

NEWSSTAND PRICE \$6.50

Rock Radio Gets Very Disturbed

Disturbed grab Most Added honors at three formats



— Rock, Active Rock and Alternative — this week with "Prayer," the first single from their forthcoming album *Believe*. Disturbed are also featured in this week's Active Insight, Page 79.



RADIO & RECORDS

www.radioandrecords.com

AUGUST 9, 2002

Make Sure Your Message Is Heard!

In today's overcommunicated society, it's very difficult for any single message — including those from radio stations — to make an impression on consumers. This week **John Parikhal** discusses the strategies and tips that will help your marketing strategy cut through the clutter. The story begins on Page 1.



FAITH HILL

CRY

8.12.02

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RHYTHMIC MONITOR 11* +162
CROSSOVER MONITOR 23* +114

HOT 97/New York 65x
 B96/Chicago 50x
 WLLD/Tampa 45x
 KOHT/Tucson 40x
 KUBE/Seattle 45x
 KXJM/Portland 55x
 KLUC/Las Vegas 56x
 WNVZ/Norfolk 55x

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 including:

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WWHT/Syracuse	70x	Top 5 Callout!
WKHF/Harrisburg	61x	Top 5 Callout!
KFMD/Denver	42x	#1 Phones!
WELZ/Tampa	42x	
WLDI/W Palm Beach	42x	
WDKF/Dayton	42x	
WKSC/Chicago	40x	
WKFS/Cincinnati	30x	
WIHT/Washington D.C.	25x	
KHTS/San Diego	20x	
WHY/Miami	20x	
WXXL/Orlando	20x	
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**AUDIENCE
 APPROACHING
 30 MILLION**

AM **ANGIE MARTINEZ**
IF I COULD GO!

FEATURING **LIL' MO AND SACARIO**

THE FIRST JOINT FROM HER NEW ALBUM **ANIMAL HOUSE**
 ALBUM COMING THIS SUMMER

PRODUCED BY RICK ROCK FOR SHARICK & MOOK, INC.
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Getting your message across in today's overcommunicated society is a serious problem for every marketing expert. **John Parikh** explores this important issue in our Management, Marketing & Sales section, which begins on this page. Also this week, **Walter Sabo** asks — and answers — today's top question: "What's wrong with radio?" His answer? The rates! This week's MMS section also has another installment of Countdown to the People Meter, and sales consultant **Irwin Pollack** offers you the first 30 questions you need to ask a client.

Pages 1, 10-15

AIR PERSONALITY THEME ISSUE

In conjunction with the annual Morning Show Boot Camp happening this week in New Orleans, R&R's format editors discuss all things air talent. You'll read profiles of highly rated morning shows, stories of successful syndicated efforts, top tips from consultant Tommy Kramer, a view of management perspectives and a great article — beginning on this page — about a Dallas air personality and her efforts to get her listeners to read more books.

IN THE NEWS

- **Chick Hearn**, legendary basketball announcer, dies
- **Steve Stiles** becomes PD of WNUA/Chicago
- **WLCE/Philadelphia** flips to gold-based AC WSNI
- **Ted Stecker** becomes OM for KSCS/Dallas

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THIS #1 WEEK

- CHR/POP**
• **AVRIL LAVIGNE** Complicated (Arista)
- CHR/RHYTHMIC**
• **NELLY/KELLY ROWLAND** Dilemma (Fo' Reel/Universal)
- URBAN**
• **NELLY** Hot In Herre (Fo' Reel/Universal)
- URBAN AC**
• **MUSIQ** Halfcrazy (Def Sou/IDJMG)
- COUNTRY**
• **MENNY CHESNEY** The Good Stuff (BNA)
- AC**
• **CELINE DION** A New Day Has Come (Epic)
- HOT AC**
• **AVRIL LAVIGNE** Complicated (Arista)
- SMOOTH JAZZ**
• **OE SAMPLE X** Marks The Spot (PRA/GRP/VMG)
- ROCK**
• **RED HOT CHILI PEPPERS** By The Way (Warner Bros.)
- ACTIVE ROCK**
• **RED HOT CHILI PEPPERS** By The Way (Warner Bros.)
- ALTERNATIVE**
• **RED HOT CHILI PEPPERS** By The Way (Warner Bros.)
- TRIPLE A**
• **DAVE MATTHEWS BAND** Where Are You Going (RCA)



More Than 600 Clear Channel Employees Dismissed In June

■ Additional layoffs pending from Ackerley merger; lawsuits with *Inside Radio* settled

By JOE HOWARD
R&R WASHINGTON BUREAU
jhoward@radioandrecords.com

Although Clear Channel shook one monkey off its back last week by finally reaching a settlement in a long-pending legal battle, news that the company has laid off hundreds of employees this summer was worsened by an admission that it may lay off many more.

Clear Channel said in an Aug. 1 SEC filing that it laid off 630 employees in June and that another 170 layoffs are pending — all related to the restructuring associated with the company's merger with Ackerley. Clear Channel reported that the June merger set it back \$40 million in restructuring expenses and that, during the first six months of the year, about \$8.9 million

was paid to the restructuring reserve related to severance.

In an effort to address the recent trend of corporate accounting irregularities, Clear Channel management made it a point to personally attest to the company's financial data.



Chairman/CEO Lowry Mays said he and CFO Randall Mays have signed sworn statements that the company's most recent SEC filings contain no "material errors or omissions."

Lowry Mays released a statement saying, "Clear Channel has always operated openly, honestly and fairly, and we are proud to sign these statements personally. Clear Channel is pleased to

CLEAR CHANNEL/See Page 18

Velasquez Erupts As Lava Records Sr. VP/Promotion

Lisa Velasquez has been appointed Sr. VP/Promotion for **Lava Records**. She was previously VP/Pop & Crossover Promotion for Atlantic Records. She has also worked at the EastWest, RCA and Island labels.

"Having had the pleasure of working alongside Lisa while at Atlantic Records makes this appointment all the more sweet," Lava founder Jason Flom said. "Her highly motivated and results-oriented approach, sensitivity to the creative process and leadership skills



Velasquez

Jessie's Book Club

■ Move over, Oprah, Alternative has Jessie

By JIM KERR
R&R ALTERNATIVE EDITOR
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In radio, calculated risks can lead to big successes. Being the person who launches and oversees such a project is one of the great radio experiences, especially if you face resistance along the way.

However, there are also things that develop purely on their own, increasing in momentum while the participants just scratch their heads and enjoy the ride. As rare as a calculated risk is in radio these days, it's rarer still to see grassroots support for such an idea.



Jessup

This is a great radio story about both, a calculated risk and the ground swell of public support that developed for it.

It takes place in Dallas, where **Jessie Jessup** hosts afternoon drive on KEDGE (The Edge). Jessup's idea was simple: She developed a monthly book club. Perhaps that doesn't seem like that big a deal, but we aren't talking about an NPR station or even a Talk station; we are talking about an Alternative station.

You may still not consider this to be a big deal, but, through luck and hard work,

See Page 80

VELASQUEZ/See Page 18

Q2 Earnings Continue To Roll

■ Entercom spurred by ratings growth, improved ad market; Radio One turns profit, beats street

By MOLLIE ZIEGLER
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Despite continued volatility in the stock market, a host of radio companies provided investors with reasons to have faith that the sector is bouncing back. Several radio companies reported improved quarterly earnings, with only one media company — whose primary business isn't radio — showing a significant loss.

Helped by ratings growth and an improving advertising market, **Entercom's** Q2 net income rose from \$9.9 million (21 cents per share) to \$16 million (32 cents). Before an accounting change, the company's earnings

per share rose a penny to 35 cents and met Thomson First Call analyst estimates. Net revenues increased 15%, to \$108.5 million; broadcast cash flow gained 18%, to \$47.8 million; and after-tax cash flow grew 10%, to \$29.1 million (59 cents).

On a same-station basis, net revenues increased 6% and BCF climbed 7%. **Entercom** — which said its quarterly revenue, BCF and ATCF were the highest in its 33-year history — expects Q3 revenue of \$102 million, BCF of \$42 million and ATCF of 54 cents per share.

EARNINGS/See Page 34

PART FOUR OF A FIVE-PART SERIES

Cutting Through In An Overcommunicated Era

By JOHN PARIKHAL
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If you hate telemarketers or tune out as soon as you hear a commercial on the radio or hit "Mute" when you see a commercial on TV, you're not alone. You're living in the overcommunicated world.

The overcommunicated world is characterized by a relentless demand for your attention, usually without giving anything back.

The overcommunicated world is filled with noise — thousands of messages trying to



Parikh

change your mind, get you to buy or change your behavior. As a result, people are developing increasingly sophisticated ways to filter out the noise.

Technologically, we use caller ID to keep the home-invasion telemarketers at bay. Psychologically, we practice "instant amnesia," and we forget things as soon as we hear them.

But in a marketing-driven overcommunicated world, marketing is more important than

See Page 10

Radio Stocks Hit Five-Year Lows

By ADAM JACOBSON
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Five radio companies were downgraded on Aug. 2 by Wachovia Securities analyst Jim Boyle, and investors heeded Boyle's recommendations by dumping their shares on Monday. The result was a drop of 13.91 the R&R composite index, which finished the day at 139.39 — its lowest level since July 1997.

While Boyle may be to blame for Monday's malaise on Wall Street, the R&R index's dreadful finish that day only punctuated the steep decline in radio issues seen over the last two months. As of Tuesday's close, which saw an improvement that almost erased Monday's losses, the index was off 111 points from June 6 and 44 points from July 8. The index is

STOCKS/See Page 18

THE ARTIST DEVELOPMENT STORY OF THE YEAR CONTINUES!!!

