

NEWSSTAND PRICE \$6.50

Melissa Rocks The House!

Melissa Etheridge brought down the house at the Century Plaza Hotel last weekend to close R&R Convention '99.



Etheridge's set included tracks from her upcoming Island/Def Jam album. The show was opened by multiple Grammy Award winner Shawn Colvin.



THE INDUSTRY'S NEWSPAPER

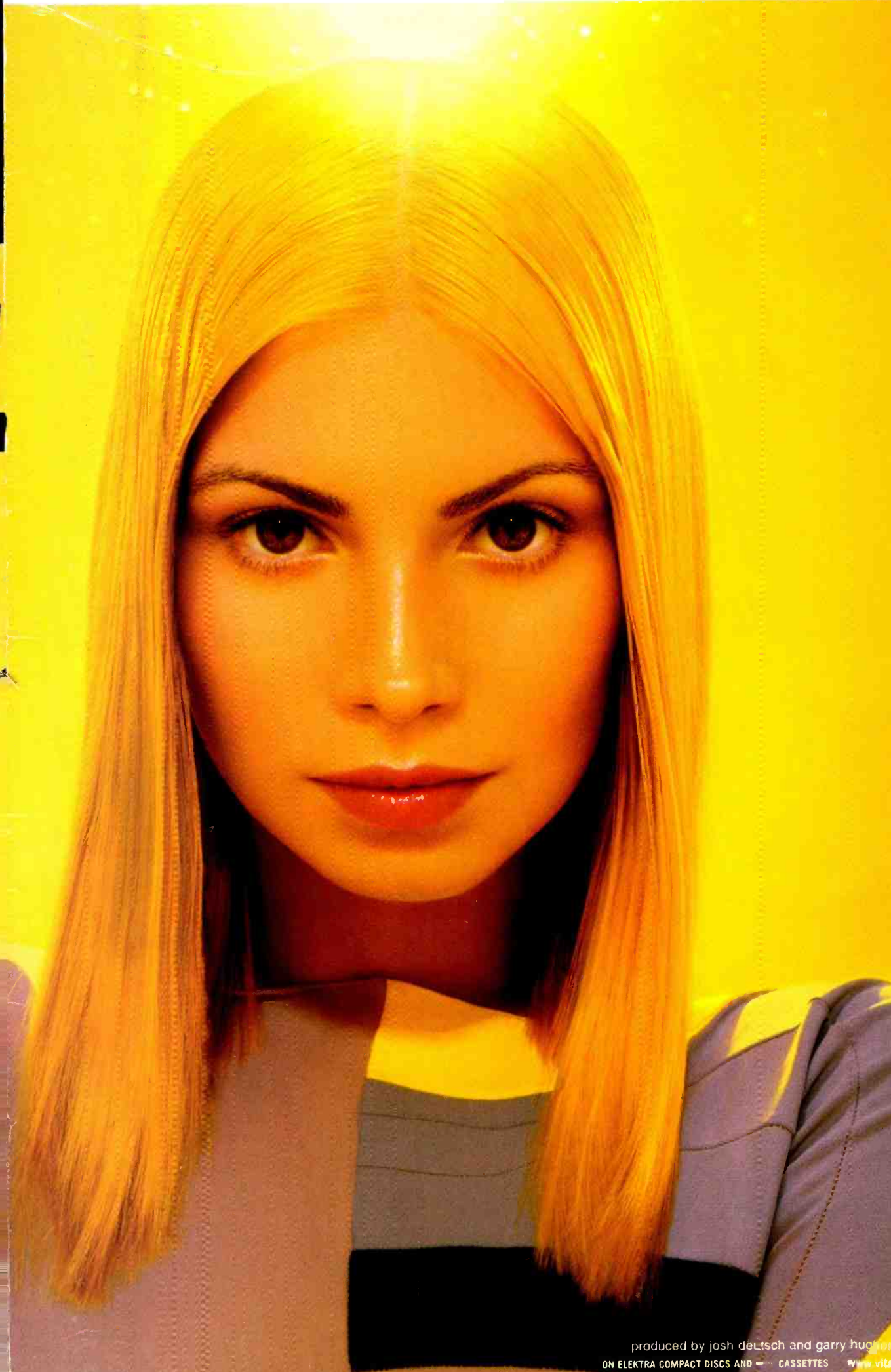
www.rroonline.com

JUNE 18, 1999

Ertegun Earns Humanitarian Award

Also at Convention '99: Atlantic Records founder Ahmet Ertegun was awarded R&R's annual Humanitarian Award.

Full coverage of the convention panels, speakers and performances begins on the next page.



essential for a healthy playlist.



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WXYV/Baltimore

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WZPL/INDIANAPOLIS WROX/NORFOLK
...AND MANY MORE!!**

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**KRBE WNCI WXKS
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WXYV/BALTIMORE
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WXSS/MILWAUKEE
WNNK/HARRISBURG**

**KRBE/HOUSTON
WNCI/COLUMBUS
WXYV/BALTIMORE**

FROM THE NEW STUDIO ALBUM

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MANAGEMENT: Q PRIME, INC.

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ISLAND



**MUSIC GROUP
A UNIVERSAL COMPANY**

So the latest edition of *Star Wars* comes out, and it's a bonanza for radio. Not! The George Lucas phenomenon generated so much word of mouth, practically no advertising was bought to promote the movie. And because most other studios chose not to go up against *The Phantom Menace* with movies of their own, all the studios have been quiet the past few weeks. Not that it matters much to radio anyway, considering how stingy the studios are with the medium. MMS Editor **Jeff Axelrod** takes a close look at entertainment industry ad spending in this month's "X-Ray."

Pages 10-16

CONVENTION SNAPSHOTS!

No doubt about it, the format sessions were the stars of **R&R** Convention '99. From Randy Michaels' grand entrance at the CHR session to the indelible superstar AC session to the Alternative Rate-a-Record, there were plenty o' memories to go around. Check out the pix on the pages of **R&R's** format editors this week.

IN THE NEWS

- **Arbitron** to expand Personal Portable Meter test in England
- **Supreme Court** overturns decades-old ban on casino advertising
- **CD Radio** announces receiver deal with Ford
- **Kirk Stirland** appointed President of WOR Radio Network
- **Barry Drake** named CEO of Sinclair Radio & TV

Page 3

THIS #1 WEEK

CHR/POP

- **RICKY MARTIN** Livin' La Vida Loca (C2/Columbia)

CHR/RHYTHMIC

- **112** Anywhere (Bad Boy/Arista)

URBAN

- **CASE** Happily Ever After (Def Jam/IDJMG)

URBAN AC

- **MAXWELL** Fortunate (Rock Land/Interscope/Columbia)

COUNTRY

- **GEORGE STRAIT** Write This Down (MCA)

AC

- **PHIL COLLINS** You'll Be In My Heart (Hollywood)

HOT AC

- **RICKY MARTIN** Livin' La Vida Loca (C2/Columbia)

NAC/SMOOTH JAZZ

- **ROGER SMITH** Off The Hook (Miramar)

ROCK

- **DEF LEPPARD** Promises (Mercury/IDJMG)

ACTIVE ROCK

- **BUCKCHERRY** Lit Up (DreamWorks)

ALTERNATIVE

- **RED HDT CHILI PEPPERS** Scar Tissue (Warner Bros.)

ADULT ALTERNATIVE

- **TOM PETTY & THE HEARTBREAKERS** Room... (Warner Bros.)

NEWSSTAND PRICE \$6.50



THE INDUSTRY'S NEWSPAPER

www.rronline.com

Owens Joins Clear Channel

By ADAM JACOBSON
R&R RADIO EDITOR
jacobson@rronline.com



Owens

Veteran Jacor Communications programming executive **Tom Owens** has just added a few hundred radio stations to his list of responsibilities. Owens, who served as Sr. VP/Programming for Jacor prior to its acquisition by Clear Channel Communi-

cations, will now serve in a similar capacity at Clear Channel. He'll report to Radio Division President Randy Michaels, with whom Owens has worked for more than a decade. "Tom's one of the most creative programmers I've ever met. He'll

OWENS/See Page 21

R&R Convention '99: A Glimpse Into The Future Of Radio

■ 'Embracing change' the dominant theme

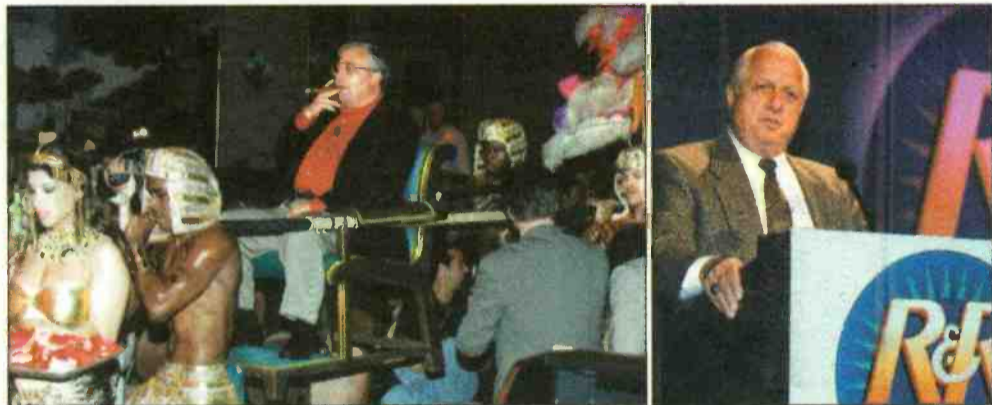
There were no reports over the past weekend that Broadcast.com founder Mark Cuban, Clear Channel Radio President Randy Michaels and author/strategic thinker John Parikhall were spotted huddled together in deep discussion about social and industrial change. But there is clear evidence that they are of the same mind.

All three highly effective and successful people were featured speakers at **R&R** Convention '99 in Los Angeles, and all three gave moving and enlightening dissertations on the need to embrace change ... and to start by expanding your horizons.

During a Friday morning CHR session, Michaels told

CONVENTION/See Page 22

At **R&R** Convention '99 (from top left): Randy Michaels gets a lift into CHR session; keynoters Tommy Lasorda, Mark Cuban, Rev. Jesse Jackson, John Parikhall; entertainers Shawn Colvin and Melissa Etheridge; recording industry superstars Phil Spector, Joe Smith and Ahmet Ertegun.



Costello Appointed Reprise SVP/Promo

By STEVE WONSIEWICZ
R&R MUSIC EDITOR
swonz@rronline.com

Reprise Records has named **Phil Costello Sr.** VP/Promotion. Based in Los Angeles, he reports to President Howie Klein.



Costello

"Phil is one of the most respected, effective and best-loved executives in the business today," Klein said. "His enormous energy is

COSTELLO/See Page 36

Listeners Want Better Ads, Not Fewer

■ R&R study finds audience cares about quality

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

Most people in the radio industry know that spot loads are increasing at many stations, but few know how that trend is affecting listeners and listening trends.

To that end, **R&R** recently commissioned a spot load study from **Edison Media Research** and **Arbitron** to unearth how listeners are reacting to increased ads. The study, titled "Will Your Audience Be Right Back After These Messages?" was presented during last week's

R&R Convention and had some notable results. Some major trends identified in the study include:

- 42% of listeners surveyed believe spot loads in radio have increased, but listeners generally believe their favorite radio station has not added more commercials.

- Though many people in the industry believe listeners hate commercials, survey respondents for the most part say they find commercials informative. Eight of 10 people say listening to commercials

SPOTS/See Page 21

Steal Takes VP/PD Post At KPWR/L.A.

By TONY NOVIA
R&R CHR EDITOR
novia@rronline.com

Clear Channel/Dallas Director/Programming & Operations

Jimmy Steal has been appointed VP/PD at CHR/Rhythmic **KPWR (Power 106)/Los Angeles**, effective July 6. Steal replaces Steve Smith, who exited AMFM as a Sr. VP/Programming.



Steal

STEAL/See Page 21

Someday we'll know

*from the million-selling album
Maybe you've been brainwashed too.*

Modern Adult Airplay 33*

Adult Top 40 Airplay 40*

Most Added Mainstream Top 40

#1 Callout WTMX/Chicago

Now Playing:

WFLZ	Y100	WKFS	KSLZ
WSTR	WPRO	WXSS	KQKQ
KRBE	KHTS	WZHT	WKRZ
WROX	WTWR	WNCI	WQZQ

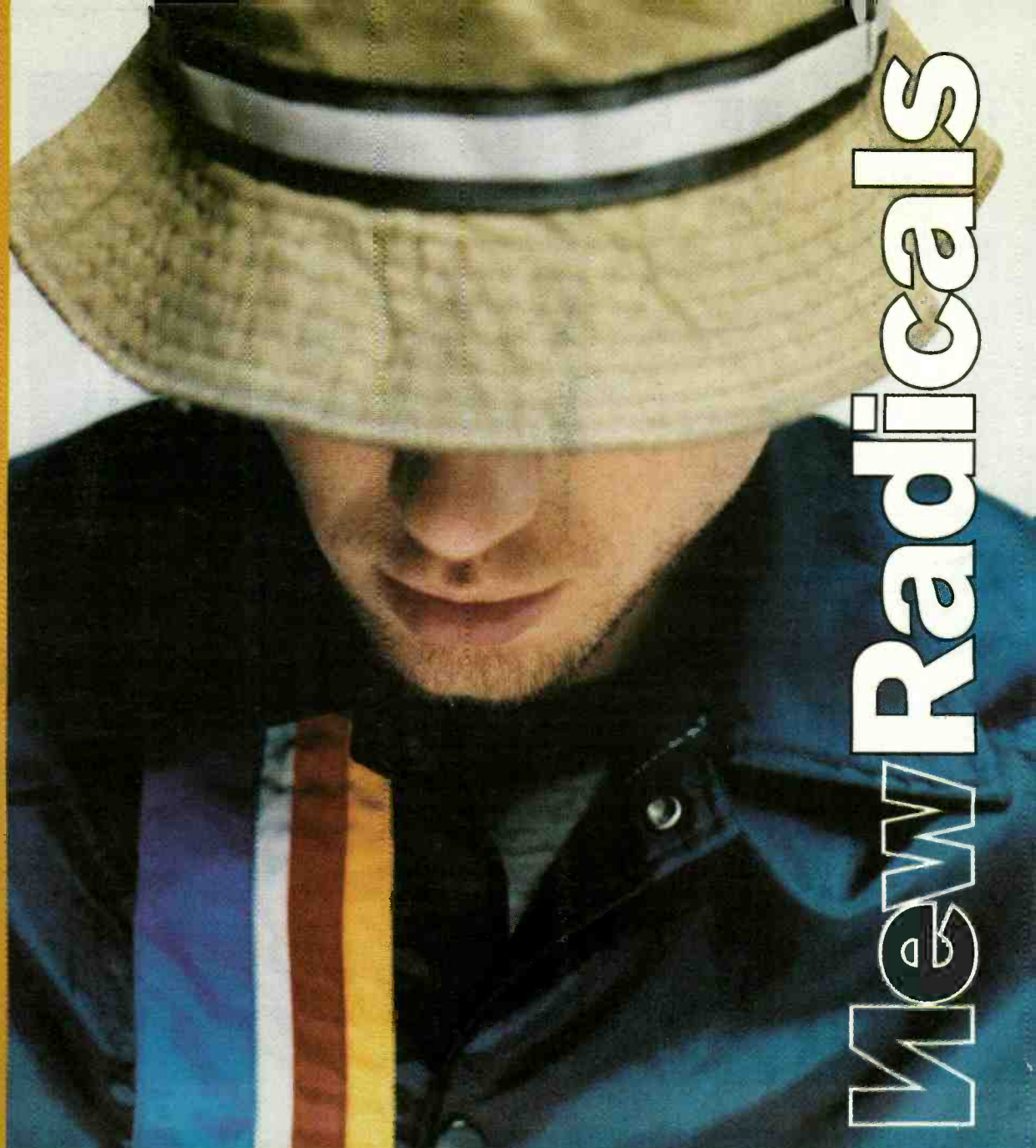
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Mainstream Top 40 Airplay 38-30*

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**Over 4400 BDS spins with an
audience reach of over
39 Million!**

Top 5 Callout

KQKS	Z95.7	WJMN
KUBE	KXJM	KGCI



"tell me it's real"

The first single from IT'S REAL,
the highly anticipated follow-up to their
4 million-selling debut album, Love Always

IT'S REAL - June 22nd

Also features the R&B smash "Life"

Management: DEVOUR ENTERTAINMENT
Single produced by Rory Bennett & JoJo Hailey

Stirland Appointed WOR Network Pres.

Longtime network radio veteran Kirk Stirland has been named to the newly created position of President of the WOR Radio Network. Stirland joins the Buckley Broadcasting-owned operation from his most recent position as VP/Sales for DG Systems.



Stirland

Buckley Radio Exec. VP Joe Bilotta commented, "Kirk Stirland brings a broad view of the network radio business to the WOR Radio Network. He has the experience, vision and ideas that will lead the network to its next phase of growth."

Prior to joining DG Systems, Stirland held management positions with Westwood One, Unistar and NBC. Over his decade-long career with Unistar and the Westwood One networks, Stirland rose from advertising sales positions to become Sr. VP/Sales and was eventually named Sr. VP/Affiliate Relations. Stirland's resumé also

STIRLAND/See Page 20

Drake Now CEO Of Sinclair Radio, TV

Barry Drake, former chief of Sinclair Broadcast Group's radio division, has been named CEO of both the radio and TV units. The move came just two days after Sinclair announced it may spin off or sell its radio division.

Both announcements followed a four-month period of management turbulence at Sinclair that saw former TV/radio head Barry Baker leave (in February) for USA Networks, and radio Chairman Kerby Confer step down (in April). Meanwhile, Sinclair's stock plummeted from a Dec. 31 high of \$19.56 to \$11.06 on April 15, before rebounding to close up 38 cents at \$15.63 on Tuesday.

Drake told R&R he would like to cultivate some of the strategies successfully deployed within the radio group — such as direct selling to advertisers and events marketing — to turn around the ailing TV division.

"He is excellent at driving top-line results and has always shared Sinclair's historical focus on operating margins," Sinclair CEO David Smith said of Drake. "Given today's electronic media marketplace,

DRAKE/See Page 20

Leading The Way



R&R Convention '99 saw a host of live performances and panel-led seminars, among them the Group Heads Session pictured here. Taking the stage at the Century Plaza Hotel are (l-r) AMFM's Ken O'Keefe, Clear Channel's Randy Michaels, Citadel Media's Larry Wilson, Cumulus Media's Lew Dickey and Connoisseur Communications' Jeff Warshaw. See story on Page 1.

Arbitron Set To Expand Its Audience Measurement Testing In UK Next Month

Arbitron is set to enlarge its audience measurement study of radio and television users in Manchester, England. The company will electronically track the minute-by-minute viewing and listening habits of 300 people in the British city for five months, beginning in July.

The measurements will be detected by a Personal Portable Meter, a pocket-sized device that can pick up inaudible signals embedded in the audio portion of both radio and TV programs. The meter is also able to detect Internet and other digital media signals. Arbitron's initial test included 50 people in 23 Manchester-area homes and commenced in November '98 under the auspices of London-based Continental Research, Arbitron's European subsidiary.

"With the explosion of today's entertainment and information technologies, digital TV, satellite radio and Internet audio and video, the industry needs a new audience measurement system that is capable of tracking how individuals use all types of electronic media," Arbitron VP/Int'l Business Development Jay Guyther said.

The agreement of broadcasters to encode their signals is essential to the study's viability. Eight out of nine commercial radio stations agreed to cooperate. Additionally, television stations BBC1, BBC2, Channel Four, Granada TV and cable's Carlton Food Network — which represent 85% of market viewership — agreed to encode their signals.

ARBITRON/See Page 21

Supreme Court Overturns Casino Ad Ban

How much radio will gain still a crap shoot

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

The Supreme Court's reversal of the 65-year-old ban on broadcast advertising of casinos this week was hailed as a First Amendment triumph. But observers were cautious about whether the decision would represent a revenue jackpot for radio and TV stations.

The ban "is so pierced by exemptions and inconsistencies that the Government cannot hope to exonerate it," wrote Justice John Paul Stevens in delivering the opinion of the high court, which unanimously overturned the law. He pointed out the inconsistency of past legislation that exempted state-run lotteries and Indian casinos from the ban. Since 1988 the ad ban has ap-

plied mostly to private casinos.

While at press time the FCC had not decided how it would implement the ruling (it could order enforcement of the ban to cease in Louisiana or nationwide), Greater New Orleans Broadcasting Assn. Exec. Director Don Cooper told R&R that the law was "struck down as unconstitutional," and its effect would be to legalize casino advertising across the land.

He called the decision "a tremendous vindication of a five-year battle." GNOBA first challenged the ban in 1994 in federal district court in New Orleans. The court ruled against the association — a decision upheld by the 5th Circuit Court

GAMBLING/See Page 20

JUNE 18, 1999

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Have You Tried Satellite Radio Lately?

Ford will install CD Radio receivers in 2001

Satellite-to-car broadcaster CD Radio announced Tuesday that it has struck a deal with the Ford Motor Co. to have the auto manufacturer install radios capable of receiving the digital satellite radio service in all seven Ford lines: Ford, Lincoln, Mercury, Mazda, Jaguar, Austin Martin and Volvo. The new receivers will be available in car models as early as the first quarter of 2001.

Announcement of the deal comes a week after XM Satellite Radio, the other major digital satellite broadcaster, said it had struck a financial and manufacturing deal with General Motors, the world's largest automobile manufacturer, to distribute XM receivers in its products. However, XM does not expect to launch its satellite service until late 2001, nearly a year after CD Radio plans to have satellites beaming down 100 channels of commercial-free music and sponsored news/talk, information and business channels at a cost of \$9.95 per month to subscribers.

"Our objective is to have every car already on the road and every car coming off an assembly line capable of receiving the CD Radio signal," said CD Radio Chairman/CEO David Margolese. "With this agreement, Ford and CD Radio usher in a new era of commercial-free music and innovative news, talk and entertainment radio pro-

gramming for motorists across the U.S."

Ford President/CEO Jac Nasser said, "CD Radio has a unique system that will offer our customers customized, commercial-free listening choices across the country at any time. This partnership is all about Ford Motor Co. being the leader in bringing new value and services to our customers. Our objective is to become the world's leading consumer company that provides automotive products and services."

Mike Ledford, Director/Telematics at Ford, said, "The CD Radio service will bring to radio what cable networks have brought to television, and we will deliver it to our customers first."

Although both CD Radio and Ford described their relationship in press statements as "exclusive," Margolese explained to R&R that exclusivity "just means that, for the first model year, 2001 through March 2002, we have exclusivity with Ford. They are exclusive to us, but we are not exclusive to them. We can deal with whomever we want."

Margolese also said CD Radio's deal with Ford does not prevent interoperability, which means that the same receiver is capable of airing

CD RADIO/See Page 20

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FCC Commissioners Criticize Own Rules

□ **Tristani, Ness blast the agency's definition of a radio market**

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

The FCC's definition of a radio market came under fire last week from an unlikely source: Its own commissioners.

In a ruling on a transfer application for WOW-AM & FM/Omaha, the FCC granted the transfer, but Commissioners Susan Ness and Gloria Tristani stated that they oppose the way the FCC defines a market. Meanwhile, Commissioner Harold Furchtgott-Roth used this case as an example of how the FCC is improperly looking at competition in a market before granting a transfer.

At issue is the way that the FCC defines a market when looking at competition. Rather than using definitions accepted by most of the industry, the commission takes a broader view: It counts any station whose principal community contour intersects any mutually overlapping station in the area as part of the market. This method generally creates markets much larger than the norm.

"Our rules create unrealistic markets that do not exist anywhere but in the halls of the FCC," wrote Tristani in a statement about the issue.

Omaha Market: 23 Stations Or 53?

In this case, Mitchell Broadcasting of Iowa had challenged the transfer of WOW-AM & FM from Great Empire Broadcasting to Journal Broadcast Group. The deal was part of a \$95.9-million, 14-station deal.

Under the rules of the Telecommunications Act of 1996, a group can own up to eight stations in a market if the market contains over 45 stations. In the case of Omaha, BIA defines the market as having 23 stations. Under the FCC's definition, Omaha contains 53 stations. Because WOW-FM has 100kw, the FCC includes stations that are 50 miles outside of Omaha and are not broad-

casting into the city as part of Omaha's market.

For example, under the current FCC rules, tiny KDSN-AM/Denison, IA, located approximately 60 miles outside of Omaha with only 500 watts of daytime power, would be considered a competitor to WOW-FM.

"No listener, advertiser or economist would consider these distant stations to be competitors in the Omaha market," wrote Commissioner Ness in

□ **Our rules create unrealistic markets that do not exist anywhere but in the halls of the FCC.**

— Gloria Tristani

□ **her statement about the transfer.**

"Without these distant stations, there would be fewer than 45 stations in the market, and Journal's proposed combination of eight radio stations would not be approved under our rules."

Both Tristani and Ness approved the WOW transfer because it falls within the rules as defined by the FCC, but both said they would like to see those rules changed.

"Today's order should not serve as precedent for future commission action in radio cases," wrote Tristani. "Instead, it is high time that the commission revised its radio ownership rules to incorporate a coherent and

consistent definition of a radio market to ensure meaningful consideration of market concentration."

FCC Chairman Bill Kennard, however, did not believe that this case highlighted problems with the FCC's market definition. In a statement responding to Tristani and Ness, Kennard wrote, "I recognize that the existing market definition used by the commission in cases such as this can sometimes lead to anomalous results. But I don't believe that the result in this case is such an anomaly, and I assume my colleagues' concurrence in the results reached here reflects their agreement with this view."

Furchtgott-Roth Opposes Antitrust Exams

Commissioner Furchtgott-Roth also approved the transfer of WOW-AM & FM, but wrote a statement blasting the FCC's practice of examining transfers for antitrust violations.

Furchtgott-Roth's sentiments are not new, but he reiterated his desire for the FCC to let the Department of Justice examine issues of competition, and for the commission to stick to evaluations based strictly on numbers. "If a transfer complies with the cut that Congress made in the Communications Act, that should be the end of the matter, as far as the FCC is concerned, with respect to permissible ownership levels."

Currently, the FCC is overstepping its authority by examining competitive issues when looking at radio transfers, Furchtgott-Roth said. The policy of "flagging" a radio deal based on ad revenue data particularly irks the commissioner, who wrote, "The FCC is attempting to impose its own negative view of the effects of consolidation on radio license transfer applications."

NAB Backs New Estate Tax Protest Group

□ **Bipartisan effort to reduce or eliminate taxation**

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

The NAB has become part of a coalition of businesses, organizations and individuals called Americans Against Unfair Taxation, unveiled Tuesday in Washington. The group is committed to reduction and elimination of the "unfair double taxation of the estate tax." The NAB is a founding member, along with such institutional participants as the Grocery Manufacturers of America, the International Franchise Association and the Food Marketing Institute, which have banded together to launch a nationwide campaign in support of the Death Tax Elimination Act, a bill in Congress introduced by Representatives Jennifer Dunn and John Tanner and supported by 185 members of Congress.

While the NAB declined to comment on the legislation, a spokeswoman with the anti-tax group told

R&R that the bill aims to protect family-owned businesses, including family-run radio companies,

that face inheritance taxes of up to 55%.

"It's a tax collected upon death that robs families of the economic security they've worked so hard to establish," said spokeswoman Janet Fallon. "In order to pay this hefty sum, Americans are forced to liquidate their assets and sell family businesses."

While a large number of privately held radio stations across the country are owned by family operations, reduction or elimination of the taxes could also affect larger family-owned radio groups such as Entercom, Radio One and Cox Radio.

Bloomberg

BUSINESS BRIEFS

Clear Channel Gets Majority Stake In French Outdoor Firm

Clear Channel Communications purchased a 50.5% interest in Paris-based Dauphin OTA last week for \$250 million. Dauphin, with annual sales of about \$250 million, is the largest billboard operator in France and Italy and the second-largest in Belgium and Spain. It also has a street furniture operation in France. Clear Channel said it hopes to buy the rest of the company, and plans a tender offer for the remaining Dauphin shares for \$154 a share. The purchase represented a 34% premium over Thursday's closing price, said Clear Channel, which already operates billboards in 26 countries and has large operations in the U.K., Scandinavia and Belgium.

FCC Eases Testing Burdens On AM Stations

The FCC has reduced the number of "proof of performance" tests that the country's 1,900-plus directional AMs must make to ensure their antennas are operating as required. NAB Engineer Dave Wilson told R&R that the association and CBS both asked the FCC last year to relax the testing rules in light of new computer software that allows directional AMs to verify with fewer field measurements that they aren't interfering with other stations. He said the new rules, adopted last month, could cut the number of man-hours for such tests in half.

XM Signs New Repeater Deal With Virginia Firm

McLean, VA-based LCC International said last week it will design and implement XM Satellite Radio's nationwide network of terrestrial repeaters in all 70 markets in which XM is deploying them. LCC signed a deal in February that had them designing and building repeaters, which are needed to fill in coverage in "urban canyons" and other areas that radio signals have trouble reaching. The repeaters could be deployed in five markets by October.

FCC Flags Another Cumulus Deal In Laurel-Hattiesburg, MS

The FCC said last week it would take a closer look at three Cumulus purchases in the Laurel-Hattiesburg, MS market, and on Tuesday it announced that another deal in the area will get close scrutiny. The \$735,000 purchase of WMFM-FM/Laurel-Hattiesburg from Thomas Hickman would give Cumulus over 40% of ad revenue in the market, according to BIA estimates. The commission "flags" such purchases to give the public a chance to comment on how the sale will affect competition in the market.

WebRadio Signs E-commerce Deal

WebRadio.com will now display song titles as they are played and allow users to purchase CDs, thanks to a deal with San Jose, CA-based GetMedia. WebRadio streams 90-plus radio stations without forcing users to download a plug-in (such as RealNetwork's RealPlayer), thanks to technology developed by WebRadio owner Geo Interactive.

RIAA Loses Round In Court To Diamond

A U.S. Court of Appeals said Tuesday that Diamond Multimedia's Rio MP3 player does not qualify as a digital audio recording device under the Audio Home Recording Act of 1992. And because of that, the Rio will remain on the market. Last October the Recording Industry Assn. of America failed in its attempt to get a federal court to block the release of the device. The appeals court declared the Rio is for playback only, and not for the pirating of copyrighted music. The RIAA said it was disappointed by the decision and is reviewing its options.

User-Friendly Version Of FCC Manual Now Available

The FCC's new edition of *The Public and Broadcasting*, which stations are required to keep in their public files, translates the commission's often esoteric regulations into plain English. An issues program list, for example, is explained as follows: "Every three months all stations must prepare and place in their file a list of programs that have provided their most significant treatment of community issues during the preceding three months. The list must briefly describe both the issue and the programming where the issue was discussed."

The manual has also been updated to reflect changes in mass media regulations since it was first published in 1974. For example, there are no

Continued on Page 6

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	6/04/99	One Year Ago	One Week Ago
Radio Index	222.46	300.43	296.70	+35.05%	+1.26%
Dow Industrials	8712.87	10,490.51	10,799.84	+20.40%	-2.86%
S&P 500	1100.65	1293.64	1327.75	+17.53%	-2.57%

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

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DEAL OF THE WEEK

- **WINE-AM, WAXB-FM & WRKI-FM/Danbury, CT and WPUT-AM/Brewster, NY \$11.25 million**

1999 DEALS TO DATE

Dollars To Date: \$1,709,243,489.41

(Last Year: \$2,457,276,178)

Dollars This Week: \$20,541,260

(Last Year: \$119,800,000)

Stations Traded This Year: 585

(Last Year: 817)

Stations Traded This Week: 27

(Last Year: 47)

TRANSACTIONS AT A GLANCE

- WRLD-FM/Valley, AL \$680,000
- KCBF-AM & KXLR-FM/Fairbanks, AK \$750,000
- KFAR-AM, KUWL-FM & KWLF-FM/Fairbanks, AK \$2.8 million
- WNFK-FM/Perry, FL \$135,000
- WSTT-AM/Tallahassee, FL \$300,000
- WZCM-AM/Young Harris, GA \$11,260
- KUPN-AM/Mission (Kansas City), KS \$550,000
- WKHW-FM/Pocomoke City, MD \$700,000
- WPLB-AM/Greenville, MI & WPLB-FM/Lakeview, MI \$450,000
- FM CP/Starbuck, MN \$60,000
- WONG-AM/Jackson, MS \$50,000
- WMFM-FM/Petal (Laurel-Hattiesburg), MS \$735,000
- WKAJ-AM/Glens Falls, NY \$100,000
- KHND-AM/Harvey, ND \$200,000
- WHGB-FM/Murrell's Inlet, SC \$70,000
- KVLF-AM/Alpine, TX No cash consideration
- KALT-AM & KPYN-FM/Atlanta (Texarkana), TX \$1 million
- WKHI-FM/Exmore, VA \$700,000

TRANSACTIONS

Aurora Lands Fairfield County Quartet From Capstar

Four suburban New York stations fetch \$11.25 million

Deal Of The Week

WINE-AM & WRKI-FM/Brookfield (Danbury), CT; WPUT-AM/Brewster, NY; and WAXB-FM/Patterson, NY (Danbury, CT)

PRICE: \$11.25 million

TERMS: Asset sale for cash

BUYER: Aurora Communications, headed by President Frank Osborn. Phone: (203) 921-0368

SELLER: Capstar Broadcasting Corp., headed by President/CEO Steve Hicks. Phone: (512) 340-7800

FREQUENCY: 940 kHz; 95.1 MHz; 1510 kHz; 105.5 MHz

POWER: 680 watts day/4 watts night; 29.5 kw at 637 feet; 1kw; 900 watts at 610 feet

FORMAT: Country; Rock; Country; Oldies

Alabama

WRLD-FM/Valley

PRICE: \$680,000

TERMS: Asset sale for cash

BUYER: McClure Broadcasting Inc., headed by President Charles

McClure. He also owns five other stations. Phone: (706) 327-1217

SELLER: Pearce Broadcasting Company Inc., headed by President Charles Reeves. Phone: (334) 756-8742

FREQUENCY: 95.3 MHz

POWER: 6kw at 289 feet

FORMAT: Oldies

Alaska

KCBF-AM & KXLR-FM/Fairbanks

PRICE: \$750,000

TERMS: Asset sale for cash

BUYER: New Northwest Broadcasters Inc., headed by President Ivan Braiker. It owns 48 stations. Phone: (425) 401-8528

SELLER: Northern Radio & Television Inc., headed by Chairman Robert Gottstein. Phone: (907) 562-3456

FREQUENCY: 820 kHz; 95.9 MHz

POWER: 10kw; 25kw at 7 feet

FORMAT: Oldies; Classic Rock

KFAR-AM, KUWL-FM & KWLF-FM/Fairbanks

PRICE: \$2.8 million

TERMS: Asset sale for cash

BUYER: New Northwest Broadcasters Inc., headed by President Ivan Braiker. It owns nine other stations. Phone: (425) 401-8528

SELLER: Borealis Broadcasting, headed by CEO Frank DeLong. Phone: (907) 451-5910

FREQUENCY: 660 kHz; 103.9 MHz; 98.1 MHz

POWER: 10kw; 2.9kw at 24 feet; 28kw at 7 feet

FORMAT: News/Talk; Rock; CHR

Florida

WNFK-FM/Perry

PRICE: \$135,000

TERMS: Asset sale for cash

BUYER: Power Country Inc., headed by President Louis Bolton. Phone: (904) 755-4012

SELLER: RAHU Broadcasting Inc., headed by President Barbara Hughes. Phone: (850) 584-2972

FREQUENCY: 92.1 MHz

POWER: 1.6 kw at 197 feet

FORMAT: Country

WSTT-AM/Tallahassee

PRICE: \$300,000

TERMS: Asset sale for cash

BUYER: Marion Williams. Phone: (219) 980-6305

SELLER: John Pembroke. Phone: (850) 942-1806

FREQUENCY: 730 kHz

POWER: 5 kw day/27 watts night

FORMAT: Gospel

Georgia

WZCM-AM/Young Harris

PRICE: \$11,260

TERMS: Stock transfer agreement

BUYER: Shirley Miller. No phone listed

SELLER: Young Harris Broadcasting Inc., headed by President Matthew Miller. Phone: (706) 379-1584

FREQUENCY: 770 kHz

POWER: 750 watts

FORMAT: Country

COMMENT: Shirley Miller will acquire 80% of Young Harris Broadcasting's stock when the transaction is completed.

Kansas

KUPN-AM/Mission (Kansas City)

PRICE: \$550,000

TERMS: Asset sale for cash

BUYER: HME Communications Inc., headed by President George Hochman. Phone: (501) 521-5128

SELLER: Sinclair Communications Inc., headed by David Amy. It owns 50 other stations. Phone: (410) 467-5005

FREQUENCY: 1480 kHz

POWER: 1kw day/500 watts night

FORMAT: Misc.

Maryland

WKHW-FM/Pocomoke City

PRICE: \$700,000

TERMS: Asset sale for cash

BUYER: Great Scott Broadcasting, headed by President Faye Scott. It owns 11 other stations, including WOCQ-FM/Berlin. Phone: (610) 326-4000

SELLER: Transmedia Inc., headed by President James Layton. Phone: (410) 957-4300

FREQUENCY: 106.5 MHz

POWER: 1.8kw at 341 feet

FORMAT: Oldies

Continued on Page 8

TOM SHO VAN SCHOLARSHIP FUND

at Emerson College

Emerson College is the nation's only institute of higher education devoted exclusively to the interdisciplinary study of communication and performing arts. This scholarship fund dedicated to longtime radio figure Tom Shovan will make a critical difference in the lives of financially needy, talented students by providing them with the resources they need to complete their studies and to begin to make their mark in the world of professional broadcasting which meant so much to Tom.

Yes, I would like to make a donation to the Tom Shovan Scholarship Fund

() \$25*

() \$50

() \$100

Other _____

Mail your donation to: **The Tom Shovan Scholarship Fund**

Emerson College - Office of Institutional Advancement, 100 Beacon St., Boston, Mass. 02116-1596

Please make checks payable to: *Emerson College*

* Donations of at least \$25 can receive copies of the memorial tribute to Tom along with the video of the service itself. To receive your videos call Barry O'Brien at (202) 463-0426.



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- YOU HAVE BIG RATINGS – NO – HUGE RATINGS
- YOU ARE PART OF A TEAM OR ALONE
- YOUR P.D. DOESN'T THINK YOU PLAY ENOUGH SONGS
- YOUR G.M. APOLOGIZES FOR YOU AT THE COUNTRY CLUB
- YOUR COMPETITION WOULD THROW A PARTY IF YOU LEFT TOWN
- YOU HAVE NO NEED FOR MUSIC ROTATIONS OR LINER CARDS
- IF YOU AND YOUR SHOW LEFT – THE STATION WOULD BE JAMMIN' SOMETHING NEXT BOOK
- YOU DON'T JUST HAVE LISTENERS – YOU HAVE FANS
- YOU GENERATE PRESS – GOOD & BAD
- NO ONE UNDERSTANDS YOU – EXCEPT THE LISTENERS

Drop us a note and tape of your show. Don't cut it up – send us a FULL SHOW. Then tell us why we should get excited about hiring you or your whole show. Maybe you're the next generation of personality radio. Maybe we will hire you and put you on a really **BIG** station in a really **BIG** market. Maybe you'll tell us you'll work your butt off but really – IT JUST COMES NATURALLY.



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TRANSACTIONS

Continued from Page 6

Michigan

WPLB-AM/Greenville & WPLB-FM/Lakeview

PRICE: \$450,000
TERMS: Asset sale for cash
BUYER: Stafford Broadcasting, L.L.C., headed by sole proprietor John Stafford. Phone: (616) 754-9303
SELLER: Kortess Communications Inc., headed by President Jeffrey Kortess. Phone: (616) 754-3656
FREQUENCY: 1380 kHz; 106.3 MHz
POWER: 1 kw day/500 watts night; 3 kw at 328 feet
FORMAT: Nostalgia; Country

Minnesota

FM CP/Starbuck

PRICE: \$60,000
TERMS: Asset sale for cash
BUYER: Digital Broadcasting Co., LLC, headed by Managing Member Terrance Moore. Phone: (612) 921-5898
SELLER: Jerry Papenfuss. He owns KAGE-AM & KAGE-FM/Winona, KBEW-AM & KBEW-FM/Blue Earth, KBRF-AM & KBRF-FM/Fergus Falls, KJKK-AM & KJKK-FM/Fergus Falls, KWNO-AM/Winona, KPRW-FM/Perham and KWNO-FM Rushford. Phone (507) 452-4000
FREQUENCY: 97.3 MHz
POWER: 50kw at 492 feet

Mississippi

WONG-AM/Jackson

PRICE: \$50,000
TERMS: Asset sale for cash
BUYER: Marion Williams. Phone: (219) 980-6305
SELLER: John Pembroke. Phone: (850) 942-1806
FREQUENCY: 1150 kHz
POWER: 500 watt day/19 watts night
FORMAT: Gospel

WMFM-FM/Petal (Laurel-Hattiesburg)

PRICE: \$735,000
TERMS: Asset sale for cash
BUYER: Cumulus Media Inc., headed by Executive Chairman Richard Weening. It owns over 200 other stations. Phone: (414) 615-2800
SELLER: Thomas Hickman III, head of Hickman Broadcast Services Inc. No phone listed
FREQUENCY: 106.3 MHz
POWER: 1.8kw at 400 feet
FORMAT: Soft AC

New York

WKAJ-AM/Saratoga Springs (Glens Falls)

PRICE: \$100,000
TERMS: Asset sale for cash
BUYER: The Anastos Broadcast Group Inc., headed by President Ernest Anastos. It also owns WQAR-FM/Stillwater (Glens Falls). Phone: (914) 273-8816
SELLER: New Paltz Broadcasting Inc., headed by President William Walker. It also owns WWLE-AM/Cornwall (Newburgh-Middletown). Phone (914) 691-2850
FREQUENCY: 900 kHz
POWER: 250 watts day/47 watts night
FORMAT: Nostalgia

North Dakota

KHND-AM/Harvey

PRICE: \$200,000
TERMS: Asset sale for cash
BUYER: Two Guys Broadcasting Inc., headed by President Dick Knaup. Phone: (701) 324-4848
SELLER: Two Rivers Broadcasting Inc., headed by President Robert Ingstad. It also owns KQDJ-AM & KXGT-FM/Jamestown, KAOC-FM/Cavalier, KQZZ-FM/Devils Lake and KYNU-FM/Carrington. Phone (701) 845-1490
FREQUENCY: 1470 kHz
POWER: 1kw day/160 watts night
FORMAT: Country

South Carolina

WHGB-FM/Murrell's Inlet

PRICE: \$70,000

TERMS: Asset sale for cash
BUYER: Radio Training Network, Inc., headed by President James Campbell. It owns five other stations, including WAFJ-FM/Belvedere and WLFJ-FM/Greenville. Phone: (941) 644-3464

SELLER: Appalachian Educational Communication Corporation, headed by President Kenneth Hill. It owns two stations. Phone: (423) 878-6279

FREQUENCY: 88.3 MHz
POWER: 500 watts at 98 feet
FORMAT: Religious

Texas

KVLF-AM/Alpine

PRICE: No cash consideration
TERMS: Stock transfer agreement
BUYER: Gene Hendryx Jr. Phone: (915) 837-2144
SELLER: Forrest Hendryx. Phone: (915) 837-2144
FREQUENCY: 1240 kHz
POWER: 1kw
FORMAT: Nostalgia
COMMENT: Gene Hendryx Jr. will acquire 55% of Big Bend Broadcaster's stock when the transaction is completed.

KALT-AM & KPYN-FM Atlanta (Texarkana)

PRICE: \$1 million
TERMS: Asset sale for cash
BUYER: Dominion Media, headed by President Duane Miller. Phone: (713) 291-0100
SELLER: ARK-LA-TEX Broadcasting, headed by President David Wommack. Phone: (903) 796-2817
FREQUENCY: 900 kHz; 100.1 MHz
POWER: 1kw; 50kw at 492 feet
FORMAT: Gospel; Gospel
BROKER: Bill Whitley of Media Services Group

Virginia

WKHI-FM/Exmore

PRICE: \$700,000
TERMS: Asset sale for cash
BUYER: Great Scott Broadcasting, headed by President Faye Scott. It

Bloomberg

BUSINESS BRIEFS

Continued from Page 4

references to the now-defunct Fairness Doctrine. The public can access the manual via www.fcc.gov.

FCC Forms To Be Phased Out Next Month

The FCC's new Form 314 (application for station or construction permit sale) and Form 316 (application for pro-forma transfer of station or CP) became available from the commission on Tuesday. Use of these forms, which replace many of the "narrative" questions of the old forms with simple yes or no questions, will be mandatory as of July 15. "Old versions will be automatically returned," the FCC warned.

Kennard, Sutton To Take Part In Minority Ownership Conference

FCC Chairman Bill Kennard, Inner City Broadcasting Chairman Percy Sutton and Radio One Chairwoman Cathy Hughes were slated to attend this week's Citizenship Education Fund conference on the financing of minority broadcasting ventures. Rev. Jesse Jackson, who heads up the fund, said this week's New York confab "is not just for the little guys," but "for the majority players who will learn more about a growing untapped market, the underserved markets in the brown and black communities." Brokers Larry Patrick and Steve Pruet of Communications Equity Associates will take part in a panel session on "broker-dealer relationships."

Cleveland Pirate Ordered To Cease And Desist

Despite several warnings from agents of the FCC's Detroit field office in the past three years, Jerry Szoka — owner of the Cleveland nightclub The Grid — has continued to operate his illegal station of the same name at 96.9 MHz. Last week the commission said he must "cease and desist" broadcasting and fined him \$11,000. Szoka will likely have 30 days to appeal the order, at the end of which time the FCC may take him to court in Cleveland.

Hyde Bill: Listening To Tina Turner May Be A Crime

The House is expected to vote later today on legislation recently introduced by Rep. Henry Hyde that may subject retailers to criminal penalties for selling violent or sexually explicit music, movies or video games to minors. House Entertainment Task Force member Mark Foley opposes the bill and says its language, which describes sexual material as a "detailed verbal description" of masturbation or intercourse and violent material as a description of "sadistic or masochistic flagellation by or upon a person," means store owners could be sent to jail for five years for selling offending records. Foley used Tina Turner's "Rock Me, Baby" (which "depicts sexual material") as an example of an offending song. Hyde spokesman Mike Connolly tells R&R, however, that the legislation targets violent movies and video games more than music. The proviso is part of an overall "juvenile justice bill."

