Speak No Evil

R&R TOP 20 SPECIALTY ARTISTS R&R's Exclusive Insight Into The Extreme Side Of Rock

- 1 STATIC-X (Warner Bros.) Airplay Includes: KLPX, WBAB, WYSP
2 FEAR FACTORY (Roadrunner) Airplay Includes: KBPI, WTFX, WWDC
3 BIOHAZARD (King/Mercury) Airplay Includes: KDOT, KXXR, WRXL
4 STAIN'D (Flip/Elektra/EEG) Airplay Includes: KATT, KUPD, WJXQ
5 REVELLE (Elektra/EEG) Airplay Includes: KRXQ, WKPE, WXTM
6 BLACK LABEL SOCIETY (Spitfire) Airplay Includes: KLFX, WXBE, WXRA
7 SYSTEM OF A DOWN (American/Columbia) Airplay Includes: KFMF, KUPD, WMFS
8 VIRGOS MERLOT (Atlantic) Airplay Includes: KISW, KWHL, WTPA
9 PUYA (MCA) Airplay Includes: KBPI, KQWB, WKPE
10 HATE MACHINE (Local) Airplay Includes: KXXR, WBAB, WYSP
11 CATHEDRAL (Earache) Airplay Includes: KEYJ, KLFX, WXBE
12 GWAR (Metal Blade) Airplay Includes: KUPD, WKLQ, WRXL
13 P.O.D. (Tooth & Nail) Airplay Includes: KRXQ, WGIR, WXTM
14 ROADSAB (M.I.A.) Airplay Includes: KLFX, KLPX, WYSP
15 PISSING RAZORS (Noise) Airplay Includes: KEYJ, KXXR, WTFX
16 NEUROSIS (Relapse) Airplay Includes: KDOT, KISW, WJXQ
17 HELLSHOCK (Zodiac) Airplay Includes: KFMF, WKPE, WXTM
18 W.A.S.P. (CMC) Airplay Includes: KQWB, KWHL, WBAB
19 OVERDOSE (Pavement) Airplay Includes: KXXR, WGIR, WRXL
20 GRIP INC. (Metal Blade) Airplay Includes: KUPD, WRXL, WTFX

Ranked by total number of shows reporting artist.

Specialty Show Reporters

Shows and their Top-5 songs listed alphabetically by market

Table with 12 columns representing different markets (e.g., KEYJ/Abilene, TX; KFNW/Chico, CA; WKLO/Grand Rapids, MI) and rows listing local radio stations and their top 5 specialty songs.



R&R's Year-End Chart Pack.... NOW AVAILABLE!

Includes year-end charts for all R&R formats from 1974 through 1998!

Call (310) 788-1675, or email 'moreinfo@rronline.com'

Only \$35



JIM KERR
jimkerr@rronline.com

Vampires And Truck Drivers

■ Taking a close look at overnight listening

One of the most maddening things for record executives is when they are finally told by a radio programmer that a song is going to be added — only to have half or even a majority of the spins occur in the overnight daypart. The assumption of the executives is that there is very little listening going on between midnight and 6am. But is that really the case? The answer is a resounding “yes.”

As the data on this page clearly shows, there is indeed an astounding drop in listenership levels once the clock strikes 12. Besides justifying the indignation that labels have about “lunar rotations,” the data reveals a practical concern for program or music directors who are scheduling music: making sure that their categories have a significant amount of space outside the overnight daypart.

This is important because, on average, more than 80% of your

audience will never hear an overnight spin. As a result, no matter how many spins a song gets in overnights, it will never be more than 20% familiar. Clearly, for a song to be given any chance for your audience to hear and judge it (and for it to be given even a shot at testing in callout), a significant amount of its airplay has to be in dayparts between 6am and midnight. The bottom line is that no matter how many spins a song gets in overnights, it will never be more than 20% familiar.

Overnight Listening

The following numbers illustrate the truly staggering drop in listening levels that occurs in the overnight daypart. Even the stations with the smallest drops (WPGU/Champaign, IL and KFTE/Lafayette, LA) lost 75% of their overall listeners.

Station	Cume 6am-mid	Cume mid-6am	% drop in listeners
WEQX/Albany	39,700	2,400	94%
WQBK/Albany	151,600	12,900	91%
KTEG/Albuquerque	76,200	7,100	91%
WNNX/Atlanta	452,000	63,000	86%
WJSE/Atlantic City	19,900	2,500	87%
KROX/Austin	106,500	11,300	89%
WRAX/Birmingham	138,500	22,100	84%
KQXR/Boise	39,900	5,300	87%
WBCN/Boston	678,200	59,300	91%
WFNX/Boston	207,000	30,300	85%
KHLR/Bryan, TX	18,200	2,000	89%
WEDG/Buffalo	168,200	20,000	88%

Buck-O-Nine

TELL IT LIKE IT WAS

The new single from the album LIBIDO

OUT OF THE BOX:

91X KCXX
KWOD KRZQ
KRAD KQRX
WRRV KBRS



Catch Buck-O-Nine on the WARPED tour this summer!