"PO FOLKS" FEATURING ANTHONY HAMILTON

The Album Watermelon, Chicken & Gritz APPROACHING PLATINUM



"A great song from a very talented group... they're on their way"
— *K.J. Holiday, WJLB/PD*

Urban
WGCI, Chicago
WHRK, Memphis
WBOT, Boston

"Loved it from the first listen. This is definitely one of my picks and is gonna have a good run. 'Po Folks' is **THA BOMB!**"

— *Dave Morales, KHKS/MD*

CHR/Rhythmic
WJMN, Boston
WJMH, Greensboro
KBXX, Houston

Nominated for MTV2 Award at 2002 MTV Video Music Awards

MTV "Rock & Roll Hall of Fame" Hour long Performance airs 7/31

MTV 'DFX' @ The Beach House taping 7/25

**On the Sprite Liquid Tour
with Jay-Z, Hoobastank, 311, and N.E.R.D.**

Just added to MTV

In Heavy Rotation on BET

In 'Crank Rotation' on MTV2 (Heavy Rotation)



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Stiles Appointed WNUA/Chicago PD; Kaake Named OM

Steve Stiles has been named PD at WNUA/Chicago, effective Aug. 26. The appointment marks a return to the Clear Channel Smooth Jazz outlet for Stiles, who was WNUA's Asst. PD before joining Washington, DC-based XM Satellite Radio as PD of its Watercolors channel.

Stiles succeeds Carl Anderson, who exited WNUA's Asst. PD/MD post last week to join WJZW/Washington as PD. Meanwhile, WNUA PD and WLIT/Chicago OM Bob Kaake has been promoted to OM of both stations.

"Replacing Carl wasn't the easiest thing to do, and Bob's solution to fill the big shoes Carl left was to bring Steve back," Clear Channel Regional VP/Chicago Market Manager John Gehron told R&R. "Steve has such a deep understanding of how this radio station works, and that's very important to everyone here, because it's a very special place."

Kaake told R&R, "I am so glad to have Steve back. We had to re-establish balance in the world after losing a very important person, Carl Anderson, to Washington. That would have made two incredible

STILES/See Page 17

KSCS/Dallas Sticks With Stecker As OM

After three weeks as interim PD of KSCS/Dallas, Ted Stecker has officially been named OM for the ABC Radio Country outlet. He succeeds Dean James, who exited July 11.

Stecker is entering his second stint at KSCS and his fourth with ABC, if you count his time with Capital Cities. He told R&R, "I'm just really glad to be back with KSCS and working with all the great people here."

Most recently OM for Clear Channel's Country combo KTST & KXXY/Oklahoma City, Stecker programmed KSCS from 1987-92. His background also includes programming stints in Atlanta, Chicago, New Orleans and Washington, DC.



Stecker

'Now' At The Bone



Def Leppard recently stopped by Classic Rock KDBN (The Bone)/Dallas during a national tour to promote their new album, X. The first single from the album, "Now," is getting airplay at Rock, Active Rock, CHR/Pop and Hot AC, and the band are currently planning their next world tour. Seen here are (l-r) bandmembers Joe Elliott and Phil Collen, Bone morning show member Randy Jones and bandmember Vivian Campbell.

L.A. Lakers Voice Chick Hearn Dies

■ **Legendary broadcaster called over 3,000 games**

By Al Peterson
R&R NEWS/TALK/SPORTS EDITOR
alpeterson@radioandrecords.com

Chick Hearn, the unmistakable voice of the NBA's Los Angeles Lakers for 42 years, died Monday as a result of complications from a brain hemorrhage he suffered after falling and hitting his head at his suburban Los Angeles home last weekend. He was 85.

Born Francis Dayle Hearn in Aurora, IL on Nov. 27, 1916, Hearn reportedly earned the nickname "Chick" when, as a college basketball player, he was given a box of sneakers by his teammates, only to find a chicken inside. Although best known for his work with the Lakers, most recently on KLAC/Los

Angeles, Hearn called virtually every kind of sporting event, including championship boxing, NCAA football and even *Bowling for Dollars*.

Hearn joined the Lakers when the team moved from Minneapolis to Los Angeles in 1960 and has been the team's only play-by-play announcer ever since. Widely credited with adding now-standard phrases like "slam dunk" and "air ball" to the lexicon of modern-day basketball, Hearn called a record 3,338 consecutive games between 1965 and December 2001.

A heart attack and subsequent broken hip sidelined the colorful announcer for just over three

HEARN/See Page 17



Hearn

'Alice' Doesn't Live Here Anymore

■ **WLCE/Philly reverts to WSNI, a gold-based AC**

Hot AC WLCE (Alice 104.5)/Philadelphia returned to its roots on Aug. 1 by readopting the market's heritage WSNI call letters and "Sunny 104.5" moniker and flipping to a gold-based AC format. Clear Channel/Philadelphia VP/Cluster Operations Dave Allan told R&R that "SNI will be a female-targeted, gold-based station focusing on the 35-54 demo and will play hits from the '60s, '70s and early '80s."

"Sunny 104.5 will play favorite hits from artists like ABBA, Neil Diamond, Billy Joel, Bread, Chicago, Hall & Oates, James Taylor,

The Monkees and many other artists you have not heard on Philadelphia radio in a long time," announced a collective statement from Clear Channel Regional VP/Market Manager Richard Lewis, Regional VP/Sales Jay Sterin, Director/Sales Cassandra Banko and LSM Paul Blake.

"Really, when was the last time you heard Sonny & Cher on the radio? Or, for that matter, how about Neil Diamond or Barry Manilow? It has been a long time, but now these favorites and many other great names

WSNI/See Page 17

AUGUST 9, 2002

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Lindy Adds WOCT/Baltimore PD Duties

Scott Lindy, OM/PD of Clear Channel's top-rated Country WPOC/Baltimore, has added PD duties at Classic Rock sister WOCT (B104.3)/Baltimore. Lindy replaces Mark Bradley, who exits.

"I've been in AOR and Classic Rock for 10 years," Lindy told R&R. "This wasn't a consolidation effort. It was a 'Let's go out



Lindy

and find the best PD for the job' situation, and I decided to throw my hat in the ring. WPOC is the No. 1 12+ radio station, and I obviously had to sell them on the fact that 'POC will not slip.'"

Lindy said the first thing he will focus on at WOCT is the music. "You can't

LINDY/See Page 17

Salkowitz Set To Program Sirius Talk

Veteran programmer Joel Salkowitz has been named to the newly created position of PD/Internal Talk Programming for Sirius Satellite Radio. Salkowitz will be responsible for overseeing and directing all talk programming that originates from Sirius' New York City studios and will assist the satcaster's talk programming partners



Salkowitz

in the development of their respective channels.

Salkowitz reports to Sirius VP/Entertainment, Information & Programming Operations Jay Clark, who told R&R, "Joel's one of the best PDs in the country, with a really great track record. He has all the right skill sets to make our talk

SALKOWITZ/See Page 17

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SBS Broadens, Defends Suit Against Clear Channel, HBC

By MOLLIE ZIEGLER
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Turning up the heat on rival Hispanic Broadcasting and HBC partner Clear Channel Communications, Spanish Broadcasting System has broadened its lawsuit against the pair, alleging further anticompetitive practices and seeking increased damages.

The initial suit accused Clear Channel and HBC of anticompetitive conduct designed to harm or eliminate Miami-based SBS. SBS has now broadened its complaint to allege, among other things, that on May 16 Clear Channel "representatives" defaced and destroyed the Oakland, CA, facilities of SBS's KPTI-FM by spray-painting the walls with obscene and pornographic messages — Clear Channel operated the property under an LMA when it was KXJO and part of the KSJO Network. SBS now seeks damages in excess of \$500 million.

The amended complaint also alleges that Clear Channel required Hispanic Broadcasting to enter into a merger agreement with Univision rather than permit HBC to continue settlement negotiations with SBS that could have led to an HBC-SBS mer-

ger. Additionally, SBS claims that HBC leveraged its relationship with Clear Channel to get favorable treatment from outside auditors and valuation consultants. HBC Chairman/CEO McHenry Tichenor Jr. refused to comment to R&R about the case.

Clear Channel attorney Steve Susman called the action "entirely frivolous." "I've successfully defended and prosecuted antitrust actions for over 20 years, and this has to be the most shameless publicity stunt I've ever seen," he said. "SBS is nothing more than a sore loser in its competition with HBC over the years in the Spanish-language radio market. I fully expect Clear Channel to be vindicated and dismissed from this suit long before any trial occurs." There has been no official comment from Clear Channel about the suit.

SBS Defends Suit In Conference Call

Attorney David Boies joined SBS executives in a conference call Monday to discuss the lawsuit, and Boies said the case was not filed lightly and that, due to "a great deal of research and analysis," SBS has "better proof" of the alleged abuses than is typical in similar suits. In response to Susman's comments, Boies wondered aloud why Clear Channel had requested additional time to answer the complaint — about triple the usual allotted time, he said.

Boies, who served as Al Gore's attorney in the 2000 presidential election dispute and represented the federal government in its antitrust case against Microsoft, said he expects the HBC case to move along quickly, with the first substantive hearing before the court this fall and the trial beginning in roughly a year. SBS Chairman/CEO/President Raul Alarcon Jr. said during the call that he attempted to resolve the issues in a "private, forthright and amicable manner" before filing suit.

Terry Jacobs Says Regent Is 'Above All Else, Ethical'

By JOE HOWARD
R&R WASHINGTON BUREAU
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During a call to discuss the broadcaster's second-quarter financial results, Regent Communications executives took the opportunity to talk about Regent's immunity to the recent wave of corporate accounting scandals, its openness to joining forces with another company and Rep. Russ Feingold's chance of success in his crusade to rewrite the rules for the radio and recording industries.

Regent Chairman/CEO Terry Jacobs said his company is "above all else, ethical," when it comes to how it conducts business and said the evidence of that can be seen in how Regent is structured. "Seven of the nine directors are independent," he explained. "Our compensation, audit and executive committees are all comprised of independent outside directors."

He also pointed out that Regent has never made any loans to management and noted that, when the company was founded, none of the managers were given supervoting stock — a move, he said, that ensured that management's interests were "directly in line with all shareholders."

Right now Jacobs may believe it would be in shareholders' best inter-

ests to take on a new partner: He told investors during the call that Regent is interested in merging with private companies as a way to expand its business. "We know we're an attractive partner," he said, pointing to Regent's low debt and healthy balance sheet — but he added that the company won't make an acquisition just for the sake of growing. Instead, Jacobs said that any deal the company would strike must meet its strict acquisition criteria, which include offering value to Regent shareholders.