Continued on Page 36

owns 11 other stations, including WOCQ-FM/Berlin. Phone: (610) 326-4000
SELLER: Bay Star Communications, Inc., headed by President

James Layton. Phone: (410) 957-4300
FREQUENCY: 107.5 MHz
POWER: 50kw at 282 feet
FORMAT: AC

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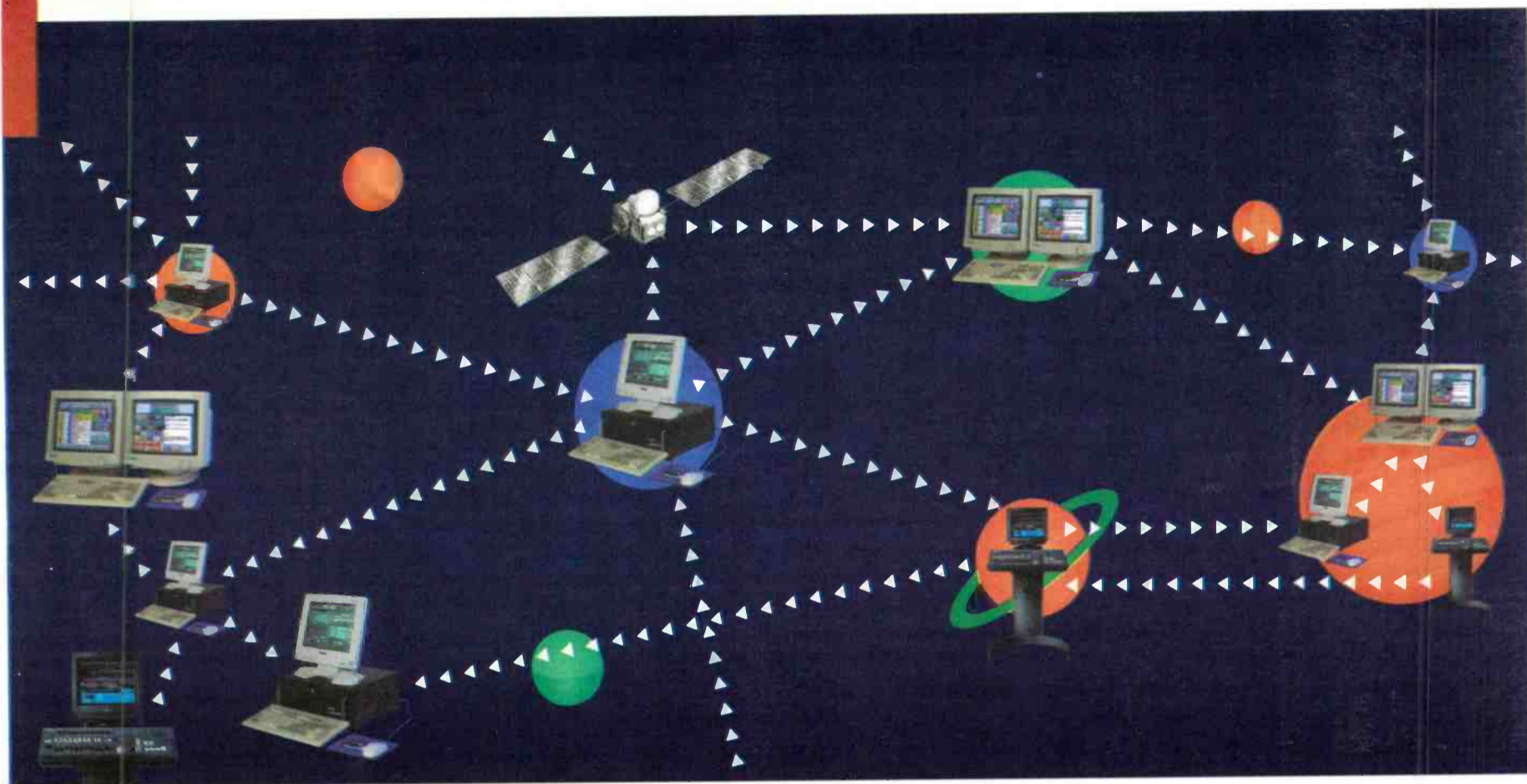
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HARRIS

- Scarborough: Listeners love movies, Page 14
- Screen scene: Coming to theaters near you, Page 16
- RAB: Radio saves drive-in from extinction, Page 12



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"There's no business like show business,
like no business I know."
— Irving Berlin

SALES

R&R INDUSTRY X-RAY: ENTERTAINMENT

■ *This summer's reel big question: Star Wars, the revenue menace?*

By Jeff Axelrod

MMS Editor
jaxelrod@rronline.com

Hey, broadcasters! George Lucas would like to thank you all. Thanks to the tremendous word-of-mouth

generated in part by personalities and features on radio and TV, was a single cent spent advertising *Star Wars: Episode I — The Phantom Menace* on either medium?

The anticipated success of *Star Wars* triggered a domino effect that most likely changed your station's revenue mix in May. Studios, reluctant to open against the prequel, rescheduled major releases so that they wouldn't go head-to-head with "the Force." Thus, there were few movies opening that month, and the biggest one of 'em all wasn't advertising!

Unfortunately, the *Star Wars* juggernaut is not just an anomaly — movie studios spend a minuscule part of their advertising budgets with radio. According to Competitive Media Reporting figures, only \$25.2 million — 1.8% of the major studios' ad spending — went to radio in 1998. By comparison, they spent 14 times that amount on newspapers and 29 times as much on network TV. In fact, all forms of TV account for all but 24% of movie spending!

Fortunately, the segment isn't a total loss, because concerts and theater also factor into the entertainment category, bringing radio's average take in the category to 18.1%. Music radio, of course, is a natural recipient of concert ad spending. After all, promoters are able to target active music listeners in the artists' home formats.

The demographics of active moviegoers are also favorable to several radio formats. The most active moviegoers are young singles — of those who go to

five movies a month or more, 58% are single and 51% are 18-34.¹ So such formats as CHR, Urban Contemporary, Alternative, Rock and Hot AC would seem to be natural targets for movie advertising.

This notion is backed up by the Scarborough Research data on Page 14, which shows that frequent radio listeners are much more likely than TV viewers to be among the most active moviegoers. Those are the people Hollywood needs to reach most. While only 28% of Americans see an average of a film a month, these frequent filmgoers account for 81% of the total box office numbers!²

Radio Spending Profile

Of the money spent advertising entertainment (movies, concerts and theater) in all media, how much goes to radio?

Highest market	29.3%
Average	18.1%
Lowest market	10.0%

- 1998 entertainment category radio growth rate: 15.1%
- 1998 overall radio growth rate: 12%
- Entertainment as a percentage of total radio expenditures, 1998: 2.5%

Source: Miller, Kaplan, Arase & Co. LLP

So why isn't radio getting more movie dollars? The movie business certainly isn't hurting — 1.48 billion tickets were sold last year, creating a record gross box office total of \$6.95 billion.²

I can offer one reason ... and an inviting solution to clearing that obstacle. Newspapers make a killing with movie listings, even though newspaper readership is on the decline. In fact, 68% of filmgoers say they found out theater show times from newspapers. So now that radio broadcasters are also in the Internet business, why aren't we working with the studios and other partners to put movie listings on our station websites? Why aren't we *selling* tickets to shows on our station websites?

There's plenty of traditional and nontraditional revenue to be had by being more aggressive in our partnerships with both movie studios and theater chains. Use your promotional power and your Internet abilities to create a total selling package that uses your station's resources to generate a buzz and sell tickets. Good luck ... and may the Force be with you!

¹ Simmons 1998 data

² Motion Picture Association of America figures, 1999

MANAGEMENT

A BUSINESS STRATEGY WORTH COPYING!

By Dick Kazan

How do you run a successful business? I asked the founder and chairman of Kinko's, Paul Orfalea, who

replied, "You take care of the workers, and they'll take care of you. People are a lot more competent than they give themselves credit for, and if you put them in the right environment, they rise to the level of trust you give them. Manage the environment and not the people."

How does Orfalea do that? In part by providing his "co-workers" (employees) with extensive training, profit sharing, an attractive 401(k) plan, excellent health and child care benefits, scholarship programs and a level of respect seldom seen among retailers. But the most important element: "We're good listeners. We built a culture of listening. Our philosophy is that we're a family, we openly communicate and it's all right to make mistakes. You've got to listen with your eyes also. I can tell a good store by the spark in the co-worker's eyes."

The result is that Kinko's recruits and retains outstanding employees, which is what makes



them so successful. As Orfalea says, "I'm a firm believer that happy fingers ring happy registers."

How successful is Kinko's? When people refer to

business service stores, they use the company name as a generic, just as they might say "Jello" for gelatin or "Xerox" for photocopy. Headquartered in Ventura, CA, Kinko's has 907 stores nationwide and 53 overseas, with 25,000 co-workers and estimated revenue of \$1 billion. Last year they made over 13 billion photocopies — more than 2 copies for every person on earth. Orfalea's ownership is worth about a quarter of a billion dollars.

Is Orfalea a genius? If so, it wasn't apparent when he flunked the second grade and was later put in a third grade class for retarded students. He struggled academically and graduated from high school with a D average. It wasn't until years later that the cause of his problems was discovered: He's severely dyslexic. Even now, he has difficulty reading and writing, and to this day, he says, "I don't know how to use a computer or run a single machine at Kinko's."

When Orfalea started the company in 1970, he just wanted to own his own little business rather than work for someone else. "I sold film developing like Fotomat, photocopying and stationery, notebooks and pens." Because of his curly red hair, people called him "Kinko"; that became the name of his company.

The first Kinko's was started in back of a hamburger stand "right next to the UC Santa Barbara campus," Paul said. It was only 100 square feet, which is so tiny (about the size of an office cubicle) that during business hours, he had to roll the copy machine outside.

"The second one was in Irvine. It was in a garbage room in a restaurant. The guy said, 'OK, I'll take the dumpster out.' I paid the guy \$80 a month. It was right next to UC Irvine and next to a post office. It was perfect." Paul controlled his costs by securing cheap space, and his convenient locations made it easy for customers to do business with him. These are key ingredients in the success of any business.

Orfalea had no formal business training, and I asked what his biggest fear was in starting the company. He said, "That I was going to fail. I knew my costs, could assess risk and had intuition, but I was insecure — I was only 22 years old." Given your maturity and the resources you have, think of what you can attain by applying yourself using the knowledge Orfalea shared with you today.

Next week, I'll tell you a secret to business success from Sam Walton, who built Wal-Mart into the world's biggest retailer.

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.



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ENTERTAINMENT ADVERTISING BY MARKET

■ 1998 Media Spending (in thousands of dollars)

Market	Concerts/Theater		Movies	
	Newspaper	TV	Newspaper	TV
Albuquerque	0.0	345.1	590.3	1,087.5
Atlanta	0.9	1,274.9	7,256.9	8,973.4
Baltimore	0.0	3,617.6	2,985.4	3,589.1
Boston	15,012.6	2,483.8	13,554.3	17,936.1
Buffalo	0.0	1,259.6	1,881.6	3,074.0
Charlotte	0.0	614.9	951.2	873.8
Chicago	28,678.4	6,442.9	26,577.7	23,150.5
Cincinnati	0.0	1,405.4	1,158.6	1,584.0
Cleveland	0.0	1,225.0	3,266.9	5,473.8
Columbus	0.0	1,132.9	1,571.5	1,715.4
Dallas-Ft. Worth	6,140.1	3,169.3	9,558.8	11,365.5
Denver	6,763.4	1,281.0	7,858.3	7,127.1
Detroit	0.0	3,360.4	10,477.0	7,852.9
Grand Rapids	0.0	956.3	1,033.1	1,292.5
Greensboro	0.0	344.2	339.8	108.8
Greenville-Spartanburg	0.0	246.9	621.8	341.2
Harrisburg	0.0	297.3	471.6	573.9
Hartford	1,643.6	1,423.5	1,152.1	3,194.1
Houston	1.1	1,841.3	8,901.6	7,537.3
Indianapolis	0.0	739.0	2,113.3	2,748.6
Kansas City	0.5	1,199.0	862.8	1,547.9
Los Angeles	58,068.2	5,983.4	76,668.5	52,449.9
Louisville	0.0	553.2	1,252.1	738.0
Memphis	0.0	475.3	1,263.9	467.2
Miami-Ft. Lauderdale	4,542.8	2,016.7	7,099.5	10,360.9
Milwaukee	0.0	1,157.2	1,414.5	1,668.0
Minneapolis-St. Paul	6,929.8	2,419.0	7,507.7	7,772.2
Nashville	0.0	1,207.4	1,025.1	1,176.8
New Orleans	0.0	1,321.6	1,084.8	933.0
New York	14,719.7	15,905.3	39,234.9	55,176.5
Norfolk	0.0	753.2	1,048.0	1,562.1
Oklahoma City	0.0	317.9	2,072.3	1,165.3
Orlando	0.0	1,421.6	2,635.1	3,872.1
Philadelphia	7,304.8	2,132.7	10,766.5	17,008.3
Phoenix	5,455.4	1,634.3	5,382.3	8,086.3
Pittsburgh	0.0	1,358.8	1,662.6	3,497.2
Portland	0.7	1,014.4	1,506.8	3,005.9
Providence	0.0	1,259.3	335.6	2,021.5
Raleigh-Durham	0.0	317.1	525.7	1,281.0
Sacramento	1,277.2	849.8	2,343.4	4,670.3
Salt Lake City	0.0	1,486.4	939.0	2,362.9
San Antonio	0.0	561.2	1,678.6	1,724.4
San Diego	3,364.4	1,118.4	3,729.5	8,834.4
San Francisco	20,975.5	3,355.0	20,257.9	22,521.7
Seattle	0.5	1,509.2	6,059.3	10,794.0
St. Louis	1.2	1,306.2	2,490.5	3,277.3
Tampa-St. Petersburg	976.0	897.0	3,717.4	4,933.0
Washington, DC	12,908.5	2,180.5	11,689.1	15,536.0
West Palm Beach	842.9	660.5	683.1	857.7
Wilkes Barre-Scranton	0.0	270.0	318.6	158.2
Total Top 50	196,008.8	88,741.5	322,379.6	361,978.1

Source: Competitive Media Reporting

RADIO GETS RESULTS

SUCCESS STORIES FROM THE RAB

RADIO RESCUES DISAPPEARING DRIVE-IN

SITUATION: How did radio help save a great American tradition in one small community? The Twin Drive-In theater in Longview, WA was about to be converted into an RV campsite when KLYK-FM personalities brought the situation to the attention of their listeners. Their response — and the opportunity that reaction created for the property's owner — truly demonstrates the power of radio advertising.

OBJECTIVE: The goal of this impromptu campaign was to convince the new owner to keep this popular community landmark open as a functioning drive-in theater. Listeners started a petition drive, and the movement included a friendly on-air debate between the property owner and those who hoped to preserve the drive-in.

CAMPAIGN: KLYK listeners and on-air personalities brought the issue to public attention and generated enough excitement to give the new owner a positive and profitable alternative to closing the theater.

RESULT: Based on this outpouring of community support, the new owner worked with KLYK to promote Tuesday through Saturday movies at the Twin Drive-In. The theater has worked out co-op promotional agreements with KLYK and is now actively advertising movie screenings. Local citizens are excited about the possibility of keeping the drive-in, and both the owner and listeners were impressed with the results of this listener campaign.

RAB TOOLBOX

More marketing information and resources from the RAB

FROM MEDIA TARGETING 2000

Nearly half (45%) of people who have gone to the movies in the past three months earn more than \$50,000 a year, and 31% are college graduates. Almost three fourths (73%) own their own homes, and 37% have children living at home. This group spends an average of 48% of its daily media time with radio.

INSTANT BACKGROUND - MOVIE THEATERS

Primary reasons for selecting one theater over another that is playing the same film: Proximity to home, 27%; ticket prices, 23%; show times, 22%; quality of theater, 21%.

RAB CATEGORY FILES

"Websites for movies are becoming more and more elaborate, but do they actually get people into theaters? Who knows? Though ticket sales would seem to be the best measurement of how well a site works, Columbia TriStar and Buena Vista are the only studios interviewed for this story that sell tickets on the sites. 'Our No. 1 goal is to drive people to the theater to see the movie,' says Ira Rubenstein, VP/Marketing for Columbia TriStar Interactive. 'To achieve this, from any page on our site you can click on the button, enter your ZIP code, find the show time and actually buy the ticket.'" — Susan Kuchinskas, *AdWeek* (2/8/99).

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

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PLEASE FILL OUT COMPLETELY :

CONTACT & TITLE

COMPANY NAME

ADDRESS

CITY

STATE

ZIP

PHONE

FAX

Not Top Five on the Ranker?

You Might Be with MapMAKER

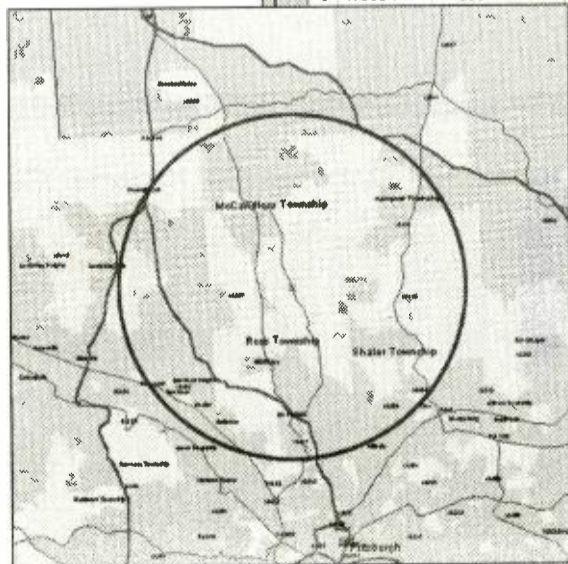
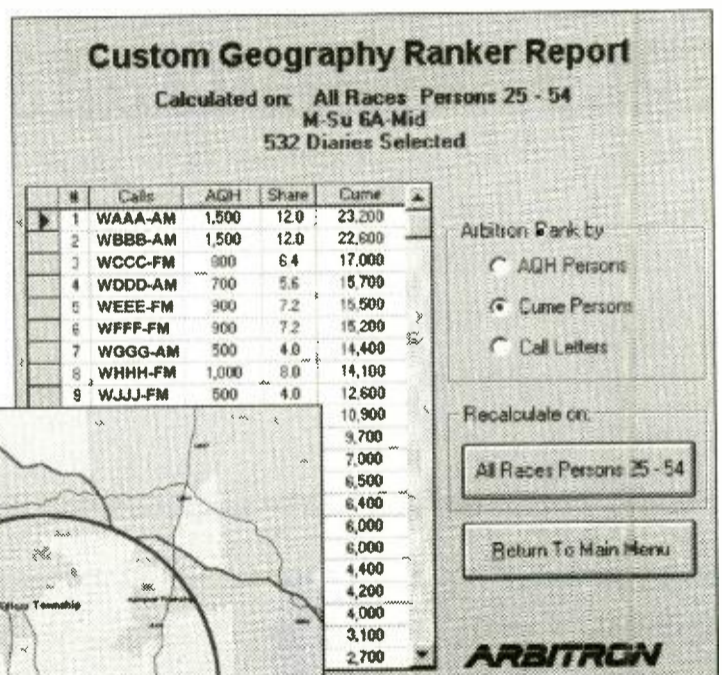
Rankers are great if you're a top station. But if you're not, you've probably lost a lot of business you might have been right for. MapMAKERSM 5.0 can help you get past the "top station" roadblock and get on the buy. MapMAKER replaces Metro-based rankers with something retailers really respond to — retail trading area rankers (listening in retail trading areas).

Look at retail trading areas

Retailers care most about those most likely to visit their store — the folks in their retail trading area. Retailers make decisions based on retail trading areas every day.

MapMAKER offers you a powerful solution to "top station only" sales situations because it positions your station in a language that retailers understand — retail trading areas.

To learn how to turn "You're not top five" into "You're in on the buy," call your Arbitron representative today.



Using MapMAKER, WAAA demonstrated that they're actually a top station in this retailer's trading area.

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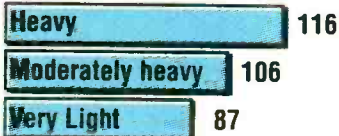
management • marketing • sales

RADIO LISTENERS REALLY LOVE MOVIES

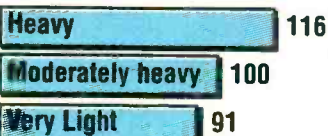
Who are the most frequent moviegoers? Radio listeners, of course. People who have seen more than seven movies in the last three months are 16% more likely to be heavy radio listeners and 6% more likely to be moderately heavy radio listeners. While those numbers slightly outpace newspaper readers, they're light years ahead of TV viewers. So if studios are looking to court the most active moviegoers, why are they spending so much money on TV?

ACTIVE MOVIEGOERS' MEDIA HABITS

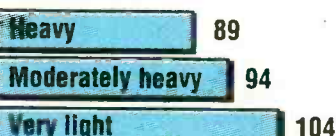
RADIO LISTENING



NEWSPAPER USAGE



TV VIEWING



(Heavy = first quintile; moderately heavy = second quintile; very light = fifth quintile)

WHERE FOLKS FLOCK TO FLICKS ... QUICKLY!

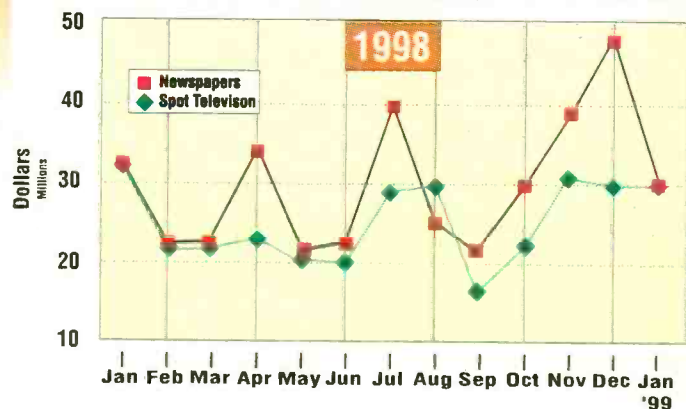
In general, heavy radio listeners are also extremely active moviegoers who try to catch new releases as soon as they come out. In fact, heavy radio listeners are 17% more likely to see movies as soon as they can. That especially holds true in the largest markets. The following are the 15 markets where heavy radio listeners are most likely to see new movies within two weeks of their release.

Market	Index	Market	Index	Market	Index	Market	Index
1 San Diego	144	5 Dallas-Ft. Worth	119	9 New Orleans	109	12 Washington	107
2 Los Angeles	136	6 San Antonio	117	10 Phoenix	108	(tie) Minneapolis	
3 Houston	133	7 Kansas City	113	(tie) Miami-Ft. Lauderdale		14 Baltimore	106
4 Chicago	126	(tie) New York				(tie) Sacramento	

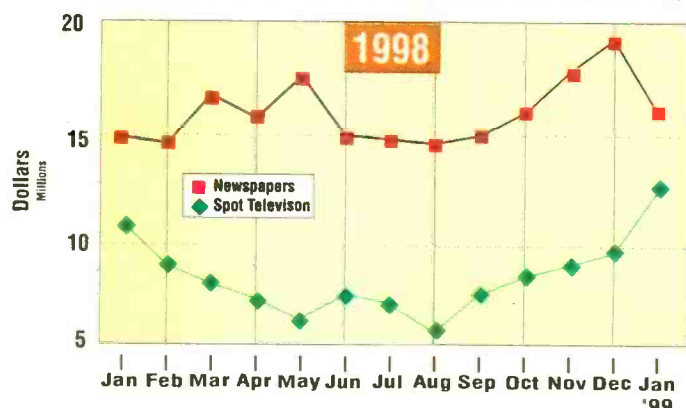
(Index: average=100)

Source: Scarborough Research Corp. Release 1 Combined Study

MOTION PICTURE ADVERTISING BY MONTH



CULTURAL EVENT ADVERTISING BY MONTH



FOUR WEEKS FORWARD

Sales & Promotion Planning Calendar

July 11-17

July 11-17 Mosquito Week, National Therapeutic Recreation Week

11
National Cheer Up the Lonely Day
Swimming Pool Day
National Blueberry Muffin Day
Babe Ruth's first major league game (1914)

12
National Pecan Pie Day
Steel Day
The first Etch-A-Sketch goes on sale (1960)
First minimum wage established — 33¢ (1933)

13
National Ice Cream Day
National French Fries Day
Go West Day
Fool's Paradise Day

14
Pandemonium Day
Grand Marnier Day
Woody Guthrie born (1912)

15
National Tapioca Pudding Day
Respect Canada Day
First duck-billed platypus arrives in the U.S. (1922)

16
International Juggling Day
Corn Fritters Day
First parking meter installed (1935)

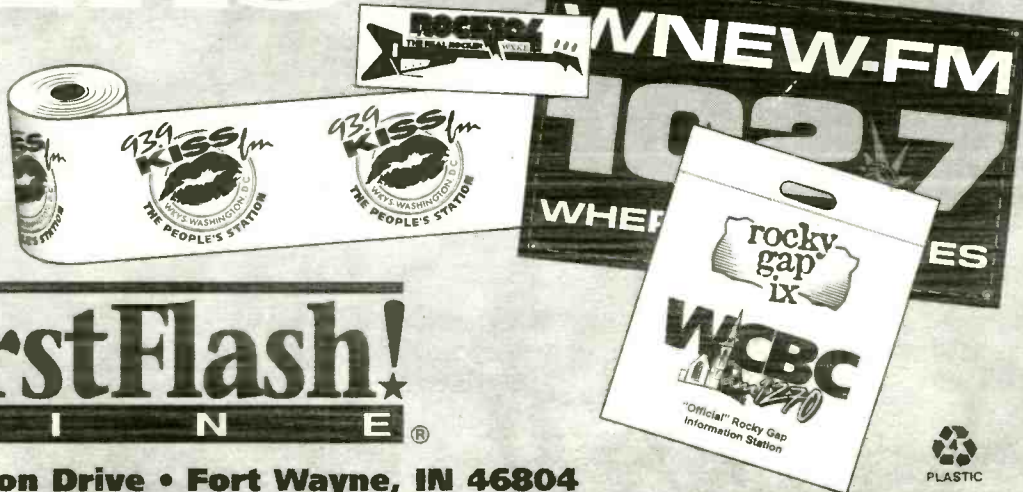
17
Crank Call Day
National Peach Ice Cream Day
Wrong Way Day
Joe DiMaggio's 56-game hitting streak ends (1941)

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We aren't former GMs or PDs. We are real researchers, the ones that CNN and CBS News rely on to call elections, and the ones that the New York Times and Washington Post select to perform exit polls on election day.

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President
Emmis International:

"They are real researchers who come with no agenda, no pre-selected format. If you want to win, you should call Edison today."

Steve Goldstein
Executive Vice President
Saga Communications:

"The data is reliable, but the real value comes from their analysis and their insight."

Chuck Tweedle
General Manager
KOIT/KDFC
San Francisco:

"Edison does superb research combined with passion and enthusiasm that make me feel like they're part of my team."

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MARKETING

SCREEN SCENE: COMING ATTRACTIONS

■ A sneak peek at the films hitting theaters near you.

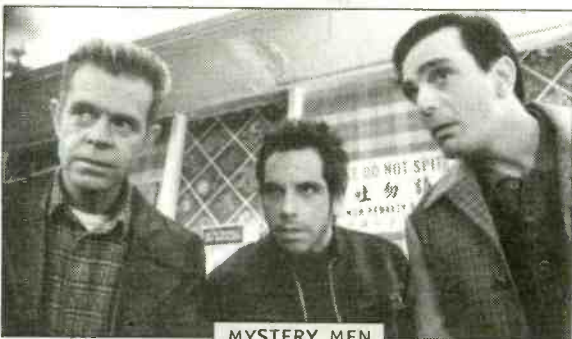
Looking for some great promotional opportunities? Look no further than your local cineplex. Start planning ... here are some of the major movies set for release in the coming months. For information on creating a promotion for a specific movie, call the studio's regional/field representative for your market.

JUNE 30

SOUTH PARK: BIGGER, LONGER & UNCUT (Paramount) — Based on the popular Comedy Central series, the full-length film will feature the usual suspects: Kenny, Kyle, Stan, Cartman, Chef, Mr. Garrison, Ned, Uncle Jimbo, Office Barbrady and more. From creators Trey Parker and Matt Stone.

JULY 16

LAKE PLACID (20th Century Fox) — A nature-phobic scientist, a fish and game warden, a sheriff and an offbeat mythology professor meet near a remote lake in Maine to solve a mysterious disappearance — think of the famously reclusive resident of a quiet Scottish lake. This adventure flick combines humor and terror in a story that is anything but placid. Directed by Steve Miner (*Wild Hearts Can't Be Broken*, *Forever Young*) and starring **Bill Pullman**, **Bridget Fonda**, **Oliver Platt** and **Brandan Gleeson**.



JULY 23

THE HAUNTING (DreamWorks) — Director Jan De Bont (*Speed*, *Twister*) weaves a supernatural tale of terror starring **Liam Neeson** as Professor Jeffrey Marlow, who conducts a mysterious psychological experiment inside the haunted Hill House. Also starring **Lili Taylor**, **Catherine Zeta-Jones** and **Owen Wilson**.

JULY 30

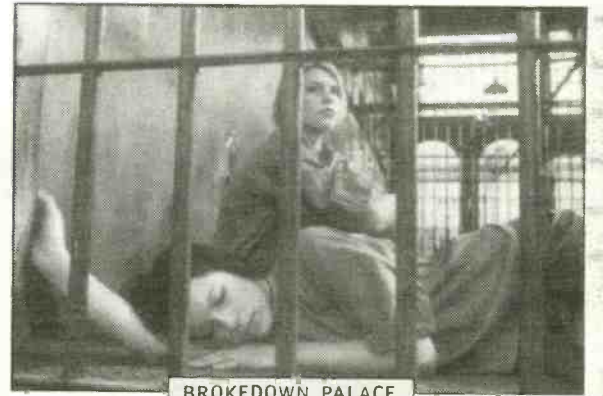
BOWFINGER'S BIG THING (Universal) — **Steve Martin** plays wannabe filmmaker Bobby Bowfinger, yearning for Hollywood's fame and fortune but seriously broke and out of the loop. Not able to afford the talents of action hero **Kit Ramsey** (**Eddie Murphy**), Bowfinger and crew stealthily track the unwitting star. Martin wrote this film, and **Frank Oz** directed it. Also starring **Christine Baranski**, **Heather Graham**, **Terence Stamp**, **Jamie Kennedy** and **Robert Downey Jr.**

AUGUST 6

MYSTERY MEN (Universal) — An ensemble action comedy with a stellar cast, *Mystery Men* is based on the Dark Horse comic about "seven lame superhero wannabes" on a mission to save their city. Directed by **Kinka Usher**. Starring **Ben Stiller**, **Hank Azaria**, **William H. Macy**, **Paul Reubens**, **Claire Forlani**, **Wes Studi**, **Janeane Garofalo**, **Kel Mitchell**, **Geoffrey Rush**, **Lena Olin**, **Tom Waits**, **Greg Kinnear**, **Jennifer Lewis**, **Eddie Izzard** and **Pras**.

AUGUST 6

FIGHT CLUB (20th Century Fox) — **Brad Pitt**, **Edward Norton** and **Helena Bonham Carter** star in this provocative and unsettling drama from director **David Fincher** (*Seven*, *The Game*). A man named **Tyler** calls the shots in the *Fight Club*. Rule No. 1:



"You do not talk about *Fight Club*." Rule No. 2: "You do not talk about *Fight Club*." Also starring **Meat Loaf** and **Jared Leto**.

AUGUST 13

BROKEDOWN PALACE (20th Century Fox) — Two American girls (**Claire Danes** and **Kate Beckinsale**) take a trip to Bangkok after their high school graduation and find themselves in over their heads when a handsome Australian (**Daniel Lapaine**) turns out to be using the unsuspecting travelers in an underhanded heroin smuggling scheme. They end up in a Thai prison known as the Brokedown Palace, relying on expatriate American "Yankee Hank" (**Bill Pullman**) and their own desperate devices. Directed by **Jonathan Kaplan**. Also starring: **Lou Diamond Phillips** and **Jacqueline Kim**.

SEPTEMBER 10

B. MONKEY (Miramax/Dimension) — The dark and dangerous love story of a stunningly beautiful young girl who wins the affection of a passionate and romantic schoolteacher. **B.** (a.k.a. **Beatrice**) is ready to escape her criminal world and find a new life with her teacher — until the secrets of her dark past begin to catch up with her. Starring **Asia Argento**, **Jared Harris**, **Rupert Everett** and **Jonathan Rhys Meyers**.

Dates are subject to change. Compiled by R&R Associate Editor **Elon Schoenholz**; (310) 788-1669

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week one 38x
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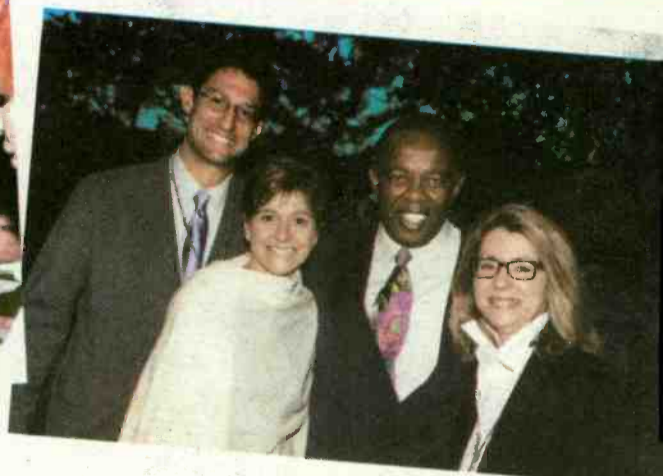
week two 53x
282 pcs
Rank 105

week three 59x
276 pcs
Rank 97



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R&R Convention '99:



R&R Convention '99 turned out to be three days of great inspiration, great learning and great fun! Full coverage appears in this and the next couple of issues. But for now, savor the moment and see if you can find yourself in our collage of snapshots. You can also look for the likes of Ahmet Ertegun, Lou Rawls, Casey Kasem, Chaka Khan, K-Ci & JoJo, Kraig Kitchin, Roy Laughlin and Herb McCord.

In Full View



Photography by Lester Cohen, Elon Schoenholz and Ray McShaw.

KCIY/KC Welcomes Weirsmen As PD

Steve Weirsmen has been named PD at Sinclair Communications' NAC/Smooth Jazz KCIY/Kansas City. He was previously MD at WVAE/Cincinnati, which recently flipped to Rhythmic Oldies.

Weirsmen's prior experience includes PD assignments at WIOF and WSYR (both in Hartford). He also programmed WBUF/Buffalo, which later flipped to NAC as WSJZ and became his first NAC programming gig.

Gambling

Continued from Page 3

of Appeals in 1995. In late 1996, however, following the 44 Liquor-mart ruling, the Supreme Court sent the case back to the 5th Circuit, which upheld the ban again the following year. GNOBA appealed that ruling to the Supreme Court in 1998.

Meanwhile, in December '97 a federal district court in New Jersey overturned the ban in that state, while in February '98 the Supreme Court upheld the reversal of the ban in nine Western states in the 9th Circuit, including Nevada and California. The FCC stopped enforcing the ban in those states following those rulings.

Cashing In

It is unclear how much stations will benefit financially from Monday's decision. "I don't think this means an increase in spending by casinos," said Cooper, "but I think it will mean a significant shift in moving budgets from newspapers and billboard to radio and TV."

Casinos and hotels with stakes in casinos spent \$258.7 million on advertising last year, according to New York-based Competitive Media Reporting. Of that, only \$4.8 million went to national radio spots, while \$113.4 million was claimed by newspapers.

"We welcome the decision, but we don't anticipate any immediate change in our marketing strategy," Geoff Davis, spokesman for Park Place Entertainment (which owns Bally's Lakeshore Resort in New Orleans), told R&R. However, Bloomberg reported that after the 9th Circuit decision, Park Place began running ads that promoted gaming activities.

There's the rub, said Cooper. When approached in the past by casinos wishing to place ads on stations, stations were often fearful of reprisal from the FCC. "Every time they received a casino ad," Cooper said, "the broadcasters would send a copy to me, and I would send a transcript to our attorneys for review."

He said that some casinos became fed up with the limitations placed on broadcast advertising and gradually drifted to print media. "There would have been more revenue available to us had the casinos been able to advertise their products," Earnest James. VP/GM

Mike Myers: The Spy Who Visited Rockline



Promoting the newly released Austin Powers sequel, Mike Myers paid a visit to his pals at the Rockline studios in L.A. (L-r) WDRV/Pittsburgh's Michael Hayes, KKRW/Houston's Jeff Scott, WDVE/Pittsburgh's Garrett Hart, AMFM Radio Network VP/Affiliate Marketing Karen Childress, KYSF/Philadelphia's Kurt Johnson, AMFM Radio Network VP/Marketing Marty Raab (kneeling), Myers, Rockline Producer Dominic Griffin, AMFM Radio Network VP/Programming Gary Krantz and AMFM Radio Network Marketing Director Omar Thompson.

McGinty Will Move To KUDL/KC As OM

Sandusky Soft AC KRWM/Seattle PD Thom McGinty has been tapped to become OM of Entercom AC KUDL/Kansas City. He'll begin his new duties next Monday (6/21).

"Kansas City is just a beautiful town, and KUDL's a heritage station," McGinty told R&R. "I'm blessed to have worked with some great people, including [onetime KUDL PD] Don Daniels. He'd always tell me what a great station KUDL is. This is a great opportunity to join a growing company. They're looking for people who want to grow with them, which is

something I pretty much exhausted at KRWM.

"We've done very well the last few years, and KRWM has the best group of people I've ever worked with. They come in, check their egos at the door, and meetings are a pleasure. I'll spend my first 30 days at KUDL listening and meeting people as I try developing a rapport with everyone."

McGinty arrived at KRWM four years ago from WOMC/Detroit, where he served as Director/Marketing & Promotion. He previously programmed WJXQ & WKHM/Jackson, MI.

of Clear Channel's seven New Orleans stations, told R&R.

In order to stay within commission rules, casinos would advertise nongaming functions, such as hotels and restaurants. Breaking the law could result in civil or criminal penalties levied upon stations.

A source at the Washington, DC-based American Gaming Assn. told R&R the Supreme Court decision was "really not a big issue" for them, but it might achieve an advertising boost in areas in which privately owned casinos compete with Indian casinos (such as Louisiana and Mississippi). According to one recent estimate by the Bureau of Indian Affairs, 60 tribes hawk their casinos over the airwaves.

How the government will interpret the ruling is a topic of debate as well. For example, James pointed out, it is uncertain whether stations in states where gambling is illegal, such as Florida, will be allowed to advertise casinos from other states.

Solicitor General Barbara Underwood had argued before the court in April that promotion of gambling through advertising has led to an epidemic of 3 million compulsive gamblers. Justice Stevens countered, "Any measure of the Government's attempt to minimize the social costs of gambling cannot ignore Congress' simultaneous en-

couragement of tribal casino gambling, which may well be growing at a rate exceeding any increase in gambling or compulsive gambling that private casino advertising could produce."

"This opinion affirms that local broadcasters be afforded the same commercial-free speech rights as state lottery sponsors and newspaper publishers in advertising a legal product," said NAB President/CEO Eddie Fritts in supporting the ruling.

Stirland

Continued from Page 3

includes a stint as COO of Arbitron's Media Marketing Technologies.

Contacted at his NYC office, where he is already in place, Stirland told R&R, "Network radio has a unique three-customer model, comprised of affiliated stations, advertisers and talent. We're going to concentrate on serving each. Consolidation has changed the landscape forever, but top-quality programming remains king. The lineup of shows on this network has attributes that every PD, as well as advertiser, covets: marquee value names and demonstrable results. Add to that some unique services that we can provide beyond just a show off the 'bird,' and we'll make real program partners of our affiliate stations.

EXECUTIVE ACTION

MTV Wants Doyle As Dir./Music Programming

Former WXDG (The Edge)/Detroit OM Amy Doyle has joined MTV as Director/Music Programming. Doyle, who reports to Sr. VP/Music & Talent Tom Calderone, will be responsible for music programming and record label relations.

"With her background in radio and her expertise in music, Amy is a fantastic addition to an already dynamic department of people," said Calderone.

Doyle helped launch WXDG in 1997. Prior to that she was PD at KKZN (The Zone)/Dallas.



Doyle

ABC Shifts DuPlantis To KSCS/Dallas As GSM

WBAP-AM/Dallas-Ft. Worth LSM Kathy DuPlantis has been appointed GSM of ABC Radio Country sister KSCS-FM. She'll report to WBAP & KSCS President/GM Keri Littlefield.

DuPlantis joined WBAP in 1997 as LSM. Prior to that she served in sales positions for CBS Radio/Dallas and CBS' KKRW-FM/Houston, which she helped launch. DuPlantis began her career at Susquehanna's KRBE-FM/Houston.

CD Radio

Continued from Page 3

signals from both CD Radio and XM, depending on which service the subscriber buys.

Under their license agreement with the FCC, CD Radio and XM must create receivers that will permit users to access both systems. And neither group has applied to the FCC for a waiver of the requirement, an FCC spokeswoman told R&R this week. "If they are not going to comply, they must come in and convince us that there is a good reason why they can't."

An XM spokeswoman told R&R, "Our long-term goal is interoperability. Our tech guys are talking to [CD Radio]. We are talking to them about it."

CD Radio's Margolese told R&R that, while the two companies' technical experts have held discussions, the agreement with Ford "does not prevent interoperability, but it will probably not be achieved in the first generation." He added it would be achieved "probably in the second generation," which likely will be after CD Radio's deal expires.

The XM spokeswoman told R&R her company's exclusive deal with GM is similar to the one between CD Radio and Ford and is

focused on marketing and packaging of the receivers.

'Smart' Deal

In February CD Radio filed a three-count patent infringement lawsuit against XM in New York U.S. District Court. While the suit meanders through the legal system, both satellite license holders appear to be attempting to be somewhat friendly competitors in an industry both want to see get off the ground. While both are attempting to raise hundreds of millions of dollars to put similar services in place, both say that terrestrial radio is really their competitor, not each other, and that they are building a new industry.

Upon CD Radio's announcement, XM Radio President/CEO Hugh Panero said, "We think both Ford and GM are very smart. XM is in active negotiations with Ford as well. Consumers love to listen to radio in the car, and satellite radio will provide more programming, improved audio quality and coast-to-coast coverage. Thus, the marriage of satellite radio and the automobile makes total sense. I think you will see many of the other leading auto manufacturers jumping into the category with both feet in the next few months."

Drake

Continued from Page 3

I am looking to Barry to take the strategies he and his team have employed to brand our radio stations and use them to strengthen our local television station platform."

Drake had been CEO of the radio group since December, and joined the company as COO in May '96. He was President/COO of Keymarket Radio from 1988 through its acquisition by Sinclair in 1996. "Sinclair has a bright future ahead of it," said Drake, "and I look forward to helping our people deliver on that promise."

Chancellor/Orlando's Isreal Now Dir./Ops

Chancellor Media Hot AC WOMX-FM/Orlando PD David



Isreal

Isreal has added duties as Director/Operations for WOMX and co-owned Jammin' Oldies WOCL-FM.

"He'll have the same WOMX programming responsibilities and will also oversee management of

WOCL," GM Dan Wachs told R&R. "WOCL will shortly announce a new PD. Although there are reporting duties to David, the two are expected to work together as a fabulous team.

"I've known David personally and professionally for over 11 years. He's a spectacular individual, thoroughly professional and a tremendously successful radio guy. He deserves to move ahead."

Prior to joining WOMX nearly five years ago, Isreal was an RCA Records Marketing Research Analyst. His previous programming background includes WEZO & WRMM/Rochester, WKIX/Raleigh and WOJY/Greensboro. He was also MD at WMXV/New York and has done marketing research for WSJS & WTQR/Greensboro.

Spots

Continued from Page 1

is a fair price for free radio programming.

- Listeners are concerned about the quality of commercials, and just as many people say they are bothered by annoying commercials as say they are bothered by too many commercials.

- Listeners say they prefer more frequent and shorter commercial breaks rather than longer breaks with many commercials, which is somewhat opposite the current industry trend.

Radio Has Advantage Over TV

While many listeners think radio spot loads have increased, survey respondents believe television spot loads are much worse. This is a key advantage that radio needs to exploit, said Larry Rosin, President of Edison Media Research. In the study, 72% of respondents said that TV has more commercials than radio.

Radio stations also need to make an effort to keep annoying commercials off the air, Rosin said. A station would do well if it could tell its listeners that it had a commercial quality-control program to make ads easier on the ear.

"We've got to start thinking about better commercials, creating commercials that entertain," Rosin said. In terms of quality versus quantity, the study found that younger people tend to emphasize fewer commercials as desirable, while older people tend to care more about quality of commercials.

Radio is rapidly losing younger listeners, Rosin said, and part of that

An Evening With Lila



Asylum/EEG Country sensation Lila McCann recently played an acoustic rendition of her hit single "With You" for a small audience at the Sofitel Hotel in Beverly Hills. The performance was part of a radio contest called "Spend an Evening With Lila and the Stars." Pictured above are (l-r) Asylum Records Promotion Manager Nancy Tunick, AfterMidnight/Premiere Radio Networks rep Kelly Erickson, McCann and AfterMidnight/Premiere Radio Networks rep Larry Santiago.

Arbitron

Continued from Page 3

The implementation of the new technology by Arbitron is designed to alleviate concerns of undercounting the actual number of listeners or viewers in a given market. Radio broadcasters have relied on handwritten records, while TV broadcasters have measured viewership by attaching hard-wired set-top devices to home televisions. The portable meter technology has cost Arbitron £10 million (\$16 million) to develop since 1993.

Arbitron's desire to measure the U.K.'s television viewership has been placed in the hands of that country's Broadcasters Audience Research Board, which plans to award a television measurement contract worth £11 million later this year. According to Arbitron spokesperson Thom Mocarsky, the test's expansion places the company in the forefront of potential candidates for the contract. "Certainly this technology will be the centerpiece of any offer we make," he told R&R. "We're evaluating what they're asking for, and I think we meet their needs."

Mocarsky added that Arbitron is looking at the contract, which contains specific subsidiary requirements, including separate panels for digital and out-of-home media usage for radio and TV. "It sounds like our technology would be perfect for that," he said.

Arbitron has been developing a Personal Portable Meter system as an alternative to current measuring methods since 1992. With this system, respondents are asked to wear the pager-sized meters. Compliance

can be attributed to the fact that radio and radio ads don't target teenagers. Rosin suggested that radio groups with market clusters should dedicate one station to teenage programming.