Station	Cume 6am-mid	Cume mid-6am	% drop in listeners
WBTZ/Burlington, VT	26,900	2,400	91%
WPGU/Champaign, IL	24,800	6,300	75%
WAVF/Charleston, SC	51,800	6,000	88%
WEND/Charlotte	114,000	15,100	87%
WKQX/Chicago	1,003,300	163,300	84%
WOXY/Cincinnati	22,300	2,900	87%
WENZ/Cleveland	185,600	17,500	91%
KFMZ/Columbia, MO	23,600	4,300	82%
WARQ/Columbia, SC	58,400	8,400	86%
WWCD/Columbus, OH	80,100	6,700	92%
WZAZ/Columbus, OH	116,500	12,600	89%
KRAD/Corpus Christi, TX	38,900	7,300	81%
KDGE/Dallas	425,700	78,800	81%
WXEG/Dayton	102,600	12,400	88%
WKRO/Daytona Beach	27,600	4,400	84%
KTCL/Denver	158,200	27,000	83%
KXPK/Denver	188,600	16,500	91%
KKDM/Des Moines	62,700	10,900	83%
CIMX/Detroit	278,900	35,800	87%
KNRQ/Eugene, OR	40,300	7,100	82%
KBRG/Fayetteville, AR	22,200	2,500	89%
WJBX/Fl. Myers	52,500	7,200	86%
WEJE/Fl. Wayne	48,700	7,700	84%
KFRF/Fresno	67,400	15,200	77%
WGRD/Grand Rapids	112,500	12,900	89%
WXNR/Greenville, NC	60,900	12,800	79%
WMRQ/Hartford	128,900	14,600	89%
KTBZ/Houston	450,900	83,700	81%
WRZX/Indianapolis	147,000	28,500	81%
WPLA/Jacksonville	111,200	15,900	86%
WNFZ/Knoxville	46,100	8,200	82%
WGBD/Lafayette, IN	27,900	3,900	86%
KFTE/Lafayette, LA	40,000	9,900	75%
WWDX/Lansing, MI	72,000	13,200	82%
KXTE/Las Vegas	152,700	32,300	79%
WXZZ/Lexington, KY	52,500	5,500	90%
WLIR/Long Island, NY	190,100	21,300	89%
KROQ/Los Angeles	1,244,300	176,400	86%
WLRS/Louisville	91,400	18,900	79%
WMAD/Madison, WI	61,500	7,500	88%
KZMZ/Minneapolis	134,000	27,700	79%
WHTG/Monmouth	35,900	4,500	87%
WRRV/Newburgh, NY	42,500	9,600	77%
KKND/New Orleans	139,800	20,500	85%
WXRK/New York	1,608,500	161,800	90%
KQRX/Odessa, TX	23,800	3,800	84%
WIXO/Peoria, IL	55,600	9,100	84%
WPLY/Philadelphia	444,100	48,900	89%
KEDJ/Phoenix	308,600	53,500	83%
KZON/Phoenix	259,400	35,200	86%
WXDX/Pittsburgh	290,100	43,300	85%
WCYY/Portland, ME	38,800	3,800	90%
KNRK/Portland, OR	202,000	26,400	87%
WDST/Poughkeepsie, NY	7,800	1,300	83%
WBRU/Providence	178,000	19,800	89%
KRZQ/Reno	39,300	3,300	92%
KCXX/Riverside	122,800	23,300	81%
KWOD/Sacramento	167,400	19,100	89%
KPNT/St. Louis	243,000	37,000	85%
WOSC/Salisbury-Ocean City, DE	25,800	4,400	83%
KXRK/Salt Lake City	178,300	24,400	86%
91X/San Diego	323,000	44,300	86%
KITS/San Francisco	508,100	47,800	91%
KJEE/Santa Barbara	31,600	2,900	91%
KNDB/Seattle	348,400	50,700	85%
WHMP/Springfield, MA	52,700	6,900	87%
WGMR/State College, PA	29,300	5,900	80%
WKRL/Syracuse	82,300	12,100	85%
WXSR/Tallahassee, FL	39,900	5,200	87%
KLZR/Topeka, KS	28,300	4,500	84%
KFMA/Tucson	78,000	14,200	82%
KMYZ/Tulsa	90,300	16,200	82%
WHFS/Washington	364,200	40,800	89%
WPBZ/West Palm Beach	75,100	6,500	91%
WSFM/Wilmington	35,000	6,000	83%

CAKE



Let Me Go

the new track from the gold album
Prolonging the Magic

Top 5
Most Added

“When's the last time you went to a concert and the crowd knew every word to every song? You don't get the nuances of 'Let Me Go' until you put it on the radio. Period.”
Leslie Fram/99X

Coudn't wait:
99X KWOD

Out of the box:

KLZR	WBTZ	WXHR	KBR5	WDST
DC101	WGRD	KRAD	KMBY	WARQ
KHLR	WPBZ	WMRQ	KQRX	WIIS
KACV	KESO	WBER	WFLZ	KNSX
WTGZ	WEBO	WRAX		



The album produced by John McVie. Arranged by CAKE, Ben Mays, Tyler Pope, Chuck Prophet, Jim Campione, Greg Brown and Joe Snook.
Album and "Let Me Go" edit mixed by Mark Goodham except "Never There" and "Where Would I Be" mixed by Kirt Sheerer and Craig Long.
Management by Suzanne Simmons, Oakland, CA www.cakemusic.com

©1999 Capricorn Records LLC. Manufactured and marketed by Capricorn Records. Distributed by Universal Music and Video Distribution, Inc. www.uppi.com

lady fingers

the first single from

LUSCIOUS JACKSON

the forthcoming compact disc is **ELECTRIC HONEY**

Most Added!!

Added At:

LIVE 105	WRAX	WBRU
99X	KXRK	WBTZ
WPLA	WFNX	WHTG
WLIR	WOXY	WGMR
KLZR	KZNZ	KKDM
KWOD	WWCD	KJEE
	KLYY	

ON THE AIR EVERYWHERE!

* produced by tony mangurian and jill cunniff. mixed by andy wallace * management: Pat Magnarella for Atlas/Third Rail
www.grandroyal.com hollywoodandvine.com



©2000 Grand Royal

Break Through

Artist

LEN

TRACK: "STEAL MY SUNSHINE"
LP: YOU CAN'T STOP THE BUM RUSH
PRODUCER: LEN
LABEL: WORK/ERG

somewhere between 10,000 and 15,000 copies of each release. Mmmm, I smell a big record deal brewing somewhere around the corner.

That's right, and on their major-label debut, *You Can't Stop the Bum Rush* — which also features "Steal My Sunshine" — the supergroup recruited longtime hero Biz Markie to appear on "Beautiful Day," as well as my personal hero Kurtis Blow for "Cold Chillin'" and Toronto's Faith Chorale gospel choir on "Crazy 'Cause I Believe (Early Morning Sunshine)." Yo! And if that ain't dope enough for ya', these crazy Canadians were fortunate enough to have the Dust Brothers' John King (Beastie Boys, Hanson, Beck) mix the album and John X (Ice Cube, Korn, Dave Navarro) cover engineering duties. Still not impressed? Well, try this on for size: Legendary glam rocker C.C. DeVille (Poison) had his hand in the recording, too, playing on "Feelin' Alright." With a star-studded lineup and beats to boot, Len buckles up as it prepares to shoot up the chart in style.

• **Artist POV:** Len on keepin' it true to the streets: "All we wanted to do was make clear from the beginning to the end that all of our influences for the past 20 years — since beats were made — are shown on this record. No matter what happens in this record — hard shit, choir shit, old-school shit — it's all good."