Jacobs said Regent is in a good position to make a large acquisition,

REGENT/See Page 6

BUSINESS BRIEFS

Liggins Calls Arbitron 'A Monopoly'

We're in a fight with Arbitron right now, so I don't know what the Atlanta ratings are," Radio One President/CEO Alfred Liggins told an analyst who asked during Radio One's Q2 conference call Monday why Liggins did not elaborate on the broadcaster's Atlanta business. Liggins continued, "It should not affect us, but the way the stations were trending, I suspect we're in a 12-14-point range." It's believed that the company is refusing to pay for its spring 2002 ratings. Asked what Radio One's dispute is with Arbitron, Liggins said, "It's the source of every fight with Arbitron: They're a monopoly and the only game in town." Arbitron VP/Communications Thom Mocarsky told R&R that the situation does not involve an expired contract and that the stalemate with Radio One involves issues unique to Atlanta.

Mays Family Buys More Clear Channel Stock

A Mays family trust has purchased nearly \$5 million in Clear Channel Communications stock in open-market purchases; the trust made a similar purchase on July 25. "Clear Channel is a strong and successful company, and our family was excited about making this second new investment in Clear Channel stock," Chairman/CEO Lowry Mays said. "This company's bright future makes the stock a great investment." The news of the purchase followed a decision by Wachovia Securities analyst James Boyle to lower Clear Channel's rating from "strong buy" to "buy"; CC stock fell 9% Monday, to \$22.62, for its lowest close since April 1997, discounting a 1998 two-for-one stock split. The shares rebounded to \$24.45 on Tuesday.

Most Americans Want No Ads On Sept. 11

An Advertising Age survey of 307 Americans found that 51% of U.S. consumers believe marketers should refrain from advertising their wares on the first anniversary of the Sept. 11, 2001 terrorist attacks. The survey, conducted for Advertising Age by WPP Group's Lightspeed Research, found that 34% of consumers would find it acceptable to run ads on Sept. 11, 2002; 15% expressed no opinion. Sixty-two percent of those who participated in the online survey said their opinion of a company would not change if it advertised on Sept. 11, but of those whose opinions would change, the overwhelming majority said they'd view the advertiser negatively. Half of the survey's respondents said that programs commemorating 9/11 would be an appropriate venue for advertising. It's not yet known if any radio broadcasters will forgo ads on Sept. 11. TV's FOX and FOX News Channel will air no advertising for the full day — at a cost of \$5 million.

Continued on Page 18

R&R Stock Index

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

	Change Since				
	8/2/01	7/26/02	8/2/02	8/2/01	7/26/02-8/2/02
R&R Index	257.69	152.46	153.13	-41%	+0.4%
Dow Industrials	10,512.78	8264.39	8313.13	-21%	+0.6%
S&P 500	1,214.35	852.84	864.24	-29%	+1.3%



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

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Susquehanna People

On and off the air, it's clear to see who's having fun in Houston! As the anchors of 104 KRBE's Morning Show, Sam & Maria share a special chemistry that really clicks with listeners. That's one element of their success. Another is the support they get from Susquehanna Radio Corp. "They give us the resources we need to do the job right," says Sam. "We have great facilities, a great support staff, and promotion people who bring it all together."



After nearly 10 years on the air, this dynamic duo is looking forward to many more. In Sam's words, "We're happy. We love coming to work here!" Without missing a beat, Maria adds, "It's a great place to work. I'd recommend it to anybody!"



Make a Sound Career Choice!

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*Sam Malone
& Maria Todd*

Morning Show Hosts
104 KRBE, Houston



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DEAL OF THE WEEK

• **KYXS-FM/Mineral Wells (Ft. Worth), TX**
\$6 million

2002 DEALS TO DATE

Dollars to Date: \$4,526,976,986
(Last Year: \$3,868,725,728)

Dollars This Quarter: \$97,459,751
(Last Year: \$241,794,925)

Stations Traded This Year: 489
(Last Year: 1,045)

Stations Traded This Quarter: 59
(Last Year: 135)

TRANSACTIONS AT A GLANCE

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

- KISI-FM/Malvern, AR \$325,000
- WWCA-AM/Gary, IN \$1.5 million
- KMHT-AM & KZEY-FM/Marshall, TX \$400,000
- WAMM-AM/Woodstock, VA \$140,000

LKCM Buys In Fort Worth Suburbs

☐ Purchases upgraded FM for \$6 million; Vox Media buys three in the Berkshires from Tele-Media

Deal Of The Week

Texas

KYXS-FM/Mineral Wells (Ft. Worth)

PRICE: \$6 million
TERMS: Asset sale for cash
BUYER: LKCM Radio Group LP, headed by VP/Director Kevin Pregil. Phone: 817-332-3235. It owns no other stations.

SELLER: Jerry Snyder & Associates, headed by owner/President Jerry Snyder. Phone: 817-325-9509
FREQUENCY: 95.9 MHz
POWER: 80kw at 1,079 feet
FORMAT: Adult Standards

Multistate Deal

Tele-Media/Vox Media Transaction
PRICE: \$4.3 million

TERMS: Asset sale for cash
BUYER: Vox Media Corp., headed by owner Jeff Shapiro. Phone: 781-239-8018. It owns 30 other stations. This represents its entry into the markets.
SELLER: Tele-Media Broadcasting Co., headed by VP/COO Radio Ira Rosenblatt. Phone: 603-889-1063
BROKER: Frank Boyle of Frank Boyle & Co.
COMMENT: Great Northern Radio will be shown as the licensee of these

stations; it is a subsidiary of Vox Media.

Massachusetts

WBEC-AM & FM Pittsfield

FREQUENCY: 1420 kHz; 105.5 MHz
POWER: 1kw; 950 watts at 591 feet
FORMAT: News/Talk; Hot AC

New York

WZEC-FM/Hoosick Falls

FREQUENCY: 97.5 MHz
POWER: 400 watts at 1,204 feet
FORMAT: Hot AC

Arkansas

KISI-FM/Malvern

PRICE: \$325,000
TERMS: Asset sale for cash
BUYER: Noalmark Broadcasting Corp., headed by President William Nolan Jr. Phone: 870-862-7777. It owns 12 other stations. This represents its entry into the market.
SELLER: Malvern Entertainment Corp., headed by President Scott Gray. Phone: 501-332-6981
FREQUENCY: 101.5 MHz
POWER: 6kw at 318 feet
FORMAT: Oldies
COMMENT: If the seller successfully moves the tower so the signal contour covers the majority of Hot Springs, AR, the purchase price will be increased to \$437,500.

Indiana

WWCA-AM/Gary

PRICE: \$1.5 million
TERMS: Asset sale for cash

BUYER: Starboard Broadcasting Inc., headed by Chairman/CEO Mark Follett. Phone: 715-424-3570. It owns six other stations. This represents its entry into the market.

SELLER: Willis Family Broadcasting, headed by President Celestine Willis. Phone: 757-624-6500
FREQUENCY: 1270 kHz
POWER: 1kw
FORMAT: Gospel

Texas

KMHT-AM & KZEY-FM Marshall

PRICE: \$400,000
TERMS: Asset sale for cash
BUYER: Hanszen Broadcast Group Inc., headed by owner/GM Jerry Hanszen. Phone: 903-693-6668. It owns two other stations. This represents its entry into the market.
SELLER: Community Broadcast Group Inc., headed by President Jerry Russell. Phone: 903-593-2666
FREQUENCY: 1450 kHz; 103.9 MHz
POWER: 650 watts day/1kw night; 2kw at 423 feet
FORMAT: Urban AC; Urban AC
BROKER: Media Services Group

Virginia

WAMM-AM/Woodstock

PRICE: \$140,000
TERMS: Asset sale for cash
BUYER: Hometown Broadcasting LLC, headed by Managing Member Margaret Boston. Phone: 540-459-5700. It owns no other stations.
SELLER: Grass Roots Broadcasting LLC, headed by President Thomas Lewis. Phone: 540-436-3110
FREQUENCY: 1230 kHz
POWER: 1kw day/250 watts night
FORMAT: Soft AC


Regent

Continued from Page 6 pointing out that it can spend up to \$100 million on a purchase without raising any new equity, but he also said it will remain disciplined and told investors, "We're not going to rush into growing just because we can."

And Regent COO Bill Stakelin doesn't think the government will impede his company's freedom to grow. He told investors that he had a long conversation with Washington, DC prognosticators who told him that legislation proposed by Rep. Russ

Feingold seeking to reregulate the radio and concert industries has little chance of passing out of committee.

While Feingold's bill has a co-sponsor in the Senate, it has no co-sponsors in the House and has been referred to the Commerce Committee, of which Feingold is not a member. Stakelin said he is persuaded that neither Congress nor the FCC will do anything to adversely affect the radio business. "For the most part, consolidation has been good from a business standpoint," he said. "It's certainly been good for the consumer, the listener and advertisers."



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Diary-level data provide a variety of new ways for salespeople to demonstrate your station's audience power to advertisers. This can help your salespeople:


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- Demonstrate the value of special programs with custom dayparts
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To learn how the exclusive information in TAPSCAN can help your station operate more efficiently and sell more effectively, contact your Arbitron representative.





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Includes Exclusive Diary-Level Data!



Dr. Joy BROWNE

she's winning!

JUST ON!

- KFMP-FM/Minneapolis (Hubbard)**
- K-HELP/Omaha (Journal)**
- WBBF/Rochester (Entercom)**
- Armed Forces Radio-Live Worldwide!**

she's selling!

"Getting Unstuck"

8th book - Coming this Fall!

4th Most Listened-To Syndicated Show!**

**2002 Syndicated Personality
of the Year, nominee!**

**Talkers Magazine

Dr. Joy Browne...

Still the best. Always was.

Surging in New York!

↑ 32% with A12+*

↑ 28% with W12+*

Leading in Buffalo

#1 on WBEN with a 13.2 Share!*

Driving in Detroit

↑ 50% AQH on CKLW*

*ARB Metro, FA01-SP02, actual airtimes

she's growing!

"Dr. Joy is a true professional and we are proud to associate our brands with such a worthwhile program that helps so many people."

**Jeni Cramer, Sr. Media Manager
Pfizer, Inc.**

she's hot!

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R&R TRIPLE A 2002 SUMMIT AGENDA

With Performances by
THE WALLFLOWERS, COLDPLAY, SONIADADA, AIMEE MANN and more!