One other trend the survey highlighted was that listeners said they would prefer shorter and more frequent ad breaks, rather than longer breaks less often. This goes some-

what against current trends as well. On this issue, the format breakdown is particularly interesting: 65% of Urban fans want shorter breaks more often, compared to 62% of CHR fans. 57% of AC listeners and 55% of the Country audience. Longer blocks of ads played less often are preferred by fans of Rock (51%) and News/Talk (45%).

— Adam Jacobson

Steal

Continued from Page 1

There has been no replacement named for Steal in Dallas.

"It is quite an honor to be joining an organization like Emmis, with a high caliber of people like Rick Cummings and Val Maki," Steal told R&R. "The people at Emmis and I believe that good programming skills can be transposed, especially when it comes to what formats need in order to succeed and what drives long-term success. Leaving my duties of overseeing KDMX & KEGD/Dallas was absolutely the toughest decision I've ever had to make. But the more they told me about this position and what it could be as a platform for future growth within the company ... it was too good to turn down.

what against current trends as well. On this issue, the format breakdown is particularly interesting: 65% of Urban fans want shorter breaks more often, compared to 62% of CHR fans. 57% of AC listeners and 55% of the Country audience. Longer blocks of ads played less often are preferred by fans of Rock (51%) and News/Talk (45%).

The study polled 1,071 Arbitron radio diarykeepers.

UPDATE

Finn In As COO Of NJ Broadcasting Partners

Dan Finn has been tapped as COO of New Jersey Broadcasting Partners LP. The company owns and operates WRAT/Monmouth-Ocean, WMTR-AM & WDHA-FM/Morristown and WWTR-AM/Bridgewater.

Finn will retain his GM post at WRAT and report to NJBP CEO E. Burke Ross Jr.

A 14-year industry veteran, Finn has spent his entire radio career in New York and New Jersey. He logged time at WYNY-FM/New York, as well as crosstown WPAT-AM & FM.

Clear Channel/Springfield, MA Ups Mckay To OM

Clear Channel AC WHYN-FM/Springfield, MA programmer Pat McKay is promoted to OM for the company's three-station Springfield cluster. Retaining WHYN-FM PD duties, McKay will also be responsible for the operation of News/Talk sisters WHYN-AM & WNNZ-AM. Before joining WHYN-FM last year, McKay spent three years in Poughkeepsie, NY programming WBWZ-FM & WRWD-FM.

"We're delighted to raise Pat to a level equal to his talent," noted VP/GM Ron Roy. "He's done an incredible job transforming WHYN-FM into a powerhouse. It will be exciting watching our other stations flourish under his direction."

According to McKay, "WHYN-AM & WNNZ PD Kevin Casey is doing a great job, and I'm looking forward to helping create a dominant group of stations for Clear Channel/Springfield."

Fearnow Now Journal/Wichita VP/Market Mgr.

Ken Fearnow has been appointed VP/Market Manager for Journal Broadcast Group's Wichita operations: KFDI-AM & FM, KICT-FM, KLLS-FM & KYQQ-FM. The five stations were part of Great Empire Broadcasting before Journal closed on the acquisition of that company last Monday.

Fearnow had been VP/GM of WOW-AM & FM/Omaha, which were also part of the Great Empire acquisition. He began his career 29 years ago with Armed Forces Radio & TV and has held management posts at KWHP/Oklahoma City and KTFX/Tulsa.

"I've had the chance to get to know Ken over the past months, and it's become very clear that he has the values and skills we look for in a Journal leader," said President/Radio Carl Gardner. "And he clearly understands what has made the Great Empire stations as successful as they are today. That combination makes him a great choice for this important leadership role."

"My goal is to work with the staff to make Power 106 as vibrant and meaningful as possible to the constituency it serves. In the past I've been able to add a layer of show business to the radio stations I have programmed. Some of that is imaging, production and positioning, and some of that is literally show business to help make even bigger stars out of the personalities that are there. I see my job as cre-

ating and nurturing creative environments and bringing out the best in people."

As part of his programming/operations duties for Clear Channel/Dallas, Steal was PD of Hot AC KDMX/Dallas. Prior to joining KDMX, he was PD at WKRQ/Cincinnati, Asst. PD/MD/nighttimer at WXXL/Orlando and Asst. PD/MD/nighttimer/afternoon driver at KEGD/Dallas.

Owens

Continued from Page 1

be a tremendous asset to the radio division, particularly now that his probation officer says he can leave the state," Michaels said jokingly.

When asked if there will be any key differences between what he's been doing for Jacor and what he'll be doing for Clear Channel, Owens told R&R, "We wouldn't expect to resolve today's problems with yesterday's solutions. To impose our former structure on twice the station volume without reasonable studies would be premature. In addition, the consolidated entity gives

us a much larger product personnel pool from which to draw expertise."

On a professional level, Owens called his new duties "fantastic." He added, "We get to keep our basic management unit together while stepping up to even bigger challenges."

Owens began his radio career at age 13 as a disc jockey at WMGR/Bainbridge, GA. He held his first programming position six years later at WVA-FM/Charleston, WV. From there, Owens went on to program WSAI-FM/Cincinnati, KZEW-FM/Dallas and WEBN-FM/Cincinnati. He joined Jacor in February '94 as VP/Programming, following a stint as an independent program consultant.

Convention

Continued from Page 1

attendees, "We have to get past pattern recognition. Some things we learned are wrong. We have to overcome the patterns in our brains. As civilization grows, the patterns become somewhat more restrictive."

At about the same time in another large conference room at the Century Plaza Hotel, Cuban founded Broadcast.com with a \$2,900 investment in 1995 and sold the Dallas operation in March for \$5.7 billion (the figure has since grown to \$6.08 billion). He advised the industry that "there are adjustments that have to be made" in the way radio conducts and expands business. He encouraged the industry to seize the revenue and growth opportunities that the Internet holds.

Parikh encouraged his Saturday audience to "get your mind right." He said that although he understands "consolidation scares people, it's time to shift gears." Too often, changes frighten people so much that perhaps, without realizing it, "they quit working and stay on the payroll," resisting change and advancement of the business.

Michaels, known for his skillful use of humor to grab his audience's attention and help cement his message, made a dramatic entrance aboard a throne carried by a group of Egyptian-type guards decked out in gold and feathers. The procession was even accompanied by a fanfare of trumpets. The radio titan used his own company's \$75-million investment in XM Satellite Radio, announced earlier in the week, as an example of a major corporation's ability to embrace — not dismiss — new technologies such as the Internet and satellite radio. "Surf the wave!" he exclaimed. "See the wave, see the way it's going, get on it!"

But Michaels also understands that change comes at a price. Using the Clear Channel merger with his former company, Jacor, as an example, he said, "Now we have hundreds, on the way to thousands, of stations, and there are parts of it I don't like. I used to know everybody in the company."

Radio's 'Net Advantage

Cuban, who described himself as a "radio entrepreneur" because he's built an empire by taking radio broadcasts and streaming them over the Internet, said, "Radio is about entrepre-

neurship." Although he believes "radio has advantages on the 'Net," because sales reps already know how to sell to local advertisers, he underscored that salespeople must "create opportunities" and "get creative" to sell advertising online.

He emphasized the localism of radio and its ability to sell local spots, and advised creating "splinter formats separate from on-air broadcast stations" that feed the appetite of a select audience. "We're beginning to see stations get cume, but now they're challenged by how to sell advertising. We have not seen anyone really dig in and sell Internet-only avails." Cuban also advised radio to do more than sell banners on websites, but rather create Internet-only special events such as concerts and tailgate parties at sporting events.

Parikh suggested several steps to help retool for a new age: Determine your goal and what changes will be required to achieve it, and develop a plan of action to get there. Another suggestion: "Read widely and weirdly, something you wouldn't normally read, to gain a different perspective." He underscored the importance of brainstorming: "It's all about the quantity of ideas, not the quality. If you disconnect the dots, you get more information than if you connect the dots."

Group Heads Counter Jackson

Following his address to the Urban format panel, Rainbow/PUSH coalition head Rev. Jesse Jackson reiterated to a general session that, "We must challenge the Telecom Act of 1996," because it has allowed large radio groups to grow even larger and "driven diversity out of the radio business. We must resist revival of monopoly."

But at Saturday's "State of the Industry" group heads session, Clear Channel's Michaels stated, "Consolidation is rationalizing this business. It's making it a real business." While Michaels acknowledged some haven't learned how to take advantage of consolidation, he feels it's working, and points to radio taking a larger slice of the advertising pie. Chancellor's Ken O'Keefe also said the Telecom Act is working and that Jackson's pleas will have little impact.

Meanwhile, Michaels and Citadel's Larry Wilson echoed the widespread

concern that too many ad units are being added each hour and that listeners will be driven from radio. Michaels called it "a fundamental mistake. Is this the thing we want to be doing on the eve of competitive entry by the Internet and satellite radio?" Cumulus' Lew Dickey agreed: "A lot of groups are running 18 units per hour on music stations, and it's wrong. It's going to come back and bite us." Both Wilson and Dickey said their groups were looking for additional ad revenue from the Internet and from event marketing, and benefiting from the power of clustering. O'Keefe also emphasized, "Radio is a local medium. We can't lose sight that 80% of our revenues come from the local market."

Wilson followed with a concern about syndicated programming. "We have to be careful about patting ourselves on the back about how brilliant we are. Live, in-market programming is the way to reach out and touch the people. Get rid of this canned bullshit."

Other Keynote Speakers

"Your jobs are no different from what I did as a manager and general manager," keynoter Tommy Lasorda said to attendees. "I'm sure you want your organization to be No. 1." The former L.A. Dodgers manager brought the house down with whimsical anecdotes, then delivered a sermon peppered with upbeat inspirational themes such as, "The price of success can only come through hard work," and, "If you're so concerned with the door that closes, you'll never find the door that opens." And he insisted that even ballplayers making \$10 million per year need to be motivated just as much as the next guy.

Attendees were later treated to a stroll down memory lane as former label exec Joe Smith hosted a conversation with two music industry legends and Rock & Roll Hall of Fame members, Atlantic Records founder and co-Chairman/co-CEO Ahmet Ertegun and producer extraordinaire Phil Spector. Spector, making his first public appearance in years, traded quips with Smith and Ertegun about some of the recording industry's most popular figures and paid tribute to Ertegun, who was also presented with R&R's 1999 Humanitarian Award.

Continued on Page 36

NATIONAL RADIO FORMATS

ADDED THIS WEEK

ABC RADIO NETWORKS
(972) 991-9200

Classic Rock
Chris Miller
No adds

Hot AC
Steve Nichols
TAL BACHMAN She's So High
BLESSID UNION OF SOULS Hey Leonardo (She Likes...)
MADONNA Beautiful Stranger

Starstation
Peter Stewart
No adds

Touch
Ron Davis
JESSE POWELL Bout It
KELLY PRICE It's Gonna Rain

ALTERNATIVE PROGRAMMING
Steve Knoll • (800) 231-2818
Gary Knoll

Rock
EVE 6 Open Road Song
GOO GOO DOLLS Black Balloon
SANTANA I/ROB THOMAS Smooth

Alternative
BLACK CROWES Go Faster
DEF LEPPARD Promises
LIMP BIZKIT Nookie
METALLICA Die, Die My Darling

CHR/Hot AC
DEF LEPPARD Promises
GOO GOO DOLLS Black Balloon
LFO Summer Girls
TLC Unpretty

Mainstream AC
DIDD Here With Me
GOO GOO DOLLS Black Balloon

Lite AC
NATALIE COLE Snowfall On The Sahara
MICHAEL MCDONALD Eyes Of A Child
UB40 Holly Holly

NAC
BOBBY CALDWELL Show Me Your Devotion
BONEY JAMES I/SHAI I'll Always Love You

UC
K-CI & JOJO Tell Me It's Real
KELLY PRICE It's Gonna Rain
CHANTAY SAVAGE Come Around
TLC I'm Good At Being Bad

BROADCAST PROGRAMMING
Walter Powers • (800) 426-9082

CHR
Mike Anthony
SHERYL CROW Sweet Child O' Mine
GOO GOO DOLLS Black Balloon
LIT My Own Worst Enemy
SUGAR RAY Someday

Mainstream AC
VONDA SHEPARD/EMILY SAILERS Baby Don't You...

Hot AC
TAL BACHMAN She's So High
BLESSID UNION OF SOULS Hey Leonardo (She Likes...)
MADONNA Beautiful Stranger
SUGAR RAY Someday

Digital Soft AC
Mike Bettell
VONDA SHEPARD/EMILY SAILERS Baby Don't You...

Delilah
No adds

Alternative
LIMP BIZKIT Nookie

Urban
EVE & NOKI What Ya Want
TRACIE SPENCER It's All About You (Not About Me)

JONES RADIO NETWORK
Jim Murphy • (303) 784-8700

Rock Classics
Rich Bryan
No adds

Adult Hit Radio
JJ McKay
R.E.M. Dragging The Line
MADONNA Beautiful Stranger
BRITNEY SPEARS Sometimes

Soft Hits
Rick Brady
ELTON JOHN A Step Too Far

RADIO ONE NETWORKS
Tony Mauro • (970) 949-3339

Hot AC
Yvonne Day
SANTANA I/ROB THOMAS Smooth
STRETCH PRINCESS Sorry
SUGAR RAY Someday

New Rock
Steve Leigh
SILVERCHAIR Ana's Song (Open Fire)
SUGAR RAY Someday

WESTWOOD ONE RADIO NETWORKS
Charlie Cook • (805) 294-9000
Bob Blackburn

Adult Rock & Roll
Jeff Gonzer
SAMMY HAGAR Shag

Soft AC
Andy Fuller
No adds

Bright AC
Jim Hays
SMASH MOUTH All Star

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ZINE

SCENE

Will Smith For President!

Multitalented rapper/actor Will Smith gets the cover treatment from *Vanity Fair*. The man who made "jiggy" a household word is portrayed as Hollywood's happiest star, but he just needs to work on his confidence: "I absolutely believe I could be the president of the United States. I believe that if that's what I wanted to do with my life, I could win."

The sleuths at the *National Enquirer*, however, report that Smith's oversized ego turned the filming of *Wild Wild West* into a wild, wild mess. "Will was absolutely shameless when it came to scene stealing," an insider revealed.

Detroit Rap City

Time examines the rise of white rappers from Detroit, citing Kid Rock, Eminem and the Insane Clown Posse as examples. But will white rappers displace black performers? WJLB/Detroit MD Kris Kelley keeps the hype in perspective: "Eminem, Kid Rock and Insane Clown Posse are good rappers, but you could probably comb the nation and find 500 black rappers just as talented."

Soundtrack Snack

"You know how you come out of a movie humming [its] music and say, 'I gotta get that soundtrack,' but then you forget? Well, this way you can't forget" — Movie Music Inc. founder Judy Jett explains her new vending machines, which are being test-marketed to sell movie soundtracks in theater lobbies (*Entertainment Weekly*).

Been There, Quit That

"Some of us in our 30s want to have children, and we all realize that it's Lilit or kids. Can't do both" — the bells of Sarah McLachlan's biological clock have tolled for the Lilit Fair (*Time*).

"I want to go back to school and get my degree in psychology so I can go work with kids. That's what I'm about. Not all this fake s---, with people kissing your ass today that didn't even speak to you last month" — Mase further elaborates on why he's leaving the rap game to follow God (*Newsweek*).

"I stopped because I started having spiritual battles with God" — Missy "Misdemeanor" Elliott reveals the divine inspiration behind her quitting marijuana (*Source*).

Dawson's Freak

Courtney Love says she may guest-star on *Dawson's Creek*, according to *Entertainment Weekly*. "I'd like to play the hot drama teacher who comes to town." Ms.



BLUNTLY NAS — Rap 'zine *Blaze* puts Nas on its cover, profiling the rapper's battles with success and credibility, his role as a father and his interest in gaining college credit through a GED program. While he hasn't quit smoking marijuana, the rapper has cut down on his \$2,000-a-week habit. "From waking up to going to sleep, I needed a blunt. To eat, I needed a blunt. You can't put all that smoke in your body. And then drinking Hennessy, one of the strongest liquors in the world, you're killing yourself. It's stupid."

Love also commented to *Entertainment Weekly Online* about her aborted tour with Marilyn Manson: "I will never be able — nor do I want — to interfere with the experience of being an 18-year-old white male in America. That is a solo flight ... You listen to your testosterone music and girls aren't allowed unless they're naked."

Lil' Actress Lopez

Latin pop sensation Jennifer Lopez graces the cover of *Elle*. Now well-versed in stardom, Lopez remembers her first taste of fame as an unwelcome burden: "When I first became well-known, I was freaking out about it. Edward James Olmos once sat me down and said, 'You are very important to your community.' The room started spinning. I was like, I cannot take all this responsibility on my shoulders. I'm one little person! I'm a little actress girl!"

(No) Thanks For The Memories

In *Teen People's* "1999 All Star Year Book," the 'zine runs embarrassing yearbook photos and awkward high school memories from stars like Brandy, Alanis Morissette, Sean "Puffy" Combs and Marilyn Manson (a.k.a. Brian Warner), among others. Matchbox 20 frontman Rob Thomas recalls the musical education that furthered his career: "I failed chorus class and keyboard class, so it's weird that I became a piano-playing singer." Thomas, a high school dropout, also uses his fond memories to encourage kids to stay in school: "All these kids at school were like drunk jerks, date rapers and freaks with beer keggers. Individuality and cleverness are frowned upon in the public school system."

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

CYBERSPACE

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

'Net Chats

- Talk it up with **Enuff Z'Nuff** on Monday evening (6/21) at 8pm ET/5pm PT (www.rockonline.com).
- Also on Monday at 8pm ET/5pm PT, chat with Len and try to steal their sunshine (www.sonicnet.com).
- Later Monday evening, discuss **Limp Bizkit's** latest release with bandmembers at 10pm ET/7pm PT (www.twec.com).
- Participate in a live cyberchat with **Destiny's Child** on Tuesday (6/22) at 9pm ET/6pm PT (www.msbet.com).
- On Thursday (6/24) at 7pm ET/4pm PT, chat with Wisdom Radio's **Patricia Sun** about dreams, creativity and taking control of your life (www.underwire.msn.com).
- Later Thursday evening, converse with Smooth Jazz sax icon **Kenny G** at 9pm ET/6pm PT (www.twec.com).

On The Web

- Experience **Hellafied Funk Crew**, one of Dallas' best live bands, perform live from Trees in Deep Ellum early Sunday morning (6/20) at 1am ET (www.broadcast.com).
- Jazz saxophonist **John Nugent** performs with trumpeter **Randy Brecker** and drum legend **All Foster** live from the Blue Note on Monday (6/21) at 9pm ET/6pm PT (www.broadcast.com).
- On Thursday (6/24), check out the **Milt Jackson Big Band** from the Blue Note at 9pm ET/6pm PT (www.broadcast.com).

MUSIC & MOVIES

CURRENT

- **AUSTIN POWERS: THE SPY WHO SHAGGED ME** (*Maverick*)
Single: **LENNY KRAVITZ** American Woman
Other Featured Artists: **MADONNA, R.E.M., BURT BACHARACH & ELVIS COSTELLO**
- **THE MATRIX** (*Maverick/Nothing/Interscope*)
Single: **MARILYN MANSON** Rock Is Dead
Other Featured Artists: **PRODIGY, ROB ZOMBIE, RAGE AGAINST THE MACHINE**
- **NEVER BEEN KISSED** (*Capitol*)
Featured Artists: **SEMISONIC, CARDIGANS, OZOMATLI**
- **TRIPPIN'** (*MJJ Music/Work/Sony Music Soundtrax*)
Single: **MEN OF VIZION** Break Me Off
Other Featured Artists: **RX LORD & DJ FURY, BROWNSTONE, NO AUTHORITY**
- **IDLE HANDS** (*Time Bomb*)
Featured Artists: **BLINK 182, OFFSPRING, ROB ZOMBIE**
- **CRUEL INTENTIONS** (*Virgin*)
Single: **FATBOY SLIM** Praise You
Other Featured Artists: **VERVE, PLACEBO, COUNTING CROWS**
- **LOST & FOUND** (*Capitol*)
Featured Artists: **KOTTONMOUTH KINGS; EARTH, WIND & FIRE; DEEE-LITE**
- **FOOLISH** (*No Limit/Priority*)
Featured Artists: **MASTER P, SILKK THE SHOCKER, SNOOP DOGG**
- **GO** (*Work/ERG*)
Single: **NO DOUBT** New
Other Featured Artists: **NATALIE IMBRUGLIA, FATBOY SLIM, EAGLE-EYE CHERRY**
- **EDTV** (*Reprise*)
Featured Artists: **CORNERSHOP, MEREDITH BROOKS, OZOMATLI**
- **BLAST FROM THE PAST** (*Capitol*)
Single: **TOMMY HENRIKSEN** I See The Sun
Other Featured Artists: **EVERCLEAR, R.E.M., DISHWALLA**
- **THE FACULTY** (*Columbia*)
Featured Artists: **OFFSPRING, GARBAGE, NEVE**
- **MESSAGE IN A BOTTLE** (*143/Atlantic*)
Featured Artists: **FAITH HILL, SHERYL CROW, EDWIN MCCAIN**

"Music & Movies" lists current and coming film soundtracks according to box-office standing, as well as singles appearing on R&R's format charts and other featured artists. To submit soundtracks for inclusion in this column, contact R&R Associate Editor Elon Schoenholz at (310) 788-1669; elon@rroonline.com.

MUSIC DATEBOOK

MONDAY, JUNE 28

- 1969/**Crosby, Stills & Nash** release their debut album and begin searching for a guitarist prior to touring. Atlantic Records President Ahmet Ertegun suggests **Neil Young**, whom they recruit.
- 1986/At London's Wembley Stadium, **Elton John** performs with **Wham!** during their farewell concert.
- 1989/**Neil Diamond** establishes a new record after selling out 10 consecutive concerts at L.A.'s Forum.
Releases: **David Bowie's** "Fame" 1975

TUESDAY, JUNE 29

- 1959/**Dick Clark** establishes the first of his touring "Caravans" promoting new musical talent.
- 1967/The Rolling Stones' **Keith Richards** and **Mick Jagger** are found guilty on drug charges in a London court and sentenced to prison terms of one year and three months, respectively.
- 1968/**Pink Floyd** are the first to perform at the free Hyde Park concert series in London. Later shows will include the **Rolling Stones** and **Blind Faith**.
- 1975/**Tim Buckley**, 28, dies in Santa Monica, CA of a heroin overdose.
- 1986/**Virgin Records** founder **Richard Branson** establishes a world record, crossing the Atlantic by boat in the fastest time ever.
- 1994/**Barbra Streisand's** concert series at Madison Square Garden earns an unprecedented \$16 million.
Born: the late **Johnny Ace** 1929, **Don Dokken** 1953

WEDNESDAY, JUNE 30

- 1975/**Cher** marries **Gregg Allman**. They divorce 10 days later.
- 1990/**Paul McCartney, Robert Plant, Jimmy Page, Pink Floyd** and **Genesis** perform before 120,000 at the London Knebworth charity concert.
- 1995/**Garth Brooks** receives a star on the Hollywood Walk of Fame.
Born: **Lena Horne** 1917

THURSDAY, JULY 1

- 1964/United Artists hurriedly distributes advance copies of the **Beatles' A Hard Day's Night** soundtrack before Capitol Records releases an album of similar material.
- 1994/**Sonic Youth's Thurston Moore** and **Kim Gordon** become parents to daughter **Coco Hayley**.
- 1995/**Wolfman Jack**, 57, dies.
Born: **Debbie Harry** 1946, **Fred Schneider** (B-52's) 1951

FRIDAY, JULY 2

- 1973/**Brian Eno** exits **Roxy Music** following a dispute with bandmate **Bryan Ferry**.
- 1990/Rome church officials warn **Madonna** they will suspend all shows in Italy because of her inappropriate use of sacred symbols.
- 1991/A **St. Louis Guns N' Roses** concert becomes a riot when the show is terminated early after frontman **Axl Rose** dives offstage to confiscate a fan's camera. Sixty people are injured, and damage estimates exceed \$200,000.

SATURDAY, JULY 3

- 1969/Former Rolling Stone **Brian Jones** is found dead in his swimming pool.
- 1971/**Doors** frontman **Jim Morrison**, 27, is found dead in Paris.
- 1986/**Teddy Pendergrass** is critically injured in a car crash.
Born: **Vince Clark** (ex-Depeche Mode/ex-Yaz/Erasure) 1960

SUNDAY, JULY 4

- 1970/**Casey Kasem's** syndicated radio show *American Top 40* premieres.
- 1982/**Diana Ross** launches her first solo tour at Giants Stadium. Also ... **Ozzy Osbourne** marries his manager, **Sharon Arden**.



Where's the love?

- 1995/**Hole's Courtney Love** physically assaults **Bikini Kill's Kathleen Hanna** and later must enroll in an anger-management course to avoid conviction.
- 1997/**Bone Thugs-N-Harmony** member **Stanley Howse** is arrested for firearm and bomb possession.
Releases: **Elton John & Kiki Dee's** "Don't Go Breakin' My Heart" 1976
— **Mark Solovicos**



AL PETERSON
alpeterson@rronline.com

Taming The Paper Tiger

Simple steps you can take today to save time and increase efficiency

"Do you recognize this scene? You sit down one morning, determined to find your desk under that pile of papers. You pick up the first piece and think of a number of reasons why you can't deal with it today. You pick up another piece, 'Nooooo, I don't think so...'"

With that opening paragraph from the new book, *Taming the Paper Tiger at Work*, by professional organizer, lecturer and author **Barbara Hemphill**, I was hooked. Face it, who doesn't recognize that scene? Today's broadcast managers are overseeing more facilities, more people and more paperwork than ever before. Every day seems like a never-ending barrage of memos, phone messages, voice mails, e-mails, computer files, directories, sub-directories, floppy disks, files to be downloaded and uploaded and more. So what happened to that paperless office we were all promised? And why does it seem that, instead of paperless, there's actually *more* paper now than there used to be?

"What you are experiencing is the roar of the paper tiger," says Hemphill. A past president of the National Association of Professional Organizers, Hemphill is on a mission to get you organized. Drawing on more than two decades of experience working with



Barbara Hemphill

some of America's biggest companies — including 3M, Eastman Kodak, Staples, Marriott, Time-Warner and even her publisher, Kiplinger Books — Hemphill has devised simple suggestions and methods for saving time and increasing your efficiency through better organization. Intrigued by her slo-

gan, "Sometimes it takes an expert to take out your trash," along with her claim that she can teach anyone how to find any piece of paper in five seconds, I decided Hemphill was someone I really needed to meet.

R&R: What is the paper tiger, and how can we recognize it?

BH: The tiger sleeps — and you have a temporary respite — when you ignore the papers, publications, messages, notes and stacks of unidentified floppies. But in the back of your mind is the fear that the tiger will awaken at any moment and rampage through your life. You wake the tiger when you dig through the

piles — paper and electronic — and face disappointments, obligations, uncertainty, indecision and the blinding reality that you are not able to do all the things you want to, or think you *ought* to. By becoming well-organized, you confront and tame the tiger and regain control of your work life.

R&R: How in the world did you become a professional organizer?

BH: I'm asked that a lot, because, frankly, a lot of people have never even heard of a professional organizer. I was living in New York City, looking for a way to make some money, and I had read that a lot of people had start-

Getting A Grip On The Paper Tiger

Professional organizer Barbara Hemphill has a quick test to establish if the paper tiger has you in its grip. If you're wondering if you need an organizational overhaul, consider these questions. Do you:

- Have to return phone calls later because you can't find the information you need to have an intelligent discussion now?
- Go to meetings without the information you need to make the strongest possible presentation or to get the information you need from others?
- Waste time scrolling through your computer, looking for important documents?
- Have files jammed with papers you haven't used in months, or even years?
- End up doing work you could have delegated if you hadn't waited until it was too late to ask for help?
- Always meet in a conference room or a restaurant because you are too embarrassed about how your office looks?
- Forget to return phone calls?
- Blame other people for your disorganization?
- Take work home every night?

one who can help you make better use of your time and space, call this number."

I got three crank calls, and the fourth call was from a woman whose husband had died, and she couldn't make sense of all the various unorganized papers he'd left behind. I discovered that this disorganization of paper was

how organized I really am. So people come here, and I show them around the house and tell them they are welcome to look around and peek into the closets and drawers. And I say, "I just want to tell you one thing: It's very neat today, and that's because I knew you were coming." The difference between me and many of my clients is that getting things neat and organized probably only took me 30 minutes. And I know where I put everything; I didn't just open some closets and drawers and shove everything in there. That is because I've set up systems that allow me to recover.

R&R: How has information-overload impacted productivity in our workplace today?

BH: Well, the statistics show that the average worker spends over 150 hours a year looking for lost information. When I first read that statistic, which

Statistics show that the average worker spends over 150 hours a year looking for lost information.

ed successful businesses by listening to what other people were complaining about. I heard things like, "We haven't eaten off our dining room table in a month because it's covered with piles of paper." I decided that organization was something I knew about, so I put an ad in a newspaper, saying, "If you're looking for some-

something that affects millions of people, so a business was born.

R&R: So are you really totally organized? Would a visit to your home or office intimidate me?

BH: Actually, we hold training sessions at a facility that my husband and I built on our property. People always want to know just

Continued on Page 26

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Taming The Paper Tiger

Continued from Page 25

came out of a study published in *Forbes* back in 1995, I thought it couldn't be right. And when I speak to companies and organizations all over the country and toss that figure out, I expect people to question it, when in fact the response I get is just the opposite. People come up to me and say, "You're wrong. It's *more* than that in our office." Stop for a minute and consider how often two, three or four people have to stop working at what they are doing to look for information that just one person needs.

R&R: Why are most of us so inept at organization?

BH: I think there are three reasons. First, we think we don't have time to get organized. But in fact, the real question is, do you not have time to get organized, or do you not have the time *because* you're not organized? Second, we don't know how, because nobody has ever really been taught how to effectively get organized. And the third reason is that people mostly don't want to get organized, because they think it means being an anal-retentive "neatnik." Nothing could be farther from the truth.

There's an old adage that says "A place for everything, and everything in its place." That's nonsense, because if everything's in its place, you're not doing anything! But half of it is right: A place for everything is essential, because it reduces stress. My experience is that the stress comes not so much from the clutter, but from wanting to clean up that clutter so you can find things again. But we don't know where to start.

R&R: So why aren't a "to do" list and a typical in/out box on the desk organization enough for the average person?

BH: Again, I think there are essentially three reasons. One, there's more to be organized than ever before. Two, there's more demand on you to be organized. And three, in today's consolidated business world, there are fewer people to do it. Put those three things together, and it's a lethal combination.

R&R: What's the best first step somebody can take toward getting organized?

BH: Recognizing that today's mail is tomorrow's pile. One of the services I offer is what I call "The 24-Hour Miracle." I will come and spend one day in your office. In that one day I will install the Paper Tiger software, clean off your desk, the floor, the top of the file cabinet, etc. Twenty-four hours later, when you come back to your office, I will guarantee that you will know exactly what to do with every new piece of information that comes in, you'll be able to find anything we filed while I was there in five sec-

BH: Yes, but that's with our computer software. If we're going to do it manually, I can teach you to find things in five minutes or less. And the key to that is to have a list of the names of your files. It's like a chart of accounts is to accounting. If you want to manage your money, you need to have a chart of accounts. If you want to manage your files, you need a file index.

R&R: Can you explain the F-A-T system?

BH: The premise of all of my work is based on a simple statement: Clutter postpones decisions. The reason our desks pile up is because of decisions we haven't made. There are really only three decisions that you have as options, and that is the F-A-T system — file, act or toss. File only means that you don't have the guts to throw it away because you think you might need it in the future. Act means the ball's in your court, and you need to move on it now. And toss is obvious. Every single thing in your office will fall under this system. The first question I ask a client about every single piece of paper in

People mostly don't want to get organized because they think it means being an anal-retentive 'neatnik.' Nothing could be farther from the truth.

onds or less and you'll have a game plan of what to do with the rest of the office.

R&R: Can you really teach me to find anything I need in five seconds or less?

their office is, "Is this file, act or toss?"

R&R: Is it fair to say that the biggest obstacle to organization is our fear of throwing things away?

“

Every time you pick up a piece of paper, ask yourself this question: What's the worst possible thing that could happen if I didn't keep this?

”

BH: No question, that is exactly right. If you don't remember anything else I say, I want you to remember this: Every time you pick up a piece of paper, ask yourself this question: What's the worst possible thing that could happen if I didn't keep this? Then play it out. Perhaps the answer is that you'll have to go back to that woman in accounting who you don't get along with very well to get it, and you just don't want to deal with her. OK, then keep it. On the other hand, you might decide that if you ever need it, you can call accounting, and they'll send it right down. Fear of throwing anything away is the number one stumbling block to organization.

R&R: But isn't the best organizational system subject to the whims and interruptions of others we work with?

BH: Yes, that's true. But the question is not how do you prevent interruptions, etc., it's how do you recover from them? Organization does not mean that things will not sometimes get out of control. You simply can't make someone else be organized. But the key is to have your own system in place that allows you to quickly recover and get back on track. Organization is not about perfection.

R&R: Is there a right or wrong way to get organized?

BH: There is no "right" or "wrong" in organization, there's only what works for you. My two basic organizing principles are: It doesn't matter what you do, but that you do it consistently, or until you discover a better way. And, does it work and do you like it? If you are handling the effects of

others in your workplace, a third question is appropriate: Does it work for everyone?

R&R: Could you sum up what you believe to be the essential elements of implementing and maintaining organization?

BH: Even after you have identified what's important to organize, it's not always easy to do. Organizing is a skill, and, as in developing any other skill, it doesn't come without a price. First, you need a clear vision for why you are organizing. So you need to ask what success looks like. Does it mean you can delegate more effectively, or that you wouldn't be embarrassed to have someone see your office?

Next, you need a positive attitude toward the task of getting organized and to realize it's going to take time. But the longer you wait, the harder it will be, the more time it will take and the more it will end up costing you. Understand that you need the proper tools. You can't do any job without using the right tools, and nowhere is that more true than in getting organized. Finally, you need maintenance. You have to allow a certain amount of time to maintain your system in order for it to remain effective for you.

TALK BACK TO R&R!

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

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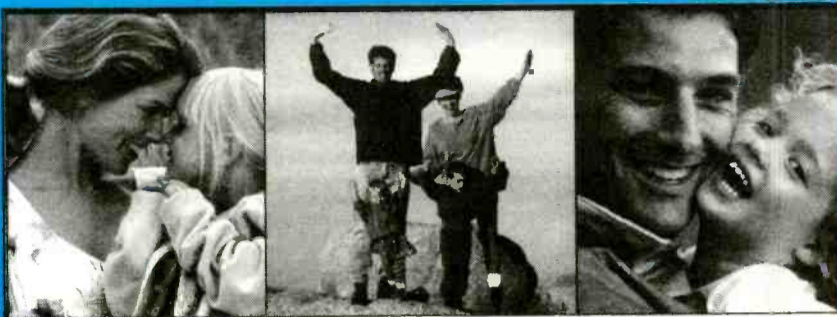
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STREET TALK®

Mancow Tries Another Suit On For Size

WKQX/Chicago morning dude **Mancow** sure has a way of endearing himself to fellow Chi-town broadcasters. Mancow, already in litigation for an incident with WMVP's Keith Van Horne, has now been hit with a \$5-million defamation of character suit by Janet Dahl, wife of WCKG afternoon host Steve Dahl. The suit claims that on several occasions between January 25 and April 7 Mancow referred to Janet as a "slut" and a "whore" — despite written requests that he stop. Dahl's lawyers could not be reached for comment by press time.

develop a sci-fi cartoon called *Doomsday*. The syndicated morning man, *USA Today* reports, will lend both his voice and script ideas to the series.

No one was more excited about participating in the "AC Superstars" session at R&R Convention '99 than true industry legend **Gary Owens**. He and R&R AC Editor Mike Kinoshian cooked up a scenario in which comedian **Jonathan Winters** would make a surprise appearance at the star-studded panel. But Owens didn't feel particularly good the day of the event (6/11). En route to the restaurant where he and Winters were to have their pre-panel lunch, Owens complained of acute pain, was rushed to a hospital and underwent emergency surgery. While he is still in intensive care at press time, we're happy to report that Owens is resting comfortably. Ever the professional, his first words in the recovery room were, "Did Jonathan make it to the convention on time?"

Instead of sending flowers or food items, Gary's family requests that his fans — especially those in Southern California — donate a pint of blood to the Red Cross.

Dale's 'Spank' Case Not Yanked

In other legal news, WPLA/Jacksonville night jock **Dick Dale** had hoped last Friday would be the day a judge would drop charges that Dale "provided an environment for lewd and lascivious acts" on his radio show. 'Twas not to be though. The judge says the charges, based on a February stunt in which Dale invited listeners to the studio for a "Spank the Monkey" self-gratification contest, will go to a nonjury trial next month.

KOST Cleared For Second PD

There's only been one PD since KOST/L.A. transitioned from Beautiful Music to AC in the early '80s: **Jhani Kaye**. But now there will be a second, after Kaye announced last Friday (6/11) that he's stepping down from his day-to-day programming duties at the Cox AC station. He does retain his Station Mgr. duties, and he'll also be working with Cox at the corporate level on a number of special projects. Taking over as interim PD is APD/MD Johnny Chiang.

Love Me Two Times, Baby

Those WNEW/NY format flip rumors won't go away... and certainly aren't diminishing now that the station has picked up the syndicated *Loveline* program. In fact, the station will air the show twice a night: a replay of the previous night's show from 10pm-midnight, then the program's live feed from L.A. from 1-3am. For now, a "best of *Loveline*" will fill the hour in between. Late-night host Lisa Garvey exits.

WCCO/Minneapolis entertainment reporter **James St. James'** Friday report contained an item that was news to both

Continued on Page 30

You may soon be 'toon-ing in to **Howard Stern** — he's working with the producers of *The Simpsons* and *King of the Hill* to

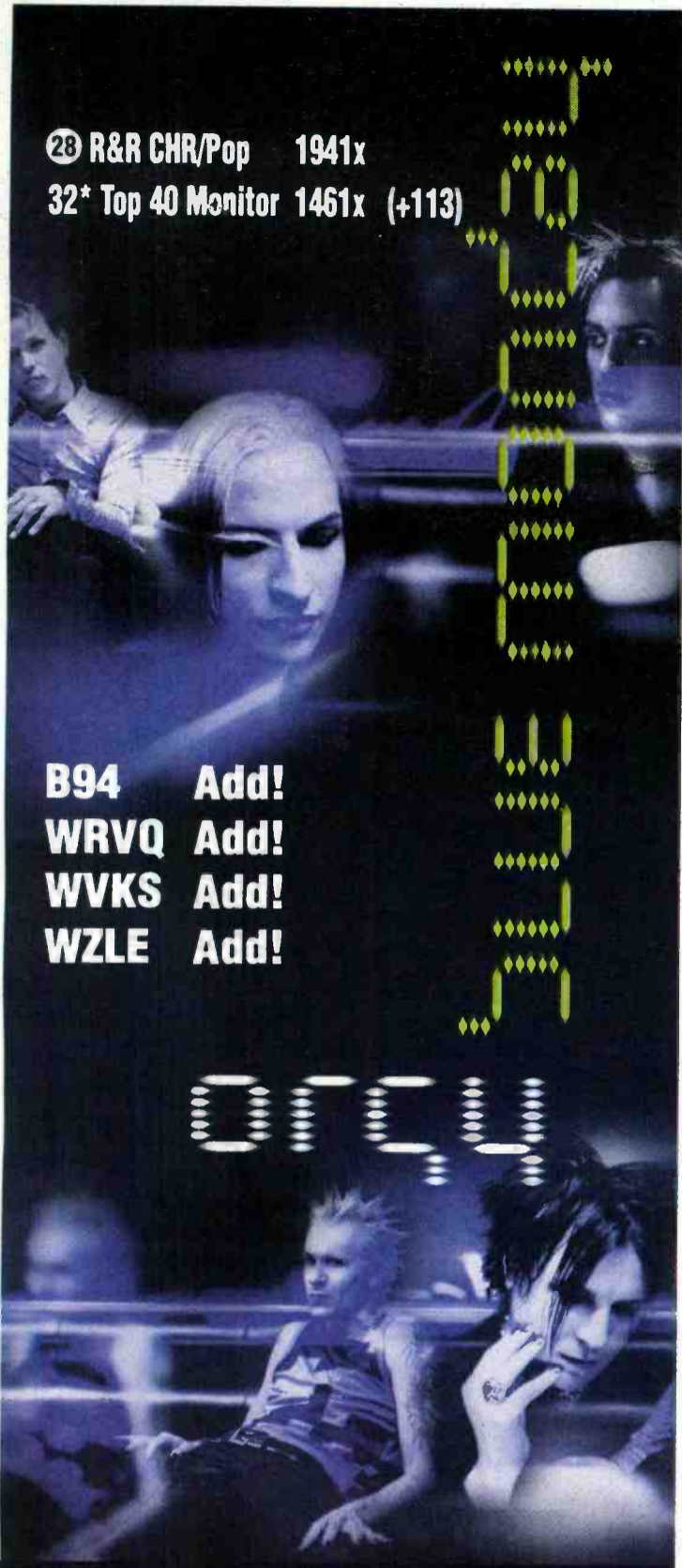
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STREET TALK®

Continued from Page 28

listeners and station management alike: his own resignation. "That took us all by surprise," GM Brian Whitemore told the St. Paul *Pioneer Press*. St. James later made it official with a faxed letter. St. James' reports will begin airing on crosstown KQRS starting June 28.

Play-by-play broadcasts for the NHL's expansion Columbus Blue Jackets, which begin play in the 2000-01 season, will be simulcast by Sports **WBNS-AM** and Alternative **WWCD-FM**. What makes the situation especially interesting is that the two stations aren't commonly owned but will air the same broadcasts. Part of the reason: WBNS will have to preempt some games due to prior commitments to Ohio State University sports.

▶ CAK's Flour Power! ◀

Charles Koppelman's **CAK Entertainment** has bought a stake in King Biscuit Entertainment, the company that produces the *King Biscuit Flour Hour*, has an archive of more than 21,000 concerts and radio shows and owns several record labels (Oxygen, Pet Rock, Silver Eagle Cross Country and KBFH). CAK also arranged an exclusive licensing agreement between King Biscuit and Emusic.com, which will allow some of King Biscuit's existing and future album titles to be sold via the Internet. Koppelman and CAK Managing Dir. Larry Katz will fill two seats on the King Biscuit board.

If folks in your market are cheering for the San Antonio Spurs in the NBA finals, contact KBFM/McAllen, TX morning drivers **Rio & Reyes**, who have rewritten Will Smith's "Wild Wild West" as an ode to the team. By the way, the Knicks' victory over the Pacers in the conference finals turned out to be a hair-razing one for **WDST/Woodstock, NY's** mane man in the morning, **Jimmy Buff**. Prior to the start of the playoffs, he bet his newsman that the eighth-seeded Knicks wouldn't make it to the finals. So after the team locked down a berth, Buff's jocks fell down to earth!

Rumbles, Pt. 1

- ABC signs a deal to acquire **WFBA-AM/Miami** and will flip it to its Radio Disney kids' format.
- California Radio Group flips a Mexico-based station from Regional Mexican to Country. **XHCR** will cover San Diego with 25kw at 99.3.
- Radio Unica LMAs **KCUV/Denver** and installs its network programming on the station.
- **KIK-FM/L.A.** owner Astor Broadcasting will flip newly acquired **KMSL/Riverside-San Bernardino** to a current-intensive Country format on July 4.
- **PD Sky Walker** exits the Southern California "Lite 92.7" trimulcast (**KELT/Riverside, KLIT/Avalon & KMLJ/Thousand Oaks**) but remains with Jim Maddox Broadcast Consultants.
- At Journal's **WOW-AM & FM/Omaha**, **Mike Hogan** is named Station Mgr. and **Tom Oakes** is appointed PD. Hogan had been the stations' business manager; Oakes was OM/PD at **WHIT & WWQM/Madison, WI** for the past 10 years.
- At **KFRQ/McAllen, Shilo Stevens** is officially named PD/MD.
- **Rick Stephenson**, who programmed **KRMD-AM & FM/Shreveport** from 1993 to '97, is returning as PD. He succeeds **John Swan**, who resigned to take the **WVLK/Lexington PD** post a couple weeks ago. Most recently Stephenson was PD of **KISO-AM/Phoenix**.
- **WACO-FM/Waco, TX PD/morning co-host Zach Owen** adds OM duties for all six Capstar/Waco properties. One of those stations, **CHR KWTX-FM**, hires former **KASH/Anchorage, AK** morning man **Jay Charles** as PD/morning host.
- **KNUE/Tyler, TX PD John Moore** has left the station to work outside the radio biz. Corporate PD **Larry Kent** is interim PD, while night talent **Robert Mauldin** is now MD.
- **WMTZ/Johnstown, PA** morning personality **Steve Walizer** succeeds **Brian Cleary** (who left to program **WFBE/Flint, MI**) as PD.
- Former **WCTD/Wilkes Barre PD Jesse James** is the new **WDEZ/Wausau, WI PD**.
- **KKEG/Fayetteville, AR PD/MD Mark Morgan** exits and is replaced by **Sandy Scott**.
- **KEZO/Omaha mlddayer Allison Steele** moves to **KOTD/Platt-Smiths, NE** as PD.
- **PD Tiana Patterson** exits **WSTZ/Jackson, MI** to pursue other opportunities. MD **Kevin Keith** becomes interim PD.
- **CBS News vet Maggy Sterner** signs on as PD of **WTOP/Washington's wtopnews.com**.

KHTE/Little Rock morning drivers **Todd & Lucas** got some nationwide exposure as judges of a *Jenny Jones Show* talent contest on Wednesday (6/16).

▶ Barry's Knot Talking ◀

If **R&R VP/Sales Barry O'Brien** looked even more jovial than usual when you saw him at the convention, there's good reason:

Continued on Page 32

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STREET TALK®

Rumbles, Pt. 2

- Hot AC WKQI/Detroit OM/PD Tom O'Brien taps afternoon driver JoJo Kincaid as APD.
- WXYV/Baltimore APD/afternoon driver Albie D steps down to accept similar duties at Rhythmic Oldies WGAY-FM/Washington, effective June 21.
- WJMH/Greensboro interim MD Boogie D. drops the "interim."
- Doug DeRoos is named MD at KGFM-FM/Bakersfield.
- KDUK/Eugene, OR MD Valerie Steele is promoted to APD/MD.
- KGOT/Anchorage middayer Dave Flavin adds MD stripes.
- WACR/Tupelo, MS MD Jay Michael resigns.
- KHTR/Pullman, WA afternoon driver Jim Johnson joins KZMG/Boise for APD/afternoon duties.
- Gene Harley, Ops. Dir. at Infinity's WPGC-AM & FM/Washington, segues to sales as LSM of AM-FM's WVAZ-FM/Chicago. Also at 'VAZ, George Willborn, part of the *Monds Squad* afternoon show, is leaving on July 1 to pursue an acting career in La-La-Land.
 - Former WWST/Knoxville sales manager Kim Hansard goes the on-air route, teaming with former WVYB/Daytona Beach morning driver Tim Tuttle for mornings at WWST starting June 21. APD/MD Brad Jeffries, who had been handling mornings, returns to middays.
 - WROQ/Greenville, SC's K.C. Carson relinquishes APD/MD duties to focus on her midday shift. Promotion Dir. Mike Allen is upped to Asst. PD, while PD Ken Carson assumes MD responsibilities.
 - WJFK/DC-based syndicated talkers Don & Mike add their 37th affiliate, KGUY/Portland.
 - For the record: Doug McKnight remains APD/MD at WKZL/Greensboro. A Rumble last week inadvertently had somebody snatching his MD duties.