—Rich Michalowski
Asst. Alternative Editor

essentials: You probably got your first taste of the sugary-sweet, retro-steeped single "Steal My Sunshine" after catching a late-night viewing of the movie *Go!* or listening to the film's soundtrack in a yellow Miata. Whatever the case may be, it most likely left you buzzed and drooling with a sore tummy and a smile.

As with so many "overnight successes," Len actually got its start years ago. In 1991, in Ontario, Canada, the bandmembers got together and fashioned themselves as a "noise-driven punk-pop group" with an emphasis on beats, really big beats. From 1992 to '96 Len released one EP and two albums on its own label, *Four Ways To Rock*. To the amazement of these four talented young hipsters, they sold



Boomer ON THE RECORD

Cake "Let Me Go"
(Capricorn/Mercury)
Boomer APD
KWOD/Sacramento, CA

Let me throw some provincial, jingoistic stuff at you. Sacramento music is clicking right now. Cake's "Let Me Go" is something we've been on a while now, and it looks to be one of the best-testing titles yet. Oleander is another Sac band that's ready to break. Active Rock is doing well with them right now, but the band is poised to hit big in Alternative with "I Walk Alone," a cut that's performing great for us. Marvelous 3 avoids one-hit-wonder status with the groovy "Every Monday." Blink 182 is nails with a perfect song to break the band to new audiences. "What's My Age Again" might be the prototypical KWOD song.

Hard to find a song with a bigger buzz than Moby's "Bodyrock." However, don't forget to check out the album, which is simply amazing. Another act from that genre of music with a great song out right now is the Chemical Brothers, who have a who's who of Alternative radio already playing "Let Forever Be." It's nice to have a roster full of depth, but it's even better to have some luss in there, too. Check out Columbia, for example. They have a bunch of cool records out right now, encompassing a whole range of genres, all of which are performing strongly, from the re-active rock of the Offspring to the electronica-infused Lo Fidelity Allstars to the rootsy Train. I've always wondered when the right band and the right time would come for this format to make some strides in the Hispanic world. Ozomatli is certainly a band with the goods, and perhaps the time is right, too. Luscious Jackson is a band with that cool pop edge that seems to work so well with this format. Their latest, "Lady Fingers," is a great example of what I'm talking about. It's hard to break a follow-up single when the entire format is still pounding the first one. Luckily, right when it seems the format is ready for a new Cake song, the band delivers a great one. "Let Me Be..."

ON THE RADIO by Jim Kerr

RECORD OF THE WEEK:
Deftones "My Own Summer (Shove It)"

LOVELINE
In-Store Date
Modern Rock Live
WARPED TOUR

June 7th
June 8th
June 13th
starts June 25th

PENNYWISE

"Alien"

are you among us?

New This Week:	<p>KROQ 25x #1 Phones for 3 weeks</p> <p>KITS 24x Top 10 Phones</p> <p>WKRL 12x Early Phones</p> <p>KXTE 15x</p> <p>KKND 16x</p> <p>KXPK 19x</p> <p>KTCL 14x</p> <p>WJSE 10x</p> <p>WOXY 15x</p> <p>KFMZ 10x</p> <p>KHLR 13x</p> <p>KWOD 10x</p>	<p>KNDD 28x Top 10 Phones</p> <p>KJEE 18x Top 5 Phones</p> <p>KFMA 18x Top 10 Phones</p> <p>WBCN 16x</p> <p>WPBZ 14x</p> <p>KLEC 17x</p> <p>WBTZ 14x</p> <p>WXSJ 12x</p> <p>WEJE 10x</p> <p>KRAD 10x</p> <p>KRZQ 19x</p> <p>91X 10x</p>
-----------------------	--	---

WPLA "Screamer of the Week"

Epitaph Audience over 2,700,000

Advance Orders 200,000

<http://www.epitaph.com/>

<http://www.pennywisdom.com>

MANIC STREET PREACHERS IF YOU TOLERATE THIS YOUR CHILDREN WILL BE NEXT

Going For Adds May 24
Early Airplay At:

91X

WFNX

WOXY

CFNY

KFLZ

KZNZ

US Tour Begins In July!

THE FIRST SONG FROM THE #1 UK ALBUM

THIS IS MY TRUTH TELL ME YOURS

PRODUCED, ENGINEERED AND MIXED BY DAVE ERINGA

MANAGEMENT: MARTIN HALL

WWW.VIRGINRECORDS.COM

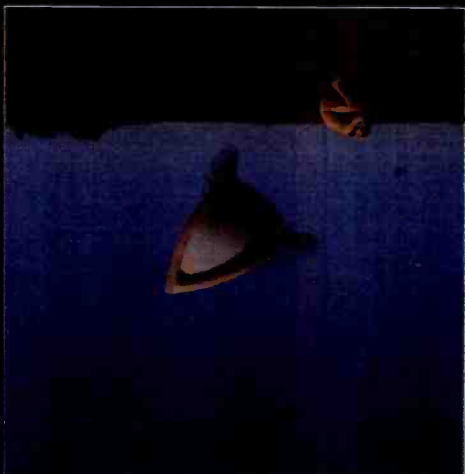


MANAGEMENT: THE LEFT BANK ORGANIZATION
PRODUCED BY THE GRANBERRIES AND BENEDICT FENNER

WWW.GRANBERRIES.COM

1000 AVENUE YORK MILWAUKEE WISCONSIN 53233

OVER 2.3 MILLION ALBUMS SOLD WORLDWIDE.



IMPACTS NOW

THE NEW SINGLE FROM BURY THE HATCHET.

THE FOLLOW UP TO THE TOP TEN TRACK PROMISES

THE GRANBERRIES ANIMAL INSTINCT



www.americanradiohistory.com

ALTERNATIVE PLAYLISTS

FIND COMPLETE PLAYLISTS FOR ALL ALTERNATIVE REPORTERS ON R&R ONLINE MUSIC TRACKING

MARKET #1 WTKR/New York Infinity (212) 314-9230 Kingston/Peor. Includes artists like Creed/Done, Korn/Freak On A Leash, Lit/Lit's My Age Again?

MARKET #2 KRQQ/Los Angeles Infinity (818) 567-1067 Weatherly/Sandblom/Worden. Includes artists like Creed/Done, Korn/Freak On A Leash, Lit/Lit's My Age Again?