WEDNESDAY- AUGUST 14

- **3:00-7:00pm**
REGISTRATION OPENS

EVENING EVENTS

- **8:30-11:30pm**
FOX THEATER SHOW
- **9:00-11:00pm**
TULAGI SHOW

THURSDAY-AUGUST 15

- **9:00am-6:00pm**
REGISTRATION OPEN
- **10:00-11:45am**
THEN & NOW
- **Noon-1:45pm**
LUNCHEON
- **2:00-3:15pm**
REACHING YOUNGER ADULTS
- **3:00-4:45pm**
SENIOR EXECUTIVE SESSION

- **5:00-6:15pm**
COCKTAIL PARTY

EVENING EVENTS

- **6:00-8:00pm**
E-TOWN SHOW
- **8:00-11:30pm**
FOX THEATER SHOW
- **9:00-11:00pm**
TULAGI SHOW
- **Midnight**
CLUB R&R

FRIDAY-AUGUST 16

- **9:00am-6:00pm**
REGISTRATION OPEN
- **9:00-10:00am**
FRIENDS OF BILL W.
- **10:15-11:45am**
ARBITRON PPM PRESENTATION
- **Noon-1:45pm**
LUNCHEON
- **2:00-3:15pm**
A CHAT WITH LUKE LEWIS
from LOST HIGHWAY

- **3:30-4:45pm**
BREAKOUT SESSIONS
Commercial Panel
Noncomm Roundtable Discussion

- **5:00-6:30pm**
COCKTAIL PARTY

EVENING EVENTS

- **8:00-11:30pm**
FOX THEATER SHOW
- **9:00-11:00pm**
TULAGI SHOW
- **Midnight**
CLUB R&R

SATURDAY- AUGUST 17

- **9:00am-6:00pm**
REGISTRATION OPEN
- **8:00-9:00am**
FRIENDS OF BILL W.
- **9:30-11:45am**
1 GIANT LEAP SCREENING
WITH A SPECIAL Q&A
- **Noon-1:45pm**
R&R TRIPLE A
INDUSTRY
ACHIEVEMENT AWARDS
LUNCHEON

- **2:00-3:15pm**
NEW ROLE OF
APD/MD
- **3:30-5:30pm**
RATE-A-RECORD

EVENING EVENTS

- **6:00-8:00pm**
E-TOWN SHOW
- **8:00-11:30pm**
FOX THEATER SHOW
- **9:00-11:00pm**
TULAGI SHOW

R&R TRIPLEA

2002 SUMMIT

AUGUST 14-17, 2002
MILLENNIUM HARVEST HOUSE HOTEL
BOULDER, COLORADO

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SUMMIT
 registration

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 Los Angeles, CA 90051-6708

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

OR REGISTER ONLINE AT www.radioandrecords.com

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Name _____
 Title _____
 Call Letters/Company Name _____
 Street _____
 City _____ State _____ Zip _____
 Telephone # _____ Fax # _____
 E-mail _____

SEMINAR FEES

BEFORE JULY 12, 2002	\$325
JULY 13 - AUGUST 9, 2002	\$375
AFTER AUGUST 9, 2002 ON-SITE REGISTRATION ONLY	\$400

There is a \$50.00
 cancellation fee.
 No refunds after
 July 12, 2002

METHOD OF PAYMENT

PLEASE ENCLOSE SEPARATE FORMS FOR EACH INDIVIDUAL REGISTRATION

Amount Enclosed: \$ _____
 Visa MasterCard American Express Discover Check
 Account Number _____
 Expiration Date _____
 Month _____ Date _____ Signature _____
 Print Cardholder Name Here _____

QUESTIONS? Call the R&R Triple A Summit
 Hotline at 310-788-1696

HOTEL
 registration

Millennium Harvest House Hotel, Boulder, CO

Thank you for requesting reservations at the Millennium Harvest House Hotel. Our staff would like to take the opportunity to extend a warm welcome to you during your upcoming meeting.

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- Reservations requested after **July 14, 2002** or after the room block has been filled are subject to availability and may not be available at the Summit rate.
- Check in time is 3:00 pm; check out time is 12noon.

TYPE OF ROOM	TRIPLE A SUMMIT RATE
Deluxe (single/double)	\$135/145 night
Millennium Club Rooms (single/double)	\$155/165 night
Suites	\$205 and up

FOR HOTEL RESERVATIONS, PLEASE CALL:
303-443-3850 or 866-866-8086
 Or mail to: Millennium Harvest House Hotel
 1345 28th Street, Boulder, CO 80302
Millenniumhotels.com (Group Code:1240)

• Irwin Pollack: The first things to ask a new client, Page 12

• Walt Sabo says radio spots are too cheap, Page 15

• Tim Moore's Weekly Motivator, Page 15

MMS

management • marketing • sales

"Choice of attention — to pay attention to this and ignore that — is to the inner life what choice of action is to the outer."
— W.H. Auden

Pillars To Success: Getting Heard

Continued from Page 1

ever. It's the way to get heard in this hurry-up, over-scheduled, action-driven, time-starved society.

This is the fourth article in a series that distills the Four Pillars of Radio Success — the most important things I've learned during 25 years in the media and entertainment business. The first three parts of the series dealt with management (R&R 5/17), customers (R&R 6/21) and formats (R&R 7/19). Now comes the hardest part: getting heard in an overcommunicated world.

CUTTING THROUGH

What's the best way to cut through? Imaging expert Nick Michaels says it best: "People will listen to you when you connect with their deepest hopes,

TO BE HEARD IN THE OVERCOMMUNICATED WORLD

- Solve a problem.
- Promote a benefit.
- Create an emotional connection.
- Have fun.
- Let the listener decide.

wants and fears — when you connect in a human voice at the emotional level." To be heard and stay heard, you must focus on marketing.

Marketing is an umbrella term that encompasses four items:

- Product development
- Advertising
- Promotion
- Public relations

Getting the product right is the first step. Identify what people want and the need your station can fill. Then fill it. Once you know the product is right, you can focus on advertising, promotion and public relations. Let's tackle advertising first.

We've all heard retailer John Wanamaker's famous words: "I know that half my advertising is wasted. If I only knew which half." There's only one thing wrong with this statement, which is that there's no evidence that even half of advertising works.

It's much more likely that less than 20% of advertising really "works." If it worked better, people wouldn't be so irritated by advertising, or they'd buy more of the products that are advertised.

THE GREAT CAMPAIGNS

Advertising is one of the hardest jobs in the world. People who do it well earn millions of dollars. Yet, in radio, we often think we are advertising experts

simply because we control a budget or have personal feelings about a particular ad. If you want to get better at advertising, focus on the following:

- Identify or create a problem, then solve it.
- Generate trial (for come) and recall (for Arbitron diaries).
- Use research to track your advertising's impact.

Great advertising identifies or creates a problem, then solves it. Think about these legendary campaigns:

"When I can't read about it, I hear about it." — News WCBS-AM/New York

"Ban won't wear off as the day wears on." — Ban deodorant

"Whazzup?!" — Budweiser

The first two examples are very specific about the relationship between the problem and the solution. People who listen to WCBS-AM are pressured and feel they don't have time to keep up with their reading. Listening to WCBS-AM solves that.

The Ban deodorant ads were based on the problem of deodorants wearing off during the day. Ban was formulated to stick and keep working. These ads are easy for people to understand, and they create action.

The Budweiser campaign is more subtle. It makes a very funny connection between boredom — bored people phoning each other and asking, "Whazzup?" — and beer. People laugh at the ad because it has the ring of familiarity. But this ad isn't just about laughs. Bored people drink more beer. And the goal of beer advertising is to sell more volume to people who drink a lot of beer.

Making bored people seem hip carries the subtle undertone that drinking Budweiser will make you hip. These advertising guys don't get their millions for nothing.

Humor alone is never enough, but identifying a problem and solving it doesn't have to be boring or literal. It does have to be highly focused.

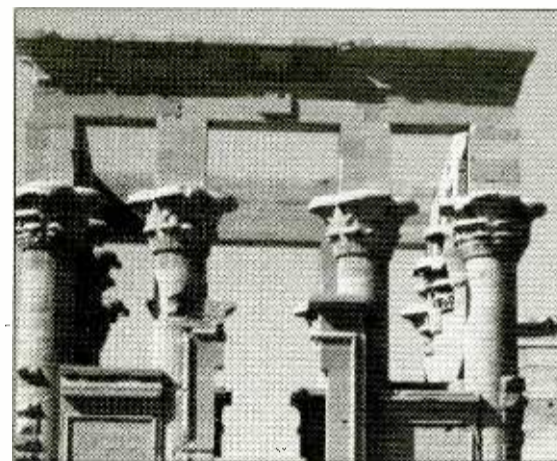
CLUTTER IS NOT PROMOTION

Promotion often goes hand in hand with advertising, and it's a very powerful tool that creates excitement and makes connections. At its best, it creates a huge buzz. At its worst, it simply annoys.

Consolidation has generated a great deal of annoying promotion. There's no buzz, just "value-added," contesting clutter and lots of hype.

Even those \$1 million and \$5 million contests never created much of a buzz. People didn't talk about them in the streets, and they didn't connect them with the attributes of the radio stations that ran them. These contests were just another casino for listeners, and they may or may not have contributed to audience increases. Arbitron alone can't tell you whether a contest "worked." The only way to be sure is to track it with your own research and see what people retain about your station after the contest is over.

A promotion should tie in strongly with the product benefit of the radio station. It should directly connect with the marketing umbrella and the message



that the advertising is presenting.

If a promotion is driven by sales, the station often loses its strategic focus. But, every so often, a sales promotion and a brand-building opportunity come together powerfully.

STAIRWAY TO POWER TOOLS

J.J. Johnston was a PD at a No. 1 Rock station with a funny, edgy morning show. The sales manager asked J.J. whether he could find a way to take a big-dollar promotion from Makita power tools. And there was a catch: It had to run in the morning show.

So J.J. figured out how to connect his station's edgy brand with the client's brand. For the promotion's first week, every morning the station featured a power tool playing a different Led Zepelin song. Listeners had to phone in and guess the song. On Monday the morning guys might say, "Here's a belt sander playing Zeppelin. What's the song?" On Tuesday, it might be the power drill, and so on.

But the brilliant twist came in the second week. During the second week the station played "Stairway to Heaven" every morning, using a different tool each day. Listeners had to guess the tool that was playing the song.

That's how you get heard in an overcommunicated world. It was brilliant and funny, and it focused on the radio station's image while selling power tools. It increased ratings and sales.