Continued from Page 30

He's just become engaged to Pro-Media Inc. Pres./CEO Nancy Ryan. They expect to have a spring wedding. Sometime around year's end, Barry will move his base of operations from DC to the Boston area, where his fiancée is located.

Records

- Trauma Nat'l Dir./Rock Promo Mari Dew exits; Jimmy Barnes leaves *Hits* to take her post.
- Koch International buys Velvel Records. Bob Frank remains on board as Velvel Prexy.
- Is Sony *thisclose* to finalizing its deal with rap label Loud Records?
- Roadrunner taps Elias "The Big E" Chios as its new Boston-based New England regional.
- Jamie Pendleton joins Virgin as Houston-based Artist Development rep.
- Former R&R, Capitol and Mercury staffer Kristi Brake forms Take A Brake, a full-service artist development company. She can be reached at (615) 385-2713.

RADIO & RECORDS



1

- R&R holds major convention in Century City. 'Nuff said.
- Val Maki made VP/GM of KPWR/L.A.
- WNUA/Chicago VP/Programming Paul Goldstein adds KKSF/SF duties.
- Drew Hayes recruited as KABC/L.A. OM/PD.
- Kevin Metheny named OM at WTAM/Cleveland.

5

- Larry Stessel joins EMI Records as Sr. VP/GM.
- Bryan Switzer elevated to VP/GM of Atlantic/Nashville.
- Darryll Green promoted to VP/GM of WGCI-AM & FM/Chicago.
- Ralph Sherman Jr. ascends to WNUA/Chicago VP/GM.
- Richard Sands upped to VP/Programming at KITS/SF.

10

- KFOG/SF VP/GM Tony Salvatore adds KNBR duties, appoints Bob Agnew PD.
- Dan Griffin becomes Pres./GM of WHDH/Boston.
- Ritch Bloom upped to Sr. Dir./Pop Promo for Capitol Records.
- Andy Bloom picked as OM at WYSP/Philly.

15

- Marcellus Alexander advances to VP/GM of WRIF/Detroit.
- Malrite issues VP stripes to WHTZ/NY GM Dean Thacker, KLAK & KPPL/Denver GM Jim Gregori and Nat'l PD Jim Wood.
- Rick Starr rises to GM at KDKA/Pittsburgh.
- Ric Lippincott recruited as KYUU/SF PD.
- Gary Bryan becomes PD of KKRZ/Portland.

20

- Michael Sheehy boosted to PD of KNX-FM/L.A.
- Ron Smith selected as PD at KSFX/SF.
- Dick Whittinghill retires after 29 years of being morning man for KMPC/L.A.; Robert W. Morgan is given the airshift.

25

- Al Casey joins KXOK/St. Louis to do 7pm-midnight.

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



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R&R Convention '99 Highlights

■ Internet, more musical diversity top-of-mind during annual convention

What a difference a year makes. Last year's apprehension about radio and record industry consolidation was supplanted by heightened concerns about the competitive threats posed by upstart and established Internet companies.

That theme circulated throughout the sessions at R&R Convention '99 and in comments made by attendees. The issue was also adroitly addressed by Broadcast.com co-

your money that way."

Nonetheless, station owners aren't about to be left in the cold. Citadel Communications Chairman/CEO **Larry Wilson** told at-



Mark Cuban



Larry Wilson



Lee Abrams



Joe Capobianco



Tom Calderone

founder **Mark Cuban** during his keynote speech on June 10. Cuban said broadcasters will see "millions of audio and video channels launched over the next few years" because of the low barriers to entry. At the same time, he noted, "We, as consumers, are going to say, 'I want the music I want where I want it and how I want it. Who's going to deliver it to me?'"

Going Digital

Conversely, Cuban said the radio industry has changed little over the years, even though Internet companies continue to reshape themselves and the industry, as evidenced by Yahoo!'s acquisition of Broadcast.com and AOL's purchase of Spinner.com. "The radio industry has been pretty much the same since 1921 in a lot of respects ... Now it's 1999. You really have to ask yourself what radio is."

Cuban said station operators must get into the music retailing business, especially since many stations fight to be the first to break new artists. He called selling digitally downloaded singles and albums "the lowest-hanging fruit, and you can generate \$100,000 plus." That strategy can be incredibly profitable, as opposed to turning your customers over to "Amazon or CDnow, where you'll get 15, 30 or 75 cents per CD."

He continued, "Radio stations that are music stations should be retailers of music today. There is only one reason you shouldn't do it, and that's if someone like Tower or National Record Mart is a really big customer; then you take

attendees at the "Radio, State of the Industry" luncheon session on June 12 that he predicts "monstrous revenue streams" from his company's ventures on the Internet.

Variety Is King

Cuban's observations about the increased demand for more musical variety were echoed throughout the convention. During the June 12 session "Companies That Are Going to Change the Future of the Radio and Record Industries," XM Satellite Radio's **Lee Abrams** said satellite and Internet radio "will have the same impact on FM radio that FM radio had on AM in the '70s," and that, "We're still in the dark ages of programming." Abrams noted that satellite/Internet broadcasters are targeting a music-hungry crowd. "About 30% of the CDs sold last year didn't get commercial airplay."

Joe Capobianco, of satellite rival CD Radio, put that recorded music market at about \$4 billion. "Many people can't get the music they want," he said, and companies like XM and CD Radio are going to give it to them, because "people want more and better choices and are willing to pay for them."

That desire for more variety is forcing some programmers to rethink their playlists. That trend was evidenced by MTV's **Tom Calderone**, who spoke during the joint

R&R/Jacobs Media Alternative Summit. While he has yet to make a call one way or the other, Calderone said the cable/satellite programmer is taking a closer look at a "train wreck format" that includes Kid Rock, TLC, Korn and Jay-Z. "Something might be there," he observed.

Even older demos seem to want

more variety. Active Rock KRXQ/Sacramento Station Manager **Curtiss Johnson** noted during "The Fragmented Rock House — Building With Splinters" panel on June 11 that his station "is more diverse than in years. I haven't seen it like this in years."

Jane Rinzler Buckingham, founder/President of the New York-based lifestyle research company Youth Intelligence, agrees that choice is king, especially among today's 12-plus Generation Y audience. She does, however, add a note of caution: Too many choices when it comes to the same style of music are confusing to Generation Y, especially since that market tends to be brand-loyal. "The record industry is fracturing and shortening the lifespan" of new acts, especially when it comes to mainstream pop teen artists. "First it was the Backstreet Boys and 'N Sync, and



Curtiss Johnson



Jane Rinzler Buckingham



Randy Michaels

now it's Boyzone and C Note. The audience is saying, 'Who do you want me to like?'"

On The Radio

On the radio side, most radio execs believe the industry is as strong as it has ever been and that it can spend more time looking at the bigger picture now that the bulk of merger and acquisition activity has slowed. Clear Channel Radio Pres-

Reminiscing with Spector, Smith & Ertegun

R&R Convention '99 attendees were treated to a stroll down memory lane as former record company executive **Joe Smith** hosted a conversation with two of the music industry's biggest legends and Rock & Roll Hall of Fame members: Atlantic Records founder and co-Chairman/co-CEO **Ahmet Ertegun** and producer extraordinaire **Phil Spector**.

Spector, dressed entirely in black and making his first public appearance in years, was quiet for virtually all of the session, while Smith held court with Ertegun, trading quips about some of the recording industry's most popular figures, including John Lennon, Frank Sinatra, Big Joe Turner and Van Morrison.

The roundabout reminiscing eventually segued into a fitting tribute to Ertegun, who was honored with the 1999 R&R Humanitarian Award. Spector also congratulated the record pioneer on Atlantic's 50th anniversary.

Reading from a prepared statement, Spector said, "In 1960 Ahmet Ertegun walked into my life and left footprints all over my heart, after which I was never the same. I treasure his friendship and can only hope he lives forever, for I prefer a world with Ahmet in it. I can never put in the small space allotted to me any of the truly wonderful stories I love to tell about my adventures with Ahmet, nor could I fully explain the impact Ahmet has had on me and how much he has enriched my life. He is, of course, the quintessential friend and business executive.

"Since I know of nobody else who has helped so many others fulfill their dreams, it is only fitting that, in addition to my congratulations, goes my wish for all of Ahmet's dreams to come true. It is indeed an honor and privilege to be a part of this tribute to him. And as the writer of the song, I feel I can quote from it about Ahmet and say, without any reservations, to know him is to love him."

In accepting his Humanitarian Award, Ertegun said, "I'm overwhelmed. I just want to say we have had a great day today. I want to thank you for giving an award to Atlantic Records [for Platinum Record Label of the Year] and most of all to [Atlantic Exec. VP] **Andrea Ganis**. She is one of the big executives who have kept my company going. She's fantastic and a great lady. I'm proud to be with her."



Ahmet Ertegun



Phil Spector

ident **Randy Michaels**, speaking during the "Radio, State of the Industry" luncheon, said one of the reasons Jacor joined the Clear Channel stable is that, "We met our last owner." The chain now can "think longer term."

cut. But you have to realize it's not just about 91X, but [station owner] Clear Channel."

The labels, however, aren't immune — even ones that weren't bought or sold. Speaking during the same panel, Warner Bros. Sr. VP/Promotion **Tom Biery** said the heightened focus on quarterly profits at the publicly traded record companies "has checked the way business gets done" and how much money is being spent "chasing records."

Consolidation has, however, in addition to increasing sales and profits, offered up some interesting promotional opportunities. Schock says that because Clear Channel now owns a crosstown Active Rock station, the group was able to organize a private listener party with platinum-plus band Bush as the headliner. Schock notes, "That wouldn't have happened a few years ago, because of all the politics."



Bryan Schock



Tom Biery

That said, however, the impact of consolidation is still far from over when it comes to station operations. On the radio side, programmers have finally gotten used to it. Alternative XTRA (91X)/San Diego PD **Bryan Schock**, a panelist on "The Cost of Doing Business" session on June 11, noted, "We're all still trying to feel consolidation out; we're all feeling the same corporate pressure ... I can't tell you how many times my budget has been

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

RR LAUNCHING PAD

Alternative Basking In Len's Hip-Hop 'Sunshine'

Nearly every summer one or two songs in each format rise to become the anthems of the season. The **Epic Records Group/Work** alt hip-hop act **Len's** "Steal My Sunshine" is poised to become one at Alternative and, possibly, CHR, thanks to increasing videoplay at MTV.

Major-market Alternative stations throwing their weight behind the breezy, hip-hop-flavored gem include **KROQ/Los Angeles**, **WFNX/Boston**, **WHFS/Washington**, **KZMZ/Minneapolis**, **KTBZ/Houston**, **KITS/San Francisco**, **KNDD/Seattle**, **KNRK/Portland**, **XTRA/San Diego**, **KWOD/Sacramento** and

major markets ready to go."

Despite the obvious pop sensibilities of "Steal My Sunshine," **ERG/Work** wanted to establish a base at Alternative before crossing it over to CHR and Hot AC in the next few weeks. Klaiman continues, "It was the right place to start it, because even though the song is very pop, it still has an edge. Also, the album is all over the place, with everything from rap and hip-hop to Poison's **C.C. DeVille** playing lead guitar on a song.

"But it's also about the history of the band and how they built their own record label, created their own sound

imaging and marketing aside, however, it's the content that counts. Klaiman observes, "I said the same thing about [550 Music rock band] **Fuel** — if we weren't involved, it still would have happened, because these people are so creative and have a real do-it-yourself mind-set."

On the radio side, one big fan of the track is **XTRA MD** **Chris Muckley**, who first began spinning a different mix — sans vocals — on March 22 on his weeknight feature, **New Toy**. Muckley recounts, "I just took a pure and simple liking to that version, and each time I played it, people responded. Then I discovered the current mix and liked it even more. The vocals got me hook, line and sinker."

Muckley then started playing it for his friends, who, in turn, started spinning it for their friends. Says Muckley, "Certain songs end up becoming inside songs for us at the stations, and this one is one of them."

Nevertheless, "Steal My Sunshine," which has received around 200 spins at XTRA, has become a top performer at the station. Muckley continues, "It's one of our most-requested songs, and we still get curiosity calls each time we play it."

"One of the reasons is that the song is perfect for the time of year. Today it's sunny and 80 degrees, and this song is a perfect summer pop song for people who are out and driving around."

Looking to the future, Len has already taped a session for MTV's "Beach House," which is set to air later this summer. The band is also close to lining up its summer tour schedule, which could include being part of a very high-profile tour.

— Steve Wonsiewicz



Len

CIMX/Detroit.

Born out of Ontario, Canada in 1991, Len have already released one EP and two albums on their own label. Each of those discs sold between 10,000 and 15,000 copies. The group also self-directed two videos for its last effort, 1996's *Get Your Legs Broke*. Not surprisingly, that entrepreneurial drive and creative staying power caught the attention of the **Work Group**, which signed Len last year.

ERG/Work began setting up Len and "Steal My Sunshine" at radio about two months ago. The track, taken from the group's new album, *You Can't Stop the Bum Rush*, also appeared on the **Work/Sony Soundtrax** soundtrack to the movie *Go*. The first single from that soundtrack was No Doubt's eagerly awaited new track, the appropriately titled "New."

ERG/Work VP/Promotion **Joel Klaiman** recalls, "We always knew 'Steal My Sunshine' was going to be the next single, so we started playing it for avid music programmers just when the weather was starting to get good, because we believed it would be a summertime smash. And nearly all of those people got it. When we went for adds a couple of weeks ago, we already had a lot of the ma-

and style and made their own videos. We even used those videos as a set-up tool, and it impressed a lot of people. Overall, it's the perfect fit."

Klaiman also gives props to **ERG/Work's** marketing department. "They did some of the best imaging I've seen in a while. The artwork itself really appealed to a lot of people."



VIOLATOR COMPILATION READY FOR FLIGHT — **Violator Records/Management** CEO **Chris Lighty** and friends celebrate his birthday and the end of the recording sessions for the **Violator/Def Jam** disc **Violator: The Album**, which features new cuts from the company's roster of artists. The album hits retail on July 27. Shown here joining in the festivities are (l-r) artists **Busta Rhymes** and **Mysonne**, **Violator Management** President/co-owner **Mona Scott**, hip-hop queen **Missy Elliott** and **Lighty**.

MUSIC NEWS & VIEWS

Bush, Trauma Ink New Deal

Bush and **Trauma Records** have settled their differences, and the multiplatinum alt-rock band has signed a long-term, multi-album pact with the Los Angeles-based independent label. The group, which has sold 13 million albums worldwide, is now putting the finishing touches to their new album, *The Science of Things*, which will be released this fall. The album is the final release to be distributed through **Universal** (via **Interscope**). All future **Bush** discs will be distributed worldwide by **BMG Distribution**. **Trauma** earlier this year sued **Bush** over the band's failure to deliver their new album. That suit has been dropped.



Bush

New Jones, Cornell Discs Ready

New release news: **Tom Jones** will release a new album on the U.K. label **Gut Records** this September featuring a mix of covers and original songs. Joining Jones are **Natalie Imbruglia**, the **Barenaked Ladies**, **Chrissie Hynde**, **Simply Red's Mick Hucknall** and the **Cardigans** ... Former **Soundgarden** singer/guitarist **Chris Cornell's** debut solo album, *Euphoria Morning*, hits retail September 21 on **A&M/Interscope**. The leadoff single, "Can't Change Me," will be released in early August.



Tom Jones

This 'n' that: **Cypress Hill** have dropped off the **Vans Warped Tour** in order to complete their new album and are being replaced by rapper **Eminem** ... Look for a reunited **Eurythmics** to tour this fall in support of their forthcoming album, which the duo is in the midst of recording ... **Restless Records** inks a joint venture deal with rapper **Warren G's G-Funk** label. **Warren G's** new album, *I Want It All*, will be released this fall ... **TVT** inks a distribution deal in Australia with **Rupert Murdoch's Mushroom Records** ... Alt/punk indie label **Epitaph** has launched its own video channel on the web. Check out "Punk-O-Rama TV" at www.punkorama.com ... **Elektra** picks up **Sixpence None The Richer**.

In the studio: British weekly music magazine **NME** reports that electronica act **Spiritualized** have begun work on their new album, and that group leader **Jason Pierce** "has sacked the majority of his band," including drummer **Damon Reece**, bassist **Sean Cook** and lead guitarist **Mike Mooney** ... British dance group **Everything But The Girl** are close to finishing their next album, which is expected to be released in the fall ... **Spice Girl Emma Bunton** (Baby Spice) is in the middle of recording her solo album, which is slated to be released later this year ... Aussie rocker **Matthew Sweet** is recording his next album for **Volcano/Jive** ... **Elliott Smith** is working on his next album for **Bong Load Records**.

Web update: **EMI** has bought a 50% stake in and inked a five-year licensing deal with **Musicmaker.com**, one of the largest custom compilation CD services and digital download sites on the Internet ... **Cox Enterprises** has paid \$45 million for an estimated 10% stake in **MP3.com** ... Online music network **Tunes.com** has filed an IPO with the SEC ... **Sony Music Entertainment** has partnered with **Digital On-Demand** to sell music via digital vending machines in some of the country's largest retailers. **SME** plans to offer around 4,000 titles, or about half of its catalog.



TOP 20

JUNE 18, 1999

LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS		TOTAL STATIONS/ADDS
			TW	LW	
3	1	SMASH MOUTH All Star (Interscope)	1469	1311	37/0
1	2	RICKY MARTIN Livin' La Vida Loca (C2/Columbia)	1448	1497	30/0
2	3	EVERLAST What It's Like (Tommy Boy)	1303	1315	29/0
5	4	GOO GOO DOLLS Slide (Warner Bros.)	1264	1260	30/0
6	5	SIXPENCE NONE THE RICHER Kiss Me (Squint/Columbia)	1238	1175	33/1
7	6	SARAH MCLACHLAN I Will Remember You (Arista)	1207	1063	31/0
4	7	SUGAR RAY Every Morning (Lava/Atlantic)	1201	1276	30/0
9	8	CITIZEN KING Better Days (And The Bottom...) (Warner Bros.)	1060	975	31/0
10	9	NATALIE MERCHANT Life Is Sweet (Elektra/EEG)	982	973	30/0
8	10	FATBOY SLIM Praise You (Skint/Astralwerks/Caroline)	967	1007	29/1
13	11	FASTBALL Out Of My Head (Hollywood)	922	876	30/2
16	12	TAL BACHMAN She's So High (Columbia)	882	782	30/0
14	13	LENNY KRAVITZ Fly Away (Virgin)	804	874	25/0
12	14	COLLECTIVE SOUL Run (Hollywood/Atlantic)	789	908	24/0
11	15	MATCHBOX 20 Back 2 Good (Lava/Atlantic)	785	929	22/0
20	16	EDWIN MCCAIN I Could Not Ask For More (Lava/Atlantic)	729	623	33/1
-	17	BARENAKED LADIES Call And Answer (Reprise)	698	602	28/0
18	18	DAVE MATTHEWS BAND Crush (RCA)	652	669	17/0
15	19	SHERYL CROW Anything But Down (A&M)	643	829	23/0
-	20	SHANIA TWAIN That Don't Impress... (Mercury/IDJMG)	602	555	17/1

This chart reflects airplay from June 7-13. Songs ranked by total plays. Contributing station combine from the Custom Chart function on R&R ONLINE. © 1999, R&R Inc.

PERSPECTIVE

Compiled and Edited By Mike Kinosian

Since 5/9/97, this space has been home to 106 Pop/Alternative Perspectives. Coinciding with our new alliance with Mediabase 24/7, which kicks off next week, R&R has planned some exciting page redesigns. Now that Perspectives has reached the end of its cycle, we thought a "Greatest Hits" package would be in order.

"There's a shortage of really great morning shows. What you really need to do is build them yourself." —KBBT/Portland OM Dave Numme (6/11/99)

"Pop/Alternative requires that you know the boundaries very well. You could easily get too pop or too much into the active rock world." —KZZO/Sacramento VP/GM Jeff Salgo (6/4/99)

"Most agency buyers are women in our target demo. You don't have to explain who we are and what we do. It's the type of station they often listen to themselves." —KMHX/Santa Rosa, CA Managing General Partner/GM/PD Ron Castro (5/28/99)

"We want to sound like your best friend on the other side of the radio. Finding people who can sound natural and have vocal dynamics at the same time is tough." —KLLY/Bakersfield PD Jason Griffin (5/21/99)

"Our morning show is out two or three times a week. We have a huge listener database, and we may show up unannounced with something as small as bagels, cream cheese and coffee." —KVSR/Fresno PD Mike Yeager (5/14/99)

"We shouldn't be too afraid to 'Live La Vida Loca' in the 'Millennium.'" —KZZO/Sacramento MD Sonia Jackson (5/7/99)

"You only have to be as tight as the market dictates. Keep your aperture wide and play the hits for the demo." —Sinton, Barnes & Associates partner Tom Barnes (4/30/99)

"Our audience has the capacity to think, and they want to think. I'm oftentimes surprised at their intelligence. I love that about our listeners." —WSHE/Orlando former MD Shark (4/23/99)

"There are things you can do on a morning show with a woman in the lead position that you can't with a couple of guys. The trick is making sure that the show always has universal appeal." —WXPT/Minneapolis PD Dusty Hayes (4/16/99)

"Pop/Alternative is still very much a pop-oriented format. Groups like Chumbawamba, Mighty Mighty Bosstones and Brian Setzer Orchestra have added freshness. We're maintaining that pop feel as best we can." —WZNE/Rochester PD Rick Mackenzie (4/9/99)

"Having two females in morning drive is something very few people would expect, and that's one reason why it will work." —KOSO/Modesto, CA MD/midday talent Donna Miller (4/2/99)

Our thanks to all who were kind enough to share their "perspectives" with us.

New & Active

BLESSID UNION OF SOULS Hey Leonardo... (PushV2)
Total Plays: 572, Total Stations: 17, Adds: 1

MADONNA Beautiful Stranger (Maverick/WB)
Total Plays: 546, Total Stations: 22, Adds: 5

LIT My Own Worst Enemy (RCA)
Total Plays: 489, Total Stations: 25, Adds: 2

SUGAR RAY Someday (Lava/Atlantic)
Total Plays: 425, Total Stations: 23, Adds: 4

VONDA SHEPARD W/EMILY SALIERS Baby... (Jacket)
Total Plays: 425, Total Stations: 16, Adds: 0

GOO GOO DOLLS Black Balloon (Warner Bros.)
Total Plays: 417, Total Stations: 29, Adds: 5

PEARL JAM Last Kiss (Epic)
Total Plays: 387, Total Stations: 16, Adds: 4

NEW RADICALS Someday We'll Know (MCA)
Total Plays: 382, Total Stations: 18, Adds: 0

RED HOT CHILI PEPPERS Scar Tissue (Warner Bros.)
Total Plays: 307, Total Stations: 14, Adds: 4

SHERYL CROW Sweet Child... (American/C2/Columbia)
Total Plays: 304, Total Stations: 14, Adds: 1

Songs ranked by total plays

Contributing Stations

KPEK/Albuquerque, NM (HAC)
KAMX/Austin, TX (HAC)
KLLY/Bakersfield, CA (HAC)
WBWX/Boston, MA (HAC)
WLCE/Buffalo, NY (HAC)
WALC/Charleston, SC (HAC)
WLNK/Charlotte, NC (HAC)
WTMX/Chicago, IL (HAC)
WXEG/Dayton, OH (Alt)
KALC/Denver, CO (HAC)
WPLT/Detroit, MI (HAC)
KVSR/Fresno, CA (HAC)
WKSI/Greensboro, NC (HAC)
WKZL/Greensboro, NC (HAC)

KMXB/Las Vegas, NV (HAC)
KYSR/Los Angeles, CA (HAC)
WXPT/Minneapolis, MN (HAC)
KOSO/Modesto, CA (HAC)
KCDU/Monterey-Salinas, CA (HAC)
WPTD/Norfolk, VA (HAC)
KYIS/Oklahoma City, OK (HAC)
WPLY/Philadelphia, PA (Alt)
KZON/Phoenix, AZ (Alt)
KBBT/Portland, OR (HAC)
KLCA/Reno, NV (HAC)
WZNE/Rochester, NY (HAC)
KZZO/Sacramento, CA (HAC)
WVRV/St. Louis, MO (HAC)

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

39 Total Stations

HAC-Hot AC Alt-Alternative AA-Adult Alternative

econoline crush "All That You Are"

THE ROCK/ALTERNATIVE HIT, NOW PERFORMING AT POP ALTERNATIVE.

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KLLY-Bakersfield ADD!!!

Alternative Radio 27 - 21 Breaker



Produced and recorded by Sylvia Massy

On Your Desk Now!

Mixed by Ben Grosse





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Inspiring Speakers And First-Rate Entertainment

R&R Convention '99 brought out the industry's best and brightest

If anyone thought that change was easy for those who run one of our largest companies, Clear Channel President Randy Michaels made it clear that wasn't the case. After a dramatic entrance at R&R Convention '99, he treated the audience to an intimate session. His messages: "Overcome the patterns in your brains," and, "Surf the wave." Saturday's speaker, Captain Gerald Coffee, was a 28-year veteran Navy officer who was held for seven years (1966-73) as a POW in North Vietnam. Coffee related the horrors of his experience and tied them into the audience's lives by explaining that we must all recognize the pain we endure as an "opportunity to emerge stronger and better." He urged the audience to "have faith in yourself, faith in one another, faith in our country and its institutions and faith in your personal God," and said that the motto by which he and his fellow captives lived could also apply to families and even corporations: "Unity over self."



CIRCLE OF WINNERS — It's a heavy hang, as R&R Industry Achievement Award winners Columbia Sr. VP Charlie Walk, Reprise VP/Promotion Vicki Leben, AMFM Sr. VP Programming Tom Poleman and WHTZ/NY MD/afternoon driver Paul "Cubby" Bryant celebrate their good fortune.



PUBLISHER'S OLYMPIC PROFILE — One very special guest to attend Saturday's CHR session with Captain Gerald Coffee was the most decorated Olympic gymnast of all time, Mitch Gaylord. He was the first American gymnast to receive a perfect score of "10" in the Olympics. Here he shares some of his personal experiences with R&R Publisher Erica Farber.



A TRUE AMERICAN HERO — One of R&R Convention '99's most talked-about sessions was "Radio's a War — You Need Survival Skills" with Captain Gerald Coffee. Coffee, a POW in Vietnam for seven years, gave the packed room affirmation that we are all 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 and achieve any goal.



TWO IN THE MORNING — That's not the time this picture was taken — yeah, right! It's actually the title of RCA's new Swedish singing sensation Jennifer Brown's upcoming single. She performed it at the CHR session on Saturday (6/12), and it hits radio on June 28. Here is Ms. Brown with KMXV/Kansas City PD Jon Zellner (l), RCA Nat'l Director Top 40 Promotion Eric Murphy and RCA Sr. VP/Promotion Ron Geslin.



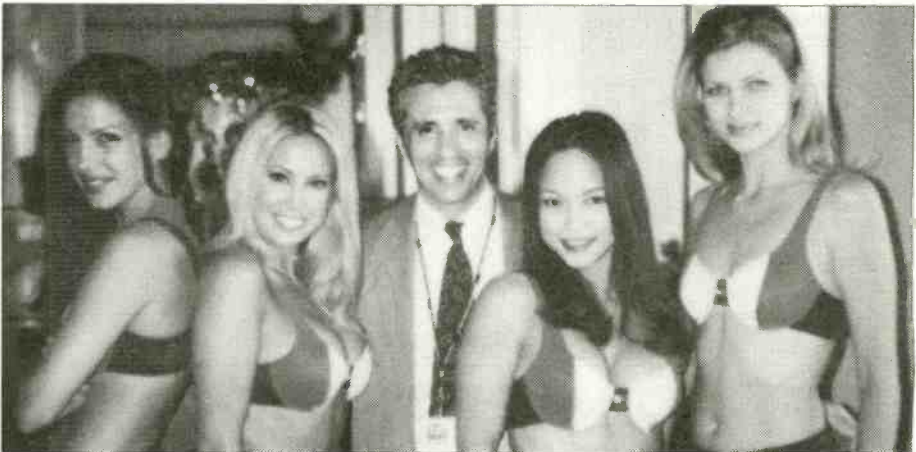
KING MICHAELS HAS ARRIVED — No, this is not a pay-per-view WWF match. Clear Channel President Randy Michaels enters the packed CHR session in royal style. Michaels began the session by breaking the California Clean Air Act, as you will notice the Cuban in his hand.



HOW DO YOU SPELL "DIVA"? — You'd be all smiles, too, if you just won the R&R Industry Achievement Award for Label of the Year. Atlantic Executive VP/Promotion Andrea Ganis (l) and Jive VP/Promotion Denise George are all smiles after Atlantic won overall Platinum Label of the Year and Jive won overall Gold Label of the Year and CHR/Pop Gold Label of the Year. Ganis also took home overall Promotion Executive of the Year honors.



MICHAELS TIMES TWO — They don't call him Magic Matt Allan for nothing. The former KIIS/Los Angeles personality attempts to cut Randy Michaels in two. After careful preparation for the bit, Allan noted that the largest thing on Michaels' body was his wallet, which we could not fit into this picture.



HONEY, I'LL BE HOME LATE — This convention work is a killer. It's a tough gig, but someone has to do it. This may look like Virgin Sr. VP Michael Plen's catchy way to promote Lenny Kravitz's remake of "American Woman" from Austin Powers: The Spy Who Shagged Me, but Plen kept duplicates of all these pictures and will be sending them to PDs' wives — unless, of course, you'd like to be one of the first to add the song on June 21.



HIGH-POTENCY DIETARY SUPPLEMENT — R&R Convention '99 was the place to hear new music and see tomorrow's superstars. Colleen Fitzpatrick, a.k.a. Vitamin C (l), sang the first single, "Smile," from her forthcoming self-titled Elektra debut. Joining Vitamin C onstage was Lady Saw, who flew in from Jamaica to wow the crowd. "Smile" and your dose of Vitamin C go to CHR radio on June 22.

Radio's Greatest Music Station Of All Time

KISS
108 fm

IN the entire history of music radio, only one major market radio station has been consistently on top of the game for 20 straight years. KISS 108 debuted on top of the disco trend in 1979. When disco went up in flames, only KISS 108 survived by inventing a whole new format, "Rhythmic CHR".

Founding GM Rich Balsbaugh and PD Sunny Joe White firmly planted KISS 108 as a Boston entertainment and personality powerhouse for adults. "Just because someone turns thirty doesn't mean they want to listen to oldies", Sunny would say.

And KISS got the adults! Often #1 and consistently top three in 25-54 persons for all twenty years (always done the hard way...competitively against one or two other Top 40 stations), KISS 108 was beaten only once by another Top 40 station...by PD Steve Rivers at WZOU before he signed up as PD of KISS 108. During the early nineties when 70% of top 40 stations abandoned the format, then-PD Steve Rivers earned KISS more #1s.

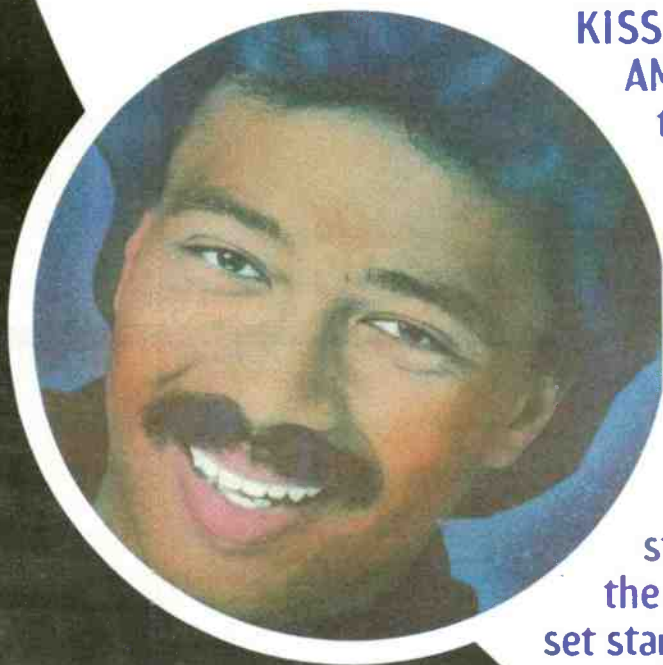
And as musical tastes changed, so did KISS 108. Under current PD John Ivey, KISS 108 has evolved to continue its dominance right now as New England's most listened to music station. Imagine...only three program directors in twenty years!

KISS 108 is also ancestral home of the corporate leaders of AM/FM/Chancellor Broadcasting, absorbing radio greatness from the heart and soul of Jim DeCastro, Ken O Keefe, John Madison, Steve Rivers, and Bev Tilden, who are all management alumni of KISS 108.

We at Superadio are incredibly proud to have been associated with this world family of champions, and congratulate KISS 108's GM Jake Karger and her superb staff of professionals for holding the torch high. You continue to set standards for an entire new world of radio.



Maureen & Steve Rivers, Ken O'Keefe, John Ivey & John Garabedian



Sunny Joe White

HAPPY 20TH BIRTHDAY KISS 108!



EXCLUSIVE NATIONAL MUSIC RESEARCH ESTIMATES JUNE 18, 1999

CALLOUT AMERICA® song selection is based on the top 25 titles from the R&R CHR/Pop chart for the airplay week of May 24-30.

ARTIST TITLE LABEL(S)	CHR/POP				TOTAL % FAMILIARITY	TOTAL % BURN	DEMOGRAPHICS			REGIONS			
	TOTAL AVERAGE FAVORABILITY ESTIMATE (1-5)						WOMEN 12-17	WOMEN 18-24	WOMEN 25-34	EAST	SOUTH	MID-WEST	WEST
	TW	LW	2W	3W									
RICKY MARTIN Livin' La Vida Loca (C2/Columbia)	3.90	3.76	3.92	3.92	94.1	32.1	3.98	3.81	3.90	3.95	3.90	3.95	3.80
SHANIA TWAIN That Don't Impress Me Much (Mercury/IDJMG)	3.78	3.67	3.77	3.74	86.9	24.0	4.12	3.43	3.81	3.87	3.69	3.73	3.84
BACKSTREET BOYS I Want It That Way (Jive)	3.77	3.68	3.76	3.77	88.4	24.0	4.13	3.64	3.50	3.87	3.78	3.48	3.98
SARAH MCLACHLAN I Will Remember You (Arista)	3.77	—	—	—	87.2	24.7	3.80	3.96	3.55	3.73	3.91	3.66	3.79
SMASH MOUTH All Star (Interscope)	3.75	3.64	—	—	69.4	9.6	4.08	3.52	3.58	3.79	3.86	3.61	3.77
TLC No Scrubs (LaFace/Arista)	3.75	3.63	3.84	3.81	91.4	34.8	3.84	3.84	3.55	3.76	3.72	3.75	3.78
98 DEGREES The Hardest Thing (Universal)	3.68	3.58	3.81	3.64	79.3	26.4	3.91	3.62	3.43	3.58	3.82	3.65	3.66
SUGAR RAY Every Morning (Lava/Atlantic)	3.67	3.74	3.74	3.75	93.1	32.8	3.75	3.35	3.91	3.78	3.62	3.48	3.79
JENNIFER LOPEZ If You Had My Love (Work/ERG)	3.66	—	—	—	65.2	14.1	3.85	3.49	3.54	3.59	3.64	3.60	3.81
OFFSPRING Why Don't You Get A Job? (Columbia)	3.64	3.66	3.54	3.70	75.8	19.8	3.93	3.48	3.43	3.68	3.54	3.71	3.64
SIXPENCE NONE THE RICHER Kiss Me (Squint/Columbia)	3.64	3.73	3.62	3.81	94.1	32.8	4.01	3.39	3.50	3.67	3.46	3.64	3.76
'N SYNC I Drive Myself Crazy (RCA)	3.62	3.57	3.67	3.71	64.9	20.0	3.87	3.56	3.22	3.63	3.75	3.64	3.49
WILL SMITH Wild Wild West (Columbia)	3.61	3.52	3.54	—	79.5	19.3	3.89	3.25	3.69	3.68	3.49	3.56	3.72
BRANDY Almost Doesn't Count (Atlantic)	3.59	3.55	3.82	—	62.7	18.3	3.79	3.35	3.61	3.65	3.71	3.63	3.39
BRITNEY SPEARS Sometimes (Jive)	3.58	3.46	3.52	3.39	69.6	18.5	3.82	3.40	3.41	3.49	3.48	3.55	3.80
JORDAN KNIGHT Give It To You (Interscope)	3.58	3.36	3.48	3.60	62.2	15.8	3.79	3.51	3.24	3.38	3.67	3.66	3.61
GOO GOO DOLLS Slide (Warner Bros.)	3.50	3.53	3.54	3.63	82.2	32.3	3.41	3.50	3.59	3.50	3.45	3.40	3.62
EVERLAST What It's Like (Tommy Boy)	3.48	3.51	3.52	3.56	82.5	31.1	3.52	3.45	3.46	3.51	3.46	3.59	3.36
WHITNEY HOUSTON Heartbreak Hotel (Arista)	3.42	3.38	3.50	3.46	78.3	24.0	3.57	3.33	3.35	3.54	3.45	3.43	3.28
BLESSID UNION OF SOULS Hey Leonardo... (Push/V2)	3.41	3.68	3.34	3.55	50.4	11.4	3.63	3.12	3.40	3.06	3.57	3.53	3.49
CITIZEN KING Better Days... (Warner Bros.)	3.39	—	—	—	52.6	14.6	3.58	3.17	3.42	3.25	3.25	3.41	3.54
LENNY KRAVITZ Fly Away (Virgin)	3.29	3.26	3.32	3.44	88.6	39.8	3.25	3.07	3.59	3.16	3.19	3.33	3.46
ROBBIE WILLIAMS Millennium (Capitol)	3.16	3.03	3.07	2.99	53.6	18.8	3.48	3.01	2.80	3.09	3.12	3.09	3.33
FATBOY SLIM Praise You (Skint/Astralwerks/Caroline)	3.09	3.17	3.14	3.28	69.6	26.7	2.94	3.13	3.26	2.87	3.11	3.12	3.26

CALLOUT AMERICA® Hot Scores

By ANTHONY ACAMPORA

Special thanks to all who participated in and attended last week's "Callout Consortium" at R&R Convention '99. The session covered issues including music research on the Internet, how often to conduct call-out, how many respondents must be used for viable data and a whole lot more.

On this week's survey, the live version of "I Will Remember You" by Sarah McLachlan (Arista) debuts in a tie for third overall with a 3.77. "Remember" is posting solid scores across all demos, ranking first 18-24.

"All Star" by Smash Mouth (Interscope) climbs to a 3.75 total favorability score — good for fifth overall. "Star" is third with teens, seventh 18-24 and eighth 25-34.

"Sometimes" by Britney Spears (Jive) appears to be following the pattern of her first hit "...Baby One More Time." "Sometimes" continues its progressive build this week to a 3.58 total favorability score.

Actress/singer Jennifer Lopez debuts in the top ten with her initial effort, "If You Had My Love" (Work/ERG). "Had" is ninth overall, and tenth 12-17 and 18-24.

"Why Don't You Get A Job?" by Offspring (Columbia) continues to post solid Callout America results, ranking tenth overall with a 3.64. "Job" is sixth among teens this week.

"Give It To You" by Jordan Knight (Interscope), which has posted solid teen scores since its debut, is seeing its 18-24 scores improve as well, landing eighth in the demo this week.

"That Don't Impress Me Much" by Shania Twain (Mercury/IDJMG) climbs to No. 2 overall this week with a 3.78. "Impress" is Twain's best tester across all demos.

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.



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CHR/POP TOP 50

JUNE 18, 1999

Table with columns: 3W, 2W, LW, TW, ARTIST TITLE LABEL(S), TOTAL PLAYS (TW, LW, 2W, 3W), TOTAL STATIONS/ADDS. Includes tracks like RICKY MARTIN, BACKSTREET BOYS, TLC, SHANIA TWAIN, and K-CI & JOJO.

This chart reflects airplay from June 7-13. Songs ranked by total plays. Highlighted songs indicate Breaker. 153 CHR/Pop reporters. 149 current playlists. Songs below No. 25 are moved to recurrent after 26 weeks. © 1999, R&R Inc.

BREAKERS®

K-CI & JOJO

Tell Me It's Real (MCA)

Table with columns: TOTAL PLAYS/INCREASE, TOTAL STATIONS/ADDS, CHART. Values: 2177/471, 115/6, 27.

MOST ADDED®

Table with columns: ARTIST TITLE LABEL(S), ADDS. Lists songs like GOO GOO DOLLS, SANTANA, and GARBAGE.

MOST INCREASED PLAYS

Table with columns: ARTIST TITLE LABEL(S), TOTAL PLAY INCREASE. Lists songs like JENNIFER LOPEZ, MADONNA, and GOO GOO DOLLS.

HOTTEST RECURRENTS

Table with columns: ARTIST TITLE LABEL(S). Lists songs like BRITNEY SPEARS, EAGLE-EYE CHERRY, and THIRD EYE BLIND.

Breakers: Songs registering 2000 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.

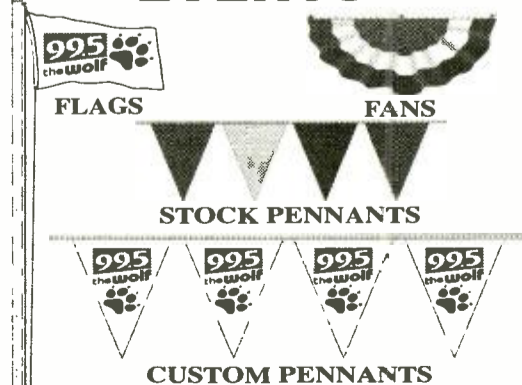
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NEW & ACTIVE

112 Anywhere (*Bad Boy/Arista*)
Total Plays: 642, Total Stations: 28, Adds: 1

BETTER THAN EZRA Like It Like That (*Elektra/EEG*)
Total Plays: 558, Total Stations: 49, Adds: 1

NEW RADICALS Someday We'll Know (*MCA*)
Total Plays: 556, Total Stations: 59, Adds: 13

SHERYL CROW Sweet Child O' Mine (*American/C2/Columbia*)
Total Plays: 529, Total Stations: 42, Adds: 4

GERI HALLIWELL Look At Me (*Capitol*)
Total Plays: 486, Total Stations: 44, Adds: 6

PEARL JAM Last Kiss (*Epic*)
Total Plays: 470, Total Stations: 31, Adds: 17

702 Where My Girls At? (*Motown*)
Total Plays: 460, Total Stations: 34, Adds: 9

PHIL COLLINS You'll Be In My Heart (*Hollywood*)
Total Plays: 393, Total Stations: 38, Adds: 7

LFO Summer Girls (*Arista*)
Total Plays: 374, Total Stations: 39, Adds: 16

ENRIQUE IGLESIAS Bailamos (*Interscope*)
Total Plays: 363, Total Stations: 23, Adds: 8

RICKY MARTIN The Cup Of Life (*Columbia*)
Total Plays: 318, Total Stations: 11, Adds: 4

JAMIROQUAI Canned Heat (*Work/ERG*)
Total Plays: 292, Total Stations: 25, Adds: 5

TATYANA ALI Everytime (*MJJ/Work/ERG*)
Total Plays: 280, Total Stations: 27, Adds: 1

JOHN MELLENCAMP I'm Not Running Anymore (*Columbia*)
Total Plays: 235, Total Stations: 12, Adds: 1

SPIN DOCTORS The Bigger I Laugh... (*DAS/Universal*)
Total Plays: 229, Total Stations: 25, Adds: 0

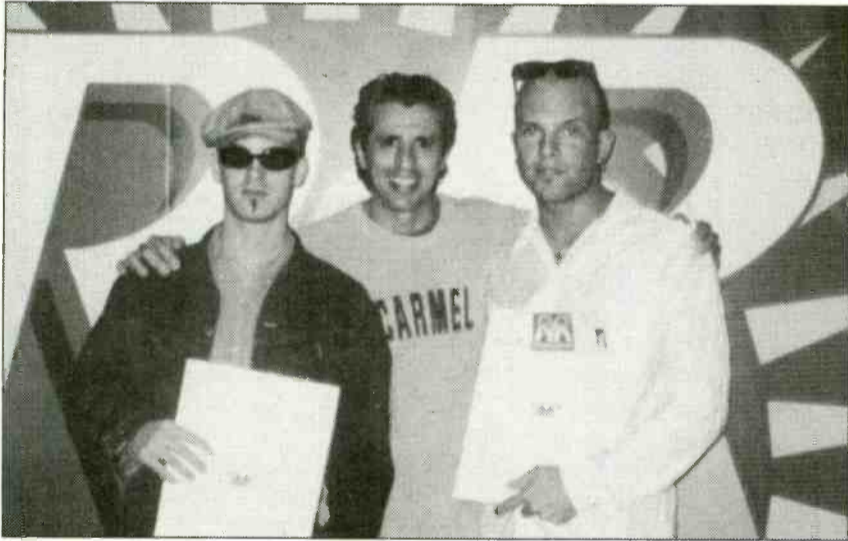
LAURYN HILL Everything Is Everything (*Ruffhouse/Columbia*)
Total Plays: 187, Total Stations: 26, Adds: 10

BLENDERS Can't Get Over You (*Universal*)
Total Plays: 137, Total Stations: 25, Adds: 10

SANTANA F/ROB THOMAS Smooth (*Arista*)
Total Plays: 105, Total Stations: 29, Adds: 27

GARBAGE When I Grow Up (*C2/Almo Sounds/Interscope*)
Total Plays: 0, Total Stations: 26, Adds: 26

Songs ranked by total plays



IT'S A BIRD, IT'S A PLANE..... — Actually it's Arista group Sky, who came by the offices of R&R to play their current single "Love Song." After groovin' to the tunes R&R CHR Editor Tony Novia poses under the bright sun with James (l) and Antoine (r).