MARKET #3 Q101 WTKR/Chicago Emmis (312) 527-8348 Richards/Shuminas. Includes artists like Creed/Done, Korn/Freak On A Leash, Lit/Lit's My Age Again?

MARKET #4 KITS/San Francisco Infinity (415) 512-1053 Taylor/Axelsen. Includes artists like Sugar Ray/Falls Apart, Smash Mouth/Hair Star, Blink 182/What's My Age Again?

MARKET #5 WPLY/Philadelphia Greater Media (610) 565-8900 McGuinn/Kubinski. Includes artists like Lit/Lit's My Age Again?, Citizen King/Better Days..., Dave Matthews/Band/Crush

MARKET #6 CIMX/Detroit Chum Ltd. (313) 961-6397 Brookshaw/Canova/Matt. Includes artists like Pearl Jam/Last Kiss, Lit/Lit's My Age Again?, Sugar Ray/Falls Apart

MARKET #7 KDGE/Dallas Chancellor (972) 770-7777 Doherty/Smith. Includes artists like Lit/Lit's My Age Again?, Korn/Freak On A Leash, Everlast/Ends

MARKET #8 WBEN Boston (617) 266-1111 Oedipus/Strick. Includes artists like Creed/Done, Pearl Jam/Last Kiss, Korn/Freak On A Leash

MARKET #9 WFNX Boston Infinity (781) 595-6200 Cruze/Gal. Includes artists like Lit/Lit's My Age Again?, Citizen King/Better Days..., Dave Matthews/Band/Crush

MARKET #9 WHFS/Washington Infinity (301) 306-0991 Benjamin/Ferris. Includes artists like Lit/Lit's My Age Again?, Citizen King/Better Days..., Dave Matthews/Band/Crush

MARKET #10 KTBZ/Houston Clear Channel (713) 961-1000 Trapp/Robison. Includes artists like Fatboy Slim/Praise You, Lit/Lit's My Age Again?, Korn/Freak On A Leash

MARKET #12 WNNX/Atlanta Susquehanna (404) 266-0997 Fram/Demey. Includes artists like Blink 182/What's My Age Again?, Korn/Freak On A Leash, Everlast/Ends

MARKET #14 THEend KNOO/Seattle Entertainment (206) 622-3251 Manning/McNroe. Includes artists like Pearl Jam/Last Kiss, Everlast/Ends, Lit/Lit's My Age Again?

MARKET #15 KEDJ/Phoenix New Century AZ LLC (602) 266-1360 Hart/Palyk. Includes artists like Lit/Lit's My Age Again?, Korn/Freak On A Leash, Everlast/Ends

MARKET #15 IZON/Phoenix Chancellor (602) 258-8181 Peterson/Smith/Mannion. Includes artists like Creed/Done, Fatboy Slim/Praise You, Citizen King/Better Days...

MARKET #17 KTRA/San Diego Clear Channel (619) 291-9191 Scheck/Mueckley. Includes artists like Ben Folds Five/Army, Citizen King/Better Days..., Lit/Lit's My Age Again?

MARKET #18 WLIR/Long Island Jared (516) 222-1103 Coe/Sosa/Ferre. Includes artists like Robbie Williams/Albumen, Lit/Lit's My Age Again?, Citizen King/Better Days...

MARKET #19 ZONE 105 KXZZ/Minneapolis ABC (612) 545-5001 Johns/Allen. Includes artists like Lit/Lit's My Age Again?, Korn/Freak On A Leash, Everlast/Ends

MARKET #20 KPWT/IL Leeds Sinclair (314) 231-1057 Four/Wide. Includes artists like Lit/Lit's My Age Again?, Korn/Freak On A Leash, Everlast/Ends

MARKET #21 WXPX/Pittsburgh Chancellor (412) 937-1441 Massachusetts/Diona. Includes artists like Smash Mouth/Hair Star, Everlast/Ends, Lit/Lit's My Age Again?



ADULT ALTERNATIVE TOP 30

MAY 21, 1999

3W	2W	1W	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
1	1	1	1	SHERYL CROW Anything But Down (A&M)	702	714	738	702	34/0
6	5	3	2	TOM PETTY & THE HEARTBREAKERS Room At... (Warner Bros.)	548	517	473	405	30/0
3	2	2	3	VAN MORRISON Precious Time (Point Blank/Virgin)	493	524	564	594	28/0
5	4	5	4	WILCO Can't Stand It (Reprise)	449	464	475	472	30/0
9	8	9	5	JONNY LANG Wander This World (A&M)	427	361	378	347	27/0
2	3	4	6	COLLECTIVE SOUL Run (Hollywood/Atlantic)	413	476	526	595	25/0
7	7	7	7	JEWEL Down So Long (Atlantic)	369	395	399	397	23/0
12	10	8	8	BETH ORTON Stolen Car (Arista)	363	382	349	295	28/0
4	6	6	9	JOHN MELLENCAMP I'm Not Running Anymore (Columbia)	332	400	435	497	24/0
—	22	15	10	NEW RADICALS Someday We'll Know (MCA)	307	251	189	34	27/1
21	14	11	11	ROBERT CRAY 24-7 Man (Rykodisc)	305	282	236	203	27/1
BREAKER				OLD 97'S Murder (Or A Heart Attack) (Elektra/EEG)	281	205	184	175	25/0
16	12	12	13	JOE HENRY Skin And Teeth (Mammoth)	272	271	272	237	24/0
BREAKER				SARAH MCLACHLAN Possession (Arista)	266	235	183	51	24/0
18	13	14	15	TAL BACHMAN She's So High (Columbia)	264	263	248	221	20/0
8	9	10	16	CRASH TEST DUMMIES Keep A Lid On Things (Arista)	224	303	363	376	20/0
20	15	17	17	MARTIN SEXTON Love Keep Us Together (Atlantic)	222	229	234	212	16/0
10	11	13	18	XTC I'd Like That (Idea/TVT)	220	269	307	323	18/0
19	18	20	19	SUGAR RAY Every Morning (Lava/Atlantic)	210	196	211	216	13/0
22	19	18	20	LUCINDA WILLIAMS 2 Kool 2 B 4-Gotten (Mercury)	209	206	194	185	18/0
—	—	25	21	DAVE MATTHEWS BAND Rapunzel (RCA)	208	165	82	30	20/1
29	26	23	22	R.E.M. At My Most Beautiful (Warner Bros.)	200	183	178	151	17/0
30	29	24	23	OWSLEY Coming Up Roses (Giant/WB)	187	169	157	142	18/0
—	—	26	24	TOM WAITS Hold On (Epitaph)	182	161	136	115	17/0
11	17	21	25	SHAWN MULLINS Shimmer (SMG/Columbia)	180	195	216	306	13/0
—	—	27	26	BEN FOLDS FIVE Army (550 Music/ERG)	170	161	140	133	15/1
DEBUT				PATTY GRIFFIN Blue Sky (A&M)	167	139	87	12	19/1
DEBUT				TRAIN Meet Virginia (Aware/Columbia)	148	139	132	141	15/0
DEBUT				SMASH MOUTH All Star (Interscope)	137	133	44	—	9/2
14	16	22	30	ALANA DAVIS Can't Find My Way Home (Elektra/EEG)	135	187	224	250	12/0