STEALTH PR

A fourth way to get heard is the ultimate stealth weapon, public relations. A great PR firm gets your station noticed and mentioned in local media far more than you could ever imagine. It's worth the money, especially because very few stations use it. They are more focused on short-term return on each dollar spent than on getting an incredibly powerful long-term tool that helps to make them ratings-proof.

John Parikhal, CEO of Joint Communications, is a global leader in media strategy and implementation. His company specializes in identifying, capturing and keeping audiences. He can be reached at 203-656-4680 or parikhal@joc.com.

From the desk of:

Steve and DC,

Hey guys, the spring numbers are rolling in from some of your affiliate markets.

Clear Channel's WZBQ in Tuscaloosa is #1 in their target demo again. With Persons 18-34, you guys had a 17.6 in the morning. Your closest competition had a 4.4.

How dominant is this? In Meadville, PA, (WHUZ) you guys were #1 with ALL Adult Demos. With Persons 18-34, you had a 23.2. With Persons 18-49 you had an 18.2. And with Persons 25-54, you had a 17.9. Unbelievable!

There is one more for now, KBUS, in Texas. With Persons 12+, you are #1 with a 22.4. With Women 12+, you are #1 with a 19.9 (you know, that's pretty close to 20). This was their first Steve & DC book, and they were thrilled.

I will be getting the other 20-something markets ratings in soon. I'll keep you posted.

Rick

P.S. Congratulations on your nearly 10 years of ratings dominance in St. Louis. More than 35, #1, Arbitron books over the years, in St. Louis, sure makes my job a lot easier.

P.P.S. One more thing... You continue to beat Bob and Tom, Bob and Sheri, and John Boy and Bob Billy, and others...



Rick Wilhelm at **314.613.7835** or rwilhelm@stl.emmis.com
or Syndicated Solutions Inc. at **203.431.0790**
Visit us at www.steveanddc.com



THE FIRST 30 QUESTIONS TO ASK A CLIENT

By Irwin Pollack

I've always thought of making sales

calls on local businesses as being like a doctor working with a patient. The doctor can't just prescribe medicine and predict whether a patient will recover without asking questions and making a diagnosis. After all, prognosis without diagnosis is malpractice!

If you want to accurately assess your clients' needs, here are the first questions you should ask.

1. What market share does your business have for what you sell?
2. Describe for me, in 10 words or less, what your business does.
3. Briefly, what is the history of your business?
4. Which of your competitors stands to gain the most if you don't expand your customer base? Why?
5. Who are your main competitors? How do your operations differ? What are your strong points? What are theirs?
6. How is your business affected by the overall economy? Are there certain economic indicators that are more closely tied to your sales figures than others?
7. How much sales growth have you experienced this year to date? How has your industry performed so far this year? How does that compare to what you expected?
8. Professionally, if I want to be a hero in your eyes, what would need to be accomplished over the next six months?
9. What's the profile of your primary customer?
10. Do you have any special programs for those primary customers?
11. Let's talk about your target customers and your growth customers. What steps have you taken to attract these people?
12. If I were to ask the last five people who came in here about your business, what would they say? Why would they say they came here instead of going to your competitor?
13. What promotions have you wanted to do in the past that you haven't had the staff to do?

14. Why have you lost customers in the past?

15. Why don't more people do business with you? In other words, what is your No. 1 sales problem?

16. Who else do you need to sell to? Who's being missed by your current ads?

17. What is the single strongest impression customers have about what your business stands for?

18. Are there any misconceptions about your business that drive you crazy?

19. Without mentioning price, give me three of the most important reasons someone should buy from you rather than your competitors.

20. Describe the kind of image or positioning you'd like to have for your business.

21. On a scale of one to 10, how satisfied are you with your advertising?

22. What can we advertise right now to increase your cash flow?

23. When would you like me to call on you?

24. Are there any promotions currently running that we can assist you with?

25. Does your business use co-op? What sources do you have for advertising with other people's money?

26. What part of each month is your best for sales?

27. To what degree are your sales figures tied into your payroll periods?

28. If you had one thing you could change immediately about your business, what would it be?

29. How is your advertising funded? Do you allocate dollars monthly? Quarterly? Yearly?

30. If I came up with a good idea for your business, would you invest in that idea?

Boston-based radio sales and management trainer Irwin Pollack provides hands-on, results-oriented seminars and in-house consulting for clusters and individual stations. He can be reached toll-free at 888-723-4650 or through his website at www.irwinpollack.com.

THE PEOPLE METER MEASURES UP

Arbitron's Portable People Meter goes live in 2003! Arbitron answers your questions about how the PPM works and what it entails for both panelists and radio stations.

Countdown To The People Meter



Q: How compliant are panelists in their meter-wearing?

A: Panelists wear their meters approximately 15 hours a day on average, usually from 7am to 11pm. These results are generally consistent across age, gender and ethnic groups. However, schoolchildren tend to differ from the average because they have fewer waking hours and show somewhat lower motion levels than adults. Most children taking part in a survey receive permission from their school administrators to bring meters to class.

Arbitron provides letters for children to bring to school requesting permission to wear their meters in class. The company also informs school district superintendents' offices about PPM measurement and responds to school principals who request more information.

Q: Will AQH continue to be the standard of measurement?

A: Arbitron wants the radio and television industries to feel comfortable with this new method of measurement, so it feels that there must be a transition from the way its customers are used to

receiving listening information. However, there are those who believe that if the PPM can provide more in-depth analysis, it should be used to its fullest potential to provide minute-by-minute average audience estimates.

Q: How do PPM-measured time spent listening and other user habits compare to the diary?

A: The PPM is showing a higher average daily cumulative audience for radio than the diary: In February 2002 the PPM measured 84.8% vs. the diary's 73.7%. However, the PPM is showing slightly less time spent listening. February comparisons show three hours and 20 minutes of listening per day vs. the diary's figure of three hours and 35 minutes.

Q: What is the minimum time spent listening Arbitron will report?

A: Arbitron plans to report listening at the AQH level at the beginning of the program. Programming reports using unweighted data with minute-by-minute results will be available as well. The company plans to consider customer input as it decides on the depth of information to offer in the future.

Have a question about Arbitron's Portable People Meter? E-mail Jeff Green at jgreen@radioandrecords.com.

Find out how the
PPM results
could affect
your station
this fall

visit:

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Achieve...

Jeff Foxworthy Is Shakin' Up Radio & Seattle



Host of the NAB
Marconi Awards
Seattle - September 14



**THE JEFF
FOXWORTHY
COUNTDOWN**



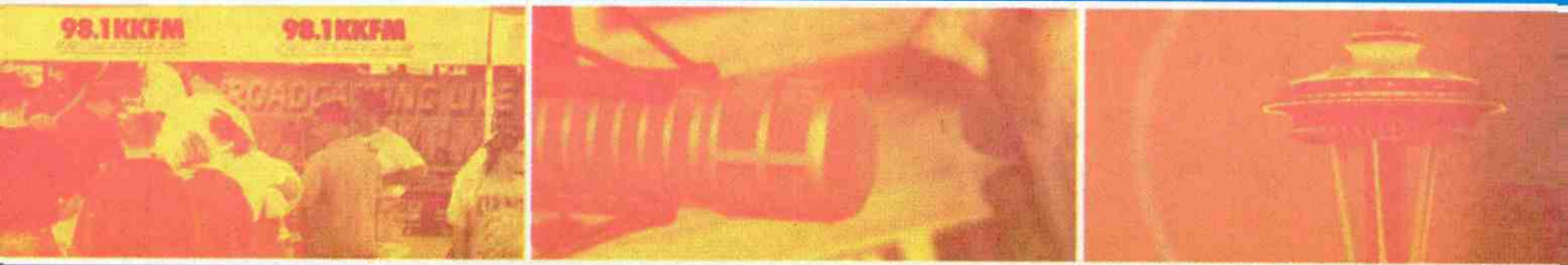
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September 12–14, 2002 · Washington State Convention and Trade Center · Seattle, WA

The power of new ideas. The power of cutting-edge sales strategies. The power of making the right contacts at exactly the right time. This is the degree of power that we've harnessed for you this September at The NAB Radio Show.

<p>Friday, September 13 The NAB Radio Show Keynote</p> <p>Sponsored by: </p> <p> <i>Keynote Address</i> Bill O'Reilly <i>The Radio Factor with Bill O'Reilly</i></p> <p> </p>	<p>Thursday, September 12 Independent Promotion Super Session</p> <p> <i>Moderator</i> Jeff Baumann NAB</p> <p> Eric Bernthal Latham & Watkins</p> <p> Rick Cummings Emmis Communications</p> <p> Ted Kalo Office of the Honorable John Conyers, Jr.</p> <p> Tom Barsanti JMA</p>	<p>Friday, September 13 Group Executive Super Session</p> <p> <i>Moderator</i> Sam Donaldson <i>Live in America</i> ABC Radio Networks</p> <p> Ed Christian Saga Communications</p> <p> David Field Entercom Communications</p> <p> Mark Mays Clear Channel Communications</p> <p> Mary Catherine Sneed Radio One, Inc.</p> <p> Bill Stakelin Regent Communications</p>
<p>Saturday, September 14 Radio Luncheon</p> <p>Sponsored by: </p> <p> <i>Keynote Address</i> Jon Spoelstra <i>Author, Marketing Outrageously</i></p> <p> <i>NAB National Radio Award Recipient</i> Dick Ferguson Cox Radio, Inc.</p>		
<p>Saturday, September 14 NAB Marconi Radio Awards Reception, Dinner & Show</p> <p> <i>Master of Ceremonies</i> Jeff Foxworthy <i>Comedian & Host</i></p> <p> </p>		

For more information, visit:
www.nab.org/conventions/radioshow

THE NAB
RADIO
SHOW

WHAT'S WRONG WITH RADIO? THE RATES!

By **Walter Sabo**



WALTER SABO

It's still 7%. Textbooks 30 years ago said that radio advertising accounts for 7% of all advertising expenditures. It's still 7% or 8%. That's despite the addition of thousands of account executives selling radio. That's despite the 50% increase in the number of radio stations in the past 30 years. So what's going on?

The answer is actually another question: "What's wrong with radio?" A prominent New Jersey advertiser recently asked me that.