PLEASE SEND YOUR CONVENTION PICS

R&R wants your best snapshots (color or black & white). Please include the names and titles of all pictured and send them to:
R&R c/o Robert Pau:
10100 Santa Monica Blvd.,
Fifth Floor,
Los Angeles, CA 90067

NEW RELEASES

ADDS JUNE 22

BILLY CRAWFORD Mary Lopez (*V2*)

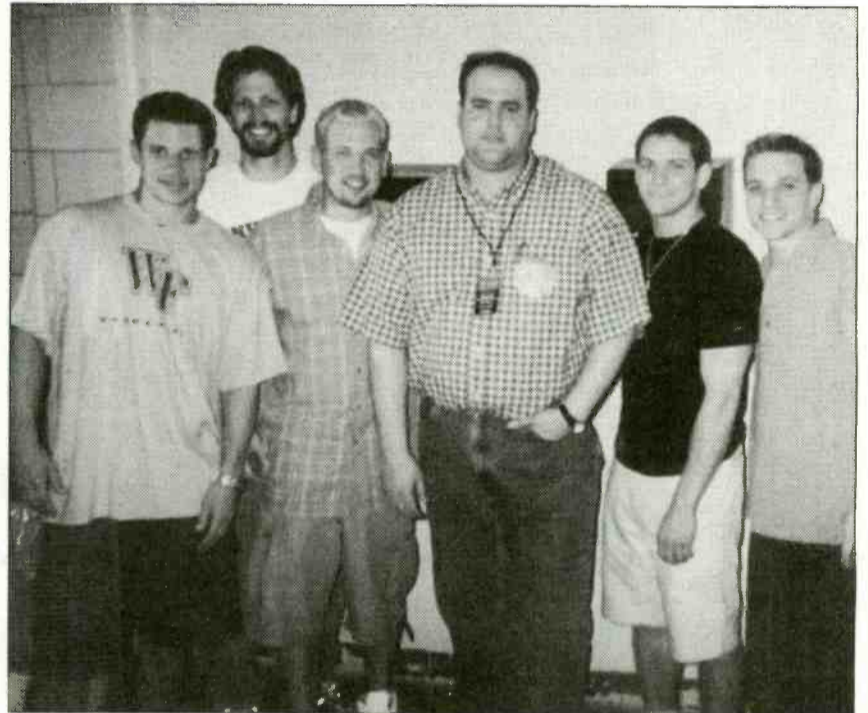
NIKKI LAMBORN Saving Grace (*Universal*)

LEN Steal My Sunshine (*Work/ERG*)

RED HOT CHILI PEPPERS Scar Tissue (*Warner Bros.*)

DONNA SUMMER I Will Go With You (Con Te Partiro) (*Epic*)

VITAMIN C f/LADY SAW Smile (*Elektra/EEG*)



HOW HOT IS IT REALLY?? — Well, from the look on WXLK/Roanoke PD Jon Reilly's face, I would say about 98 Degrees (*Universal*). After the group's recent performance they hung backstage with Universal's Dave Reynolds (second from left and Reilly (c)).



DIVINE SO FINE... REWIND — Red Ant divas Divine took a trip to Kansas City to visit with some staffers at KMXV/Kansas City, promoting the current single "One More Try". If they snapped this picture one more time they might have had all smiles (l-r): personality JJ, Divine's Tonia, Kia, Nikki and personality Matt Mitchell.

Stations and their ads listed alphabetically by market

Table listing radio stations and their advertising spots across various markets including Albany, Charleston, Eugene, Huntington, Los Angeles, Nashville, Portland, San Francisco, Tupelo, and many others. Each entry includes station call letters, format, and a list of ad spots with durations and titles.

R&R HIP-HOP TOP 20

Table with columns: LW, TW, ARTIST TITLE LABEL(S), TOTAL PLAYS, TW, LW, TOTAL STATIONS/ADDS. Lists top 20 hip-hop songs including 'Who Dat' by JT Money and 'Holla Holla' by Ja Rule.

This chart reflects airplay from June 7-13. Songs ranked by total plays. 57 CHR/Rhythmic reporters and 80 Urban reporters combine from the Custom Chart function on R&R ONLINE.

NEW & ACTIVE

Table listing new and active songs with columns for artist, title, label, total plays, total stations, and adds. Includes 'Life Goes On' by 2Pac and 'Never Gonna Let You Go' by Faith Evans.

Songs ranked by total plays



1,2 CHA CHA CHA — Noontime/Epic artist Cha Cha taking a break on the set of her Video shoot for "New Millenium."

NEW RELEASES

Adds JUNE 22

Table of new releases with columns for artist and title. Includes Billy Crawford's 'Mary Lopez (V2)', Busta Rhymes' 'Do The Bus A Bus', and Donna Summer's 'I Will Go With You'.

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

A large grid of market listings for CHR/Rhythmic reporters, listing station call letters, reporter names, and the number of adds. Markets include Albuquerque, Chicago, Grand Rapids, Los Angeles, New York, Reno, San Diego, Tucson, and many others.



WALT LOVE
babylove@ronline.com

Good Times On The Left Coast

■ People were in good spirits and smiles were in abundance at R&R Convention '99

Here we are halfway through 1999, and R&R Convention '99 has come and gone. There are a number of pictures we would like to share with you of just some of the folks who were in attendance at this year's event. Some of the highlights were the Reverend Jesse Jackson, our featured speaker on Friday, June 12, and Chaka Khan, who rocked the house with memories and soul that were greatly appreciated by the capacity crowd.



I AM SOMEBODY! — The Reverend Jesse Jackson spoke eloquently at the "State of African Americans in the Broadcast Industry" session and made the event very personable. Folks left inspired and uplifted by his message of hope.



THE LADY, THE LEGEND — Chaka Kahn brought the roof down with her performance at Friday's R&R Urban Industry Awards Show.



ISSUES IMPACTING URBAN RADIO — On Thursday, a well-versed panel held an intelligent discussion about some of the issues impacting Urban radio and the people working in the format. The panel consisted of (l to r) Helen Little, OM of WUSL/Philadelphia and Chancellor's Urban Dir. of Programming; consultant Jim Maddox; Sherman Kizart, Dir./Urban Marketing at Interep; Brian Knox, VP/Managing Director at Katz Urban Dimensions; and moderator Walt Love, R&R Urban Radio & Music Editor.



REAL ENERGY AND GREAT TALENT — The folks at Philadelphia International Records sponsored our second Urban session on Friday, June 12, where the Reverend Jesse Jackson spoke. Prior to that, Philly International gave us a musical treat and introduced one of their new groups, No Question. These four young men were not only talented, but gifted with vocal abilities we all wish we had.



A WIN-WIN FOR EVERYONE — The Reverend Jesse Jackson poses with Universal Records Artists Jazé, who opened his address with their rendition of the Lord's Prayer.



SMILE, HELEN — Helen Little, OM of WUSL/Philadelphia and Chancellor's Urban Dir. of Programming, listens intently during the "Issues Impacting Urban Radio" session.



SPEAKING TO THE ISSUE — At Friday's "Issues Impacting Urban Radio" session, Brian Knox, VP/Managing Director at Katz Urban Dimensions, really gets into his fantastic presentation on the "no Urban" dictate our format continues to encounter.



WINNERS, WINNERS AND MORE WINNERS — Daisy Davis (!), Asst. PD/MD at WDAS-FM/Philadelphia, accepts awards in the Urban AC category for herself, her PD, her station and air talent Tony Brown. Also seen here are R&R Urban Radio & Music Editor Walt Love, WDAS-FM's Marie Tolson and Arista Records' Clifford Russell.



LOOKIN' GOOD, KID — Still more winners. From left to right are Elektra Entertainment's Michelle Madison; Michelle Campbell, MD at WBLS-FM/New York; R&R's Walt Love; and WBLS-FM PD Vinny Brown.

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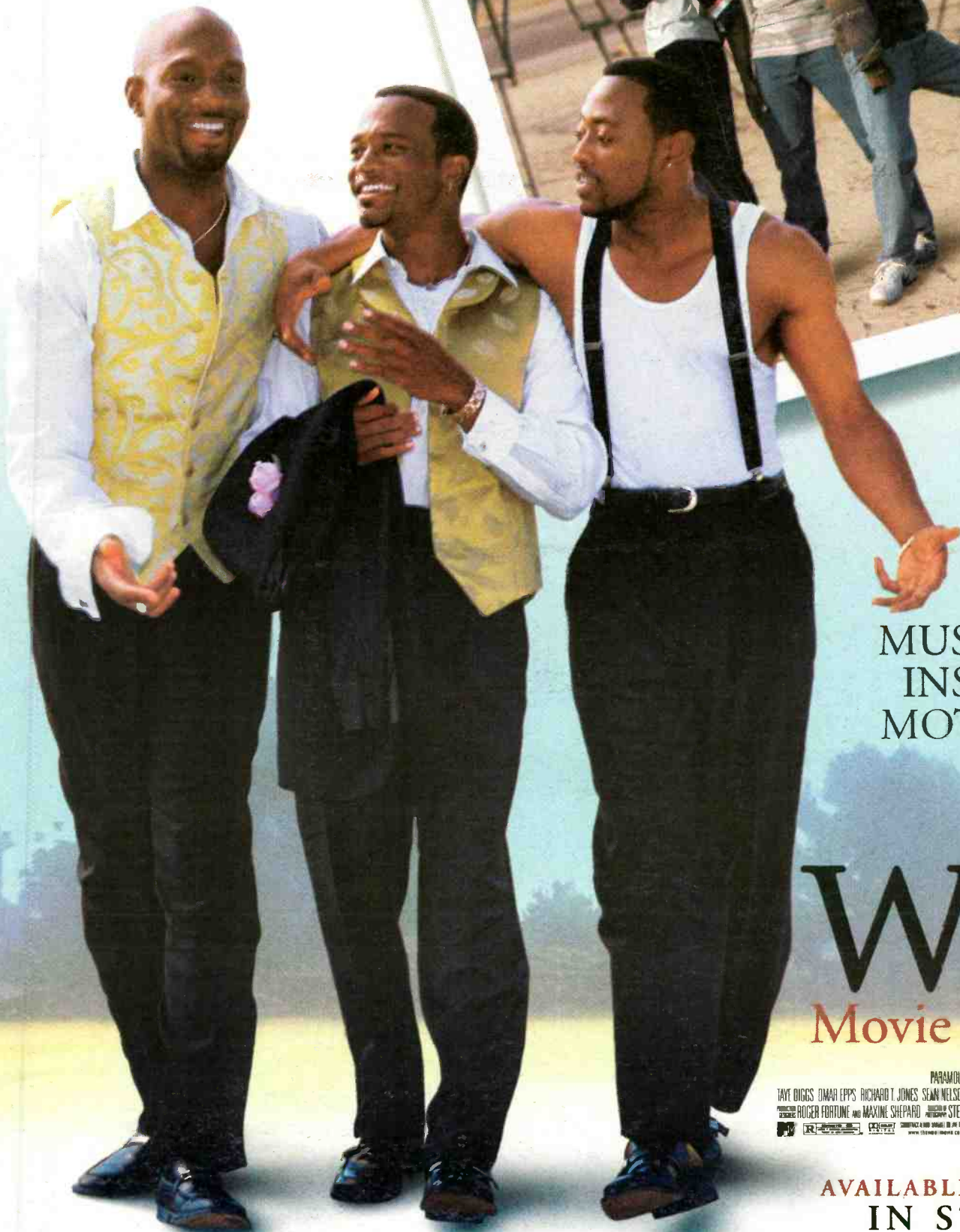
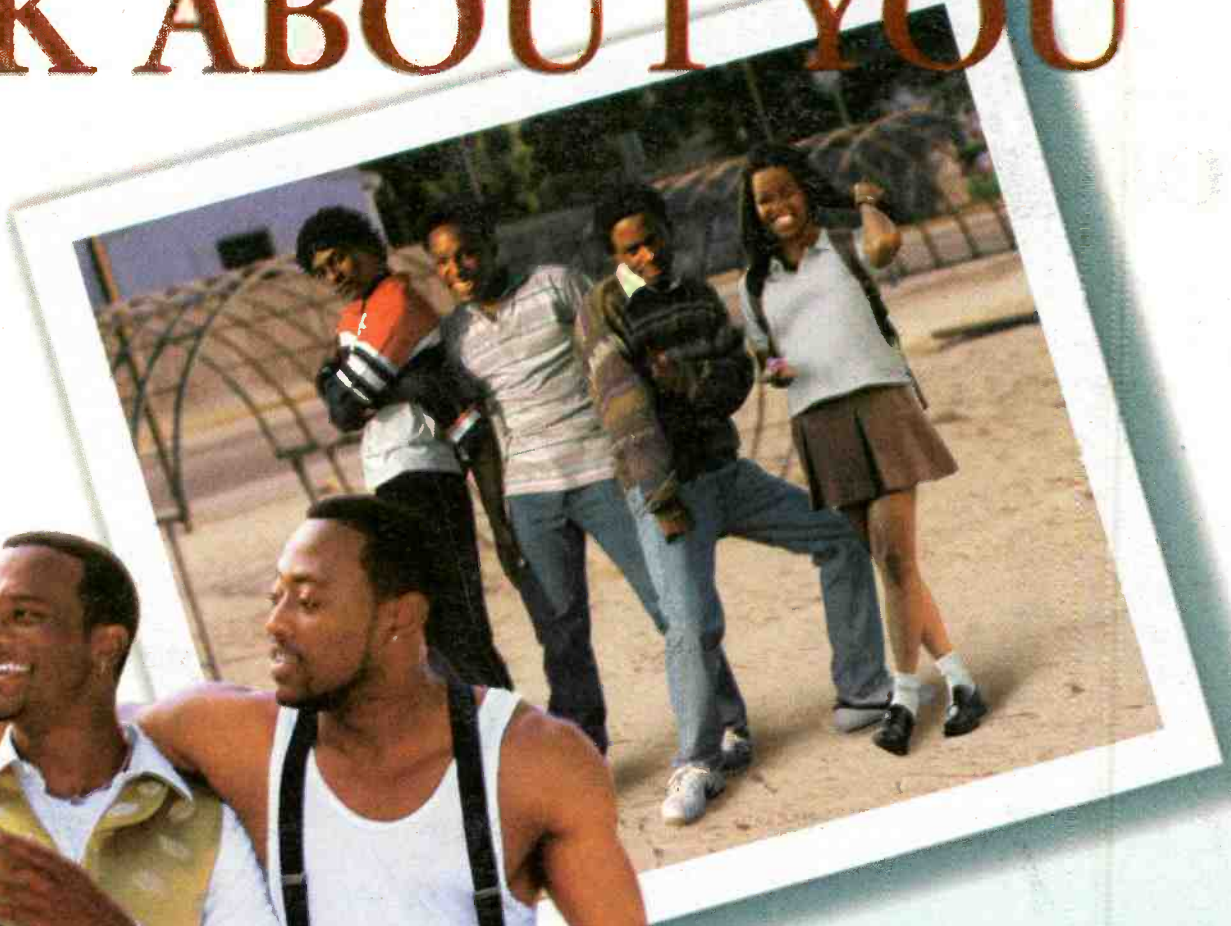
ROLLIN' WIT' ADDS JUNE 21 AN' 22



Jay-Z appears courtesy of Roc-A-Fella Records

BLACKSTREET

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ARTIST BREAKDOWN

ARTIST: **JAZÉ**
SONG: "FLY AWAY"
LABEL: **UNIVERSAL**

While contemplating which artist to break down this week, I looked through the collection of CDs on my desk and, for some unknown reason, popped Jazé's debut single, "Fly Away," into my CD player. I didn't regret it. This beautiful song offers an escape from the ills of the world. Filled with compassion and warmth, this single should do well at Urban AC, and with a slammin' remix, the 18-34s might just blast it too.

Larry Ballard, John Gibson, Chauncy Jackson and José Perez are so close in spirit, they're like brothers. Based in Orlando, they use their "familial unity" to harmoniously combine four strong lead voices into one smooth sound. But their talent doesn't end at their vocal cords; each member dances, writes, acts and is a self-taught musician. José plays guitar, John

plays bass guitar and Larry and Chauncy both play the piano. Their resumé includes opening for such talents as Aaron Hall, SWV and Chicago, recording jingles for local radio station 102 JAMZ and singing the national anthem for many Orlando Magic games. In '94 Jazé released "Summer Thang" on a local record label, and two years later Universal Records took notice.

A trip away from reality is the message in "Fly Away." The guys propose to take the lady away from all that causes her pain, frustration, helplessness and apathy. This love song is filled with attentiveness and offers salvation: "When I see your eyes, there's pain inside/Let me make it better." As the guys observe the despair in society and the depression it causes, they suggest a retreat from the struggle of living. They sum up life as they've observed it when they sing, "So many hearts are breaking, so many lives are taken each day/And all around we're aching, and now our dreams are fading away."

Though "Fly Away" seems to be sung to a particular individual, its message applies to us all. As I listened to the song, I personalized it. Jazé sung to me and reminded me of how short and unpredictable our length of time on earth can be. Whether we're suffering from the stresses of work, of relationships or of just merely existing, we all need to steal some time away from the life that we know and live the life we dream about, even if it's just for a little while. Peace.

— Tanya O'Quinn
Asst. Urban Editor



IN MY OPINION

with **Akili Worthy**

Diana Ross
"Sugarfree"
Motown

Prog. Asst. — KMJK/Phoenix

In three words, fab-u-lous. I think the latest project from Diana Ross is one of her best urban songs in a long time, and it's been a long time coming. This single has a funky but mellow beat, with slammin' vocals. When I heard it, my first thought was that it was nice to finally have Diana back (back to her roots, I should say). We've missed her radio presence, but she's back with a soulful track that is sure to keep the listeners locked in. "Sugarfree" is definitely gonna appeal to your die-hard Diana Ross fans and your fans who have been waiting for something with an urban feel. In my opinion, it works for men and women, 18-54. It's a jam. Definitely a song that Urban AC should embrace. My advice: Don't sleep on this one!

ADVANCE NOTICE

Giving you fair warning: These are the singles that are going for adds on Monday (6/21) and Tuesday (6/22).

BLACKSTREET Thinking Of You (Interscope)

TRINA BROUSSARD Love You So Much (Columbia)

BUSTA RHYMES Do The Bus A Bus (Elektra/EEG)

DEBORAH COX f/R.L. We Can't Be Friends (Arista)

EPMD Right Now (Def Squad/Def Jam/Mercury)

IDEAL Get Gone (Virgin)

MYSTIKAL & OUTKAST Neck Uv Da Woods (No Limit/Jive)

NAS You Won't See Me Tonight (Columbia)

OL' SKOOL Only One (Keia/Universal)

ROME Never Let You Go (RCA)

RUFF RYDERS Jigga My Nigga (Ruff Ryders/Interscope)

AARON SKY The One (Red Ant)

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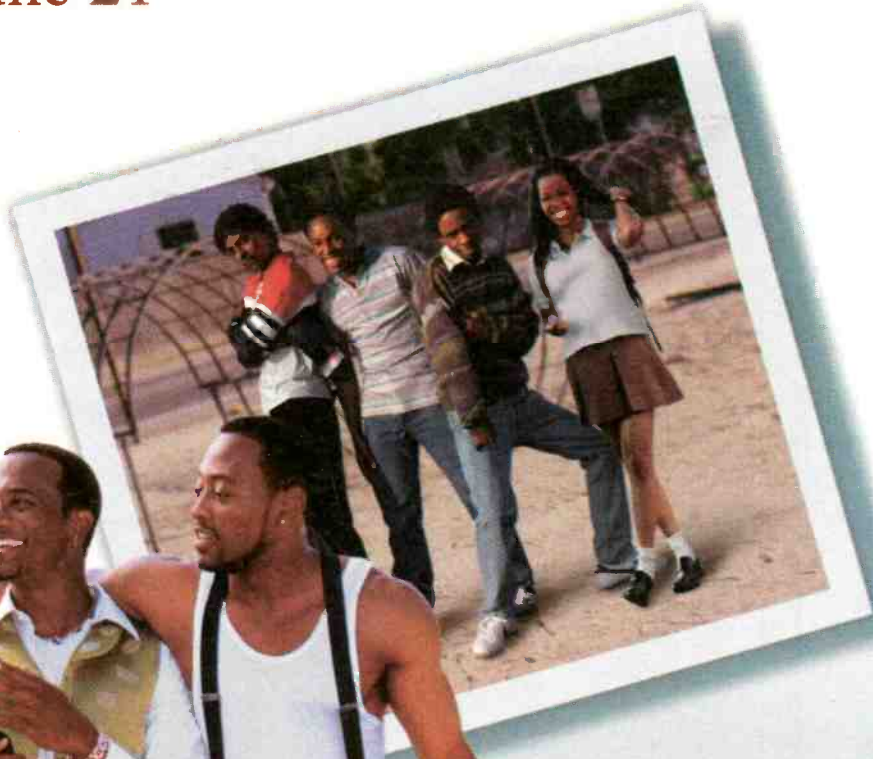
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NECK UV DA WOODS

Impact Date: June 21st



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*In the middle of the night,
only one voice knows how you feel.*

Trina Broussard

Love You So Much



THE FIRST SINGLE FROM THE DEBUT ALBUM "INSIDE MY LOVE."

Impacting radio Tuesday, June 22. Album on sale August 3.

Produced by Jermaine Dupri for So So Def Productions
Management: Entertainment Salon/Millicent Hunt

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SO SO DEF

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

MARKET #31 WNOV/Milwaukee Courier (414) 449-9668 Robinson

MARKET #33 WCKW/Columbus, OH Blue Chip (614) 487-1444 Strong/Stevens

MARKET #1 WRKS/New York Emmis (212) 242-9870 Beasley/Greene/Mayo

MARKET #2 KJLA/Los Angeles Taxi (310) 330-5550 Winston

MARKET #3 WVAZ/Chicago Chancellor (312) 360-9000 Myrick/Muhammad

MARKET #36 WWOL/Norfolk Clear Channel (757) 466-0009 Holiday/Mauzone

MARKET #37 WPEC/Charlotte Infinity (704) 333-0131 Carson/Quick

MARKET #5 WDAS/Philadelphia Infinity (610) 617-8500 Tamburro/Davis

MARKET #6 WMMX/Detroit (313) 965-2000 Janet G

MARKET #11 WHTQ/Miami Cox (305) 444-4404 Brown/Latrelle

MARKET #38 WTLC/Indianapolis Emmis (317) 955-9852 Wallace/Buchanon

MARKET #39 WJHM/Orlando Chancellor (407) 919-1000 Allen

MARKET #12 WALR/Atlanta Midwestern (404) 688-0068 Kennedy

MARKET #15 Mjajic 107 KJMJ/Phoenix Arizona (602) 265-2442 Jackson

MARKET #19 KJMJ/St. Louis Clear Channel (314) 692-5100 Atkins/Michaels

MARKET #41 WQUE/New Orleans Clear Channel (504) 827-6000 Stevens/Watson

MARKET #43 WBLK/Bufalo Infinity (716) 852-9393 Dillard

MARKET #20 Mjajic 95.9 WWIN/Baltimore Radio One (410) 332-8200 Brown/Case

MARKET #31 WMCW/Milwaukee Milwaukee (414) 444-1290 Jackson

MARKET #39 WCFB/Orlando Cox (407) 297-0945 Holbrook

3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
1	1	1	1	MAXWELL <i>Fortunate (Rock Land/Interscope/Columbia)</i>	742	738	836	917	29/0
3	2	2	2	CHANTÉ MOORE <i>Chanté's Got A Man (Silas/MCA)</i>	655	659	651	671	29/2
5	4	5	3	PEABO BRYSON <i>Did You Ever Know (Private Music/Windham Hill)</i>	541	496	542	552	25/0
6	5	4	4	BRANDY <i>Almost Doesn't Count (Atlantic)</i>	524	513	520	508	28/1
7	6	6	5	TEMPTATIONS <i>How Could He Hurt You (Motown)</i>	502	485	483	506	23/0
2	3	3	6	JESSE POWELL <i>You (Silas/MCA)</i>	486	536	610	707	21/0
11	9	7	7	WHITNEY HOUSTON <i>It's Not Right But It's Okay (Arista)</i>	453	449	406	402	26/2
15	12	9	8	SHANICE <i>Yesterday (LaFace/Arista)</i>	403	351	357	371	22/1
BREAKER			9	ERIC BENET <i>Spend My Life With You (Warner Bros.)</i>	365	328	282	277	22/0
14	10	10	10	OLU <i>Baby Can't Leave It Alone (Gee Street/V2)</i>	354	349	395	374	18/0
BREAKER			11	CASE <i>Happily Ever After (Def Jam/IDJMG)</i>	350	334	269	228	21/2
22	19	13	12	FAITH EVANS <i>Never Gonna Let You Go (Bad Boy/Arista)</i>	349	316	293	303	21/0
8	7	8	13	GLENN JONES <i>Baby Come Home (SAR/WB)</i>	345	380	453	503	18/0
24	17	17	14	WILL DOWNING <i>You Sure Love To Ball (Motown)</i>	313	292	310	287	22/1
—	26	19	15	NATALIE COLE <i>Say You Love Me (Elektra/EEG)</i>	311	283	249	152	22/0
27	22	18	16	JOE SAMPLE /LALAH HATHAWAY <i>When Your Life... (PRA/GRP)</i>	301	285	280	264	19/0
18	13	14	17	TEVIN CAMPBELL <i>For Your Love (Qwest/WB)</i>	299	315	349	337	17/1
—	28	21	18	TYRESE <i>Lately (RCA)</i>	298	245	197	167	20/2
4	11	15	19	TYRESE <i>Sweet Lady (RCA)</i>	278	311	395	581	16/0
—	29	22	20	KELLY PRICE <i>It's Gonna Rain (Rock Land/Interscope)</i>	262	216	196	190	15/1
—	—	26	21	KIRK WHALUM <i>All I Do (Warner Bros.)</i>	256	191	134	57	17/1
12	14	20	22	K-CI & JOJO <i>Life (Rock Land/Interscope)</i>	244	281	345	380	12/0
—	30	23	23	K-CI & JOJO <i>Tell Me It's Real (MCA)</i>	243	209	176	148	17/1
—	—	25	24	GRENIQUE <i>Should I? (Motown)</i>	212	195	114	35	19/1
—	—	29	25	LES NUBIANS <i>Tabou (OmTown/Virgin)</i>	199	167	120	45	18/0
9	8	16	26	BONEY JAMES f/SHAI <i>I'll Always Love You (Warner Bros.)</i>	172	293	434	500	13/0
13	21	30	27	WHITNEY HOUSTON <i>Heartbreak Hotel (Arista)</i>	170	165	282	375	10/0
21	27	27	28	CASE f/JOE <i>Faded Pictures (Def Jam/IDJMG)</i>	157	191	240	312	10/0
DEBUT			29	DEBORAH COX <i>We Can't Be Friends (Arista)</i>	130	30	—	—	18/3
19	15	28	30	DEBORAH COX <i>It's Over Now (Arista)</i>	108	180	321	321	5/0

This chart reflects airplay from June 7-13. Songs ranked by total plays. Highlighted songs indicate Breaker.
30 Urban AC reporters. 26 current playlists. Songs that are down in plays for three consecutive weeks and below No. 15 are moved to recurrent.
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NEW & ACTIVE

PATTI AUSTIN *In And Out Of Love (Concord Vista)*
Total Plays: 97, Total Stations: 13, Adds: 4

AL JOHNSON *Tranquility (Clout)*
Total Plays: 97, Total Stations: 7, Adds: 0

MARC DORSEY *If You Really Wanna Know... (Jive)*
Total Plays: 84, Total Stations: 6, Adds: 0

LAURYN HILL *Everything Is Everything (Ruffhouse/Columbia)*
Total Plays: 81, Total Stations: 5, Adds: 1

TRACIE SPENCER *It's All About You Not... (Capitol)*
Total Plays: 77, Total Stations: 6, Adds: 1

TOM BROWNE *Joy And Pain (Hip Bop)*
Total Plays: 71, Total Stations: 11, Adds: 3

J.T. TAYLOR *Sex On The Beach (Taylor Made)*
Total Plays: 66, Total Stations: 6, Adds: 0

CHERRELLE *Just Tell Me (Power/Platinum)*
Total Plays: 60, Total Stations: 3, Adds: 0

DESTINY'S CHILD *Bills, Bills, Bills (Grass Roots/Columbia)*
Total Plays: 60, Total Stations: 2, Adds: 0

SHANNON SANDERS *Must Be Love (Southern Way)*
Total Plays: 53, Total Stations: 3, Adds: 0

Songs ranked by total plays

BREAKERS

ERIC BENET
Spend My Life With You (Warner Bros.)

TOTAL PLAYS/INCREASE: 365/37
TOTAL STATIONS/ADDS: 22/0
CHART: 9

CASE

Happily Ever After (Def Jam/IDJMG)

TOTAL PLAYS/INCREASE: 350/16
TOTAL STATIONS/ADDS: 21/2
CHART: 11

MOST ADDED

ARTIST TITLE LABEL(S)	ADDS
NICOLE RENEE <i>How Many Times (Atlantic)</i>	9
112 <i>Love You Like I Did (Bad Boy/Arista)</i>	5
PATTI AUSTIN <i>In And Out Of Love (Concord Vista)</i>	4
TOM BROWNE <i>Joy And Pain (Hip Bop)</i>	3
DEBORAH COX <i>We Can't Be Friends (Arista)</i>	3
CASE <i>Happily Ever After (Def Jam/IDJMG)</i>	2
WHITNEY HOUSTON <i>It's Not Right But It's Okay (Arista)</i>	2
JAZÉ <i>Fly Away (Universal)</i>	2
CHANTÉ MOORE <i>Chanté's Got A Man (Silas/MCA)</i>	2
SILK <i>Meeting In My Bedroom (Elektra/EEG)</i>	2
TYRESE <i>Lately (RCA)</i>	2

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
DEBORAH COX <i>We Can't Be Friends (Arista)</i>	+100
PATTI AUSTIN <i>In And Out Of Love (Concord Vista)</i>	+85
KIRK WHALUM <i>All I Do (Warner Bros.)</i>	+65
TOM BROWNE <i>Joy And Pain (Hip Bop)</i>	+59
TYRESE <i>Lately (RCA)</i>	+53
SHANICE <i>Yesterday (LaFace/Arista)</i>	+52
KELLY PRICE <i>It's Gonna Rain (Rock Land/Interscope)</i>	+46
PEABO BRYSON <i>Did You Ever... (Private Music/Windham Hill)</i>	+45
ERIC BENET <i>Spend My Life With You (Warner Bros.)</i>	+37
K-CI & JOJO <i>Tell Me It's Real (MCA)</i>	+34

HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)
TEMPTATIONS <i>This Is My Promise (Motown)</i>
LAURYN HILL <i>Ex-Factor (Ruffhouse/Columbia)</i>
ERIC BENET f/FAITH EVANS <i>Georgy Porgy (Warner Bros.)</i>
R. KELLY <i>When A Woman's Fed Up (Jive)</i>
DRU HILL <i>These Are The Times (University/IDJMG)</i>
DEBORAH COX <i>Nobody's Supposed To Be Here (Arista)</i>
LAURYN HILL & D'ANGELO <i>Nothing... (Ruffhouse/Columbia)</i>
SILK <i>If You (Lovin' Me) (Elektra/EEG)</i>
MEN OF VIZION <i>Break Me Off (Love Theme...) (MJJ/Work/ERG)</i>
TRIN-I-TEE <i>5:7 God's Grace (B-Rite/Interscope)</i>

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.

WIL WKLX WLZR WMZQ WPGC WRUF WRVA WSNE WTPJ WWDB WWWM CHOM KNIX WCSX WGST WHCN WTPA KTFM KBOS WSSL KSFO WISH KKLK CIMX KLTY WDVE KZLA WZTR

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Country Comes To Convention '99

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The world is rapidly changing, and so is Country radio. R&R Convention '99 gave programmers and label executives a chance to ponder the current state of Country while getting some authoritative insights into the format's future. The Country panel sessions were productive, but it wasn't all work at the convention. Here's a look at some of the events that transpired last week in Los Angeles.



WELCOMING COMMITTEE — Welcoming Asylum's Chalee Tennison (second from l) prior to her performance at Friday's Country panel are (l-r) KNIX/Phoenix GPD Larry Daniels, KMLE/Phoenix PD Jeff Garrison, R&R's Diane Fredrickson, Asylum VP/Promotion Stan Byrd and R&R's Lon Helton.



JACK'S PLACE WEST — R&R Convention '99 was the site of the West Coast gathering of denizens who frequent the world-famous Nashville hangout Jack's Place. Getting ready to depart in a car as long as the lineup are just some of those paying homage, including R&R's Calvin Gilbert, Columbia VP/Promotion Ted Wagner, Jack's Place proprietor Jack Lameier, Columbia artist Tara Lynn Hart, Epic artist Shana Petrone, Monument artist Danni Leigh, Epic VP/Promo Rob Dalton, R&R's Jessica Gilbert, Y107/New York Promotions Director Jason Steinberg, R&R's Diane Fredrickson, Clear Channel/Tallahassee OM Denny Alexander, KNIX/Phoenix GPD Larry Daniels, Monument VP/Promotion Larry Pareigis and Y107/New York PD Darrin Smith.



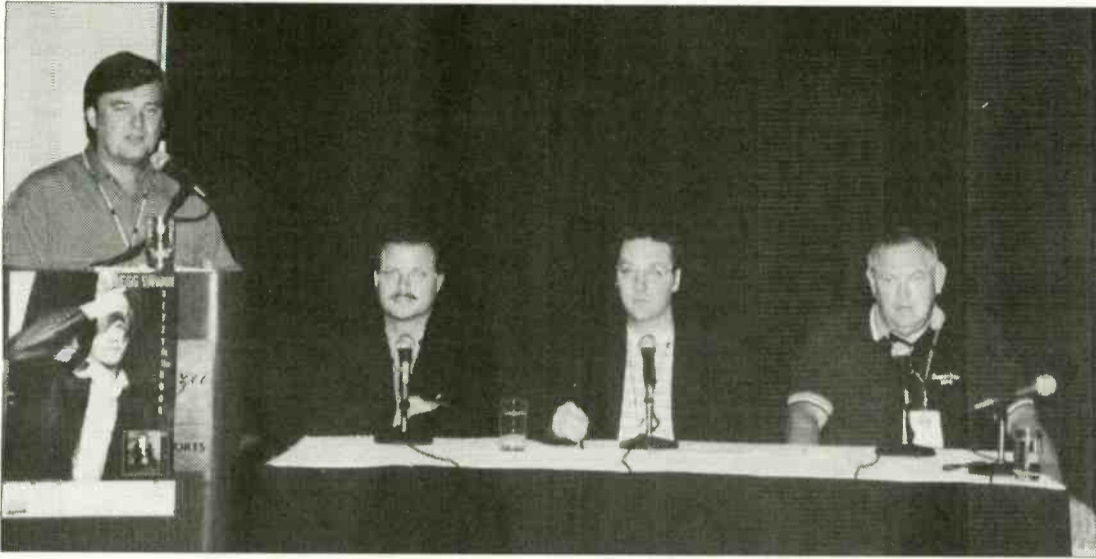
TEXAS TALENT — Torch Records' Charles Alan Rowe spun a few tales and sang a few songs at Saturday's Country session. Rowe is finishing up his second album, *My Home*, but he performed at R&R Convention '99 to promote his current single, "Hot Picante Sauce and 'Tato Chips."



WSIX CAPTURES TRIO — WSIX/Nashville was the recipient of three of the four R&R Achievement Awards in the radio category. WSIX was voted Station of the Year, PD Dave Kelly was PD of the Year and morning personality Gerry House was tabbed as Personality of the Year. On hand to accept in their names was SEAStar/Nashville OM Charlie Quinn (second from l).

More Country Pictures. see Page 64

Country Pictures, Continued from Page 63



THE LONG AND THE SHORT OF IT — Country programmers and label executives were all ears during Saturday's session, "Do Short Playlists Mean Higher Ratings?" With R&R's Lon Helton at the podium, the discussion featured (l-r) Broadcast Programming Country Consultant L.J. Smith, Y107/New York PD Darrin Smith and Epic/Nashville Sr. VP/Promotion Jack Lameier.



PERFORMANCE PLUS — Texas singer/songwriter Chalee Tennison wowed Country attendees with her current Asylum single, "Someone Else's Turn to Cry," and other material from her self-titled debut album.



GRABBING THE GOLD — Curb was the recipient of R&R's Industry Achievement Award for Gold Label of the Year. On hand to accept on behalf of the label was Curb VP Eva Wood (second from l). Offering congratulations were (l-r) R&R's Jessica Gilbert, Diane Fredrickson and Lon Helton.



TRIPLE THREAT — MCA/Nashville took home three of the four R&R Industry Achievement Awards in the record category, winning Platinum Label, Sr. Promotion Executive and Regional Promotion Executive of the Year. Accepting on behalf of VP/Promotion David Haley and West Coast Regional Denise Roberts is MCA/Nashville Northeast Regional Promotion Rep Royce Risser (second from r), as R&R staffers help tote the trophies.



COUNTRY FORMATICS — Four opinionated panelists provided a lively discussion at Friday's session, "Country Formatics: Is It Time for a Change?" Pictured are (l-r) KSON/San Diego OM John Dimick, KMLE/Phoenix PD Jeff Garrison, KYGO/Denver OM John St. John and KNIX/Phoenix GPM Larry Daniels.



COUNTRY MD WINNER — KNIX/Phoenix's Buddy Owens was named R&R's Country Music Director of the Year. KNIX PD Larry Daniels was more than happy to accept the award on Owens' behalf. Pictured are (l-r) Lon Helton, Daniels and R&R's Jessica Gilbert and Diane Fredrickson.



CARRYING THE TORCH — Torch Records' Charles Alan Rowe (c) mingled with Country panel attendees before playing for the crowd. Offering encouragement prior to the set are (l-r) Clear Channel/Tallahassee OM Denny Alexander; R&R's Diane Fredrickson; KDEZ/Jonesboro, AR PD Tim Jones; independent promoter Alan Young; KYGO/Denver OM John St. John; and R&R's Jessica Gilbert.



DANNI DOES R&R — R&R owner Richard Perry (r) and wife Lisa (second from l), along with R&R's Lon Helton, welcome Monument's Danni Leigh to R&R Convention '99 and the T.J. Martell Silent Auction.

GOING BE TO THE ADDS

June 21, 1999

John Berry "Love Is for Giving"

Lyric Street: One of the most powerful voices in country music returns with his first single since signing with Lyric Street. Berry can point to an impressive track record at Capitol as he offers "Love Is for Giving," written by Robert Ellis Orrall and David Tyson. Berry is completing work with producer Mark Spiro (Lila McCann) on his Lyric Street debut album, *Wildest Dreams*, set for August release.

Sons Of The Desert "Albuquerque"

Epic: Sons Of The Desert's "Albuquerque" is already getting airplay at seven of R&R's Country reporters in advance of its add date. While the Sons keep it country, the band's originality is obvious the moment you hear the innovative vocals. Written by Chris Lindsey and Stephonie Seekel, the single was produced by Johnny Slate. The song will be featured on the group's upcoming album.



IT WAS SIMPLE DESTINY — Dixie Chicks lead singer Natalie Maines was recently at Nashville's Ocean Way studio to track vocals on the group's remake of the Supremes' "You Can't Hurry Love." Famed producer Peter Asher was running the show on the Chicks' version of the Motown classic, which will be featured in the upcoming Julia Roberts/Richard Gere film, *Runaway Bride*. But Maines soon realized that you never know who else is recording in Nashville. During a break, she had a chance to visit with Bob Seger and members of his Silver Bullet Band — along with Little Feat's Billy Payne and Richie Hayward — who were working on a track for Seger's next album. The meeting had to be destiny, since Maines' band took their name from Little Feat's signature song, "Dixie Chicken." Pictured are (l-r) Payne, Asher, Silver Bullet Band member Craig Frost, Maines, Seger, Silver Bullet Band member Chris Campbell and Hayward.



TAKING THE LEAD — Four notable country stars are encouraging other country artists to make a financial commitment to the \$15 million capital campaign for the construction of the new Country Music Hall of Fame building. The \$37 million complex is set to open the year after next in downtown Nashville. Official ground-breaking ceremonies took place during this week's Fan Fair. Discussing the architect's model for the building are (l-r) Hall of Fame Director Kyle Young, Trisha Yearwood, Reba McEntire, Amanda Wilsons of the Wilsons and Hall of Fame member Loretta Lynn.

OUT OF THE BOX

Clint Marsh, PD
WPOR/Portland, ME

SHANA PETRONE
"This Time" (Epic)

Shana Petrone has all of the elements of a star in the making: a great voice, terrific stage presence and now a hit record to complete the package. After a few weeks of airplay and a recent performance in Portland, we know that "This Time" is the right time for Shana Petrone.

OUT OF THE BOX

Mike Hammond, OM
WIVK/Knoxville

JULIE REEVES
"Trouble Is a Woman" (Virgin)

Julie Reeves' latest release, "Trouble Is a Woman," is sure to heat up the airwaves for summer. It's lively, upbeat and a little sassy — the perfect mix for a summer hit. I'm impressed most by her ability to master different styles. Her voice is incredibly versatile — she's not going to be boxed into just one type of song. There is no question that Reeves is an up-and-coming star at Country radio.

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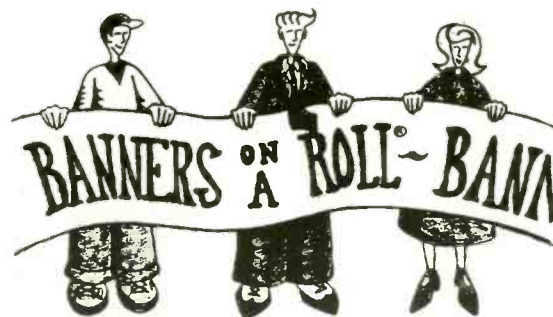
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NEW & ACTIVE

NEAL MCCOY The Girls Of Summer (Atlantic)

Total Stations: 48, Total Points: 1679, Total Adds: 13, Including: WMJC 19, WGTY 17, KTST 14, WSM 14, WFMB 13, WKDQ 12, KGNU 11, KBUL 10, KJUG 10, KGNC 7, KYGO 5, WDEZ 5, WGGY 5, WIL 5, WRKZ 5, WTCM 5, KKAT 3, KATM 2, KHAK 1
Plays Include: WYNY 18 (13), KNFR 17 (17), WAYZ 16 (14), KNCI 13 (3), WGH 13 (2), WRBT 13 (3)

JULIE REEVES Trouble Is A Woman (Virgin)

Total Stations: 45, Total Points: 1097, Total Adds: 16, Including: WQBE 14, KPLM 12, WXTA 12, WXBQ 11, WQMX 10, KKCS 8, WCTQ 8, KFDI 6, KIZN 6, WKKT 5, WGGY 4, KKAT 3, WIRK 3, WOKQ 3, KLLL 2, WDJR 1
Plays Include: WPKX 16 (16), WTCR 16 (14), WWYZ 15 (15), WCTK 13 (2), KJUG 12 (8), KTTS 11 (6), WKDQ 11 (11), KSOP 6 (6), KZKX 6 (6), WHSL 6 (5), WOGY 6 (1)

MINDY MCCREADY One In A Million (BNA)

Total Stations: 19, Total Points: 774, Total Adds: 9, Including: KBEQ 10, WWYZ 10, WRNS 7, WUSY 5, WQYK 3
Plays Include: WWGR 36 (20), WCMS 17 (17), WCKT 10 (9), WBEE 6 (6), WDEN 5 (5)

BRYAN WHITE You're Still Beautiful To Me (Asylum/EEG)

Total Stations: 22, Total Points: 683, Total Adds: 15, Including: WQBE 17, WWYZ 10, WMJC 7, WTCR 5, KWJJ 2, WGH 2, WKIX 2
Plays Include: KBEQ 24 (19), WXBQ 21 (13), WUSN 12 (5), WDEN 5 (5)

NITTY GRITTY DIRT BAND Bang, Bang, Bang! (DreamWorks)

Total Stations: 22, Total Points: 602, Total Adds: 6, Including: WCTQ 10, KVOO 5, WBYT 5, WDEN 5, WHSL 5, WQHK 5, WRKZ 5, WTCM 5, WTCR 5, KFDI 4, WRNS 2
Plays Include: WKDQ 13 (13), KEEY 10 (7), KDRK 8 (4), KSOP 7 (4), WIVK 4 (3), KTTS 3 (1)

CLAUDIA CHURCH Home In My Heart (Reprise)

Total Stations: 18, Total Points: 433, Total Adds: 4, Including: WKML 14, KPLM 12, WWYZ 10, KRMD 7, KFDI 5, WHSL 5, WRKZ 5, WSOC 5, WTCR 5, WKKT 4, WFMS 3, KTTS 2
Plays Include: KWJJ 9 (1), WDEN 5 (5), WTHI 5 (5)

JAMES PROSSER Angels Don't Fly (Warner Bros.)

Total Stations: 10, Total Points: 257, Total Adds: 7, Including: WWGR 9, WDEN 5, KKIX 2, KTTS 2
Plays Include: WXTU 17 (5), KHAY 8 (6)

MICHAEL PETERSON Sure Feels Real Good (Reprise)

Total Stations: 20, Total Points: 188, Total Adds: 19, Including: WRNS 8, WDEN 5, KNFR 2, KSKS 2, KTTS 2, WIBW 2, WDJR 1
Plays Include: KEEY 11 (1)

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GEORGE STRAIT Write This Down

Real Country

Dave Nicholson • (602) 966-6236

Adds:

JAMES PROSSER Angels Don't Fly

Hottest:

DIXIE CHICKS Tonight The Heartache's On Me
GEORGE STRAIT Write This Down
BRAD PAISLEY Who Needs Pictures
JOE DIFFIE A Night To Remember
CLAY WALKER She's Always Right

ALTERNATIVE PROGRAMMING

Steve Knoll • (800) 231-2818

Gary Knoll

Adds:

SAWYER BROWN I'm In Love With Her
MONTGOMERY GENTRY Lonely And Gone
SHANA PETRONE This Time
AARON TIPPIN Her
SHANIA TWAIN You've Got A Way
MARK WILLIS She's In Love

Hottest:

ALABAMA (God Must Have Spent) A Little More Time On You
DWIGHT YOAKAM Crazy Little Thing Called Love

BROADCAST PROGRAMMING

Walter Powers • (800) 426-9082

Super Country/Pure Country

Ken Moultrie

Adds:

No adds

Hottest:

DIXIE CHICKS Tonight The Heartache's On Me
TIM MCGRAW Please Remember Me
STEVE WARINER Two Teardrops
GEORGE STRAIT Write This Down
MARTINA MCBRIDE Whatever You Say

Mainstream Country

L.J. Smith

Adds:

No adds

Hottest:

LONESTAR Amazed
MARTINA MCBRIDE Whatever You Say
DIXIE CHICKS Tonight The Heartache's On Me
GEORGE STRAIT Write This Down
LILA MCCANN With You

New Country

L.J. Smith

Adds:

No adds

Hottest:

MARTINA MCBRIDE Whatever You Say
LILA MCCANN With You
DIXIE CHICKS Tonight The Heartache's On Me
LONESTAR Amazed
GEORGE STRAIT Write This Down

JONES RADIO NETWORK

Jim Murphy • (303) 784-8700

U.S. Country

Penny Mitchell

Adds:

JULIE REEVES Trouble Is A Woman

JONES RADIO NETWORK CONTINUED

SHANIA TWAIN You've Got A Way

Hottest:

DIXIE CHICKS Tonight The Heartache's On Me
LONESTAR Amazed
MARTINA MCBRIDE Whatever You Say
LILA MCCANN With You
GEORGE STRAIT Write This Down

CD Country

John Hendricks

Adds:

JOHN BERRY Love Is For Giving
NITTY GRITTY DIRT BAND Bang Bang Bang

Hottest:

CHELY WRIGHT Single White Female
GEORGE STRAIT Write This Down
LILA MCCANN With You
LONESTAR Amazed
FAITH HILL The Secret Of Life

RADIO ONE COUNTRY PLAYLIST

Kevin "Crash" Davis • (970) 949-3339

Adds:

BILLY RAY CYRUS Give My Heart To You
DOUG STONE Move Up In Love
SHANIA TWAIN You've Got A Way

Hottest:

LILA MCCANN With You
JO DEE MESSINA Lesson In Leavin'
RANDY TRAVIS Stranger In My Mirror
STEVE WARINER Two Teardrops
JOHN MICHAEL MONTGOMERY Hello L.O.V.E.