This chart reflects airplay from May 10-16. Songs ranked by total plays. Highlighted songs indicate Breaker. 36 Adult Alternative reporters. 34 current playlists. © 1999, R&R Inc.

NEW & ACTIVE

- SUSAN TEDESCHI** Rock Me Right (Tone-Cool/Rounder/Mercury)
Total Plays: 129, Total Stations: 15, Adds: 0
- INDIGENOUS** Things We Do (Pachyderm)
Total Plays: 128, Total Stations: 13, Adds: 0
- SINEAD LOHAN** Whatever It Takes (Grapevine/Interscope)
Total Plays: 126, Total Stations: 18, Adds: 4
- PUSH STARS** Any Little Town (Capitol)
Total Plays: 115, Total Stations: 13, Adds: 1
- WES CUNNINGHAM** Not Enough (Warner Bros.)
Total Plays: 113, Total Stations: 15, Adds: 1

- PEARL JAM** Last Kiss (Epic)
Total Plays: 109, Total Stations: 14, Adds: 5
- TODD THIBAUD** Little Mystery (Doolittle)
Total Plays: 103, Total Stations: 13, Adds: 1
- CESAR ROSAS** Little Heaven (Rykodisc)
Total Plays: 101, Total Stations: 12, Adds: 0
- EVERLAST** Ends (Tommy Boy)
Total Plays: 85, Total Stations: 5, Adds: 0
- BARENAKED LADIES** Call And Answer (Reprise)
Total Plays: 83, Total Stations: 9, Adds: 1

Songs ranked by total plays

BREAKERS

OLD 97'S
Murder (Or A Heart Attack) (Elektra/EEG)
TOTAL PLAYS/INCREASE: 281/76 TOTAL STATIONS/ADDS: 25/0 CHART: 12

SARAH MCLACHLAN
Possession (Arista)
TOTAL PLAYS/INCREASE: 266/31 TOTAL STATIONS/ADDS: 24/0 CHART: 13

MOST ADDED

- JULIAN LENNON I Don't Wanna Know (Fuel 2000) 9
- XTC Green Man (Idea/TVT) 6
- JUMP, LITTLE CHILDREN Cathedrals (Breaking/Atlantic) 5
- PEARL JAM Last Kiss (Epic) 5
- VERTICAL HORIZON We Are (RCA) 5
- JIMMY BUFFETT Pacing The Cage (Margaritaville/Island) 4
- SINEAD LOHAN Whatever It Takes (Grapevine/Interscope) 4
- JIMMY BUFFETT I Will Play For Gumbo (Margaritaville/Island) 3

MOST INCREASED PLAYS

- WES CUNNINGHAM Not Enough (Warner Bros.) +109
- OLD 97'S Murder (Or A Heart Attack) (Elektra/EEG) +76
- JONNY LANG Wander This World (A&M) +66
- SINEAD LOHAN Whatever It Takes (Grapevine/Interscope) +57
- PEARL JAM Last Kiss (Epic) +57
- NEW RADICALS Someday We'll Know (MCA) +56
- DAVE MATTHEWS BAND Rapunzel (RCA) +43
- PUSH STARS Any Little Town (Capitol) +48
- SARAH MCLACHLAN Possession (Arista) +31
- SANTANA Smooth (Arista) +31
- TOM PETTY & THE HEARTBREAKERS Room... (Warner Bros.) +31

Breakers: Songs registering 250 plays or more for the first time. Bullseyes awarded to songs gaining plays over the previous week. If two songs are tied in number of plays, the song being played on more stations is placed first. Most Increased Plays lists the songs with the greatest week-to-week increase in total plays. Weighted chart appears on R&R ONLINE.



THE PUSH STARS
"ANY LITTLE TOWN"

"CLASSIC POP/ROCK PERFECTION"
—New York Times

"ONE OF THE STRONGEST RELEASES OF THE YEAR! I'VE ALREADY PICKED THE NEXT THREE SINGLES!"

—Dean Carlson KMTT

"WE'RE GETTING INSTANT PHONE RESPONSE TO ANY LITTLE TOWN. THE HOOK IS VERY INFECTIOUS!"

—Mike Wolf KTCZ

- ALREADY ON:**
- KMTT WBOS
 - WXRV KTCZ
 - WXPB WRLT
 - WRNX WNCS
 - KBAC KFXJ
 - WMVY KTHX
 - & new KRSH

- RISING STAR AWARD - Boston Music Awards '99
- OUTSTANDING ROCK BAND - Boston Music Awards '98
- BEST UNSIGNED BAND IN AMERICA - EMI Publishing/R&R Magazine '97

check out www.pushstars.com



OPPORTUNITIES

May 21, 1999 R&R • 107

OPENINGS

NATIONAL

WANTED: RADIO STAR FOR NEW YORK!

Afternoon drive at WPLJ-FM is available. We don't care what format you're in or the size of the market. If you can entertain and yet still sound like a real person, overnight us a tape & resume immediately!



Scott Shannon
WPLJ-FM
2 Penn Plaza, 17th Floor
New York, NY 10121 EOE



NEED TALENT?