"What do you mean? You buy radio all the time," I responded.

"Yes, but what's wrong with it?" he asked again. "Why is radio so cheap?"

The advertiser explained that every other salesman he meets leads with information about service and the benefits to the buyer. Radio salesmen, he said, lead with the price. They start their pitch by extolling the bargain they're offering — "And, right now, there's a special rate available!"

This retailer assumes that, like a fire sale or a going-out-of-business sale, a pitch that begins with an announcement that something is cheap is a sign of a troubled product.

BUYERS UNDERSTAND CAPITALISM

Retailers assume that a low price is a bad sign because they intuitively understand capitalism, and capitalism works on two basic principles. First, the more expensive it is, the better it is. Second, the price asked for something is essentially fair.

In third grade you learned that a Chevrolet and a Cadillac are made with the same parts, on the same assembly lines, by the same crew. Yet the Cadillac is perceived as being more valuable. Why? Because the Cadillac costs \$50,000 and the Chevrolet costs \$15,000. In a capitalist economy, the primary driver of perceived value is price. The more expensive it is, the better it is.

We don't bargain with Sears over the price of a hand drill. We believe that the price is basically fair. If the drill next to it on the shelf costs a few bucks more, we believe it is a better drill because of the higher price. We don't actually know anything about drills, so we assume more money means greater value. That's all we have to go on.

Advertisers usually know as much about advertising effectiveness as you know about the quality of a hand drill. They are bombarded with messages from our literature saying, "Radio is efficient," "Radio is cost-effective," "Radio makes your whole advertising buy economical." Rarely do you see literature that makes the point that matters: Radio sells product.

NO ONE PAYS ENOUGH FOR RADIO

The Jersey retailer went on to explain, "I'd pay almost anything for advertising that brought customers into the store. I really don't care what it costs if it works." He continues to buy radio because it works, but the New York stations selling him time could be getting a lot more per spot.

There has never been enough money charged for a radio commercial. The power of a radio personality, selected by a listener to keep him or her company for hours alone in the car or at home, is formidable. The voice speaking to a listener one on one, urging that listener to buy a product, is the single most potent advertising weapon in mass media. It is live, personal,

intimate and credible. TV, newspaper and print do not have such a weapon at their disposal. They wish they did.

HOW TO RAISE THE RATES

Here are the steps for raising your rates.

1. Change the first slide. In print, the Internet and TV, the first slide in a sales presentation shows distribution. In cable, it's 65% of "homes passed" — homes that can get cable. Not homes that do get cable, but homes that could. In print, it's readership. That's not circulation, but a multiple of circulation that estimates the number of readers. In Internet, well, who can understand that? Radio penetrates 98% of the American population. It is the most successful and proven mass medium in history. That's valuable. Our tenure proves our ability to move product; if we couldn't, we wouldn't have lasted 75 years.

2. Eliminate all bonus spots. Just try to get a make-good out of a newspaper. The best bars won't even give you a free drink. You can't sell something you give away. You can't increase the value of something you give away. Don't give anything away.

3. Dress better. We all know what advertisers say about radio salespeople: "They dress bad." If you look cheap, you won't be invited to the fancy lunch, the good country club or the boardroom. You won't be part of the monied community.

4. Take a hard look at your sales presentations, your client followup, your stationery and your customer-service efforts. Are you saying "Premium medium" or "Kinko's"? And follow up: Sabo Media buys time for select major national advertisers, and it is shocking how rarely we receive a thank-you note or a phone call from a general manager. (Matt Mills of Greater Media/Boston deserves a bonus for his astonishing follow-through.)

5. Finally, raise the rates. Not 5% for new clients, but a significant amount for all clients.

If you go ahead and raise your rates, you will receive one of three responses:

"Wow. Why is the price going up so much?" Great! That's your cue to do the qualitative sell you've dreamed of doing.

"I can't make the decision to spend that much money. You'll have to talk to my boss." Great! You're finally free of the tyranny of that 22-year-old beginning buyer.

"We can't continue to advertise at that rate." This is the best response you can get. Now your schedule can be filled with advertisers at your new, higher rate.

PULL MONEY FROM OTHER MEDIA

Stay educated. Don't waste time monitoring spots on radio stations owned by other companies. You won't find sales growth in that data. Sales growth only comes from pulling dollars from other media. When sending your sales team on monitoring expeditions, have them check out local spots on TV, cable and print. When radio sales execs discover the higher rates in print, they often say, "I can't believe the paper gets those rates." Take the cue.

Walter Sabo has led consulting firm Sabo Media since 1984. His team consults a number of major media companies, including Millennium Broadcasting and Standard Broadcasting, and all 100 channels of Sirius Satellite Radio. Before starting his own company Sabo was VP/GM of ABC Radio Networks and Exec. VP in charge of NBC-owned FM stations. Reach him at 212-681-8181 or walter@sabomedia.com.

WEEKLY MOTIVATOR

PART TWO OF A SEVEN-PART SERIES

MORE REALITY MANAGEMENT

By **Tim Moore** Never try to solve everything in a single day. Set up your problems

one by one.

When you try to attack a single problem, you're really facing the whole set. But, all too often, freshman general managers try to do it all right now, hoping to solve every problem at a station at the same time. But if you do that, your attack perimeter will keep expanding until, finally, the demands of solving all those problems will exceed your capacity.

In the Navy we referred to this as becoming "task-saturated." Gen. Custer's last moments were an example of this phenomenon taken to its worst extreme. For you, the worst case is that you will fail. Radio stations will always have problems; that's one of the reasons general managers are hired.

Successful management of problem sets differentiates the beginner from the veteran. Managers often cling to the habit of seeing everything collectively, and you do need to concentrate on all the issues — but one at a time.

Because time is your most important asset, parcel it out grudgingly and wisely. Supremacy of the seas was guaranteed for the British Navy when Lord Nelson perfected and exploited the technique of "crossing the T," which allowed British ships to fire combined broadsides as the enemy's line appeared, one ship at a time. Look at your problems as enemy ships sailing across your line. Set all your ships to fire on and hit the enemy vessels — one at a time.

Vilfredo Pareto was an Italian mathematician and the father of the "80-20 rule." That's the rule that says about 20% of causes are responsible for about 80% of effects. What that means, practically speaking, is never squander your limited time in areas that can yield only minimal results. You must spend time in areas that affect your organization as a whole, especially when it comes to broadcast cash flow.

While everyone in your cluster will agree with that goal, no one will ensure that you can meet it. Sometimes, as managers, we're our own worst enemies. Giving too much time to the problems we're most familiar with is a common trap for rookie managers. The primary criterion for ranking problems must necessarily be the problem's effect on broadcast cash flow. Given two objectives — increasing sales and increasing cash flow — always tackle the profit problem first.

Today's radio cluster is a fluid, dynamic mass of people and strategies. Choosing your fights when you're faced with impact issues is half the battle.

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More Music, Less Talk

Pressplay's announcement about its new version 2.0 could have one thinking that the floodgates are about to be opened and music will soon be thundering out of the label-backed online music services to overwhelm tune lovers with a tidal wave of hits.



David Lawrence

Um, no. Don't get me wrong. It's great that pressplay now offers unlimited streams and downloads of the music in its library. And it's great that pressplay has decided to let you burn up to 10 cuts per month to CD or copy them to your mobile device (as long as that mobile device supports Windows Media files and digital-rights management; yours may not).

But the problem remains that there is still no buzz to pressplay or to any other label-backed digital-music company. And buzz, in the form of massive selection and widespread use, is exactly what they need to draw a steady stream of users away from the Kazaa's of the world. It feels like the labels' unwillingness to completely commit to the digital space is still there, and that hesitancy is what may eventually lead to the demise of the major-label services.

My biggest fear is that if these services fail to capture the imagination of large numbers of users, the labels will blame the wrong piece of the puzzle: the Internet itself. I've heard a lot of very knowledgeable people say that there is no way to create a business on the 'Net anymore and that the emotional investing and business failures of the late '90s ruined the chances for any online venture to get funded these days — even sound, solid business plans.

I reject that idea. There are thousands of sites that have kept their overhead low, their quality of service high and their offerings broad and that are getting reasonable, and, in some cases, exceptional returns for their 'Net efforts. In the case of label-backed music services, the steps they are taking to keep their staff levels down, their look and feel exciting and their expectations reasonable are to be applauded.

What needs work is selection and delivery. I talked to former pressplay CEO Andy Schuon just before he left for Infinity, and he said as much: "The path to the ultimate celestial jukebox is going to be a slow one, because we have to be very careful not to place our product, the music, in harm's way. No, not everything is available now on our service, but we feel we have a very strong lineup of artists and a great representation of their work available for our users."

So far, the public seems to be responding with, "We're music lovers. We want more music and less talk."



David Lawrence is heard daily on more than 150 radio stations on his nationally syndicated shows: *Online To-night*, a nightly high-tech and pop culture talk show; the East Coast morning drive news slot for CNET Radio and XM's Channel 130; and *Net Music Countdown*, the official countdown for music heard via the Internet. He is based in Washington, DC and is heard on hundreds of stations, including WGN/Chicago, KFBK/Sacramento and WBT-AM & FM/Charlotte. You can reach him at david@netmusiccountdown.com or by calling 800-396-6546.

e-charts™

CHR/Pop

LW	TW	ARTIST	CD/Title
2	1	NELLY	<i>Nellyville</i> / <i>"Herre," "Dilemma"</i>
1	2	EMINEM	<i>The Eminem Show</i> / <i>"Without"</i>
3	3	ASHANTI	<i>Ashanti</i> / <i>"Foolish"</i>
4	4	AVRIL LAVIGNE	<i>Let Go</i> / <i>"Complicated"</i>
5	5	JIMMY EAT WORLD	<i>Bleed American</i> / <i>"Middle"</i>
6	6	CHAD KRUEGER	<i>Spider-Man</i> / <i>"Hero"</i>
10	7	CREED	<i>Weathered</i> / <i>"Breath"</i>
9	8	PINK	<i>Missundaztood</i> / <i>"Pill"</i>
7	9	JOHN MAYER	<i>Room For Squares</i> / <i>"Such"</i>
13	10	NICKELBACK	<i>Silver Side Up</i> / <i>"Bad"</i>
11	11	PUDDLE OF MUDD	<i>Come Clean</i> / <i>"Blurry"</i>
15	12	DIRTY VEGAS	<i>Dirty Vegas</i> / <i>"Days"</i>
14	13	SHERYL CROW	<i>C'mon, C'mon</i> / <i>"Soak"</i>
8	14	VANESSA CARLTON	<i>Be Not Nobody</i> / <i>"Miles," "Ordinary"</i>
—	15	EVE	<i>Eve-olution</i> / <i>"Gangsta"</i>
16	16	ENRIQUE IGLESIAS	<i>Escape</i> / <i>"Lights"</i>
17	17	JENNIFER LOPEZ	<i>J. Lo</i> / <i>"Alright"</i>
—	18	CAM'RON	<i>Come Home With Me</i> / <i>"Boy"</i>
19	19	SHAKIRA	<i>Laundry Service</i> / <i>"Objection"</i>
12	20	NO DOUBT	<i>Rock Steady</i> / <i>"Hella"</i>