WESTWOOD ONE RADIO NETWORKS

Charlie Cook • (805) 294-9000

Mainstream Country

David Felker

Adds:

MARK CHESNUTT This Heartache Never Sleeps
SHANE MINOR Slave To The Habit

Hottest:

LONESTAR Amazed
TIM MCGRAW Please Remember Me
STEVE WARINER Two Teardrops
GEORGE STRAIT Write This Down
DIXIE CHICKS Tonight The Heartache's On Me

Hot Country

David Felker

Adds:

MARY CHAPIN CARPENTER Almost Home
DIAMOND RIO I Know How The River Feels
LEE ANN WOMACK (Now You See Me) Now You Don't

Hottest:

SHANIA TWAIN Man! I Feel Like A Woman!
LONESTAR Amazed
TIM MCGRAW Please Remember Me
GEORGE STRAIT Write This Down
MARTINA MCBRIDE Whatever You Say

COUNTRY VIDEO



ADDS

REBECCA LYNN HOWARD When My Dreams Come True
KELLY WILLIS Not Forgotten You

ELITE

LONESTAR Amazed
BROOKS & DUNN South Of Santa Fe
CHELY WRIGHT Single White Female
FAITH HILL The Secret Of Life
GEORGE STRAIT Write This Down

TNN

60.2 million households
Traci Todd,
Manager/Video Programming

ADDS

BROOKS & DUNN South Of Santa Fe
CHALEE TENNISON Someone Else's Turn To Cry

FIRST ADDS

BROOKS & DUNN South Of Santa Fe
DIAMOND RIO Unbelievable
DIXIE CHICKS Wide Open Spaces
BILL ENGVALL I'm A Cowboy
FAITH HILL Secret Of Life
GEORGE STRAIT Write This Down
CHALEE TENNISON Someone Else's Turn To Cry

Information current as of June 14.



42 million households
Chris Parr, Director/Programming
Paul Hastaba, VP/GM

ADDS

JESSICA ANDREWS You Go First
KELLY WILLIS Not Forgotten You
MONTGOMERY GENTRY Lonely And Gone

TOP 10

STEVE WARINER Two Teardrops
TIM MCGRAW Please Remember Me
MARTINA MCBRIDE Whatever You Say
LORRIE MORGAN/SAMMY KERSHAW Maybe Not Tonight
GEORGE STRAIT Write This Down
LILA MCCANN With You
JOE DIFFIE A Night To Remember
THE WILKINSONS Boy Oh Boy
CLAY WALKER She's Always Right
ALABAMA (God Must Have Spent) A Little More Time On You

HEAVY

ALABAMA (God Must Have Spent) A Little More Time On You
CLAY WALKER She's Always Right
GEORGE STRAIT Write This Down
JOE DIFFIE A Night To Remember
JOHN MICHAEL MONTGOMERY Hello L.O.V.E.
LORRIE MORGAN/SAMMY KERSHAW Maybe Not Tonight
MARTINA MCBRIDE Whatever You Say
SHEDAISSY Little Good-Byes
WILKINSONS Boy Oh Boy
TIM MCGRAW Please Remember Me
TRID After The Goldrush

HOT SHOTS

ALAN JACKSON Little Man
BRAD PAISLEY Who Needs Pictures
CHELY WRIGHT Single White Female
CLAUDIA CHURCH Home In My Heart
DWIGHT YOAKAM Crazy Little Thing Called Love
JULIE REEVES Trouble Is A Woman
KENNY ROGERS The Greatest
MARY CHAPIN CARPENTER Almost Home
REBECCA LYNN HOWARD When My Dreams Come True
SARA EVANS Fool I'm A Woman
SHANIA TWAIN You've Got A Way
VINCE GILL W/PAITY LOWELESS My Kind Of Woman My Kind Of Man

Heavy rotation songs receive 28 plays per week. Hot Shots receive 21 plays per week.

Information current as of June 16.

Songs Ranked By
Total Points

COUNTRY REPORTERS

Stations and their adds listed alphabetically by market

<p>WQMX/Akron, OH PD: Kevin Mason MD: Bill Sibel DIAMOND RIO JOHN BERRY</p>	<p>WZZK/Birmingham, AL OM/PD: Jim Tice APD/MD: Scott Stewart KENNY CHESNEY CHELY WRIGHT FAITH HILL</p>	<p>KRYS/Corpus Christi, TX PD: Clayton Allen MD: Cecelia Lou LEE ANN WOMACK SHANIA TWAIN MARK WILLS</p>	<p>WQHK/Fl. Wayne, IN OM/PD: Dean McNeil APD/MD: Jeff Moore SHERRIE AUSTIN NEAL MCCOY WARREN BROTHERS</p>	<p>WQIK/Jacksonville, FL PD: Gail Austin APD/MD: Jon Scott No Adds</p>	<p>WWQM/Madison, WI PD: Steve O'Brien MD: Mel McKenzie SHANIA TWAIN WARREN BROTHERS SAWYER BROWN</p>	<p>KGEE/Odessa-Midland, TX PD: Michael Lawrence APD/MD: Boomers Kingston SUSAN ASHTON MARK WILLS SHERRIE AUSTIN</p>	<p>WKIX/Raleigh, NC OM/PD: Don Brookshire 3 SHANIA TWAIN 2 KENNY ROGERS 2 BRYAN WHITE</p>	<p>KMPS/Seattle, WA PD: Mark Richards MD: Tony Thomas MICHAEL PETERSON SHEDAISSY</p>	<p>KVVO/Tulsa, OK OM/PD: Andy Ostman APD/MD: Steve Jackson SHERRIE AUSTIN</p>
<p>WGNA/Albany, NY PD: Buzz Brindle MD: Bill Sibel SHANIA TWAIN MICHAEL PETERSON MARK WILLS</p>	<p>KIZN/Boise, ID PD: Rich Summers APD/MD: Spencer Burke SAWYER BROWN SHANIA TWAIN MARK WILLS</p>	<p>KPLX/Dallas, TX PD: John Anthony MD: Jim Verdi APD: Cody Alan JOE DIFFIE</p>	<p>KSKS/Fresno, CA PD: Ken Bossen MD: Steve Montgomery 5 MARK WILLS 4 TRISHA YEARWOOD 4 SHANIA TWAIN 4 ALAN JACKSON 2 SHANA PETRONE 2 MICHAEL PETERSON</p>	<p>WRDQ/Jacksonville, FL PD: Buzz Jackson MD: Rhonda Goff SHANIA TWAIN</p>	<p>KTEX/McAllen, TX PD/MD: Deana Romero 1 M. CHAPIN CARPENTER 1 SHANIA TWAIN 1 SONS OF THE DESERT 1 LEE ANN WOMACK</p>	<p>KTST/Oklahoma City, OK OM/PD: Ted Stecker APD: Craah SHANA PETRONE</p>	<p>WQDR/Raleigh, NC PD: Len Shackelford No Adds</p>	<p>KYCW/Seattle, WA PD: Becky Brenner MD: Mike Peterson SHEDAISSY DOUG STONE SHANIA TWAIN</p>	<p>WWZD/Tupelo, MS PD: Tom Freeman MD: Lara Mansell SHANIA TWAIN ALAN JACKSON MATT KING LEE ANN WOMACK</p>
<p>KRST/Albuquerque, NM PD: Brad Barnett MD: Chaz Matibu ALAN JACKSON SAWYER BROWN TRISHA YEARWOOD</p>	<p>WKLB/Boston, MA PD: Mike Brophy APD/MD: Ginny Rogers MARK CHESNUTT</p>	<p>KYNG/Dallas, TX PD: Bob McNeill MD: Jim Verdi SHANIA TWAIN MONTGOMERY GENTRY CHAD BROCK</p>	<p>WBCT/Grand Rapids, MI OM/PD: Doug Montgomery MD: Dave Tuff 18 SHANIA TWAIN</p>	<p>WXBQ/Jacksonville, TN PD: Bill Hagy MD: Reggie Heel 17 CHAD BROCK 16 KENNY CHESNEY 11 JULIE REEVES</p>	<p>WGKY/Memphis, TN PD: Greg Modingo APD: Brian Driver MD: Mark Bilingaley MD: Dwight Yoakam 6 KENNY CHESNEY</p>	<p>KOXY/Oklahoma City, OK OM/PD: Ted Stecker MD: Bill Reed 1 SHEDAISSY 1 GEORGE JONES</p>	<p>KBUL/Reno, NV OM: Tom Jordan APD/MD: Chuck Reeves 15 TRISHA YEARWOOD 10 JOHN BERRY 10 NEAL MCCOY</p>	<p>KRMD/Shreveport, LA MD: John Swan SHANIA TWAIN PAUL BRANDT</p>	<p>KNUE/Tyler, TX OM/PD: Larry Kent MD: Robert Mauldin ALAN JACKSON LEE ANN WOMACK TERRI CLARK MONTGOMERY GENTRY SHANIA TWAIN</p>
<p>WCTD/Allentown, PA PD: Chuck Geiger APD/MD: Brian Lee 5 SHANIA TWAIN 5 SHERRIE AUSTIN 5 SARA EVANS</p>	<p>WYRK/Buffalo, NY PD: Justin Case APD/MD: John Paul 1 SHEDAISSY SHANIA TWAIN</p>	<p>WGNE/Dayside Beach, FL PD: John Anthony MD: Jim Verdi SHANIA TWAIN MONTGOMERY GENTRY GILL W/LOVELESS</p>	<p>WHSL/Greensboro, NC PD: Brian Landrum APD: Danny Hall MD: Jayme Austin 5 SAWYER BROWN TRISHA YEARWOOD MINDY MCCREARY SHANIA TWAIN NEAL MCCOY SHERRIE AUSTIN MICHAEL PETERSON</p>	<p>WMTZ/Johnstown, PA OM/PD/MD: Brian Cleary SHANIA TWAIN JULIE REEVES NEAL MCCOY MONTGOMERY GENTRY</p>	<p>WOGY/Memphis, TN OM: Joel Burke PD: Bill Hughes MD: Matt Albrighton 6 SHANIA TWAIN</p>	<p>KKKT/Omaha, NE PD: Tom Goodwin MD: John Glenn ALAN JACKSON LEE ANN WOMACK</p>	<p>WVOW/Omaha, NE PD: Trish Matthews APD/MD: Tom Scott 11 ALAN JACKSON</p>	<p>KFRG/Riverside, CA OM/PD: Ray Messie MD: Don Jeffrey APD/MD: Tony Trivato 2 ALAN JACKSON 2 SHANIA TWAIN 1 WARREN BROTHERS</p>	<p>KJUG/Visalia, CA PD/MD: Dave Daniels BRYAN WHITE MICHAEL PETERSON SHERRIE AUSTIN SHANIA TWAIN NITTY GRITTY DIRT...</p>
<p>WGNM/Amarillo, TX PD: Bob Shannon MD: Patrick Clark SHANIA TWAIN MONTGOMERY GENTRY</p>	<p>KHAK/Cedar Rapids, IA PD: Jeff Winfield MD: Dawn Johnson 2 SHANA PETRONE 1 SHANIA TWAIN 1 NEAL MCCOY 1 DIXIE CHICKS</p>	<p>KYGO/Denver, CO OM/PD: John St. John MD: Tad Svendsen 1 KENNY ROGERS</p>	<p>WTQR/Greensboro, NC PD: Paul Franklin APD/MD: Dennis St. Clair 4 MATT KING 3 TRISHA YEARWOOD 3 OON WILLIAMS 3 LEE ANN WOMACK 1 M. CHAPIN CARPENTER JESSICA ANDREWS</p>	<p>KBEQ/Kansas City, MO PD: Mike Kennedy MD: T.J. McEntire 10 AARON TIPPIN 10 MINDY MCCREARY 10 MARK WILLS</p>	<p>WKSJ/Miami, FL PD: Bob McKay MD: Darlene Evans ALAN JACKSON DOUG STONE</p>	<p>WVWA/Orlando, FL PD: Mike Moore MD: Shadow Stevens 2 FAITH HILL</p>	<p>WYVD/Roanoke, VA PD/MD: Robynn Jaymes DOUG STONE ALAN JACKSON</p>	<p>KDRK/Spokane, WA OM/PD: Ray Edwards APD/MD: Tony Trivato 2 ALAN JACKSON 2 SHANIA TWAIN 1 WARREN BROTHERS</p>	<p>WACO/Waco, TX PD/MD: Zack Owen 10 ALAN JACKSON 10 LEE ANN WOMACK 10 AARON TIPPIN</p>
<p>WNCY/Appleton, WI OM: Jeff McCarthy PD: Randy Shannon MD: Scottie Sisk MARK WILLS AARON TIPPIN WARREN BROTHERS</p>	<p>WEZL/Charleston, SC PD: Kris Van Dyke MD: Gary Griffin 3 SHANIA TWAIN SHANA PETRONE</p>	<p>KHKI/Des Moines, IA 4 MATT KING 3 TRISHA YEARWOOD 3 BRAO PAISLEY SARA EVANS GILL W/LOVELESS</p>	<p>WRNS/Greenville, NC PD: Wayne Carylie MD: Michael Sova 8 MICHAEL PETERSON 7 MINDY MCCREARY 6 JOHN BERRY</p>	<p>KFKF/Kansas City, MO PD: Dale Carter APD/MD: Tony Stevens 10 SHANIA TWAIN 10 MARK WILLS</p>	<p>WMLL/Milwaukee, WI OM: Kerry Wolfe APD: Scott Dolphin MD: Mitch Morgan 8 DIAMOND RIO 7 SHANIA TWAIN</p>	<p>WDAF/Kansas City, MO PD/MD: Ted Cramer 10 BILLY RAY CYRUS 10 SAWYER BROWN 10 GILL W/LOVELESS 10 WARREN BROTHERS 10 LEE ANN WOMACK 10 ALAN JACKSON</p>	<p>WVWA/Orlando, FL PD: Mike Moore MD: Shadow Stevens 2 FAITH HILL</p>	<p>WVVO/Spokane, WA PD: Scott Shannon MD: Paul Neumann 2 MARK WILLS 2 AARON TIPPIN 2 MICHAEL PETERSON</p>	<p>WMZQ/Washington, DC PD: Mac Daniels MD: Jon Anthony 15 KINLEYS</p>
<p>WWSF/Asheville, NC OM/PD: Glenn Trent APD/MD: Eddie Fox SHANIA TWAIN CLAUDIA CHURCH</p>	<p>WQBE/Charleston, WV OM/PD: Jeff Whitehead 17 BRYAN WHITE 14 JULIE REEVES 13 CHAD BROCK 8 KENNY CHESNEY</p>	<p>KLJY/Des Moines, IA OM/PD: Beverlee Brannigan MD: Eddie Hatfield SHANIA TWAIN</p>	<p>WESC/Greenville, SC PD: Ron Brooks APD/MD: John Landrum 18 CHAD BROCK 18 ALAN JACKSON 18 SHANIA TWAIN 5 SHANA PETRONE</p>	<p>WVWK/Knoxville, TN PD: Mike Hammond MD: Colleen Adair MARK WILLS SHANIA TWAIN JOHN BERRY JAMES PROSSER</p>	<p>WVWA/Orlando, FL PD: Mike Moore MD: Shadow Stevens 2 FAITH HILL</p>	<p>WVVO/Spokane, WA PD: Scott Shannon MD: Paul Neumann 2 MARK WILLS 2 AARON TIPPIN 2 MICHAEL PETERSON</p>	<p>WVWA/Orlando, FL PD: Mike Moore MD: Shadow Stevens 2 FAITH HILL</p>	<p>WVVO/Spokane, WA PD: Scott Shannon MD: Paul Neumann 2 MARK WILLS 2 AARON TIPPIN 2 MICHAEL PETERSON</p>	<p>WVWA/Orlando, FL PD: Mike Moore MD: Shadow Stevens 2 FAITH HILL</p>
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180 Total Reporters
180 Current Reporters
177 Current Playlists
Reported Frozen Playlist (2):
KSSN/Little Rock, AR
WKCO/Saginaw, MI
Did Not Report, Playlist Frozen (1):
WVWK/Lexington, KY



MIKE KINOSHIAN
mkinosox@rronline.com

R&R Convention '99 Was Picture Perfect

■ 'Superstars of AC' panel a highlight of the format sessions

If you weren't at R&R Convention '99, you truly missed a piece of radio history. It was three days of dynamic speakers, great entertainment and one stimulating format session after another. Here's a quick look at the Hot AC, Pop/Alternative and once-in-a-lifetime "Superstars of AC" panels.



COME TOGETHER — A mini-B100/San Diego reunion was in evidence during the Friday afternoon "Superstars" session. Reliving some great memories were Mega 100/Los Angeles morning man Danny Romero, KMXZ/Tucson PD Bobby Rich, KIIS/Los Angeles morning talent Ellen K and KXTA/Los Angeles Dodgers Gameday host Ken "Beaver Cleaver" Levine.



PUT YOUR HANDS TOGETHER — Westwood One On the Air host John Tesh and WLHT/Grand Rapids PD (and ex-WLS/Chicago personality) Bill Bailey show their approval of the "Superstar" session.



WINK WINK — Legendary talent Wink Martindale has a laugh at the Superstar panel.



COLLECTIVE CRACKUP — It's hard to say who was responsible for this particular punch line, but all the Superstars obviously loved it.



MORRIS MAKES 'EM LAUGH — Former KRTH/Los Angeles morning personality Steve Morris (back, second from r) cracked us all up with a witty Van Morrison line.



HOT STUFF — Plenty of lively exchanges highlighted Thursday afternoon's Hot AC seminar. WAKS/Tampa morning man Mason Dixon makes his point as KDMX/Dallas PD Jimmy Steal, WENS/Indianapolis PD Greg Dunkin, WRQX/Washington PD Steve Kosbau and yours truly look on.



STAR POWER — R&R AE Missy Haffley (l) welcomes Trauma Records artist Bree Sharp and the label's VP/Promotion Linda Murdock to Saturday afternoon's Pop/Alternative panel.

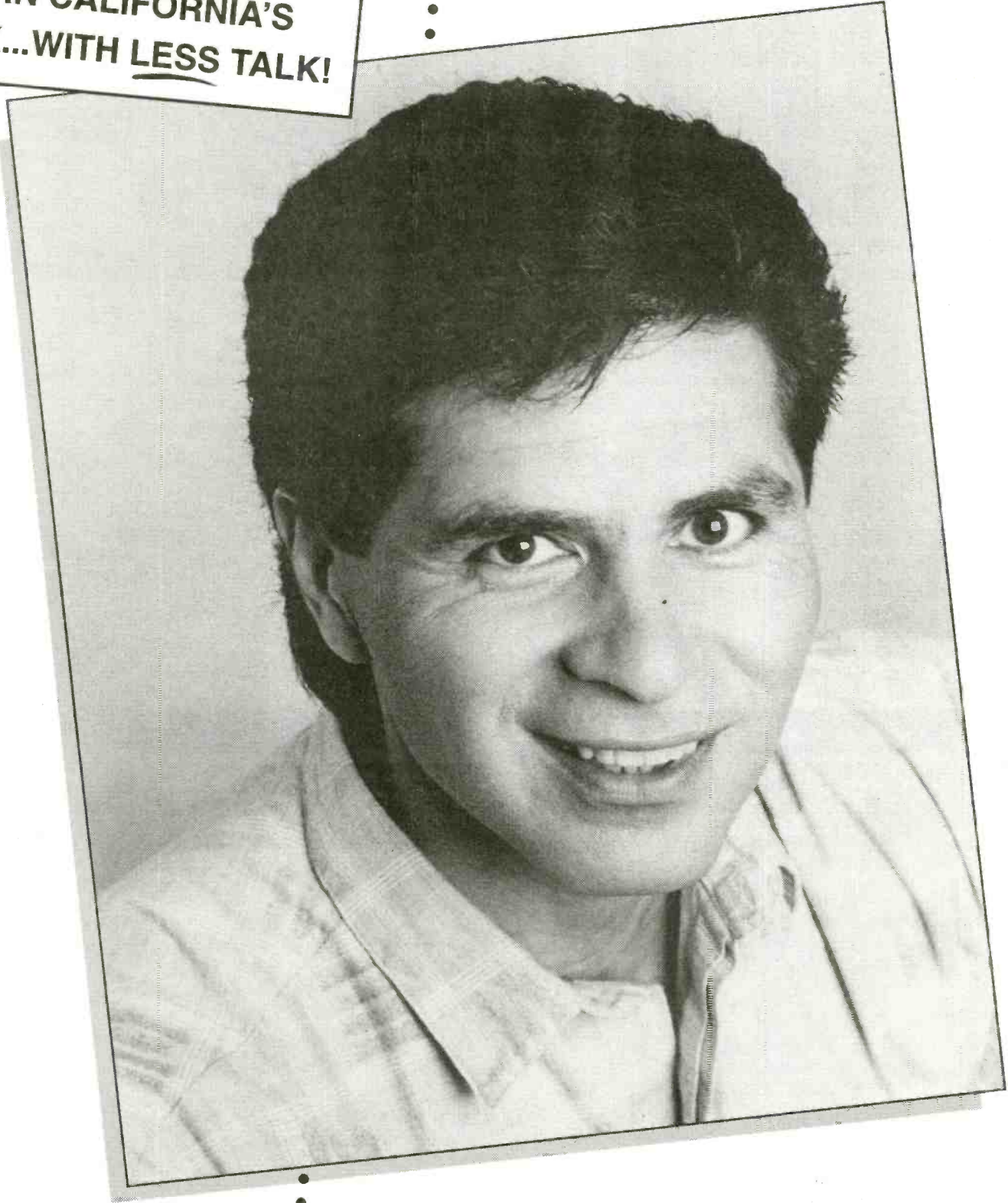


ALL EARS — Winning promotions were the focus of Saturday afternoon's Pop/Alternative get-together. KMXB/Las Vegas PD Duncan Payton, KPEK/Albuquerque PD Mike Parsons and WTMX/Chicago VP/Programming Barry James seem to be enjoying comments from KYSR/Los Angeles VP/GM Ken Christensen.

KOST
103.5 FM

SOUTHERN CALIFORNIA'S
SOFT ROCK...WITH LESS TALK!

• Since 1982,
• Jhani Kaye has helped
• create KOST 103.5 FM
• into a household name in
• Southern California radio...
•



• Now, he's going to share his
• magic with all of COX Radio!
•

**Congratulations, Jhani, on your
much-deserved promotion!**

FROM ALL YOUR FRIENDS ALONG ... THE COAST!

3W	2W	LW	TW	ARTIST/TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
1	1	1	1	PHIL COLLINS You'll Be In My Heart (Hollywood)	2344	2321	2487	2490	106/0
2	2	2	2	SIXPENCE NONE THE RICHER Kiss Me (Squint/Columbia)	2085	2169	2292	2269	98/0
9	6	4	3	BACKSTREET BOYS I Want It That Way (Jive)	1921	1754	1601	1365	105/2
3	3	3	4	'N SYNC (God Must Have Spent) A Little More Time... (RCA)	1694	1767	2028	2102	86/1
10	10	9	5	SARAH MCLACHLAN I Will Remember You (Arista)	1566	1360	1326	1131	93/1
4	4	5	6	CHER Believe (Warner Bros.)	1466	1639	1837	1888	84/1
5	5	6	7	SARAH MCLACHLAN Angel (Warner Sunset/Reprise)	1405	1555	1669	1791	85/0
7	8	8	8	FAITH HILL Let Me Let Go (Warner Bros.)	1393	1381	1470	1459	87/0
6	7	7	9	SHANIA TWAIN That Don't Impress Me Much (Mercury/IDJMG)	1336	1426	1500	1497	80/0
13	11	11	10	98 DEGREES The Hardest Thing (Universal)	1274	1089	1093	942	88/4
8	9	10	11	MONICA Angel Of Mine (Arista)	1101	1217	1402	1432	71/0
12	12	12	12	SHANIA TWAIN From This Moment On (Mercury/IDJMG)	1012	1007	1067	1056	62/0
26	20	15	13	ELTON JOHN w/H. HEADLEY & S. SCOTT A Step... (Rocket/IDJMG)	859	705	650	421	90/4
11	13	13	14	BACKSTREET BOYS All I Have To Give (Jive)	683	732	943	1070	48/1
18	16	17	15	JOHN MELLENCAMP I'm Not Running Anymore (Columbia)	665	677	766	762	51/0
22	21	18	16	JIM BRICKMAN t/HILL & PORTER Destiny (Windham Hill)	661	644	645	597	59/4
17	15	16	17	MULBERRY LANE Harmless (Refuge/MCA)	661	702	772	766	45/0
14	14	14	18	ELTON JOHN & LEANN RIMES Written In... (Curb/Rocket/IDJMG)	617	710	829	938	49/0
21	22	19	19	VONDA SHEPARD w/EMILY SALIERS Baby, Don't You... (Jacket)	613	574	638	616	61/5
24	24	22	20	QUINCY JONES t/S. GARRETT & EL DEBARGE I'm Yours (Qwest/WB)	591	544	591	565	63/4
25	25	23	21	ALL-4-ONE I Will Be Right Here (Blitzz/Atlantic)	558	537	570	539	57/2
—	—	25	22	EDWIN MCCAIN I Could Not Ask For More (Lava/Atlantic)	432	350	206	47	40/6
—	30	26	23	RICKY MARTIN Livin' La Vida Loca (C2/Columbia)	399	323	231	185	29/6
—	27	27	24	BOYZONE No Matter What (Ravenous/Mercury/IDJMG)	348	307	266	202	51/3
—	—	28	25	SOPHIE B. HAWKINS Lose Your Way (Columbia)	313	244	203	131	47/7
30	28	29	26	CORRS So Young (143/Lava/Atlantic)	266	235	251	228	20/0
DEBUT	—	—	27	NATALIE COLE Snowfall On The Sahara (Elektra/EEG)	219	66	11	—	36/10
DEBUT	—	—	28	SKY Love Song (Arista)	217	182	159	125	32/3
—	—	30	29	SARAH BRIGHTMAN Deliver Me (Angel)	203	194	225	205	22/0
DEBUT	—	—	30	BRITNEY SPEARS Sometimes (Jive)	179	75	38	32	33/14

This chart reflects airplay from June 7-13. Songs ranked by total plays. Highlighted songs indicate Breaker
 107 AC reporters. 95 current playlists. Songs that are down or flat in plays for three consecutive weeks and below No. 15 are moved to recurrent.
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BREAKERS®

No Songs Qualified For Breaker Status This Week

MOST ADDED®

ARTIST TITLE LABEL(S)	ADDS
BRITNEY SPEARS Sometimes (Jive)	14
NATALIE COLE Snowfall On The Sahara (Elektra/EEG)	10
SOPHIE B. HAWKINS Lose Your Way (Columbia)	7
RICKY MARTIN Livin' La Vida Loca (C2/Columbia)	6
EDWIN MCCAIN I Could Not Ask For More (Lava/Atlantic)	6
VONDA SHEPARD w/EMILY SALIERS Baby, Don't... (Jacket)	5
JIM BRICKMAN t/HILL & PORTER Destiny (Windham Hill)	4
JIMMY BUFFETT Pacing The Cage (Margaritaville/IDJMG)	4
CHER Strong Enough (Warner Bros.)	4
JAMES INGRAM I Believe... (Intering/Private/Windham Hill)	4
E. JOHN w/H. HEADLEY & S. SCOTT A Step... (Rocket/IDJMG)	4
Q. JONES t/S. GARRETT & EL DEBARGE I'm... (Qwest/WB)	4
98 DEGREES The Hardest Thing (Universal)	4
ROBERT PALMER True Love (Pyramid)	4

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
SARAH MCLACHLAN I Will Remember You (Arista)	+206
98 DEGREES The Hardest Thing (Universal)	+185
BACKSTREET BOYS I Want It That Way (Jive)	+167
JOHN, HEADLEY AND SCOTT A Step... (Rocket/IDJMG)	+154
NATALIE COLE Snowfall On The Sahara (Elektra/EEG)	+153
MADONNA Beautiful Stranger (Maverick/WB)	+109
BRITNEY SPEARS Sometimes (Jive)	+104
EDWIN MCCAIN I Could Not Ask For... (Lava/Atlantic)	+82
RICKY MARTIN Livin' La Vida Loca (C2/Columbia)	+76
SOPHIE B. HAWKINS Lose Your Way (Columbia)	+69

NEW & ACTIVE

CHER Strong Enough (Warner Bros.)

Total Stations: 16, Adds: 4, Plays: 158, including WLTW 17 (17), WYJB 12 (13), WALK 14 (8), WHUD 4 (3), WMGS 5, WTCB 5 (6), WLRQ 5 (4), WOOF 14 (14), WAHR 3, WTFM 8, WLIT 18 (16), WCRZ 12 (10), WAJI 5, WNSN 13 (10), KLSY 23 (20).

MADONNA Beautiful Stranger (Maverick/WB)

Total Stations: 11, Adds: 1, Plays: 143, including WKYE 10, WBBQ 10, WGSY 17, WHBC 14, WMGN 18, WNSN 12, WQLR 29 (14), KMAJ 13, KSSK 12 (12).

JIMMY BUFFETT Pacing The Cage (Margaritaville/IDJMG)

Total Stations: 28, Adds: 4, Plays: 130, including WRCH 4 (4), WLIF 6 (6), WXKC 9, WBEB 6 (2), WSHH 8 (4), WTCB 6 (5), WMGF 6 (4), WTVR 8 (8), WDEF 1, WOOF 7 (7), WTFM 5 (5), WMXC 12 (7), KVLV 3 (3), KMGL 4 (2), WAJI 3 (2), WFMK 10 (10), WLTQ 3 (3), WSWT 3, WRWC 3 (3), KGBX 7, KRBB 3 (1), KSSK 4 (4), KWAV 4 (1).

PAUL ANKA Do I Love You? (Epic)

Total Stations: 15, Adds: 2, Plays: 81, including WRCH 5 (5), WAFY 12 (11), WMJY 18 (18), WDEF 3 (3), KVLV 3, WAJI 5 (5), WLTQ 3 (3), WSWT 2 (2), WRWC 5 (3), KUDL 2, KJSN 3 (2), KWAV 2 (2), KKCV 17 (17).

JAMES INGRAM I Believe In Those... (Intering/Private Music/Windham Hill)

Total Stations: 15, Adds: 4, Plays: 59, including WRCH 5 (5), WLIF 6 (6), WTCB 8 (5), WMJY 12 (12), WDEF 3 (2), WOOF 4 (7), WHBC 1, WLTQ 3 (3), WRWC 5 (5), WRVF 5 (1), KUDL 2, KWAV 3 (2).

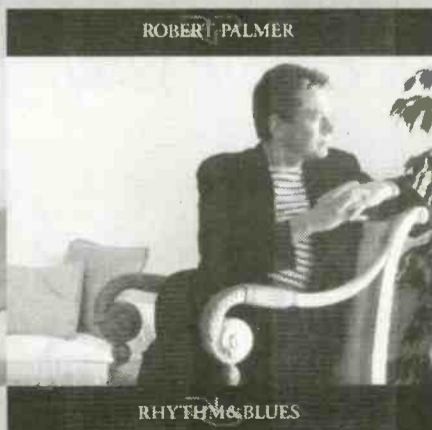
Songs ranked by total plays.
 Station call letters followed by number of plays.

HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
R. KELLY & CELINE DION I'm Your Angel (Jive)	+206
MARIAH CAREY I Still Believe (Columbia)	+185
JIM BRICKMAN t/MICHAEL W. SMITH Love Of... (Windham Hill)	+167
SAVAGE GARDEN Truly Madly Deeply (Columbia)	+154
SHANIA TWAIN You're Still The One (Mercury/IDJMG)	+153
NA LEO Poetry Man (NLP)	+109
PHIL COLLINS True Colors (Atlantic)	+104
ROD STEWART Faith Of The Heart (Universal)	+82
JOHN TESH t/JAMES INGRAM Forever More... (GTSP/IDJMG)	+76
EDWIN MCCAIN I'll Be (Lava/Atlantic)	+69

Breakers: Songs registering 875 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.

"True Love"
 Comes to Those
 Who Wait!
 Going for Adds
 NOW!



"True Love"
 The Single from
ROBERT PALMER



Robert Palmer is appearing on David Letterman August 16, The Today Show August 27 and The Tonight Show TBA



Stations and their adds listed alphabetically by market

AC

WYJB/Albany, NY OM: Michael Morgan MD: Chris Holmberg SOPHIE B. HAWKINS "Lose" JIMMY BUFFETT "Pacing" RICKY MARTIN "Luv" BRICKMAN/FHILL "Destiny"	WRRM/Cincinnati, OH OM/PM: T.J. Holland AP/MD: Ted Morro No Adds	WYVI/Greenville, SC POMD: Gary Jackson 3 VONDA SHEPARD... "Baby"	WLTE/Minneapolis, MN POMD: Gary Nolan SKY "Love" BLENDERS "Can't"	KIOI/San Francisco, CA PD: Bob Lawrence AP/MD: Lisa Trygg 31 BACKSTREET BOYS "Give" RICKY MARTIN "Luv" BRITNEY SPEARS "Sometimes"
WLEW/Allentown, PA PD: Vern Anderson BRITNEY SPEARS "Sometimes" JAMES INGRAM "Believe"	WDOK/Cleveland, OH Interim POMD: Scott Miller 12 98 DEGREES "Hardest"	WRCH/Hartford, CT PD: Allan Camp MD: Joe Hann No Adds	WMXC/Mobile, AL PD: Ron Anthony MD: Mary Booth CHER "Believe"	KSBL/Santa Barbara, CA POMD: Peter Ble No Adds
KYMG/Anchorage, AK OM: Mark Murphy PD: Devan Mitchell 6 JOHN HEADLEY "Step"	WGSY/Columbus, GA PD/MD: Alan Quin AM/MD: April Haze 4 JOHN HEADLEY "Step"	KSSK/Honolulu, HI POMD: Jeff Silvers No Adds	KJNS/Modesto, CA POMD: Gary Michaels 5 BRITNEY SPEARS "Sometimes"	KLSY/Seattle, WA PD: Barry McKay MD: Bob Brooks QUINCY JONES "You're"
WPCH/Atlanta, GA OM/PM: Vance Dilford APD: Steve Goss MD: David Joy 3 VONDA SHEPARD... "Baby" BRICKMAN/FHILL "Destiny" SOPHIE B. HAWKINS "Lose" ALL-4-ONE "Right"	WSNY/Columbus, OH APD: Chuck Knight MD: Mark Bingaman No Adds	WVHR/Huntsville, AL PD: John Malone MD: Abby Kay NATALIE COLE "Snowfall" ATLANTA RHYTHM "Alabama"	WNSN/South Bend, IN Interim POMD: Jim Roberts EDWIN MCCAIN "Could" BOYZONE "Mater" BRITNEY SPEARS "Sometimes"	KXLY/Spokane, WA PD: Scott Valentine MD: Steve Knight 9 98 DEGREES "Hardest" 6 NATALIE COLE "Snowfall" JIMMY BUFFETT "Pacing"
WFPG/Atlantic City, NJ OM/PM: Dick Fennerty MD: Marlene Aqua BRICKMAN/FHILL "Destiny"	WVTF/Indianapolis, IN PD: Gary Havens MD: Steve Cooper JOHN HEADLEY "Step"	WLMG/New Orleans, LA Dir/Op: Nick Ferrara PD: Steve Suter AP/MD: Johnny Scott No Adds	WMAS/Springfield, MA PD: Paul Cannon AP/MD: Keith Stephens EDWIN MCCAIN "Could"	KMXS/Anchorage, AK PD: Rony Lemox CRANBERRIES "Instinct" SANTANA/FROB THOMAS "Smooth" DIDO "Here"
WBQQ/Augusta, GA No Adds	WVTF/Indianapolis, IN PD: Gary Havens MD: Steve Cooper JOHN HEADLEY "Step"	WLTW/New York, NY PD: Jim Ryan MD: Nina Del Rio No Adds	WVTV/Dayton, OH PD: Jeff Stevens MD: Dean Taylor No Adds	KAMX/Austin, TX PD: Jack Stevens MD: Patrick Lemieux No Adds
KKMJ/Austin, TX PD: Nolan Cruise AP/MD: Mike Austin No Adds	WVTF/Indianapolis, IN PD: Gary Havens MD: Steve Cooper JOHN HEADLEY "Step"	WVTV/Dayton, OH PD: Jeff Stevens MD: Dean Taylor No Adds	KKGB/Springfield, MO POMD: Paul Kelley No Adds	KLLY/Bakersfield, CA POMD: Jason Griffin ECONOMY CRUSH "At" GOOD GOOD DOLLS "Balloon" GARBAGE "Grow" GERI HALLIWELL "Look"
WLIF/Baltimore, MD OM/PM: Gary Balaban MD: Mark Thoner 15 RICKY MARTIN "Luv" 5 NATALIE COLE "Snowfall"	WVTF/Indianapolis, IN PD: Gary Havens MD: Steve Cooper JOHN HEADLEY "Step"	WVTV/Dayton, OH PD: Jeff Stevens MD: Dean Taylor No Adds	KMAJ/Topeka, KS POMD: Rose Diehl No Adds	WVWX/Baltimore, MD VP/Prog: Bill Pisha MD: Greg Carpenter MADONNA "Stranger" FESTIVAL "Out"
WVTV/Dayton, OH PD: Jeff Stevens MD: Dean Taylor No Adds	WVTF/Indianapolis, IN PD: Gary Havens MD: Steve Cooper JOHN HEADLEY "Step"	WVTV/Dayton, OH PD: Jeff Stevens MD: Dean Taylor No Adds	WVTV/Dayton, OH PD: Jeff Stevens MD: Dean Taylor No Adds	WVTV/Dayton, OH PD: Jeff Stevens MD: Dean Taylor No Adds

HOT AC

WKDD/Akron, OH PD: Chuck Collins MD: Lynn Kelly 12 CITIZEN KING "Beter"	WCGQ/Columbus, GA POMD: Al Haynes APD: Sheryn Green No Adds	KHMX/Houston, TX PD: Randy James No Adds	KBBY/Dxnard-Ventura, CA OM/PM: Mark Elliott MD: Manjoe Thomas SARAH MACLACHLAN "Wif" FATBOY SLIM "Phase" EDWIN MCCAIN "Could"	KISN/Salt Lake City, UT PD: Sam Elliot MD: Brian de Geus FESTIVAL "Out" BARENWALD LADIES "Answer"
KKOB/Albuquerque, NM PD: Brad Barrett POMD: Roger Scott SMASH MOUTH "At" MADONNA "Stranger" EVERLAST "Like" BLESSID UNLION "Leonardo"	KDMX/Dallas, TX PD: Jimmy Steal APD: Race Taylor MD: Lisa Thomas 11 SHANNA TIAW "Impress" FESTIVAL "Out"	WENS/Indianapolis, IN OM/PM: Greg Dunkin MD: Jim Carone 11 MADONNA "Stranger" 9 PHIL COLLINS "Heart"	WYXR/Philadelphia, PA PD: Kurt Johnson MD: Joe Proke 25 SMASH MOUTH "At" 20 CHER "Strong"	KQMB/Salt Lake City, UT OM: Alan Hague MD: Mark Waidi AP/MD: Blej GERI HALLIWELL "Look" PEARL JAM "Giss" RED HOT CHILLI "Scar" FESTIVAL "Out"
KPEK/Albuquerque, NM OM: Frank Jaxon PD: Mike Parsons APD: Jaimey Barreras MD: Stephanie Buchicchio GARBAGE "Grow" LEN "Sunshine"	WDAQ/Danbury, CT PD: Bill Trotta MD: Barbara Corbett SANTANA/FROB THOMAS "Smooth"	KMXB/Las Vegas, NV PD: Duncan Payton No Adds	WDRW/Pittsburgh, PA PD: Michael Hayes AP/MD: Scott Alexander FESTIVAL "Out"	KFMB/San Diego, CA PD: Scott Sands MD: Jen Sewell No Adds
KMXS/Anchorage, AK PD: Rony Lemox CRANBERRIES "Instinct" SANTANA/FROB THOMAS "Smooth" DIDO "Here"	WMMX/Dayton, OH PD: Jeff Stevens MD: Dean Taylor No Adds	WMLX/Lexington, KY OM: Doug Hamand PD: T.R. Fox BRITNEY SPEARS "Baby"	WVTV/Dayton, OH PD: Jeff Stevens MD: Dean Taylor No Adds	KLLC/San Francisco, CA PD: Louis Kaplan AP/MD: Julie Stoeckel 15 MADONNA "Stranger" 13 PRETENDERS "Human"
KAMX/Austin, TX PD: Jack Stevens MD: Patrick Lemieux No Adds	KALC/Denver, CO PD: Jim Lawson AP/MD: Kevin Maxwell GOOD GOOD DOLLS "Balloon"	KURB/Little Rock, AR PD: Randy Cain APD: Debra Daniels MD: Becky Rogers GOOD GOOD DOLLS "Balloon" SANTANA/FROB THOMAS "Smooth"	WVTV/Dayton, OH PD: Jeff Stevens MD: Dean Taylor No Adds	KEZR/San Jose, CA PD: Jim Murphy APD: Michael Martinez No Adds
KLLY/Bakersfield, CA POMD: Jason Griffin ECONOMY CRUSH "At" GOOD GOOD DOLLS "Balloon" GARBAGE "Grow" GERI HALLIWELL "Look"	KMXD/Des Moines, IA PD: Mike Blakemore AP/MD: Greg Chance SMASH MOUTH "At" FESTIVAL "Out" BACKSTREET BOYS "War"	KYSR/Los Angeles, CA PD: Angelo Perelli MADONNA "Stranger" SUGAR RAY "Someday" GOOD GOOD DOLLS "Balloon"	WVTV/Dayton, OH PD: Jeff Stevens MD: Dean Taylor No Adds	KRUZ/Santa Barbara, CA POMD: Jim Rondeau AP/MD: Joe Mamma 15 SANTANA/FROB THOMAS "Smooth" 10 GOOD GOOD DOLLS "Balloon"
WVWX/Baltimore, MD VP/Prog: Bill Pisha MD: Greg Carpenter MADONNA "Stranger" FESTIVAL "Out"	KSTZ/Des Moines, IA PD: J. Pat Miller MD: Carol Vonn 3 TAL BACHMAN "High" 3 GOOD GOOD DOLLS "Balloon" 2 BACKSTREET BOYS "War"	KRSK/Portland, OR PD: Michelle Engel MD: Lisa Adams 27 SANTANA/FROB THOMAS "Smooth"	WVTV/Dayton, OH PD: Jeff Stevens MD: Dean Taylor No Adds	KMHX/Santa Rosa, CA GM/PM: Ron Castro APD: E.J. Tyler 10 SANTANA/FROB THOMAS "Smooth" PEARL JAM "Giss" GARBAGE "Grow"
WVTV/Dayton, OH PD: Jeff Stevens MD: Dean Taylor No Adds	WVTV/Dayton, OH PD: Jeff Stevens MD: Dean Taylor No Adds	WVTV/Dayton, OH PD: Jeff Stevens MD: Dean Taylor No Adds	WVTV/Dayton, OH PD: Jeff Stevens MD: Dean Taylor No Adds	WVTV/Dayton, OH PD: Jeff Stevens MD: Dean Taylor No Adds

107 Total Reporters
107 Current Reporters
95 Current Playlists

Did Not Report, Playlist Frozen (12):
WMJX/Boston, MA
WLQT/Dayton, OH
KOSI/Denver, CO
WSPA/Greenville, SC
KOST/Los Angeles, CA
WRVR/Memphis, TN
KEFW/Omaha, NE
KKCW/Portland, OR
WWLI/Providence, RI
WEAT/West Palm Beach, FL
WSRS/Worcester, MA
WARM/York, PA

89 Total Reporters
87 Current Reporters
83 Current Playlists

Did Not Report, Playlist Frozen (4):
WMC/Memphis, TN
WVOR/Rochester, NY
WZNE/Rochester, NY
KSMG/San Antonio, TX

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CAROL ARCHER
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NAC/SMOOTH JAZZ

This Is A Format That Loves To Groove Together

■ R&R Convention '99 offers deep content, transforming musical moments and big fun

This format family came together with an openhearted spirit during R&R Convention '99. Love of music (the music *really* matters to this cadre), respect, loyalty, friendship and a sense of shared mission connect one to another at work and at play. Here are a few visual highlights.



JANGO ROCKS THE HOUSE — Broadcast Architecture kindly asked Samson artists Jango to kick off the format radio session with a live performance. Jango's lead singer/percussionist Steve Nieves (l) wowed the crowd with his cover of Ace's "How Long."



RADIO AWARDS WINNERS' CIRCLE — Asst. AC Editor Renee Bell (l) and Carol Archer (r) flank Achievement Award winners WJJZ/Philadelphia PD of the Year Anne Gress; WNUA/Chicago PD Bob Kaake, who accepts Station of the Year and morning man Ramsey Lewis' Personality of the Year awards; and KKSF/SF APD/MD Blake Lawrence, who receives his second consecutive MD of the Year honor.