ACCESS RADIO'S LARGEST
ONLINE TALENT DATABASE

800-237-8073

WWW.ONAIRJOBS.COM

STEALTH

Confidential Talent Coach and
Programming Support for Radio

Familiar Ultimatum? "Be good, or be gone!"
Affordable, private, personal talent coaching
from a major market PD. Call Judy McNutt 615-579-4040

HIGH-TECH RADIO SHOW HOST NEEDED.

Nationally syndicated Internet and emerging technologies show looking for program host. Must have extensive background in writing for national-market technology magazines, journals and/or publications. Radio broadcast background a plus. Qualified candidates must be able to host, and schedule national-grade guests — personal connections in industry a plus. Program is a weekly one-hour feed — relocation not necessary. Send resume, credentials, and tape (if available) to: WWM, Denver Place, North Tower, Suite 1755, Denver CO 80202. EOE M/F. No Phone Calls Accepted!

CO-HOST WANTED! Our female co-host is moving to the majors. Small market powerhouse is looking for its next morning star for top-rated show. We want an intelligent, opinionated, funny, current-events-loving person who can also deliver a solid newscast. (Our award-winning news dept. will write it for you). Good bucks, great city, all the tools. Women and minorities encouraged to apply. EOE. Send tape, resume and photo to: Joel Raab Associates,

OPENINGS

OPENINGS

OPENINGS

EAST

WLKE/Bar Harbor, Maine, seeks Country morning personality. Great pay, benefits. T&R: Mark Osborne, Box 1107, Ellsworth, ME 04605. EOE (05/21)

Midday shift in Boston available at Easy 99.1. Looking for an experienced, personable communicator who can be a friend to folks at work and do creative production. Digilink experience and knowledge of adult standards and soft AC helpful. EOE, M/F. Send tape and resume now to: Jack Brady, PD, WPLM-AM & FM, Box 1390, Plymouth, MA 02362.



MORNINGS

Wake up two major markets on Washington and Baltimore's legendary alternative rock station. All other pieces are in place: Solid cume, rich heritage and outstanding support team. Send your package with resume and aircheck to: Mornings, WHFS, 8201 Corporate Dr., Ste. 550, Landover, MD 20785. WHFS is an Infinity radio station and EOE.

Chancellor Media's New Mix 96.1 Pittsburgh is looking for a talented, creative morning team. Knock our socks off and you'll have the opportunity to work in a Top-20 market with all the tools! Rush tapes and resumes to: Michael Hayes, Program Director, Mix 96.1, 200 Fleet Street, Pittsburgh, PA 15220. No phone calls please! Chancellor is an Equal Opportunity Employer!

SOUTH

WKAA/WRDO - Morning drive openings, production and remotes. Rush T&R: J. Michael Pruet, P.O. Box 7, Tifton, GA 31793. EOE (05/21)

New Modern AC seeks talent for all dayparts. T&R: Tim Michaelson, WCDA, Box 11788, Lexington, KY 40578. EOE (05/21)



Susquehanna's innovative Texas Country winner is searching America for a dazzling nighttime personality! The Wolf is a star vehicle for a funny, aggressive mass-appeal talent. CHR experience helpful. You will front a highly produced night show. Flair for street promotion essential. T&R to: Smokey Rivers, The Wolf, 3500 Maple at Turtle Creek, 16th Floor, Dallas, TX 75219. EOE

We need the right co-host to partner with a longtime morning player. Are you compelling, entertaining, interactive, exciting, funny? T&R to: Ron Brooke, OM

Soft AC morning talent needed. Creative, energetic, good phones, and relate to females. Good pay and benefits. Wonderful town. T&R to: Radio & Records, 10100 Santa Monica Blvd., #770, 5th Floor, Los Angeles, CA 90067. EOE

Southeast Alternative Rocker looking for morning individual to head a music intensive morning show. Hard workers only! Tape, resume and photo to: Radio & Records, 10100 Santa Monica Blvd., #767, 5th Floor, Los Angeles, CA 90067. EOE

Local Radio Station is looking for an evening (7-12pm) DJ. The ideal announcer would have 2-3 years' experience. Send tape and resume. We are an equal opportunity employer. Women and minorities are strongly encouraged to apply. Radio & Records, 10100 Santa Monica Blvd., #768, 5th Floor, Los Angeles, CA 90067. EOE

Work for a winner, live in paradise and know who your owner will be next year. WIND-FM (WNDD/WNDI), North Central Florida's Rock Leader is looking for talent to round out our morning show. Must have motivation and energy. T&R (No Calls) to: Trevor Scott, 690 NE 23rd Ave., Ste. B, Gainesville, FL 32609. EOE. Females encouraged to apply. Serious, experienced talent only!

I'm looking for one more on-air star to join a small firmament of intelligent personalities. You'll need to: love playing new music, hate the restrictions put on your creativity in current radio, be a natural interviewer, connect with a diverse national audience; have a genuine interest in the world and a natural ability to find the humor in it. And maybe you're sick of being the token chick. T&R ASAP to: Grant, FBGC, 632 Bourbon St., New Orleans, LA 70130. EOE

Southern Star Birmingham is looking for a highly skilled, creative production genius to run our creative services department. We require 2 years' experience as a production director or equivalent, excellent writing skills, and a highly organized individual who can work with the sales force, traffic department and clients on a one-on-one basis. We offer excellent salary and benefits as part of the Capstar Family. Send T&R to: Resource 12059901, Southern Star Communications, 530 Beacon Parkway, W. Suite 600, Birmingham AL 35209. No Calls

ON-AIR JOB TIP SHEET

- Loaded w/the hottest gigs: Hundreds to choose from.
- All markets/All formats - Sent every 5 days.
- ATs, PDs, MDs, Prod., News, Talk and Promo.

You have the talent. We have the jobs!!!
<http://onairjobtipsheet.com>

(800) 231-7940

mediacasting.com

Your best source for job leads and the place to be for posting your tape and resume online.
www.mediacasting.com
e-mail: info@mediacasting.com
(888) 293-1489

Put Your Aircheck On CD!

Print your name, face, anything directly onto the CD. Ask about our special rate for Pros On The Loose. Call Toll Free, 1-877-CD-EXPRESS.

TOP-20 MARKET MORNING SHOW CHR

We are looking for a killer morning show for a Top-20 market CHR. Send tapes and resumes to:



SHOW CREATION

radioguests.com

(310) 664-1193

all inquiries confidential
info@wilko.net

creation...development...crisis intervention
Morning Show Retreat August 12-15th Los Angeles

SYNDICATE IN BOSTON

Syndicate your radio show in Boston!

two Skw stations for the price of one!
HOURS AVAILABLE!