Urban

LW	TW	ARTIST	CD/Title
1	1	EMINEM	<i>The Eminem Show</i> / <i>"Without"</i>
2	2	NELLY	<i>Nellyville</i> / <i>"Herre," "Dilemma"</i>
3	3	ASHANTI	<i>Foolish</i> / <i>"Foolish," "Baby," "Happy"</i>
5	4	LUDACRIS	<i>Word Of Mouf</i> / <i>"Move"</i>
6	5	MARY J. BLIGE	<i>No More Drama</i> / <i>"Rainy"</i>
7	6	P. DIDDY	<i>P. Diddy & Bad Boy Records...</i> / <i>"Need"</i>
4	7	JENNIFER LOPEZ	<i>J. Lo</i> / <i>"Alright"</i>
—	8	N.O.R.E.	<i>God's Favorite</i> / <i>"Nothin'"</i>
19	9	B2K	<i>B2K</i> / <i>"Gots"</i>
—	10	R. KELLY & JAY-Z	<i>Best Of Both Worlds</i> / <i>"Money"</i>
—	11	JAY-Z	<i>The Blueprint</i> / <i>"Song"</i>
—	12	GINUWINE	<i>Barbershop</i> / <i>"Stingy"</i>
—	13	NAS	<i>Stillmatic</i> / <i>"Rule"</i>
14	14	MUSIQ	<i>Juslisen</i> / <i>"Halfcrazy"</i>
—	15	FAT JOE	<i>J.O.S.E.</i> / <i>"Lifestyle"</i>
—	16	AMERIE	<i>All I Have</i> / <i>"Fall"</i>
18	17	USHER	<i>8701</i> / <i>"Call," "Help"</i>
—	18	OESTINY'S CHILO	<i>This Is The Remix</i> / <i>"Say"</i>
16	19	AVANT	<i>Ecstasy</i> / <i>"Good"</i>
—	20	STYLES A	<i>Gangster And A Gentleman</i> / <i>"Times"</i>

Country

LW	TW	ARTIST	CD/Title
1	1	TOBY KEITH	<i>Unleashed</i> / <i>"Red"</i>
10	2	GEORGE STRAIT	<i>The Road Less Traveled</i> / <i>"Living"</i>
2	3	KENNY CHESNEY	<i>No Shoes, No Shirt...</i> / <i>"Stuff"</i>
—	4	STEVE AZAR	<i>Waitin' On Joe</i> / <i>"Don't"</i>
8	5	SHEDAISY	<i>Knock On The Sky</i> / <i>"Mine"</i>
—	6	KEITH URBAN	<i>Somebody Like You</i> / <i>"Somebody"</i>
11	7	PHIL VASSAR	<i>American Child</i> / <i>"Child"</i>
4	8	LONESTAR	<i>I'm Already There</i> / <i>"Day"</i>
—	9	JOHN M. MONTGOMERY	<i>Pictures</i> / <i>"Til"</i>
15	10	KEVIN DENNEY	<i>Kevin Denney</i> / <i>"Cadillac"</i>
13	11	ALAN JACKSON	<i>Drive</i> / <i>"Work"</i>
3	12	DARRYL WORLEY	<i>I Miss My Friend</i> / <i>"Friend"</i>
18	13	TOMMY SHANE STEINER	<i>Then Came The Night</i> / <i>"Angel"</i>
6	14	KELLIE COFFEY	<i>When You Lie Next To Me</i> / <i>"Lie"</i>
20	15	STEVE HOLY	<i>Blue Moon</i> / <i>"Morning"</i>
—	16	MARK CHESNUTT	<i>Mark Chesnutt</i> / <i>"She"</i>
7	17	GARY ALLAN	<i>Alright Guy</i> / <i>"One"</i>
16	18	MARTINA MCBRIDE	<i>Greatest Hits</i> / <i>"Where"</i>
—	19	RASCAL FLATTS	<i>These Days</i> / <i>"These"</i>
—	20	TIM MCGRAW	<i>Set This Circus Down</i> / <i>"Unbroken"</i>

Smooth Jazz

LW	TW	ARTIST	CD/Title
1	1	NORAH JONES	<i>Come Away With Me</i> / <i>"Why"</i>
11	2	PIECES OF A DREAM	<i>Acquainted With The Night</i> / <i>"Vision"</i>
3	3	KIM WATERS	<i>From The Heart</i> / <i>"Dawn," "House"</i>
14	4	WAYMAN TISOALE	<i>Face To Face</i> / <i>"Hide"</i>
15	5	RUSS FREEMAN	<i>To Grover With Love</i> / <i>"East"</i>
16	6	THE RIPPINGTONS	<i>Life In The Tropics</i> / <i>"Caribbean"</i>
17	7	EUGE GROOVE	<i>Euge Groove</i> / <i>"Sneak"</i>
—	8	GREGG KARUKAS	<i>Nightshift</i> / <i>"Nightshift"</i>
19	9	GERALD ALBRIGHT	<i>To Grover With Love</i> / <i>"WineLight"</i>
7	10	PETER WHITE	<i>Glow</i> / <i>"Bueno"</i>
—	11	ALFONZO BLACKWELL	<i>Reflections</i> / <i>"Shuffle"</i>
—	12	RICK BRAUN	<i>Kisses In The Rain</i> / <i>"Kisses"</i>
—	13	RICHARD ELLIOT	<i>Crush</i> / <i>"Shotgun"</i>
—	14	PAUL TAYLOR	<i>Hypnotic</i> / <i>"Hypnotic"</i>
6	15	BONEY JAMES	<i>Ride</i> / <i>"RPM"</i>
—	16	JIMMY SOMMERS	<i>360 Urban Groove</i> / <i>"Lowdown"</i>
—	17	JEFF LORBER	<i>Kickin' It</i> / <i>"Nobody"</i>
—	18	SAOE	<i>Lover's Rock</i> / <i>"Already"</i>
—	19	FREDDIE RAVEL	<i>Freddie Ravel</i> / <i>"Sunny"</i>
—	20	LEE RITENOUR	<i>Twist Of Marley</i> / <i>"Jamin'"</i>

Hot AC

LW	TW	ARTIST	CD/Title
1	1	AVRIL LAVIGNE	<i>Let Go</i> / <i>"Complicated"</i>
6	2	COUNTING CROWS	<i>Hard Candy</i> / <i>"American"</i>
5	3	DAVE MATTHEWS BAND	<i>Busted Stuff</i> / <i>"Going"</i>
10	4	NICKELBACK	<i>Silver Side Up</i> / <i>"Remind," "Bad"</i>
19	5	CREED	<i>Weathered</i> / <i>"Breath"</i>
—	6	CHAD KRUEGER	<i>Spider-Man</i> / <i>"Hero"</i>
18	7	NO DOUBT	<i>Rock Steady</i> / <i>"Hella"</i>
4	8	VANESSA CARLTON	<i>Be Not Nobody</i> / <i>"Miles"</i>
8	9	NORAH JONES	<i>Come Away With Me</i> / <i>"Know"</i>
9	10	BRUCE SPRINGSTEEN	<i>The Rising</i> / <i>"Rising"</i>
3	11	JOHN MAYER	<i>Room For Squares</i> / <i>"Such"</i>
13	12	PUDDLE OF MUDD	<i>Come Clean</i> / <i>"Blurry"</i>
14	13	CALLING	<i>Camino Palmero</i> / <i>"Adrienne"</i>
2	14	SHERYL CROW	<i>C'mon, C'mon</i> / <i>"Soak"</i>
16	15	JACK JOHNSON	<i>Brushfire Fairytales</i> / <i>"Flake"</i>
17	16	COURSE OF NATURE	<i>Supercala!</i> / <i>"Caught"</i>
15	17	PINK	<i>Missundaztood</i> / <i>"Get"</i>
20	18	MOBY	<i>18</i> / <i>"Stars"</i>
11	19	JIMMY EAT WORLD	<i>Bleed American</i> / <i>"Middle"</i>
—	20	ENRIQUE IGLESIAS	<i>Escape</i> / <i>"Escape"</i>

Alternative

LW	TW	ARTIST	CD/Title
3	1	RED HOT CHILI PEPPERS	<i>By The Way</i> / <i>"Way"</i>
10	2	PUDDLE OF MUDD	<i>Come Clean</i> / <i>"Dirt"</i>
6	3	SYSTEM OF A DOWN	<i>Toxicity</i> / <i>"Aerials"</i>
9	4	PAPA ROACH	<i>Lovehatetragedy</i> / <i>"Not"</i>
12	5	JIMMY EAT WORLD	<i>Bleed American</i> / <i>"Sweetness"</i>
2	6	HIVES	<i>Veni Vidi Vicious</i> / <i>"Hate"</i>
1	7	EMINEM	<i>The Eminem Show</i> / <i>"Without"</i>
13	8	INCUBUS	<i>Morning View</i> / <i>"Warning"</i>
5	9	P.O.D.	<i>Satellite</i> / <i>"Boom"</i>
20	10	HOOBASTANK	<i>Hoobastank</i> / <i>"Running"</i>
4	11	KORN	<i>Untouchables</i> / <i>"Thoughtless"</i>
15	12	BOX CAR RACER	<i>Box Car Racer</i> / <i>"Feel"</i>
18	13	OUR LADY PEACE	<i>Gravity</i> / <i>"Somewhere"</i>
16	14	NEW FOUND GLORY	<i>Sticks And Stones</i> / <i>"Over"</i>
11	15	CHAD KRUEGER	<i>Spider-Man</i> / <i>"Hero"</i>
—	16	JACK JOHNSON	<i>Brushfire Fairytales</i> / <i>"Flake"</i>
—	17	TRUST COMPANY	<i>The Lonely...</i> / <i>"Downfall"</i>
7	18	STAINED	<i>Break The Cycle</i> / <i>"You," "Epiphany"</i>
17	19	DAVE MATTHEWS BAND	<i>Busted Stuff</i> / <i>"Going"</i>
8	20	CREED	<i>Weathered</i> / <i>"Breath"</i>

E-charts are based on weekly rankings of CD sales, downloads and streams of artists online compiled and tabulated directly from the logfiles of reporting websites. Reporters include Amazon.com, AT&T.net, B&N Radio, BarnesandNoble.com, BellSouth Radio, bolt Radio, ChoiceRadio.com, CDNow.com, Denver 93.3 Radio, DMX Music, Gracenote.com, iWonRadio, Launch.yahoo.com, Music Choice, Radio.Beonair.Com, Radio Free Virgin, RealOne, Spinner.com, The RadioAMP Network, and Voice Of America-Music Mix — Music Mix. Voice Of America-Music Mix is weighted based on traffic reports by web traffic monitor MediaMetrix. Charts are ranked with a 50/50 methodology of sales data and streaming/airplay data for the six reporting formats. © 2002 R&R Inc. © 2002 Online Today, Net Music Countdown.