WHATEVER HAPPENED TO WHINING? — Well-thought-out, productive discussion was the hallmark of "The Intersection of Art & Commerce" panel, which explored dwindling CD sales. KSSJ's Steve Williams moderated. Panelists were (top l-r) WNUA's Steve Stiles, Shanachie's Claudia Navarro, BA's Lorraine Bergman, Atlantic's George Naufel, Atlantic's Steve DeBro and Warner Jazz's Matt Pierson; (bottom l-r) KOAI's Teresa Kincaid, Unity's Hyman Katz, Verve's Suzanne Berg, WJJZ's Michael Tozzi, i.e. music's Mark Wexler and format pioneer Lawrence Tanter.



BREAKING RECORDS, BREAKING BREAD — Warner Bros. and Atlantic hosted an elegant family dinner at La Cachette. Revelers included (top, l-r) Warner's Deborah Lewow, KOAI's Mike Fischer, WJJZ's Anne Gress, KOAI's Teresa Kincaid, BA's Renee DePuy, 'JJZ's Michael Tozzi, Debbi Stiles, WNUA's Steve Stiles, Mary Bedrossian and KTWW's Ralph Stewart; (bottom, l-r) WNUA's Bob and Sunny Kaake, Atlantic's Erica Linderholm, Carol Archer, Warner's Matt Pierson and BA's Lorraine Bergman and Roslyn Joseph.



WHENJAGETIN? — All That Jazz, Warner Bros. and Atlantic hosted a cocktail and dessert party that unofficially kicked off convention festivities last Wednesday at Santa Monica's Gotham Club. Party-goers seen here are (l-r) artist Rick Braun, KTWW midday personality Talaya, KTWW APD/MD Ralph Stewart, Carol Archer, KOAI PD Mike Fischer and All That Jazz's Cliff Gorov.



KUMBAYA — Spirits ran high at a welcoming party hosted by All That Jazz, Warner Bros. and Atlantic at Gotham. Here (l-r) N-Code's Eulis Cathey, KSSJ/Sacramento Station Mgr. Steve Williams and Broadcast Architecture's Lorraine Bergman share a mirthful moment.



EAT, DRINK, GROOVE, REPEAT — This group of stragglers was the last to leave the "Whenjagetin?" party. They are (l-r) JRN MD Laurie Cobb, Carol Archer, All That Jazzer Suzy Peters, guitar ace Jeff Golub, WJJZ's Michael Tozzi, Verve's Sue Stillwagon, WIOQ's Joe Proke and Unity's Bill Clodfelter.



NAC/SMOOTH JAZZ TOP 30

JUNE 18, 1999

3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
—	—	—	1	ROGER SMITH Off The Hook (<i>Miramar</i>)	963	—	—	—	44/0
—	—	—	2	JANGO With Your Love (<i>Samson</i>)	799	—	—	—	40/0
—	—	—	3	PETER WHITE Autumn Day (<i>Columbia</i>)	763	—	—	—	39/0
—	—	—	4	TOM SCOTT & THE L.A. EXPRESS Smokin'... (<i>Windham Hill Jazz</i>)	693	—	—	—	43/1
—	—	—	5	DAVID BENOIT ReJoyce (<i>GRP</i>)	686	—	—	—	45/0
—	—	—	6	3RD FORCE i/TAYLOR & HUGHES Revelation... (<i>Higher Octave</i>)	685	—	—	—	40/0
—	—	—	7	JOE SAMPLE i/LALAH HATHAWAY Fever (<i>PRA/GRP</i>)	617	—	—	—	40/0
—	—	—	8	ERIC MARIENTHAL Mercy, Mercy, Mercy (<i>I.E./Verve</i>)	611	—	—	—	35/0
—	—	—	9	BRIAN BROMBERG September (<i>Zebra</i>)	598	—	—	—	35/0
—	—	—	10	RIPPINGTONS Summer Lovers (<i>Peak/Windham Hill Jazz</i>)	586	—	—	—	42/0
—	—	—	11	NITE FLYTE Open Your Heart (<i>Instinct</i>)	532	—	—	—	41/0
—	—	—	12	KIRK WHALUM My All (<i>Warner Bros.</i>)	516	—	—	—	39/0
—	—	—	13	GOTA In The City Life (<i>Instinct</i>)	454	—	—	—	36/0
—	—	—	14	NELSON RANGELL The Way To You (<i>Shanachie</i>)	443	—	—	—	32/0
—	—	—	15	ERIC ESSIX For Real (<i>Zebra</i>)	440	—	—	—	36/0
—	—	—	16	BONEY JAMES Into The Blue (<i>Warner Bros.</i>)	422	—	—	—	34/0
BREAKER	—	—	17	WALTER BEASLEY If You Knew (<i>Shanachie</i>)	403	—	—	—	35/2
—	—	—	18	WARREN HILL Take Me Away (<i>Discovery</i>)	394	—	—	—	38/2
—	—	—	19	LUTHER VANDROSS I'm Only Human (<i>LV/Virgin</i>)	363	—	—	—	29/1
—	—	—	20	DAVID SANBORN Lisa (<i>Elektra/EEG</i>)	354	—	—	—	26/1
—	—	—	21	JEFF GOLUB Velvet Touch (<i>BlueMoon/Atlantic</i>)	339	—	—	—	30/3
—	—	—	22	SPECIAL FX i/CHIELI MINUCCI Miami (<i>Shanachie</i>)	326	—	—	—	26/0
—	—	—	23	JAZZMASTERS Lost In Space (<i>Hardcastle/Trippin 'N' Rhythm</i>)	324	—	—	—	35/3
—	—	—	24	SPYRO GYRA Silk And Satin (<i>Windham Hill Jazz</i>)	319	—	—	—	36/7
—	—	—	25	DIANA KRALL Why Should I Care (<i>Verve</i>)	278	—	—	—	21/0
DEBUT	—	—	26	STEVE COLE Say It Again (<i>BlueMoon/Atlantic</i>)	274	—	—	—	30/7
DEBUT	—	—	27	NATALIE COLE Snowfall On The... (<i>Elektra/EEG</i>)	272	—	—	—	33/14
DEBUT	—	—	28	CHRIS BOTTI Drive Time (<i>GRP</i>)	264	—	—	—	29/7
—	—	—	29	RICHARD ELLIOT Ain't Nothin' Like The Real... (<i>Blue Note</i>)	262	—	—	—	25/0
DEBUT	—	—	30	SOUL BALLET Her Joyride (<i>Countdown/Unity</i>)	256	—	—	—	27/2

This chart reflects airplay from June 6-12. Songs ranked by total plays. Highlighted songs indicate Breaker.
47 NAC reporters. 47 current playlists. © 1999, R&R Inc.

BREAKERS

WALTER BEASLEY

If You Knew (*Shanachie*)

TOTAL PLAYS/INCREASE TOTAL STATIONS/ADDS
403/403 **35/2**

CHART
17

MOST ADDED

ARTIST TITLE LABEL(S)	ADDS
RICHARD ELLIOT Chill Factor (<i>Blue Note</i>)	18
NATALIE COLE Snowfall On The Sahara (<i>Elektra/EEG</i>)	14
CHRIS BOTTI Drive Time (<i>GRP</i>)	7
STEVE COLE Say It Again (<i>BlueMoon/Atlantic</i>)	7
DOWN TO THE BONE Long Way From... (<i>Internal Bass</i>)	7
SPYRO GYRA Silk And Satin (<i>Windham Hill Jazz</i>)	7
BOBBY CALDWELL i/MARILYN SCOTT Show... (<i>Sin-Drome</i>)	6
CRAIG CHAQUICO Forbidden Love (<i>Higher Octave</i>)	5
BONEY JAMES Body Language (<i>Warner Bros.</i>)	5
BONA FIDE High Street (<i>N-Coded</i>)	3
JEFF GOLUB Velvet Touch (<i>BlueMoon/Atlantic</i>)	3
JAZZMASTERS Lost In Space (<i>Hardcastle/Trippin 'N' Rhythm</i>)	3

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S) TOTAL PLAY INCREASE

TRENDING INFORMATION:
Will Return Next Week

Breakers: Songs registering 400 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.

NEW & ACTIVE

QUINCY JONES Sax In The Garden (*Qwest/WB*)

Total Plays: 214, Total Stations: 23, Adds: 2

GABRIELA ANDERS You Know What It's Like (*Warner Bros.*)

Total Plays: 211, Total Stations: 16, Adds: 0

BONA FIDE High Street (*N-Coded*)

Total Plays: 176, Total Stations: 19, Adds: 3

DANCING FANTASY Take Five (*Higher Octave*)

Total Plays: 162, Total Stations: 16, Adds: 2

BONEY JAMES i/SHAI I'll Always Love You (*Warner Bros.*)

Total Plays: 149, Total Stations: 10, Adds: 0

BRIAN TARQUIN Darlin Darlin Baby (*Instinct*)

Total Plays: 122, Total Stations: 13, Adds: 2

BRAXTON BROTHERS Just Believe (*Windham Hill Jazz*)

Total Plays: 99, Total Stations: 9, Adds: 1

RICHARD SMITH Flow (*Heads Up*)

Total Plays: 98, Total Stations: 9, Adds: 0

BOBBY CALDWELL i/MARILYN SCOTT Show Me... (*Sin-Drome*)

Total Plays: 79, Total Stations: 12, Adds: 6

Songs ranked by total plays



could've been
MERCEDES HALL
from the debut album *SOMEWHERE IN THE NIGHT*
Going for adds 6/28

dol nmus c.com
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NAC notes

with Carol Archer

Effective this week, R&R's NAC/Smooth Jazz radio reporters telephone their playlists on Mondays. We have adopted a new reporting week and, as a result, this week's chart reflects no trending. Thanks to the entire panel for making the transition seamlessly, and for leaving the Thursday-reporting niche behind and joining R&R's 1,000 reporters in other formats. We appreciate your phoned reports, and remind you that you no longer need to fax an NAC/SJ playlist.

One of the year's most inspiring breakthroughs is Roger Smith's "Off the Hook" (Miramar), which dominates the chart's top slot. Props to KSSJ/Sacramento Steve Williams for championing this great track from the start, and hats off to the programmers who embraced it.

Jango's "With Your Love (Victor's Song)" (Samson) continues an impressive ascent to 2*. Cream rises to the top! When it's music made by an emerging artist such as

Jango, there's genuine comfort in knowing that new artists — who provide needed vitality to any format — still count! Jango's live performance during R&R Convention '99 was utterly fresh and totally fabulous!

Walter Beasley's "If You Knew" (Shanachie) claims 17*/Breaker, as solid rotation momentum develops. Spyro Gyra's "Silk and Satin" (Windham Hill Jazz) at 24*, Steve Cole's "Say It Again" (Atlantic/Bluemoon), which debuts at 26*, and Chris Botti's "Drive Time" (GRP), debuting at 28*, received seven new adds apiece.

Richard Elliot's "Chill Factor" (Blue Note) earns top Most Added with 18 more reporters — including KTWV(The Wave)/Los Angeles, KKSJ/San Francisco and WJCD/Norfolk jumping aboard. Impressively early the track is receiving 14 plays at WNUA/Chicago and KOAI (The Oasis)/Dallas.

Natalie Cole's gorgeous "Snowfall on the Sahara" (EEG/Elektra) takes a bow with a debut at 27* and 14 adds, including KKSJ, WJZW/Washington, WJZI/Milwaukee and WVMV/Detroit. Cole's enjoying 23 plays at WHRL/Albany and 14 at The Wave. This is a vocal that stands out for all the right reasons. Why wait?

Heads

Herb Alpert
Herb Alpert & Colors
Almo Sounds

Seven-time Grammy winner Herb Alpert's latest record, *Herb Alpert & Colors* (Almo Sounds), is an amazing work that reflects Alpert's awesome — and ever-expanding — ability to stay on the cutting edge. Alpert has a long tradition of musical experimentation: In the past he's worked with producers as diverse as Jimmy Jam and Terry Lewis, as well as Jeff Lorber. Now he's hooked up with Living Color's Will Calhoun and Doug Wimbish to create this fresh, atmospheric, melodic and coolly funky project. From the wildly exuberant energy of Astor Piazzolla's "Libertango" to Lani Hall's impeccable reading of "The Look of Love" to "Magic Man," Alpert takes the listener on an artful, finely crafted aural adventure. This is music without borders.



Congratulations to KKSJ/SF APD/MD Blake Lawrence, who won his second consecutive R&R Industry Achievement Award for MD of the Year at R&R's recent convention. His opinions about music are highly regarded, so it seemed fitting to sample his thinking about KKSJ's adds this week. As ever, he is insightful and articulate.

UNDER THE RADAR

R&R'S EXCLUSIVE BAROMETER FOR NEW MUSIC

I've been chomping at the bit to play the new *Down To The Bone* track for at least six months now. A nonradio friend of mine was raving about the second *Down To The Bone* album. I told him that was impossible; the second album wasn't out. But I was wrong; my friend had bought a British import copy, and he told me where I could find it. Now that's a ringing endorsement! Someone (not in our business) buys a new CD — and pays an expensive import price for it — based on the strength of the artist's previous work. And spreads the word about it! It wasn't 24 hours before I had paid retail cash for my own copy and was thinking up ways of editing those seven- and eight-minute tracks down to radio size. My first pick off the album was "Long Way From Brooklyn." It turns out that track was the band's choice too. • At the American label's request, I refrained from adding this track months ago. But I sneaked it into a music test, and it did surprisingly well for a song I'd been told not to play for anyone. Now that everything's in place for the American release of this project, "Long Way From Brooklyn" is on the air. • "Long Way From Brooklyn" is probably not for everybody. If you're content with a generic, one-tempo, one-dimensional sameness of sound, it's not for you. If you don't take offense at other stations selling against yours, claiming that Smooth Jazz is background music, it's not for you. If you don't think you should be programming some feel-good, top-down cruisin' music in the summertime, it's not for you. However, if you're looking for a hooky tune that helps Stella get her groove back, you've found it here. • Anyone who knows me well knows I spend a good part of my evenings and weekends mixing house music and occasionally makin' 'em dance in some of the local San Francisco clubs. This kind of song bridges my house music hobby with my Smooth Jazz career. I've got to think that there are more adults out there — yes, even our Smooth Jazz P1s — who like to bust out of their ergonomic chairs once in a while and scuff the linoleum! "Long Way From Brooklyn" isn't the smoothest song we play, but it's definitely one of the coolest. And it fits. • Ideally, when we add a vocal, we like to have multiformat support. In the case of Natalie Cole's "Snowfall on the Sahara," we could have waited until our local AC competitors added it or ended the stare-down and added it before Britney Spears becomes a grandmother. We chose to step out on "Snowfall," given that Natalie's music has crossed over many times in the past and the texture of this song is just what we want on KKSJ: superbly produced, lush and undeniably classy (not to mention the river-deep-mountain-high lyrics of undying love). • Richard Elliot's "Chill Factor" is waaay sexy. If you've spent more than five minutes in this format, you know this sound "works." "Chill Factor" is not only an add this week, but an instant Power. It's got star quality, a hypnotic sway, and did I mention that it's waaay sexy?



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Stations and their adds listed alphabetically by market

WHRL/Albany, NY OM/PD: Brant Curtiss CALDWELL & SCOTT "Show" JAZZMASTERS "Space" DANCING FANTASY "Five" RICHARD ELLIOT "Chill" STEVE REID "Paradise"	KOAI/Dallas, TX PD: Michael Fischer MD: Teresa Kincaid RICHARD ELLIOT "Chill"	WLVE/Miami, FL PD: Bret Michael MD: Marc Taylor TOM SCOTT "Smokin" BONEY JAMES "Language"	WJPL/Peoria, IL PD: Rick Hirschmann RICHARD ELLIOT "Chill"	KIFM/San Diego, CA PD: Mike Vasquez APD/MD: Kelly Cole CALDWELL & SCOTT "Show" SPYRO GYRA "Satin"	WJZT/Tallahassee, FL PD: Denny Alexander STEVE COLE "Agar" BONA FIDE "Street" CHRIS BOTTI "Drive" BRIAN TARQUIN "Darlin"
KNK/Anchorage, AK GM/PD: Dean Williams MD: John Clarke CRAIG CHAQUICO "Forbidden" RICHARD ELLIOT "Chill"	KHHH/Denver, CO PD: Becky Taylor APD/MD: Cheri Marquart NATALIE COLE "Snowfall" JEFF GOLUB "Velvet" RICHARD ELLIOT "Chill"	WJZI/Milwaukee, WI PD: Chris Moreau DOWN TO THE BONE "Brooklyn" STEVE COLE "Again" NATALIE COLE "Snowfall"	WJJZ/Philadelphia, PA PD: Anne Gress APD/MD: Michael Tozzi No Adds	KKSF/San Francisco, CA PD: Paul Goldstein APD/MD: Blake Lawrence RICHARD ELLIOT "Chill" NATALIE COLE "Snowfall" DOWN TO THE BONE "Brooklyn"	WSJT/Tampa, FL PD/MD: Ross Block STEVE COLE "Again"
WJZF/Atlanta, GA PD/MD: Mark Edwards WALTER BEASLEY "Knew"	WVMV/Detroit, MI PD: Tom Sleeker MD: Sandy Kovach SPYRO GYRA "Satin" LUTHER VANDROSS "Human" NATALIE COLE "Snowfall"	KSBR/Mission Viejo, CA OM/PD: Terry Wedel MD: Judy Davila RICHARD ELLIOT "Chill" BONEY JAMES "Language" DOWN TO THE BONE "Brooklyn" DIANA KRALL "Best" DOUBLE SCALE "Loco"	KYOT/Phoenix, AZ PD: Nick Francis APD/MD: Greg Morgan No Adds	KQJZ/San Luis Obispo, CA OM: Dave Christopher MD: David Atwood CHRIS BOTTI "Drive" SOUL BALLET "Joyride"	KOAZ/Tucson, AZ PD: Erik Foxx NATALIE COLE "Snowfall" BRIAN TARQUIN "Darlin" STEVE COLE "Again" CRAIG CHAQUICO "Forbidden" RICK BRAUN "Mowshot"
KSMJ/Bakersfield, CA PD/MD: Joel Widdows NATALIE COLE "Snowfall" SPYRO GYRA "Satin"	KEZL/Fresno, CA PD: Angie Handa MD: J. Weidenheimer JEFF GOLUB "Velvet" JAZZMASTERS "Space" CALDWELL & SCOTT "Show"	KRVR/Modesto, CA PD: Jim Bryan MD: Doug Wulff DOWN TO THE BONE "Brooklyn" RICHARD ELLIOT "Chill" MICHAEL FRANKS "Love" LONGSHADOW "Magic" CRAIG CHAQUICO "Forbidden"	KKJZ/Portland, OR PD: Paul Warren MD: Hal Murray SOUL BALLET "Joyride" CHRIS BOTTI "Drive" RICHARD ELLIOT "Chill"	KMGQ/Santa Barbara, CA OM/PD: Mark Elliott APD/MD: Steve Bauer CALDWELL & SCOTT "Show" QUINCY JONES "Sax" SPYRO GYRA "Satin"	WJZW/Washington, DC PD: Kenny King STEVE COLE "Again" NATALIE COLE "Snowfall"
WSJZ/Boston, MA PD/MD: Shirley Maldonado CHRIS BOTTI "Drive"	WGUF/Ft. Myers, FL PD/MD: Nanci Cruise MICHAEL FRANKS "Love" NATALIE COLE "Snowfall"	WQCD/New York, NY PD: John Mullen MD: Rick Laboy DOWN TO THE BONE "Brooklyn" WARREN HILL "Take"	WWND/Raleigh, NC PD/MD: Don Brookshire BRAXTON BROTHERS "Believe" NATALIE COLE "Snowfall"	KJZY/Santa Rosa, CA PD: Gordon Zlot MD: Rob Singleton CHRIS BOTTI "Drive" RICHARD ELLIOT "Chill" NATALIE COLE "Snowfall" BONA FIDE "Street" RIPPINGTONS "Spanish" INNER SHADE "Operator" MARION MEADOWS "Call" MARCOS ARIEL "Eyes" JEFF GOLUB "Groanin'"	KWSJ/Wichita, KS PD: Nancy Johnson MD: Dallas Scott CALDWELL & SCOTT "Show" QUINCY JONES "Sax" SPYRO GYRA "Satin"
WCCJ/Charlotte, NC PD/MD: Gerry D. Ballard No Adds	WYJZ/Indianapolis, IN PD/MD: Carl Frye NATALIE COLE "Snowfall" JEFF GOLUB "Velvet"	WJCD/Norfolk, VA OM/PD: Maxine Todd MD: Larry Hollowell RICHARD ELLIOT "Chill" WALTER BEASLEY "Knew"	KSSJ/Sacramento, CA Station Mgr.: Steve Williams APD/MD: Ken Jones BONEY JAMES "Language"	KWJZ/Seattle, WA PD: Carol Handley MD: Dianna Rose LEE RITENOUR "Can" RICHARD ELLIOT "Chill" BONEY JAMES "Language"	JRN/(Jones NAC) National PD: Steve Hibbard MD: Laurie Cobb JAZZMASTERS "Space" STEVE COLE "Again" DAVID SANBORN "Lisa" BONA FIDE "Street" BONEY JAMES "Language" RICHARD ELLIOT "Chill" NATIVE VIBE "Late" STEVE REID "Paradise"
WNUA/Chicago, IL PD: Bob Kaake APD/MD: Steve Stiles No Adds	WFSJ/Jacksonville, FL PD: Hank Dole APD/MD: Craig Williams NATALIE COLE "Snowfall"	KCYI/Oklahoma City, OK PD: Steve English MD: Stephani Stewart No Adds	KBZN/Salt Lake City, UT PD/MD: Rob Riesen CALDWELL & SCOTT "Show" SPYRO GYRA "Satin"	WHCO/Syracuse, NY PD: Butch Charles APD/MD: Kenny Dees CHRIS BOTTI "Drive" CRAIG CHAQUICO "Forbidden" NATALIE COLE "Snowfall" DOWN TO THE BONE "Brooklyn"	47 Total Reporters 47 Current Reporters 47 Current Playlists
WNWV/Cleveland, OH PD/MD: Bernie Kimble RICHARD ELLIOT "Chill" DOWN TO THE BONE "Brooklyn"	KCIY/Kansas City, MO PD: Steve Wiersman MD: Michelle Chase MARIAH CAREY "Believe"	WLOQ/Orlando, FL PD: Bill Wise MD: Patricia James SPYRO GYRA "Satin" RICK BRAUN "Moonshot" DANCING FANTASY "Five" RICHARD ELLIOT "Chill"	KCJZ/San Antonio, TX PD: Norm Miller MD: Leif Calberg WARREN HILL "Take" CHRIS BOTTI "Drive" NATALIE COLE "Snowfall" RICHARD ELLIOT "Chill" STEVE COLE "Again"		
WZJZ/Columbus, OH PD/MD: Bill Harman RICHARD ELLIOT "Chill" CRAIG CHAQUICO "Forbidden"	KTWV/Los Angeles, CA PD: Chris Brodie APD/MD: Ralph Stewart RICHARD ELLIOT "Chill"				

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The Faces Of Convention '99

■ The premier industry gathering is both enlightening and entertaining

First of all, my sincere congratulations to all those nominated as well as those who won trophies in our second annual Industry Achievement Awards. Next week in these pages we'll put the spotlight on each of the winners. We'll also provide more complete coverage of many of the thought-provoking sessions that took place throughout the convention in the weeks to come. But for now, here are some photographic highlights from last week.



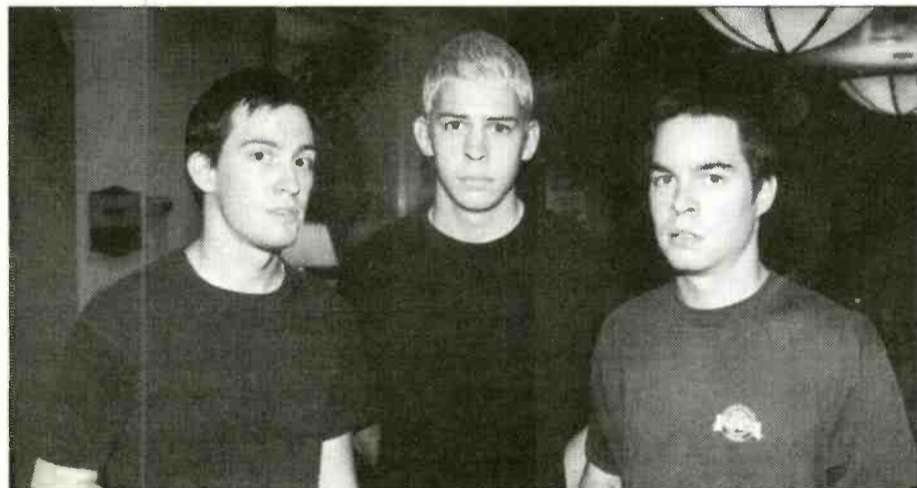
FEED YOUR HEAD — The SRO crowd at the session titled "Good Radio — It's All in Your Head" heard a discussion centered on radio's creativity — or lack thereof, depending on your view. Cyndee Maxwell joined for a group photo with (l-r) moderator Secret Communications' Frank "Bo" Wood and panelists George Lowe (voice of Space Ghost Coast-to-Coast); Westwood One's Norm Pattiz; Sinton, Barnes & Associates' Tom Barnes; and Saga's Steve Goldstein.



ACTIVE INSIGHT — Some of the format's foremost authorities reflected on "The Fragmented Rock House — Building With Splinters" after pausing for this group photo. (L-r) KLBJ/Austin's Jeff Carrol, KUFO/Portland's Dave Numme, WLZR/Milwaukee's Keith Hastings (who moderated the session), KRXQ/Sacramento's Curtiss Johnson and WAAF/Boston's Dave Douglas.



LOBBY LOUNGING — The lobby bar is always a great place to network the night away. Shown here are WLZR/Milwaukee's Marilyn Mee, free agent Ron Stryker, Cyndee Maxwell, Radio Think Tank's Ken Anthony and R&R's Beverly Swan.



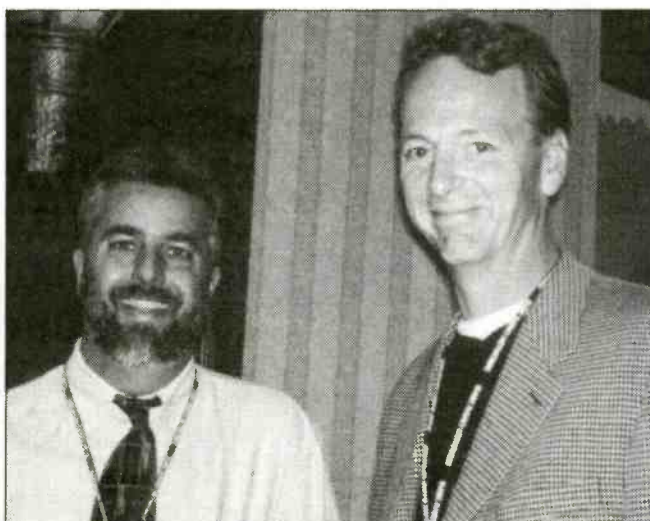
MAKING POINT NO. 1 — Squint Entertainment sponsored Thursday's Rock session, which featured a rockin' performance by Chevelle. Shown here are the three brothers who make up the band, (l-r) Sam, Joe and Pete Loeffler.



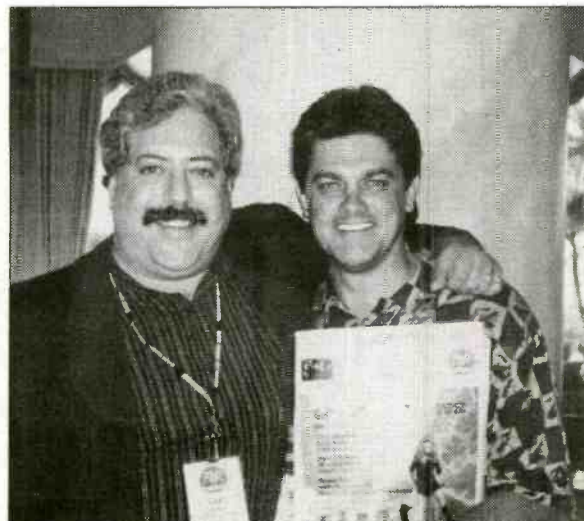
SAGA BOYS — The Saga Communications triumvirate flexes its muscle at R&R Convention '99! (L-r) WLZR's Keith Hastings, Executive PD/Group PD Steve Goldstein and WKLH's Bob Bellini point the way to success.



MEE 'N' KENNY — WLZR's Marilyn Mee and drummer extraordinaire Kenny Aronoff share drumming secrets after his performance with Melissa Etheridge at the Superstar Show on Saturday night.



CHAT ROOM — WPYX/Albany PD/MD John Cooper and AMFM Inc. Dir./Rock Programming Michael Hughes chat prior to the Classic Rock panel, "When Led Zeppelin Alone Isn't Enough."



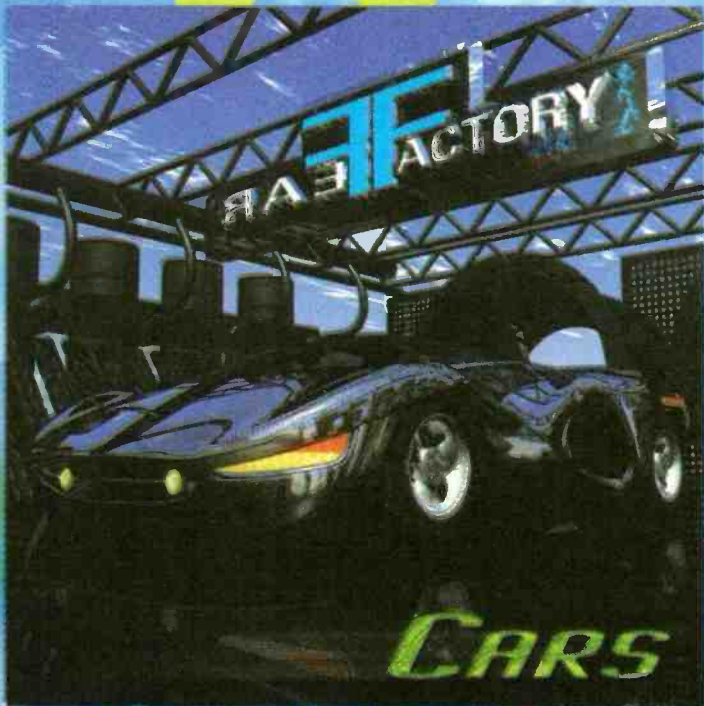
XM MATES — XM Satellite Radio's Lee Abrams (l) and Dave Logan joined the festivities and sessions throughout the three days in Century City.

FEAR FACTORY

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Additional Vocals
By Gary Numan!

CARS

Already Behind The Wheel



R&R Active Rock 13 - 11 1196 Spins
R&R Rock 29 - 26 386 Spins
R&R Alternative 48 - 46 434 Spins
2,016 Spins this week!

Monitor Active Rock 14*
Monitor Mainstream Rock 16*
Monitor Modern Rock 40*
Over 1,200 Total Spins This Week

-  120 Minutes
- 7000 Pieces Sold This Week
- Over 300,000 Sold To Date

- Special Guest On 



active
INSIGHT

By
Frank Correia
Asst. Rock Editor

If you're looking for the real world, don't bother tuning in to MTV to watch whiny teenagers quarrel over which corner their IKEA-furnished television stand should be in. **Biohazard** presents a true dose of reality on their latest, *New World Disorder*. Drawing upon the urban war zone the bandmembers grew up in, these Brooklyn heavyweights have been on the forefront of the metal-hardcore-rap convergence since their formation in 1988. Furthermore, Biohazard's everyman politics and tormented lyrics combine with their hip-hop/metal hybrid to deliver a blend that's perhaps best described as a Molotov cocktail.

With *Disorder*, Biohazard refine their sonic attack while retaining the deeply personal topics that have been their calling card. "Cycle of Abuse" deals with domestic violence, while "Inner Fear On" explores the pain of personal loss. The title cut features guest rappers Onyx, whom Biohazard teamed up with for the influential rap/metal soundtrack to 1994's *Judgment Night*. While *New World Disorder* refers to the millennium hype and the false promises of change it brings, Biohazard is evolving as a band, especially with former Helmet guitarist **Rob Echeverria** joining the fold. Bassist/lead vocal **Evan**

Seinfeld is broadening his horizons as well. The burly, tattooed frontman is a regular on the HBO prison drama *Oz*.

While Seinfeld plays a caged criminal on TV, in real life his band is kicking ass in a different arena. Not only have they claimed specialty's No. 1 spot on four separate occasions, but the band has tasted victory several times on **KUFO/Portland's** weeknight music battle, *The Cage Match*. "We've had success with 'Switchback,'" relates **APD/MDA I Scott**. "It won consistently for a few nights in a row. It's a little tough to think about adding right away — it's got that hard sound and definitely would be a night record — but that band's great. Biohazard's always a tough band to get on the air, but their songs sure rock."



Biohazard

R&R **TOP 20 SPECIALTY ARTISTS**
R&R's Exclusive Insight Into The Extreme Side Of Rock

- 1 **BIOHAZARD** (*King/Mercury/IDJMG*) Airplay Includes: KBPI, KLPX, WTFX
- 2 **LIMP BIZKIT** (*Flip/Interscope*) Airplay Includes: KISW, KXXR, WMFS
- 3 **MINISTRY** (*Warner Bros.*) Airplay Includes: KLFX, KUPD, WRXL
- 4 **REVELLE** (*Elektra/EEG*) Airplay Includes: KRXQ, WKPE, WYSP
- 5 **STATIC-X** (*Warner Bros.*) Airplay Includes: KIOZ, WJXQ, WXTM
- 6 **DRAIN STH** (*Enclave/Mercury/IDJMG*) Airplay Includes: KISW, KRAB, WXR
- 7 **FEAR FACTORY** (*Roadrunner*) Airplay Includes: KBPI, KDOT, WWDC
- 8 **TESTAMENT** (*Spitfire*) Airplay Includes: KXXR, WTFX, WXBE
- 9 **ORANGE 9MM** (*Ng*) Airplay Includes: KDOT, WBAB, WMFS
- 10 **PUYA** (*MCA*) Airplay Includes: KFMF, KLPX, WTP
- 11 **MERCYFUL FATE** (*Metal Blade*) Airplay Includes: KRXQ, WGIR, WKLO
- 12 **BLACK LABEL SOCIETY** (*Spitfire*) Airplay Includes: KLFX, WRXL, WYSP
- 13 **SYSTEM OF A DOWN** (*American/Columbia*) Airplay Includes: KBPI, KISW, WJXQ
- 14 **S.O.D.** (*Nuclear Blast*) Airplay Includes: KWHL, WKLO, WXTM
- 15 **W.A.S.P.** (*CMC*) Airplay Includes: KATT, KIOZ, WTFX
- 16 **INSANE CLOWN POSSE** (*Island/IDJMG*) Airplay Includes: WMFS, WGIR, WRXL
- 17 **SLIPKNOT** (*Roadrunner*) Airplay Includes: KDOT, KXXR, WYSP
- 18 **STAIN'D** (*Flip/Elektra/EEG*) Airplay Includes: KFMF, WBAB, WKPE
- 19 **SPEAK NO EVIL** (*Universal*) Airplay Includes: KLFX, WTFX, WXTM
- 20 **SKUNK ANANSIE** (*Virgin*) Airplay Includes: KWHL, WRXL, WTPA

Ranked by total number of shows reporting artist.

Specialty Show Reporters

Shows and their Top 5 songs listed alphabetically by market

<p>KWHL/Anchorage, AK The Pit Sunday 8-9pm Hilman S.O.D. "Bigger Than The..." Biohazard "Switchback" Testament "True Believer" Penywise "Alien" Drain STH "Enter My Mind"</p>	<p>KFMF/Chico, CA Dot-stroclies Mon-Fri 11pm-midnight Cale Wiggins Static-X "Bled For Days" System Of A Down "Sugar" Drain STH "Enter My Mind" Videodrone "Human Pinata" Limp Bizkit "Nookie"</p>	<p>WKLO/Grand Rapids, MI Clambake Sunday 9-10pm Steve "The Hat" Aldrich Dark Star "I Am The Sun" Electronic "Haze" Ministry "Whip & Chain" Suede "Can't Get Enough" Cast "Dreamer"</p>	<p>WTPA/Harrisburg, PA Sound Alternative Sunday 8-10pm Matt Miller New Meanies "Rush Hour" Verbenaz "Baby Got Shot" Skunk Anansie "Charlie Big Potato" 88 Fingers Louie "Summer Photos" Chemical Brothers "Let Forever Be"</p>	<p>WBAB/Long Island, NY Fingers Metal Shop Sunday 10pm-1am Fingers Static-X "Bled For Days" Perseverance "My So Called Friend" Society 1 "Thinking Is The Link" Overthrow "Dead Last" Orange 9mm "When You Lie"</p>	<p>WMFS/Memphis, TN Beyond The Pit Sunday 11pm-2am Jose Romero Puya "Fundamental" Insane Clown Posse "Terrible" Biohazard "Inner Fear On" Speak No Evil "Floor" Testament "3 Days In Darkness"</p>	<p>KUPD/Phoenix, AZ Red Radio Underground Sunday 11pm-midnight Larry Mac M.I.R.V. "Cool" Wumpscut "I Want You" Bouncing Souls "Die" Me First & The "Summertime" Three Fish "Myth Of Abouf"</p>	<p>KIOZ/San Diego, CA Another State Of Mind Sunday 11pm-midnight Al Guerra Biohazard "Switchback" W.A.S.P. "Dirty Balls" Pantera "Hole In The Sky" Static-X "I Am" Grip Inc. "Bug Juice"</p>	<p>WXTM/St. Louis, MO Static Sunday 8pm-9pm Johnny Orr Fear Factory "Cars" Lenny Kravitz "American Woman" Beastie Boys "Enter My Mind" Drain STH "Enter My Mind" Lars Inc. "After I Begin"</p>
<p>KRAB/Bakersfield, CA X-Factor Sunday 8-9pm Mike Bell Moby "Honey" Drain STH "Enter My Mind" Ernie "Here And Now" Puley "Working Class Whore" Garbage "When I Grow Up"</p>	<p>KFMF/Chico, CA Over The Edge Sunday 10pm-midnight Paul Swifka Limp Bizkit "Nookie" Deltones "MX" Ministry "Nursing Home" Staind "Bring The Noise" Red Hot Chili Pepper "Scar Tissue"</p>	<p>WXRA/Greensboro, NC Outer Limits Sunday 10-11pm Marcia Gan Tonic "You Wanted More" Finger Eleven "Awake & Dreaming" Silverchair "Ana's Song (Open...)" Verbenaz "Baby Got Shot" Drain STH "Enter My Mind"</p>	<p>WCCC/Hartford, CT Sunday Night Blues Sunday 8-10pm Beef Slew Jonny Lang "Cherry Red Wine" Keb Mo' "Soon As I Get Paid" Michelle Wilson "Half Past The Blues" Jimmy Rogers "Blow Wind Blow" Susan Tedeschi "Little By Little"</p>	<p>WTFX/Louisville, KY The Attitude Network Saturday 10pm-2am Black Frank Biohazard "Switchback" Ministry "Bad Blood" Gwar "Nitro Burnin'..." Black Label Society "Bored To Tears" Testament "DNR"</p>	<p>KXXR/Minneapolis, MN X-treme Metal Shop Friday 1-4am Nick Davis Fear Factory "Hi-Tech Hate" Staind "Spinen" Biohazard "Switchback" Static-X "Push It" Pissing Razors "Mass Corruption"</p>	<p>KDOT/Reno, NV Pure Metal Massacre Mon-Fri 11pm-midnight Megan Rye Slipknot "Spit It Out" Biohazard "End Of My Rope" Metallica "Crash Course In..." Orange 9mm "When You Lie"</p>	<p>KISW/Seattle, WA Metal Shop Saturday midnight-2am Rockfish Powerman 5000 "When Worlds Collide" Deftones "My Own Summer..." System Of A Down "Sugar" Mercyful Fate "Church Of Saint Anne" Limp Bizkit "Nookie"</p>	<p>WWDC/Washington, DC New Music Mart Sunday 9:30-10:30pm Buddy Rizer Oleander "Why I'm Here" Silverchair "Ana's Song (Open...)" Swimmer "Duty Word" Old 97's "Murder (Or A...)" Verve Pipe "Hero"</p>
<p>WKGB/Binghamton, NY Incoming Monday 10pm-11:30pm Tim Boland Finger Eleven "Above" Everlast "Ends" Natalyn Marston "Rock Is Dead" Mike Ness "Don't Think Twice" Scrape "Gerald Honey"</p>	<p>KBPI/Denver, CO Metalix Saturday midnight-2am Uncle Nasty System Of A Down "Sugar" Fear Factory "Descent" Revelle "The Phoenix" Biohazard "Switchback" Cavain "Juggernaut"</p>	<p>WTPT/Greenville, SC 11 O'Clock News Mon-Thurs 11pm-midnight Taylor Virgos Market "Wrong" Big Bad Zero "Crumbie" Limp Bizkit "Nookie" Ramstein "Engel" Black Label Society "Bored To Tears"</p>	<p>KLFX/Killeen, TX Kut Radio Saturday 10pm-midnight Steve Lakewood Gwar "Escabe From The..." Human Disorder "No Prisoner..." Black Label Society "Bored To Tears" Speak No Evil "Play God" Biohazard "Switchback"</p>	<p>WTFX/Louisville, KY Detour Sunday 8-10pm Chris Allman Insane Clown Posse "Another Love Song" Me First & The "Science Fiction..." Moby "Natural Blues" Mojo Nixon "You Can't Buy Cool" Ministry "Step"</p>	<p>KATT/Oklahoma City, OK KATT's Big Metal Friday midnight-2am Erik G. Def Leppard "Demolition Man" Dokken "Maddest Hatter" W.A.S.P. "Heldorado" Velocity "You Don't Amaze" Slaughter "Trailer Park Boogie"</p>	<p>WRXL/Richmond, VA The Metal File Mon-Fri 2-3am Johnny Young Gwar "Nitro Burnin'..." Static-X "Bled For Days" KMFDM "Adios" Emperor "Curse You All Men" Grip Inc. "Lockdown"</p>	<p>WXTM/St. Louis, MO Monday Night Metal Mon-Fri 11pm-midnight Kane Static-X "Bled For Days" Grip Inc. "Ampeped" Biohazard "Resist" Puya "Oasis" Overkill "Neuroshrine"</p>	<p>WXBE/Wilkes Barre, PA Freddie's Closet Saturday 11pm-1am Freddie Drain STH "Enter My Mind" Biohazard "Switchback" Biohazard "Abandon In Place" Iron Monkey "Bad Year" Revelle "Permanent (Take...)"</p>
<p>WKPE/Cape Cod, MA Out Of Bounds Saturday 10pm-midnight Peter Maxx Rob Zombie "Battled Out..." Simon Says "Nucleus" Tree "Orange Sunshine" Biohazard "Switchback" Chevelle "SMA"</p>	<p>WKLO/Grand Rapids, MI New Metal Monday Monday midnight-1am Tom "Wiz" Stavrou Fear Factory "Obsolete" Society 1 "Get My Back" Slipknot "Spit It Out" Cibo Matto "Sci-Fi Wasabi" S.O.D. "Bigger Than The..."</p>	<p>WQXA/Harrisburg, PA The Sunday News Sunday 9-10am Bill Hanson Penywise "Alien" Pavement "Split On A Stranger" Beastie Boys "The Negotiation..." Cibo Matto "Sci-Fi Wasabi" Common Rider "Carry On"</p>	<p>WJXQ/Lansing, MI The Pit Sunday midnight-2am Jennifer Taylor Revelle "Permanent (Take...)" Orange 9mm "When You Lie" Biohazard "Switchback" Limp Bizkit "Nookie" Mercyful Fate "Last Rites"</p>	<p>WGIR/Manchester, NH Whiplash Sunday 10-11pm Roadkill Tree "Burning Seed" System Of A Down "Know" Dokken "Erase The Slate" Hatebreed "Before Dishonor" Puya "Oasis"</p>	<p>WYSP/Philadelphia, PA Rockers Friday midnight-2am Matt & Huggy Neurosis "Times Of Grace" Biohazard "Switchback" Black Label Society "Bored To Tears" Fear Factory "Shook" Slipknot "Spit It Out"</p>	<p>KRXQ/Sacramento, CA Ear Whacks Sunday 8-9:30pm Paul Willbur, Che Brooks Testament "DNR" Alan Teenage Riot "Too Dead For Me" Mercyful Fate "House On The Hill" Citizen Fish "The Bob Song" Discount "Waiting For The..."</p>	<p>WXTM/St. Louis, MO Hobbitred Friday 10pm-midnight Johnny Orr Chemical Brothers "Let Forever Be" Interstellar Force "Star Wars Theme" Luscious Jackson "Ladyfingers" Orbital "Style" Expansion Union "World Wide Funk"</p>	<p>36 Total Reporters from the Active Rock and Rock panels.</p>

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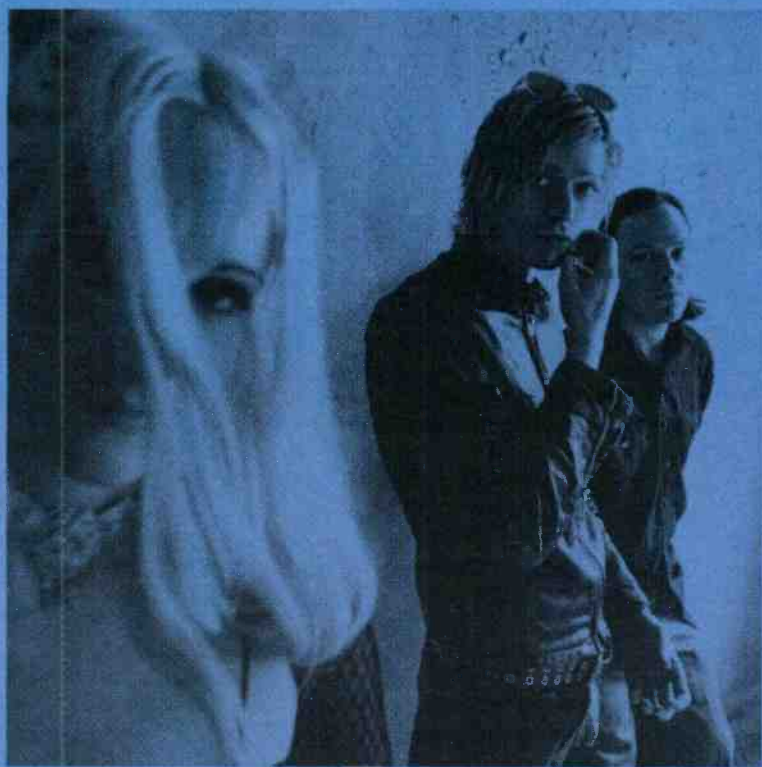
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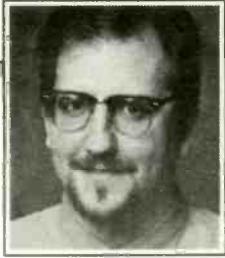
the debut single from the album **into the pink**
produced by dave grohl

Alternative

WRAX WAVF
WARQ WHMP
WKRL KRAD
WTGZ

Rock

WLZR WQKK
WZTA KRQR
WMFS WGBF
WROV WKZQ
WJJO WRCQ
WTKX WNCD
WQBZ KMBY
KRQC



JIM KERR
jimkerr@rronline.com

Something For Everyone

■ Music, learning and fun: R&R Convention '99 had it all

Perhaps more than any other, this past week contained the total convention package for the Alternative format. Jacobs Media put together an amazing Alternative Summit on Wednesday and Thursday, Casey Kasem reminded us all what star power is about with his lively hosting of the first annual Alternative Rate-A-Record and Friday featured a revealing look at how consolidation is changing the way the format — on both the radio and record sides — is looking at revenue and expenses in the “Cost of Doing Business” panel. There was also the Rick Carroll Foundation Award dinner, which honored WOXY/Cincinnati owner/GM Doug Balogh, and tons of fantastic musical showcases. All in all, it was a fun, exhausting, insightful and interesting four days.