Call Barry Armstrong 1-800-944-3211

TV SPOTS

ATTENTION ALL RADIO STATIONS!

**We're turning
TV watchers into
radio listeners.**

Advertise Your Radio Station on TV.

- Exciting, innovative, effective and COST EFFICIENT TV spots
- Concept to execution ...we do it all!
- For more information and our free demo call 317-579-7844 and ask for John Valant.

JOHN design
CREATIVE MARKETING

VOICEOVER SERVICES

STEVEN B. WILLIAMS

LINERS • PROMOS • STATION IDs
& FUN STUFF FOR YOUR MORNING SHOW

(818) 487-8511

Mark McKay

"Thanks for the GREAT
promos and sweeps!"

- Mark Lillie, PD
K-FROG/Farmington, NM

The 70's
KFRC, WRKO, WAPP
The 80's
KMEL, KOWB, WRQX
The 90's
KFKE, KYGO, Your Station

HEAR DEMO NOW!

913/345-2381

email: McKayMedia@Juno.com
FAX 816-753-4044

Full Production/Trax! Affordable!

Jim Merkel

JIM MERKEL
VOICE IMAGING

724-625-6625 www.voiceimaging.com

VOICEOVER SERVICES

JENNIFER VAUGHN
Voice Imaging

WIOQ Philly
WBMX Boston
KRBE Houston
WQAL Cleveland
WBZZ Pittsburgh
and more!

"produced or dry"

(941) 574-6006

ISDN/DAT/CD

JOE CIPRIANO
PROMOS

Stop by our website and WIN
a FREE Joe Cipriano Voiceover session,
tee shirts and other prizes

www.joecipriano.com

VOX: (310) 454-8905 FAX: (310) 454-3247

THE VOICE OF FOX, CBS AND RADIO & TV WORLDWIDE

JOHN DRISCOLL
VOICEOVER

www.johndriscoll.com
or TOLL-FREE 888-766-2049

JP SHANE
schwinger

1-800-JP SHANE or 1-800-577-4263
DCI • NEXT DAY • ISDN

Little People Vo's

The Next BIG thing
in Cut through Imaging!

Imagine the sound of 3-year old twin boys
being a part of your voice arsenal. Wait until
you here the impact of this sound! Totally
natural, all ad-lib, no phoniness. It'll cut through
all formats. CHR, AOR, AC,
whatever your playing
Little People Vo's will
make a connection
with your listeners.
Just ask Keith
Masters at WLZR.

A full roster of child
voice talent. Inquire
about exclusive market
availability. For a demo
and cold voiced / produced
package rates call:

(516) 679-3033

Fax (516) 679-1329

"As soon as we
got the voice tracks
in the prod room and the
staff was rolling, I knew
I was on to something. No
listener will be able to resist
hearing the impact."
—Keith Masters, Pd at
WLZR, Milwaukee

Little
People
Vo's

VOICEOVER SERVICES

SAMO'NEIL

ISDN
Ready

VOICE IMAGING
"THE VOICE HEARD ABOVE THE REST"

DEMO: 1-877-4-YOURVO
www.samoneil.com (877-496-8786)

**OUTSTANDING
FEMALE VOICE**

A perfect complement to your male voice

call **CHRISTIE TANNER**

(404) 881-8974

Great Rates and All formats. Over 20 years in Radio!

R&R is ONLINE

<http://www.rronline.com>



"WE WON'T LEAVE YOU
IN THE 'LURCH'..."

DYNAMIC VOICE IMAGING™
(415) 788-8761
www.cwproductions.com

**CAMERON • WOOD
PRODUCTIONS**

KRIS ERIK STEVENS
EXCEPTIONAL VOICE IMAGERY

800-231-6100

www.kriserikstevens.com

Now On
KROQ-LA

**MARKETPLACE
ADVERTISING**

Payable in advance. Orders must be typewritten and
accompanied by payment. Visa/MC/AmEx/Discover
accepted. One inch minimum, additional space up to
six inches available in increments of one-inch. Rates
for R&R marketplace (per inch):

1 time	\$90.00
5 insertions	85.00
13 insertions	80.00
26 insertions	70.00
51 insertions	65.00

Marketplace
RADID & RECORDS, 10100 Santa Monica Blvd,
Fifth Floor, Los Angeles, CA 90067
310-553-4330 Fax: 310-203-8727

CARTER DAVIS

CUTS THROUGH

(901) 681-0650

Publisher's Profile

By Erica Farber



RICHARD D. BUCKLEY
President, Buckley Broadcasting

Some individuals were born to be in the radio business, and Richard Buckley is one of them. He has been President of Buckley Broadcasting since 1972. Having succeeded his father as operating head, he has guided the company for the past 27 years. Privately held, Buckley Broadcasting consists of 17 stations in nine markets plus the syndicated WOR Radio Network.

Buckley has given a great deal of his time to many industry associations. He is a past Chairman of the RAB and current board member.

Getting into the business: "I was sort of a radio rat as a kid. When I was a junior and senior in high school, I worked for WNEW. My father was President and GM of WNEW at the time. I worked in the mail room and then in the music library, and that got me hooked. I went to college and graduated from the University of Miami in February 1960. I looked around and was offered a job at Walmetco, TVJ television, for \$45 a week. I figured, 'Wow, four years of college, \$45 to be a floor producer.' I decided to go back to New York to see what I could find.

"For two years I was at NBC as a page, and then I got into local radio. My father bought a station in Hartford, WDRG, and he had a small station up in Providence, WHIN. Then he bought a station in California, KGIL. It was off to a pretty slow start, and he came to me and said, 'How'd you like to go to California?' I said, 'Sure, why not.' I thought it was in L.A., but it was the San Fernando Valley. In those days there were about 400,000 people living in the Valley, and about 10 million orange trees. I said, 'My God, I've been sandbagged!' From 30 Rockefeller Plaza to the orange groves of the Valley. I gave them one year and ended up spending a little over 10 years. It was the '60s, and it was exciting times.