A TOUGH ACT TO FOLLOW — As if the pressure wasn't enough, the “Cost of Doing Business” panelists had to follow a great performance by Capricorn's Bicycle. The Rate-A-Record session featured a similarly entertaining video presentation, complete with messages to conventioners from Third Eye Blind and Robert Smith of the Cure.



HONEST AND EYE-OPENING — A panel about a topic like the cost of doing business can't be successful without the panelists being honest and open. Luckily, that was the case. Here, Warner Bros.' Tom “Grover” Biery explains how the cost of breaking a new band at the format has tripled in the last few years. (L-r) Jacobs Media's Dave Beasing, Biery and Hollywood Records' Joel Habbeshaw.



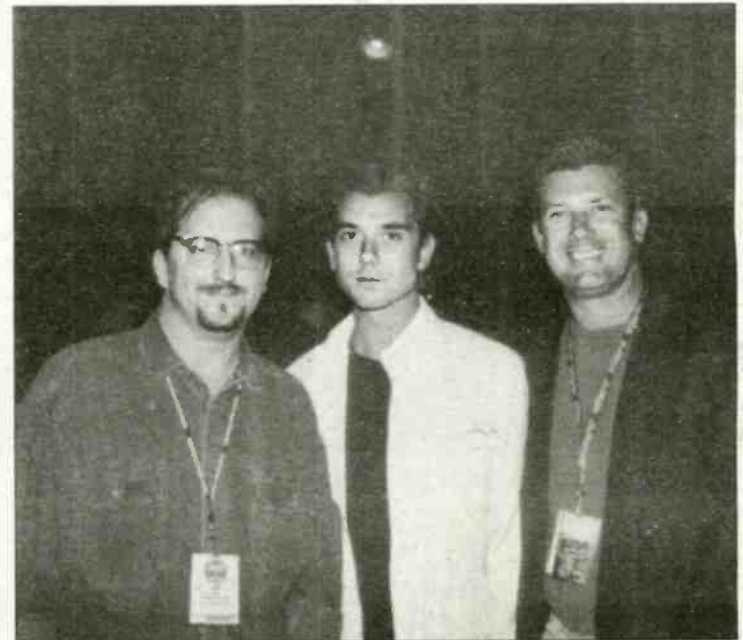
AN INTERACTIVE EXPERIENCE — One hundred of the audience members at the Rate-A-Record session could take part in the panel. Here, Columbia's Christine Chiapetta and Tim Virgin make their opinions count.



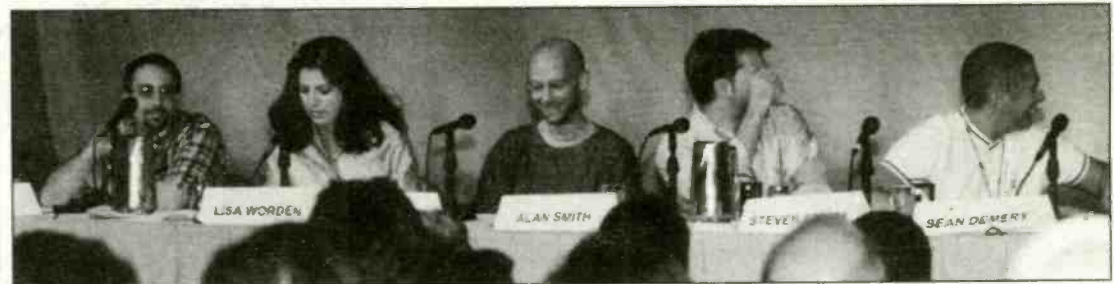
HE'S COOLER THAN ALL OF US PUT TOGETHER — Engaging and smooth as silk, legendary radio star Casey Kasem hosted the first annual R&R Rate-A-Record.



ALTERNATIVE RADIO AWARD WINNERS — The R&R Industry Achievement Awards for Alternative radio were dominated by WNNX/Atlanta this year, with the station taking the Personality, MD and Station of the Year awards. KROQ/Los Angeles PD Kevin Weatherly was PD of the Year, and KROQ took the all-format national Major-Market Station of the Year award. WNNX GM Mark Renier took the national Major-Market GM of the Year award, giving the Alternative format an amazing sweep of that national category. Standing here representing the winners are (l-r) Weatherly, R&R Alternative Editor Jim Kerr and WNNX MD Sean Demery and PD Leslie Fram.



THE RICK CARROLL FOUNDATION AWARD DINNER — Standing in line to congratulate WOXY/Cincinnati owner/GM Doug Balogh on his Rick Carroll Radio Innovation Award are R&R's own Jim Kerr, Gavin Rossdale of Bush and Trauma Records' Ted Taylor.



AT LEAST THEY LIKE MOBY — V2 Records' Moby's “Bodyrock” was the big winner at the Rate-A-Record panel. The only panelist who seemed to hate it was the one named Moby. Basking in the greatness that is Casey Kasem are (l-r) WXDX/Pittsburgh MD Lenny Diana, KROQ/Los Angeles MD Lisa Worden, Moby, KQGE/Dallas MD Allan Smith and WBCN/Boston MD Steven Strick. Not pictured is WNNX/Atlanta MD Sean Demery, who overcame airport mayhem to make the end of the panel.



IT'S ALL ABOUT THE BENJAMINS — As in money, not Robert. The “Cost of Doing Business” panel opened some eyes about just how things have changed in a short period of time. Discussing their unique points of view are (l-r) Jacobs Media's Dave Beasing, Warner Bros.' Tom “Grover” Biery, Hollywood Records' Joel Habbeshaw, Jeff McClusky & Associates' Scott Burton, WPLY/Philadelphia PD Jim McGuinn and XTRA/San Diego PD Bryan Schock.

"STEAL MY SUNSHINE"

V2

<p>R&R: 29 803x (+98)</p> <p>BDS Monitor: 29*</p> <p>668x (+82)/Audience: 4.8 Million</p>	<p>Spin Leaders:</p> <table style="font-size: 0.8em;"> <tr> <td>KROQ 29x</td> <td>KNDD 27x</td> </tr> <tr> <td>X96 29x</td> <td>KTCL 26x</td> </tr> <tr> <td>99X 32x</td> <td>89X 32x</td> </tr> <tr> <td>91X 20x</td> <td>WHFS 18x</td> </tr> <tr> <td>WFNX 17x</td> <td>KITS 25x</td> </tr> </table>	KROQ 29x	KNDD 27x	X96 29x	KTCL 26x	99X 32x	89X 32x	91X 20x	WHFS 18x	WFNX 17x	KITS 25x
KROQ 29x	KNDD 27x										
X96 29x	KTCL 26x										
99X 32x	89X 32x										
91X 20x	WHFS 18x										
WFNX 17x	KITS 25x										

BZ **BUZZWORTHY**

2

Appearing on Late Night With David Letterman Aug. 6

FROM THE DEBUT ALBUM "YOU CAN'T STOP THE BUM RUSH"

ALSO FEATURED ON THE '60' SOUNDTRACK

PRODUCED BY HUMBLE C MIXED BY JOHN FOS (LUST BROTHERS) MANAGEMENT: GRACIE LOHME/JON LESNAY FOR STOREFRONT ENTERTAINMENT

HERO

The Verve Pipe



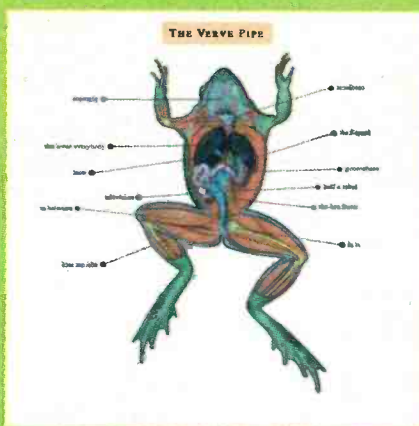
Early Airplay:

Alternative:

KNDD
99X
WEND
KCXX
CIMX
WGRD

Rock:

WRIF
WLZR
WZTA
WKLQ



**IMPACTING
NOW!**

The debut single from the self-titled album THE VERVE PIPE. Produced by Michael Beinhorn. Mixed by Jack Joseph Puig.
Management: Doug Buttleman for DBMI. <http://thevervepipe.com>

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“Creep From The Cradle, But A Hero’s What I Want To Be.”

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KROQ	WMRQ
Q101	WHTG
LIVE105	WPBZ
KDGE	KFMA
WBCN	WKRL
WFNX	KKDM
WHFS	WEJE
KNDD	WWDX
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WLIR	KRAD
KZNZ	WJSE
KTCL	WDST
KNRK	KLZR
WOXY	KJEE
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Break Through

Artist

VERTICAL HORIZON

TRACK: "WE ARE"

LP: *EVERYTHING YOU WANT*

PRODUCER: VERTICAL HORIZON

LABEL: RCA

essentials: Ah, the glorious debauchery of college days. On a fateful night in Georgetown, back in 1991, undergrad singer-guitarist Keith Kane was entertaining a group of admirers at a local club with an acoustic guitar. Suddenly, he noticed a face in the crowd that he recognized as Matt Scannell, a fixture in a local band called Fallout Shelter (don't laugh, this was college). Kane grandly pulled Scannell out of the audience and demanded he take a turn playing to the masses. Scannell, chillin' like Bob Dylan, chose to do a cover of "All Along the Watchtower" — a song that the almost-exclusively electric guitarist claimed later he "faked his way through."

Kane thought it was a pretty good performance and asked Scannell to jam with him at his weekly gig. Vertical Horizon was born the next week as an acoustic duo, and the pair

continued to play until their graduation in 1992. Having made the decision to pursue music as a career, the guys suffered through a summer working at a Cape Cod golf course, saving up enough money to record their first CD. The disc attracted the attention of the DC band Jackopierce, who invited Vertical Horizon to tour with them.

From that point on, things snowballed: Vertical Horizon found themselves opening for the likes of the Allman Brothers Band, Shawn Colvin and Huey Lewis. Along the way they put out a second album, *Running on Ice*, with percussion provided by none other than Carter Beauford of the Dave Matthews Band. They added a bassist, Sean Hurley, and a permanent drummer, Ed Toth — and with their sound thusly fleshed out, won themselves a contract with RCA Records, which put out this year's major-label debut, *Everything You Want*. The first single, "We Are," may not sound too much like Dylan, but it's pretty groovy nonetheless.

• **Artist POV:** Kane on his musical epiphany: "When I went to college, I had the great luck and opportunity to live next door to a guitar player with the habit of leaving his door unlocked. This was the point in my life where I fell in love with the acoustic guitar." [Editor's note: I wish I could say the same about the Neil Peart wannabe who lives next door to me.]

—Rich Michalowski
Asst. Alternative Editor



Gary Cee ON THE RECORD

Gary Cee, PD
WLIR, Long Island

A record that is doing very well for us is Joydrop's "Beautiful." Quite frankly, I had grave doubts about this record the first few times I heard it. Like many of you, I dismissed it as schizophrenic. Boy, was I wrong. "Beautiful," as our receptionist, my own ears and many listeners have now assured me, is an anthem, an ode to self-respect. It really cuts to the heart of many females who take the time to decipher the lyrics: "I'm not beautiful like you; I'm beautiful like me!" That's a line anyone can relate to, not just disenfranchised females. ■ Joydrop opened for Joan Jett & The Blackhearts at our Memorial Day show a few weeks back, and when Tara and the band got to "Beautiful," I saw firsthand the impact this song has had on our female listeners. Sales have really picked up on the CD here on Long Island, and I couldn't be happier for Joydrop and my friends at Tommy Boy, especially Cheryl and Mark.

Congrats to the **Red Hot Chili Peppers**, whose "Scar Tissue" knocks off Lit's "My Own Worst Enemy" as the new No. 1 Alternative song. Lit was at the top for almost three whole months ... Without a doubt, the big winner at R&R Convention '99 was **Moby**, who wowed the crowd at the Rate-A-Record panel, the Thursday DJ showcase and his full performance Friday night. He's a winner on the radio this week, as well, pulling in 17 adds ... Bush was another act that blew away convention-goers with a blistering show. Look for their new album, *The Science of Things*, in September ... Not to be outdone, **Capricorn's Bicycle** performed a number of times during Convention '99, winning more and more converts with each successive show ... Speaking of amazing live performances, it's rare to see a band that can both rock and harmonize live. **Taxiride** did both well at the Saturday lunch session ... Congrats to **DreamWorks Records** for nailing Most Added honors with their driving **Powerman 5000** single, "When Worlds Collide." It brings in an impressive 27 adds this week ...

The **Goo Goo Dolls** continue to prove that, although they are bigger than the format, they are not too big for the format. "Black Balloon" gets double-digit adds again this week ... Finally, I have to point out the fine job **Bob Divney** and the **Reprise** team have done on **Orgy** and the single "Stitches." This is the second time around on this single, and they are proving that perseverance pays off if the song is right.
RECORD OF THE WEEK: Showoff
"Falling Star"

ON THE RADIO by Jim Kerr



bicycle
electrolux

New This Week:
99X WXSX



NEW MUSIC SPECIALTY SHOWS

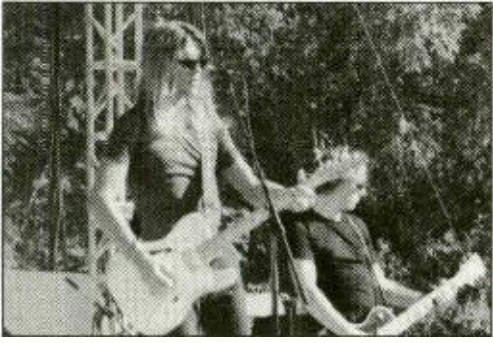
R&R's Exclusive Look At The Cutting Edge Of Alternative

Top Frog

By Rich Michalowski
Asst. Alternative Editor

Out of nowhere comes the rock-poppin', alternative-driven sounds of C2/Columbia's Frogpond. Hailing from Missouri, the band has been showcasing the single "I Did" off of their major-label debut, Safe Ride Home.

Love Sucks — Robison Records' Gene Loves Jezabel performs the specialty single "Love Keeps Dragging Me Down" at a recent performance. Pictured (l-r) are Jay Aston and James Stevenson.



LOVE SUCKS — Robison Records' Gene Loves Jezabel performs the specialty single "Love Keeps Dragging Me Down" at a recent performance. Pictured (l-r) are Jay Aston and James Stevenson.



TOP 20 ARTISTS

- 1 FROGPOND (C2/Columbia) Airplay Includes: WBCN, WEQX, WFNX
2 CHEMICAL BROTHERS (Astralwerks/Virgin) Airplay Includes: KJEE, KNDD, KDGE
3 RED HOT CHILI PEPPERS (Warner Bros.) Airplay Includes: KCXX, KPNT, XTRA
4 BOUNCING SOULS (Hellcat/Epitaph) Airplay Includes: WBCN, WEQX, WOXY
5 ME FIRST & THE... (Fat Wreck Chords) Airplay Includes: KFTE, WJBX, WQBK
6 MOBY (V2) Airplay Includes: KXRK, WOXY, XTRA
7 MINISTRY (Reprise) Airplay Includes: KFTE, KJEE, WBCN
8 INSANE CLOWN POSSE (Island/IDJMG) Airplay Includes: KITS, KLZR, KXTE
9 CIRRUS (Moonshine) Airplay Includes: KWOD, KXRK, WSMF
10 BICYCLE (Capricorn) Airplay Includes: KFMA, KTCL, WCYY
11 DONNAS (Lookout) Airplay Includes: KDGE, KNDD, WLIR
12 PAVEMENT (Matador) Airplay Includes: KCRW, WBCN, WEQX
13 POWERMAN 5000 (DreamWorks) Airplay Includes: KITS, WJBX, WSMF
14 CIBO MATTO (Warner Bros.) Airplay Includes: KZNZ, WPLY, WLIR
15 PENNYWISE (Epitaph) Airplay Includes: KFTE, KROQ, KXTE
16 LONDON SUEDE (Nude/Columbia) Airplay Includes: KCRW, KDGE, WBCN
17 FACE TO FACE (LL/Beyond) Airplay Includes: KXTE, WEQX, XTRA
18 VERBENA (Capitol) Airplay Includes: KFMA, KLZR, WPLY
19 MANIC STREET PREACHERS (Virgin) Airplay Includes: KJEE, WBCN, WXEG
20 WHERE IS MY MIND (Glue Factory) Airplay Includes: KFTE, KITS, KPNT

Ranked by total number of shows reporting artist.

SPECIALTY SHOW REPORTERS

Shows and their Top 5 songs listed alphabetically by market.

Table with columns for Market, Show Name, and Top 5 Songs. Markets include Albany, NY; Eugene, OR; Philadelphia, PA; San Francisco, CA; Santa Barbara, CA; Seattle, WA; Tallahassee, FL; Topeka, KS; Tucson, AZ; Washington, DC; Wilmington, NC; and San Diego, CA.

39 Total Reporters

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JUNE 18, 1999

3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
2	2	1	1	TOM PETTY & THE HEARTBREAKERS Room... (Warner Bros.)	510	505	544	561	28/0
10	5	3	2	NEW RADICALS Someday We'll Know (MCA)	399	372	361	331	24/0
11	9	4	3	OLD 97'S Murder (Or A Heart Attack) (Elektra/EEG)	395	351	329	309	26/0
1	1	2	4	SHERYL CROW Anything But Down (A&M)	361	469	563	678	21/0
4	3	6	5	JONNY LANG Wander This World (A&M)	347	343	403	421	23/2
8	6	5	6	ROBERT CRAY 24-7 Man (Rykodisc)	336	346	346	344	25/0
—	—	9	7	VAN MORRISON Back On Top (Point Blank/Virgin)	316	258	103	72	25/1
BREAKER			8	RED HOT CHILI PEPPERS Scar Tissue (Warner Bros.)	302	249	172	67	20/0
29	17	11	9	PEARL JAM Last Kiss (Epic)	291	251	221	170	16/1
7	8	7	10	BETH ORTON Stolen Car (Arista)	271	288	330	356	19/0
BREAKER			11	PATTY GRIFFIN Blue Sky (A&M)	258	246	213	199	22/1
—	—	21	12	COLLECTIVE SOUL No More, No Less (Atlantic)	245	193	152	53	21/1
—	—	27	13	SANTANA I/ROB THOMAS Smooth (Arista)	242	164	80	68	24/9
25	18	17	14	SMASH MOUTH All Star (Interscope)	242	218	215	177	11/0
13	12	15	15	SARAH MCLACHLAN Possession (Arista)	222	231	271	274	21/0
5	7	8	16	COLLECTIVE SOUL Run (Hollywood/Atlantic)	218	276	341	401	14/0
15	14	14	17	TAL BACHMAN She's So High (Columbia)	217	237	246	256	15/0
16	16	18	18	DAVE MATTHEWS BAND Rapunzel (RCA)	208	213	224	218	17/0
24	21	22	19	SINEAD LOHAN Whatever It Takes (Grapevine/Interscope)	207	187	187	177	18/0
12	13	19	20	JOE HENRY Skin And Teeth (Mammoth)	204	209	258	275	16/0
6	10	16	21	WILCO Can't Stand It (Reprise)	184	231	325	364	17/0
DEBUT			22	SHERYL CROW Sweet Child O' Mine (American/C2/Columbia)	172	125	61	5	17/1
9	11	20	23	JEWEL Down So Long (Atlantic)	166	201	287	332	13/0
20	22	26	24	BEN FOLDS FIVE Army (550 Music/ERG)	166	165	184	195	11/0
3	4	10	25	VAN MORRISON Precious Time (Point Blank/Virgin)	163	257	363	429	13/0
—	—	29	26	FASTBALL Out Of My Head (Hollywood)	163	155	134	124	9/1
23	23	25	27	TOM WAITS Hold On (Epitaph)	161	165	182	189	13/0
22	24	23	28	SHAWN MULLINS Shimmer (SMG/Columbia)	161	171	178	194	10/0
—	—	30	29	LENNY KRAVITZ American Woman (Maverick/Virgin)	153	152	113	108	9/0
—	30	—	30	WES CUNNINGHAM Not Enough (Warner Bros.)	147	147	157	148	13/0

This chart reflects airplay from June 7-13. Songs ranked by total plays. Highlighted songs indicate Breaker.
33 Adult Alternative reporters. 33 current playlists. © 1999, R&R Inc.

NEW & ACTIVE

TRAIN Meet Virginia (Aware/Columbia)
Total Plays: 145, Total Stations: 12, Adds: 0

JOHN MELLENCAMP Eden Is Burning (Columbia)
Total Plays: 145, Total Stations: 13, Adds: 1

BARENAKED LADIES Call And Answer (Reprise)
Total Plays: 140, Total Stations: 11, Adds: 0

JULIAN LENNON I Don't Wanna Know (Fuel 2000)
Total Plays: 138, Total Stations: 13, Adds: 0

PUSH STARS Any Little Town (Capitol)
Total Plays: 137, Total Stations: 13, Adds: 0

XTC Greenman (Idea/TVT)
Total Plays: 132, Total Stations: 16, Adds: 1

SUSAN TEDESCHI Rock Me Right (Tone Cool/Rounder/Mercury/IDJMG)
Total Plays: 125, Total Stations: 14, Adds: 0

TODD THIBAUD Little Mystery (Doolittle)
Total Plays: 116, Total Stations: 12, Adds: 0

JUMP, LITTLE CHILDREN Cathedrals (Breaking/Atlantic)
Total Plays: 101, Total Stations: 12, Adds: 1

PRETENDERS Human (Warner Bros.)
Total Plays: 95, Total Stations: 15, Adds: 11

Songs ranked by total plays

BREAKERS

RED HOT CHILI PEPPERS
Scar Tissue (Warner Bros.)
TOTAL PLAYS/INCREASE: 302/53
TOTAL STATIONS/ADDS: 20/0
CHART: 8

PATTY GRIFFIN
Blue Sky (A&M)
TOTAL PLAYS/INCREASE: 258/12
TOTAL STATIONS/ADDS: 22/1
CHART: 11

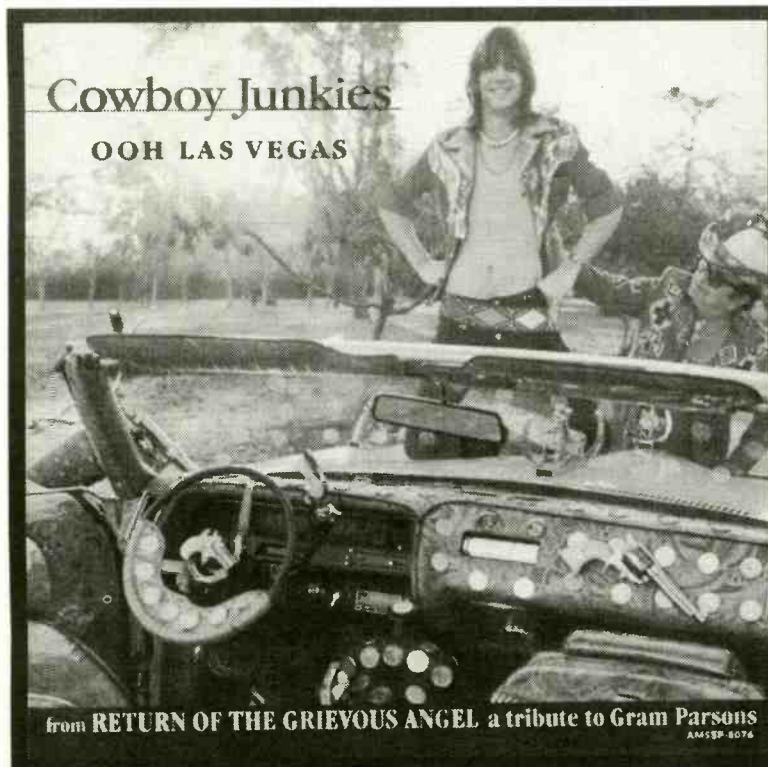
MOST ADDED

ARTIST TITLE LABEL(S)	ADDS
LYLE LOVETT You Can't Resist It (Curb/MCA)	21
COWBOY JUNKIES Ooh Las Vegas (Almo Sounds)	12
PRETENDERS Human (Warner Bros.)	11
SANTANA I/ROB THOMAS Smooth (Arista)	9
GIGOLO AUNTS Everyone Can Fly (E Pluribus Unum)	4
KENDALL PAYNE Closer To Myself (Capitol)	4
CRASH TEST DUMMIES Get You In The Morning (Arista)	3
JEREMY TOBACK You Make Me Feel (RCA)	3
TOWNES VAN ZANDT Ain't Leavin' Your... (Arista Austin/Arista)	3
ZIGGY MARLEY & THE MELODY... Beautiful Day (Elektra/EEG)	3

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
SANTANA I/ROB THOMAS Smooth (Arista)	+78
PRETENDERS Human (Warner Bros.)	+72
JEREMY TOBACK You Make Me Feel (RCA)	+63
GOO GOO DOLLS Black Balloon (Warner Bros.)	+58
VAN MORRISON Back On Top (Point Blank/Virgin)	+58
RED HOT CHILI PEPPERS Scar Tissue (Warner Bros.)	+53
COLLECTIVE SOUL No More, No Less (Atlantic)	+52
SHERYL CROW Sweet Child... (American/C2/Columbia)	+47
COWBOY JUNKIES Ooh Las Vegas (Almo Sounds)	+46
SUGAR RAY Someday (Lava/Atlantic)	+46

Breakers: Songs registering 250 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.



Cowboy Junkies

"OOH LAS VEGAS"

from RETURN OF THE GRIEVOUS ANGELS
a tribute to Gram Parsons

#2 MOST ADDED!

Including:

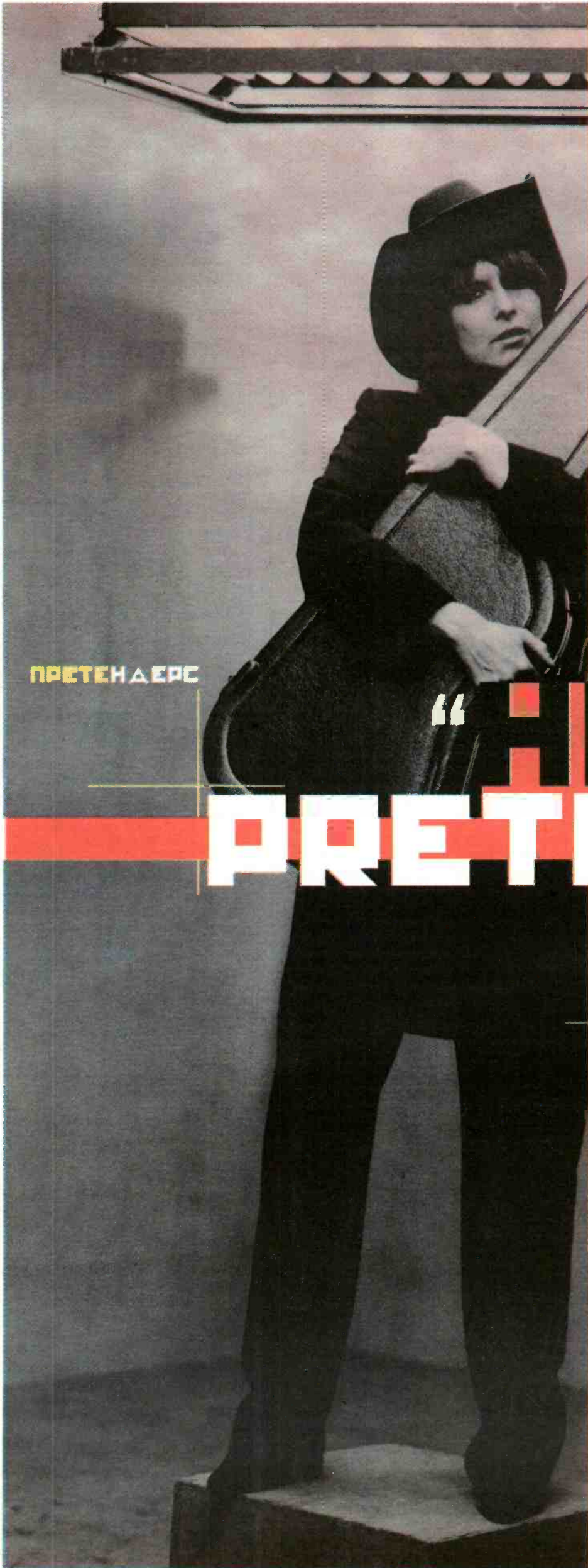
WXPN
KGSR
KFXJ

WXRV
KPIG
KTHX

WBOS
KRSH
KOTR

WRNR
WMMM
WMVY





ΠΡΕΤΕΡΔΕΡΣ

“HUMAN”

PRETENDERS

FROM THE NEW ALBUM:

VIVA EL AMOR!

Produced by Stephen Hague

Remixed by Tin Tin Out

Management: Gail Colson at Gailforce Management

Early Action At:

WXRT (#1 song)	KFOG	KTCZ
WBOS	KACD	WTTS
KGSR	WRLT	KFXJ
WXRV	WMMM	KXST
WCLZ	WMVY	WRNR



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OM/PD Country-Northern New York/Ontario/Quebec. Production, automation & promotion experience a must. Also mornings regional CHR. High energy and the drive to succeed a must. Also sales management position available. Tape & resume to: Rob Breiner, Martz Communications Group 21 High Point, Scarborough, ME 04074. 201-885-9030, Fax 207-885-5536. EOE

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Are you looking for a challenging job? Are you an on-air personality looking to make the next step? Well, we might have the position you are looking for! Oldies 98.7 WXOD in beautiful Keene, New Hampshire is looking for a Program Director. On-air ability, Selector/Digital production and working well with people are a must. Good production and promotion skills a plus. If you would like to be considered, call Brent at (603) 352-6113. EOE

CBS/Infinity Radio, Hartford

Hartford's Dancin' Oldies 293-Seven is searching for our next PM Drive/Imaging Talent... if you have a high energy presentation and god-like production skills to image our hot out-of-the-box format, send your resume, aircheck and production portfolio to: Jon Robbins, WZMX, 10 Executive Drive, Farmington, CT 06032. Please, No Phone Calls. CBS Radio is an Equal Opportunity Employer.

SOUTH

KCSE-FM has opportunities for air talent. Production, remotes with all new production/on-air studios. T&R: Marc Miller, KCSE, Box 791, San Angelo, TX 76902. EOE (06/18)

Lexington's new R&B Oldies seeks morning talent. Must have five years' experience. T&R: Bill Clary, WLTO, Box 1559, Lexington, KY 40592. EOE (06/18)

Overnights at the Beach! WGH-FM needs overnight air talent to join our successful country station. Our last overnight talent went to do mornings in Florida. Ideal candidate will have 2 years radio experience, be familiar with digital radio equipment and be ready for lots of fun in the sun! Send your tape and resume today to: Personnel Department, Eagle 97.3, 5589 Greenwich Rd., Virginia Beach, VA 23462. EOE

Morning Personality/Promotion Director wanted for locally owned Virginia "small" market Country giant that beats competition from two adjacent larger markets. All the tools, job security, great pay and committed company. Big market approach without the traffic! Radio & Records, 10100 Santa Monica Blvd., #780, 5th Floor, Los Angeles, CA 90067. EOE

Middays/Afternoons

Texas Heritage Top-40 has rare midday and afternoon openings. Possible assistant PD/MD. If you're a team player with a positive attitude, motivated, energetic, creative, and can appeal to adult females... we want you yesterday! Tape, resume and salary requirements to: Radio & Records, 10100 Santa Monica Blvd., #783, 5th Floor, Los Angeles, CA 90067. EOE

Yes, you can be creative and organized!

If you are both, we need you as our PD! Experience with Digilink, Scott Studios and Powerplay a plus. Must have strong management experience, the ability to lead and keep us on top. Bring your own team if you want! Tape, resume and salary requirements to: Radio & Records, 10100 Santa Monica Blvd., #782, 5th Floor, Los Angeles, CA 90067. EOE

JOB OPENING

FULL-TIME ON-AIR PERSONALITY

104 KRBE is seeking a candidate to fill a full-time on-air 10pm to 2am slot. Applicants must have minimum of 2 years' of radio experience, a strong work ethic, great personality and a winning attitude. Forward resume and tape to: John Peake, 104 KRBE, 9801 Westheimer, Suite 700, Houston, TX 77042. No Phone Calls. Susquehanna Radio Corporation is an EOE. Application Deadline: July 2, 1999

WCOS, Columbia, SC's heritage market leader is looking for a passionate leader. A PD who knows how to develop stationality and understands the needs of today's country station and the way to motivate and teach a staff of veterans. Rush appropriate materials to: Southern Star, 7 N. Laurens St. Suite 700, Greenville, SC 29601 Attn: PD Search. EOE

B97.1/New Orleans' legendary radio station is searching for drive time talent. Proven talent that knows how to get "inside" of the marketplace is encouraged to apply. Not looking for rude or crude, but for crafty and creative. Work for a winner! T&Rs to: WEZB, Rob Wagman, 3525 North Causeway Blvd., #1053, Metairie, LA 70002. Sinclair Communications, Inc. EOE



MORNING PRO

Southern Classic Rock Station searching for talented morning host with great phones to shake up ratings in one of America's most livable small markets. Work for one of the last locally owned stations in America. T&R to: Larry Blakeney, WXHR/WBBN/WKZW, P.O. Box 16596, Hattiesburg, MS 39404. EOE.

MIDWEST

WLHM-FM, Logansport IN seeks experienced AT. CHR format. Send T&R, salary requirements to: WLHM, Box 719, Logansport, IN 46947. EOE (06/18)

WSAL-AM, Logansport IN seeks afternoon drive host. Rush T&R, salary requirements to: WSAL, Box 719, Logansport, IN 46947. EOE (06/18)

Chicago Sportradio WSCR seeks aggressive sports reporter/anchor with personality. T&R: Ron Gleason, WSCR, 4949 W. Belmont, Chicago, IL 60641. EOE (06/18)

DIRECTOR OF SALES

Journal Broadcast Group — Omaha Operations, consisting of KEZO-FM, KKCD-FM, KSRZ-FM, KESY-FM, KOSR-AM, KBBX-AM and WOW AM/FM is seeking a Director of Sales to lead its talented Omaha sales group. This position reports directly to the Vice President/General Manager. We want a heavy hitter. If your track record and skills include dynamic leadership, strategic vision, multiple station selling, NTR, optimism, high energy, organization and a "can do" attitude, you might have a chance. If not, please don't apply. We're serious — only the best will be considered. Preferred experience and education of at least five years as a General Sales Manager or Sales Director with a related college degree. Be prepared for a tough interview process. The winner hits the jackpot. Journal Broadcast Group provides employee ownership, excellent benefits; successful stations, upward mobility, management autonomy and a very upbeat, dynamic work environment. One more thing — since we do not own 400+ stations, the entrepreneurial spirit is alive and well in our company. "Central Headquarters" does not make our decisions. If you're the right one, reply in confidence to: Jim McKernan, Vice President/General Manager, Journal Broadcast Group, Inc., Omaha Operations, 11128 John Galt Blvd., Suite 192, Omaha, NE 68137, Phone: (402) 592-5300 ext. 5337, Fax: (402) 592-6605
E-mail: mckernan@journalbroadcastgroup.com
Journal Broadcast Group is an employee-owned company. Applications will be accepted until the position is filled. Journal Broadcast Group is an Equal Opportunity Employer offering a myriad of excellent benefits including stock ownership. M/F/H

WLHM-FM in Logansport, IN is looking for an experienced air talent to fill our AM drive position on our CHR station. Applicant must be community oriented. Please rush T&R and salary requirements to: WLHM, P.O. Box 719, 619 E. Main St., Logansport, IN 46947. EOE

OPENINGS

Talk Host

Ready for the challenges of the next generation of major market talk radio? If you have a great medium/large market talk radio rating track record, we need YOU. Get ready to move in, get fired up, get into the community, and make our ratings happen. Immediate opening. Rush unedited show tapes, resume, philosophy to: Radio & Records, 10100 Santa Monica Blvd., #779, 5th Floor, Los Angeles, CA 90067. EOE

News Anchor

Midwest market News/Talk station seeking experienced news anchor. Excellent writing skills, strong air voice and ability to work well under pressure in a fast-paced operation. Send tape and resume to: Radio & Records, 10100 Santa Monica Blvd., #784, 5th Floor, Los Angeles, CA 90067. EOE

WEST



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OPENINGS

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We're building a new staff and need talented people. We are currently looking for Program Director, Promotions Director, Sales Staff, On-Air Personalities — Full-time and part-time.

If you are up to the challenge, send your resume and tapes to: Jammin' Personnel, 1560 Broad, Suite 1100, Denver, CO 80202 or fax to: (303) 832-7000. No calls please. Minorities encouraged to apply. EOE

Local Sales Manager

There's only one person who can be excellent at this job and we hope it's you. 96.5 The Peak, Denver's top radio station (Howard Stern/New Rock) is looking for a talented, creative, energetic leader with a proven track record to handle a talented local sales staff and urge them to greatness. This job pays \$100,000/yr! You must be experienced in management, always seek excellence in yourself and your team, and work hard to succeed. Radio experience is preferred but sales management skills are important. Write us one page. Tell us why you're the only choice. Send us your resume. Fax to: Christine Berzins, (303) 572-7050.

CHR-Power 100.5/KPSI-FM, Palm Springs, CA is looking for their next night jock. If you are creative, fun, great with listeners and have a winning attitude, then you are the person we're looking for. Live remote experience and production skills are also a must. Send your T&R to Mike Keane, c/o Power 100.5, 2100 Tahquitz Canyon, Palm Springs, CA 92262. KPSI is an Equal Opportunity Employer.

OPENINGS

PD/Morning Great AC personality needed 7/1/99. Heavy community involvement, promotionally savvy, you know how to capture 25-54 audience. Great N. California college town. T&R to: KMXI, 2654 Creamer Lane, Chico, CA 95928. EOE

Production Director for Seattle Top-40. Work in beautiful Seattle as production director. Wanted: hot promos, strong voice, creative writing and excellent management skills. We offer the city's top salaries, excellent benefits, stable ownership and a fun work environment. Send resume and best work to: Gary c/o Radio & Records, 10100 Santa Monica Blvd., #778, 5th Floor, Los Angeles, CA 90067. EOE

AC Afternoon Drive female-focused station. Excellent opportunity for engaging air talent with one-to-one approach, positive attitude and community spirit. Public appearances a must. Northwest college town. Women, minorities encouraged. Aircheck/production tape requested. Radio & Records, 10100 Santa Monica Blvd., #781, 5th Floor, Los Angeles, CA 90067. EOE

KRWM Radio Seattle seeks a program Director who "gets it." This soft AC is riding high in America's greatest city and needs a coach to program the music and work with a mature air staff. If you can maintain and grow this adult-oriented format and enjoy soft AC, contact: Marc S. Kaye, VP/GM, KRWM 106.9 FM Radio, (425) 373-5545, (425) 373-5531 FAX

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POSITIONS SOUGHT

POSITIONS SOUGHT

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Jay Williams is seeking to move to your station soon. Call JAY: (608) 723-5209 or look here for info: <http://listen.to/jaywilliams/> (06/18)

15 year veteran with extensive NewsTalk, AC, Oldies, Classic Rock and Country experience seeking to get back into radio...ALAB ZAREK: (618) 345-1073, www.adz@stlnet.com (06/18)

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Publisher's Profile

By Erica Farber



NORMAN FEUER

Radio Executive

As consolidation continues, Triathlon Broadcasting Company is one of the latest groups to be sold and merged. The President and CEO had been one of radio's great talents, Norman Feuer. With a 40-year career concentrated in advertising, media, radio sales, station and group management and station ownership, Feuer is truly a career broadcaster. He has worked with such companies as CBS, Katz, Viacom and Noble Broadcasting, and with stations in both large and medium markets.

Once he became involved in radio, Feuer was hooked. He takes pride in the fact that he met many of his true friends early in his career. Although he admits radio is always changing, he still believes it's a fun business.

There is never a time when he is too busy to return a call or to help someone who has reached out to him. As a man always on the move, it is only a matter of time before he is back in action.

Getting into the business: "Some 15-year-old kid decided he was going to go into advertising. I just made that decision. It seemed to me that's what I wanted to do. I ended up getting into radio full time because I did some radio buying at the ad agencies."

Difference between owning and running a group: "The responsibility you have for people's lives is totally different when you run a group. Working for CBS, I never questioned whether or not I would get a paycheck on the 15th and 30th. When you own a group and are responsible for paying, you need to make sure you have the ability to do that. That puts a different onus on you."

Working in major and medium markets: "In the major markets you always hear the cry, 'We can't find good talent.' That becomes even more critical in smaller markets. In all the years I ran Triathlon, nobody ever called me and said, 'I've been wanting to work in the Tri-Cities all my life. Do you have a job for me there?' That's not true of Denver, Miami or San Diego. You attract good talent because of the areas you're in. Number two, the breadth of the experience of your managers is not as great in smaller markets."

His exit plan when he joined Triathlon: "Triathlon was started prior to the Telecommunications Act of 1996. You might remember that Sillerman's SFX was a major backer. The original game plan was for Multimarket to be east of the Mississippi in markets 50 and above, Triathlon was to be west of the Mississippi in markets 50 and above and SFX was going to concentrate on the top 50 markets across the country. The game plan, once the Telecom Act was passed, was that we would combine them all. Timing presented a problem. Triathlon was too new to be able to command the valuation on its stock that SFX and Multimarket had been getting. By the time the timing might have been right, SFX merged with Multimarket and was sold to Capstar."

His next move: "I made enough money that my ex-wives are very happy about the deal. I'll have enough to retire in the manner to which I've become accustomed. I'm probably going to take the summer off and then look at the opportunities. There are one or two things that have come out of the woodwork that I am looking at now that could prevent me from taking the summer off, but that's only because I feel they are decent opportunities. I'm not searching them out; they came at me. If that doesn't happen, it's no problem, but if it does, I'll just turn back and start all over again."

On retirement: "When we sold K-BEST and I came out with a decent amount of money, I took eight months off. The only reason I went back to work was that my accountant got real nervous about how I spent money and decided that I needed to go back to work. I think he was actually worried about his fee, if you want to know the truth. I learned something about myself; I learned that I could keep myself busy and not get bored. I never knew that. That, interestingly enough, is what most people would be surprised to learn about me, the fact that I can take time off. I don't have to be working 24 hours a day."

Dealing with change: "Everybody does get nervous about change. You just have to nurse people through it. There are two schools of thought. Some people say if you're going to make a change, you should make it abruptly and let everybody get over it. My personality has not allowed me to do that. I try to ease people through change. I work with them and spend a lot of time demonstrating to them why the change is good and why it'll be better. That's my style. In my opinion, the only way is to work with people and work hard at demonstrating why they will be better off."

Observations about the industry in general: "One observation I made most recently is that we have an absolutely tremendous opportunity with the Internet. As a media partner, radio is best suited — more than any other medium — to match up with the Internet. I really believe that is true consolidation. If the megacompanies adopt and pursue this as they seem to be indicating that they will, I don't see any problem with us getting to the mythical number of 10% of the advertising dollars."

Most influential individual: "Probably two guys back in my CBS days. Charlie Warner for hiring me, for giving a guy with no sales experience a shot and helping me grow and develop. The reason I left *Life* magazine is that they wouldn't give me that same opportunity. Also at CBS, Ray Barnett. He's no longer with us. When I repped his station, I was with CBS spot sales, and he was General Sales Manager at KNX. The thing that impressed me — and the thing he taught me — was that he was so well-prepared every time he made a sales call; he was so squared away. That had an impact. I always said to myself, 'I want to be just like that guy. I want to be prepared for everything I have to do.'"

Career highlight: "Viacom, when it was Vee-a-com. I think Bill Figenshu and I had a religious experience. We turned around that whole division, set it and set the game plan for the future. WLTW was WKHK at the time. It was 23rd in the market and losing a million and a half dollars. I don't have to tell you the cash flow it's throwing off today. Obviously, it's the premier Soft AC station in the country. Bill and I worked only a short period of time, but we set the whole division. He certainly carried on after I left to take it to further heights, but that was probably a crowning story."

Career disappointment: "I don't really have disappointments. We've all had setbacks, but nothing that didn't turn around the next day. I'm comfortable with the friendships I've made, the business acquaintances I've made, the way I've conducted business and the way people have treated me in the business."

Favorite radio format: "I'm a Soft AC guy."

Favorite song: "I am very fond of the song from *Titanic* by Celine Dion."

Favorite television show: "Boxing, period. I think I'm going to lose my wife over the next boxing match!"

Favorite book: "*Built to Last: Successful Habits of Visionary Companies* by Jim Collins."

Favorite movie: "*Prince of Tides*."

Favorite restaurant: "La Grenouille in New York."

Beverage of choice: "Light beer, no particular brand. They all advertise."

Hobbies: "I love to fish. It's interesting: Usually, I have the attention span of an amoeba, but I can sit all day and fish. I don't know why. I don't care if I even catch a fish!"

Stock recommendation: "I don't invest in the stock market. I will take some proceeds out of the sale of Triathlon and do some investing, but I haven't played the stock market at all. You don't want a recommendation from me on that, for sure."

Communication medium of choice: "Mostly telephone. I don't like e-mail, because that's one more place I have to look for a message. I'm real good at one-on-one communication. I've always asked people not to leave me a voicemail if they know I'm in the office; just make sure I get a message, and I'll call them back. I return every phone call within less than 24 hours. That's a rule of mine."



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