"With the success of that station, we bought San Francisco, Seattle, Minneapolis. Then, in 1969-'70, we bought WIBG in Philadelphia. I came back to the East Coast and took over WIBG. Unfortunately, it was one to a customer, where you could only own either an AM or FM. The FM station today is YSP; it used to be IBG-FM. They took \$400,000 off the price, and we bought the AM. In 1971 we bought the Edward Petrie rep company and changed it to Buckley Radio Sales. I lived in Philly for a couple of years, and then, unfortunately, my dad died in '72. I moved up from Philadelphia to New York and took over the operation of the whole company.

"When we finally got square with the government

with inheritance — because we were privately owned then, as we are today — we went back out and started buying stations again. About 1980 we bought Monterey and Syracuse and sold a couple of stations — San Francisco, Minneapolis, Philadelphia and Seattle — to pay the inheritance taxes. It put a crimp in us for a while, but once we got clear, we kept that group of stations together until about five years ago, when we decided to sell KGIL. Then we sold KKHI, our Classical station in San Francisco. WOR was our last real major buy, nine years ago."

How the Telecom Act affected his company:

"Actually, it hasn't affected us, except that it has driven the price of stations so high that, as a private investor, it makes it very difficult to get normal financing. That's been the biggest drawback that I've seen. But for the industry, I don't think it's hurt anything. They've put fewer owners there, but I think what everybody's learned is that just because the ownership is the same doesn't mean everybody's going to flock to listen to it. You still have to program the radio stations for the audience, and you have to deliver the audience to make it a viable advertising medium."

Operating as a private company: "I know we're like a lone vulture on the fence, but we sort of like it that way. We're thinking in the very near future prices will return to somewhat of reality, and we can go to a bank and get financing. Unfortunately, being private, if you borrow money, you do it with the full intention of paying it back. It's not like the public guys, who just have to issue more stock."

Competing in the network arena: "We started the network about seven years ago. In the beginning it was to amortize the talent at WOR. It has worked into a nice revenue stream for the New York operation. We are providing about 18 hours a day of original programming. Bits and pieces of the network are in about 380 markets today. We've had a very good working relationship with the Premiere Network. They've been our sales arm and have done a good job for us. A lot of guys have asked, 'How can you be with Laura, Rush and Art?' My answer is, 'Why not?' They're pretty good people, and we hope we're providing equally quality programming."

The culture of his company: "Most of our guys have been with us for a long time, so they sort of run their own shows and like it that way. We see them five or six times a year, which is a lot, but it's just showing the flesh in the face. We're fairly mature in most of our properties and have a couple that have changed formats in the last couple of years. I would say the culture is one of stability, which is very important to a lot of people today."

Buyer or seller? "We don't like to be high-handed or anything, but the fact of the matter is, we like what we do. I've seen so many guys who have sold their businesses and now look around with their hands in their pockets and say, 'What do I do next?' They have nothing to do. I think it would probably be great for the first couple of weeks, after you fix all the leaky faucets and go fishing or play golf or whatever you do for four days in a row, but then what do you do? We like what we're doing. All I know is radio, I think there's a great future for it. People have

been wanting to buy WOR, and I said, 'Look, there's 11,000 radio stations and not that many owners, maybe 8,000 owners. How many times have a couple of guys from Connecticut gotten a chance to buy WOR? If you get it, you don't want to sell it, because that's what you've worked all your life to accumulate."

Something about his company that would surprise our readers: "I think we're pretty well known, and I hope we're respected. We've always been very community-oriented. A key to our success is having our managers and whatnot be a part of the cities and communities we operate in. Let's face it, whether it's New York or Bakersfield, the people who run these cities, it's a small clique. If you get inside, you can get a lot done and do it very nicely."

Most influential individual: "Probably my father. He was nuts, but a nice nut. He was an orphan, but was from a family of four or five kids. He was my guiding light, although he didn't guide me very often, but he was always there. We fought like cats and dogs, but that's what fathers and sons do."

Career highlight: "Buying WOR."

Career disappointment: "The '96 Telecom Act drove prices through the roof, and we couldn't compete. You can't pay 20 or 25 times and go in good conscience and say, 'This is how we're going to pay this back,' when you know it'll never happen. What we've said all along is that we can always do better where we are, so we don't need 50 stations. We've got 17. We'd love to have 25 or 30, but none of our stations are at the top of their markets, so they can do better. There's always room to grow. That's what we do, concentrate more on what we have."

Favorite radio format: "I like them all. I'm all over the dial."

Favorite song: "Anything by George Shearing would be an all-time favorite, or Paul Desmond."

Favorite television show: "I like sports on TV. That's basically what I watch."

Favorite book: "The dictionary; I can't spell worth a nickel."

Favorite movie: "Zorba the Greek. Anything in black-and-white just turns me on."

Favorite restaurant: "It used to be The Steak Pit in L.A., but that's no longer there. I'm sort of a meat-and-potatoes guy."

Beverage of choice: "Beer and gin — as long as it's not Gilbey's. Not mixed."

Hobbies: "I have a fishing boat and love to fish. The other would be watching my daughter play ice hockey. She plays Division 1 hockey for Boston College. That's what my wife and I do for our social life in the wintertime."

Stock recommendation: "I'd bet on broadcasting. There's a lot of room to grow. I don't understand the Internet boys who have never made a nickel. They're all billionaires in stock, and yet they're going to beat up one of our radio companies because they missed their projection by 4 cents. This is Wall Street. Radio's what I like, and I think you should invest in what you know."

Communication medium of choice: "Telephone. If I'm not in the office, I check in all the time."

edwin mccain
"I COULD NOT ASK FOR MORE"

from the forthcoming album

MESSENGER

produced by matt serletic

management, promotion & distribution
by american radio history

**IMPACTING
MAY 24th & 25th!**



GOING FOR ADDS
THIS
WEEK!

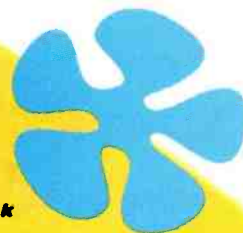
madonna beautiful stranger

(it's a brand new song, baby!)

AUSTIN POWERS THE SPY WHO SHAGGED ME

music from the motion picture

album in stores june 1
movie opens june 11



produced by madonna and william orbit. management: norman west management

www.maverickrec.com/austinpowers ©1999 warner bros. records inc. ©1999 maverick recording company. motion picture artwork. TM & copyright ©1999 new line producers, inc.