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Gracenote has well over 1 million unique daily users of the CDDB Music Recognition Service. Each time a consumer inserts an audio CD into a computer with a CDDB-enabled Internet connection, track information for that CD is displayed on the user's computer or device, and the data is anonymously aggregated by CDDB. Here are the 50-most-played CDs last week:

DIGITAL TOP 50SM

LW	TW	ARTIST	Album Title	Weeks On
1	1	EMINEM	<i>The Eminem Show</i>	12
3	2	NELLY	<i>Nellyville</i>	6
4	3	LINKIN PARK	<i>Hybrid Theory</i>	88
2	4	RED HOT CHILI PEPPERS	<i>By The Way</i>	4
—	5	BRUCE SPRINGSTEEN	<i>The Rising</i>	1
—	6	LINKIN PARK	<i>Reanimation</i>	1
7	7	SYSTEM OF A DOWN	<i>Toxicity</i>	48
8	8	BEATLES	<i>One</i>	81
26	9	ENYA	<i>A Day Without Rain</i>	74
16	10	NORAH JONES	<i>Come Away With Me</i>	15
11	11	PINK	<i>Missundaztood</i>	31
15	12	ASHANTI	<i>Ashanti</i>	18
10	13	CREED	<i>Weathered</i>	37
13	14	UZ	<i>All That You Can't Leave Behind</i>	94
19	15	ALICIA KEYS	<i>Songs In A Minor</i>	58
24	16	JOHN MAYER	<i>Room For Squares</i>	18
21	17	AVRIL LAVIGNE	<i>Let Go</i>	8
12	18	NICKELBACK	<i>Silver Side Up</i>	47
46	19	TOBY KEITH	<i>Unleashed</i>	2
22	20	OASIS	<i>Heathen Chemistry</i>	5
9	21	SHAKIRA	<i>Laundry Service</i>	38
5	22	UTADA HIKARU	<i>Deep River</i>	7
25	23	LIMP BIZKIT	<i>Chocolate Starfish And...</i>	95
29	24	CELINE DION	<i>A New Day Has Come</i>	19
23	25	BLINK-182	<i>Take Off Your Pants & Jacket</i>	60
20	26	AEROSMITH	<i>O, Yeah! Ultimate Aerosmith Hits</i>	5
30	27	LUDACRIS	<i>Word Of Mouf</i>	36
27	28	KORN	<i>Untouchables</i>	8
33	29	ORIGINAL SOUNDTRACK	<i>Moulin Rouge</i>	40
44	30	LENNY KRAVITZ	<i>Greatest Hits</i>	95
—	31	VARIOUS ARTISTS	<i>Now 52</i>	1
14	32	B'Z	<i>Green</i>	3
34	33	KYLIE MINOGUE	<i>Fever</i>	23
31	34	P.O.D.	<i>Satellite</i>	33
36	35	PUDDLE OF MUDD	<i>Come Clean</i>	35
40	36	USHER	<i>8701</i>	43
6	37	DAVE MATTHEWS BAND	<i>Busted Stuff</i>	3
42	38	ORIGINAL SOUNDTRACK	<i>O Brother...</i>	34
—	39	JOSH GROBAN	<i>Josh Groban</i>	6
41	40	TOOL	<i>Lateralus</i>	58
—	41	MUSIQ	<i>Soulchilo</i>	1
—	42	JACK JOHNSON	<i>Brushfire Fairytales</i>	8
—	43	STAINED	<i>Break The Cycle</i>	61
18	44	MOBY	<i>18</i>	12
—	45	JIMMY EAT WORLD	<i>Bleed American</i>	7
32	46	PINK FLOYD	<i>Echoes (The Best Of Pink Floyd)</i>	39
—	47	NO DOUBT	<i>Rock Steady</i>	19
47	48	MADONNA	<i>Music</i>	85
48	49	RADIOHEAD	<i>Kid A</i>	28
—	50	DAVE MATTHEWS BAND	<i>Everyday</i>	67

Salem Flips WRLG, WYYB To Christian

Salem Communications, which has agreed to buy Tuned In Broadcasting's WRLG & WYYB/Nashville for \$5.6 million, has begun operating the stations via an LMA and has flipped them to a Contemporary Christian simulcast. WRLG had been simulcasting Triple A WRLT (Lightning 100)/Nashville, while WYYB was Triple A "The Phoenix."

WRLG & WYYB will be primarily programmed with Salem's Christian Music Network, with Doug Griffin — the former morning show host with the Way-FM Network — co-hosting the new, locally produced *Doug & Don in the Morning* show. The two frequencies will cover the Nashville market from the north and south as "The New 94 FM."

"The successful launch and development of our Contemporary Christian music format continues to be our largest growth initiative," Salem President/CEO Ed Atsinger said. "I am especially pleased to be launching these Christian stations in Nashville, as it is the heart of the music industry. I look forward to the continued success of our music-formatted radio stations."

Salem also owns and operates Southern Gospel stations WBOZ & WVRV in the Nashville market. The company now has 15 Contemporary Christian music stations nationwide.

As a result of WYYB's switch, WRLT plans to incorporate some of the most significant locally produced Phoenix specialty programming and increase its support of Nashville-based artists. WRLT has also added about 500 WYYB titles to its library.

Salkowitz

Continued from Page 3

programming come alive. I'm very excited to have him on board."

Salkowitz has spent the majority of his programming career in music radio and has worked for a number of major broadcasters, including ABC, NBC, AMFM, Clear Channel and Emmis. He was most recently PD at WTJM/New York and before that programmed WQHT/New York.

Asked what attracted him to his new job, Salkowitz told R&R, "I've been involved in a number of

Stiles

Continued from Page 3

Smooth Jazz program directors in one market at the same time. Steve has grown and matured in some very wonderful ways. I always felt it was Steve's legacy — his destiny — to be the program director of this radio station. He and I had worked and grown together, and when we lost him to XM, it didn't feel quite

Clear Channel Taps Dorman In Monterey

Radio and records veteran Jim Dorman has been named OM of Clear Channel/Monterey — which consists of Talk KTXS, Country KTOM-AM & FM, CHR/Rhythmic KDON, Rock KMJO and Oldies KOCN — as well as PD of KTOM-AM & FM. Dorman starts his new jobs on Aug. 12 and succeeds Cory Mikhals, who is leaving for mornings at KQFC/Boise, ID.

Dorman, who has spent the last eight years in record promotion, said, "At this juncture in my life I'm incredibly excited about going back to something I have wanted to do since I was 7 years old, and that's be in radio. Radio remains a wonderful, exciting part of people's lives, and I look forward to getting back in the trenches."

After seven years with Epic/Nashville, where he worked three different regions, Dorman held the Director/National Promotion post for Atlantic/Nashville. He was most recently the West Coast promo rep for Warner Bros. Dorman's radio career includes stints as MD of KNCL/Sacramento and PD of KMIX/Modesto, CA.

Lindy

Continued from Page 3

play Harry Chapin's 'Cats in the Cradle' and Led Zeppelin's 'Black Dog' on the same station," he said. "But you can do some interesting things. Our WAXQ/New York plays Paul Simon's 'Me & Julio Down by the Schoolyard' into Thin Lizzy. We'd like to find out those things that work nicely for Baltimore and apply them here."

"The second thing we need to do is to identify an audience. B104.3 has the lowest P1 conversion of any radio station in Baltimore but is No. 3 or No. 4 in cume in men 25-54. That is stunningly high. We're everybody's second-favorite radio station."

Lindy began his career in Ohio and served as morning host of the former WAZU/Dayton from 1989-90. He later held the afternoon shift at Classic Rock WAFX/Montgomery, AL and then became Asst. PD of WGCX/Mobile. Lindy's first PD post came at WTVR/Richmond, which he shifted from B/EZ to Soft AC in 1994. He joined WPOC in 1997.

Also at 'OCT, morning co-host Chris Emry and Production Director/midday host John Klug have exited. Afternoon Maxwell has moved to mornings to team up with Miles Montgomery.

product launches in my career, and I've always loved the challenge of doing something new. I'm excited about being in on the ground floor of something that will have — if you'll excuse the pun — a serious impact on what people will listen to and how they will listen to radio in the future."

right. So it's wonderful to complete that circle."

Stiles told R&R, "I feel so blessed to be given once-in-a-lifetime opportunities three times: first to join WNUA in 1997, then to go to XM in 2000 and now to return home as PD of the No. 1 Smooth Jazz station in the country and the No. 1 station in Chicago. I also get to work with people I love, including Bob Kaake, and have the opportunity to work with and learn from John Gehron in a city that I love."

WSNI

Continued from Page 3

are back on the radio in Philadelphia."

Also included in the Sunny 104.5 programming brain trust are Clear Channel Sr. VP/Programming Gene Romano, WLTW/New York OM and Clear Channel/AC Brand Manager Jim Ryan and WIOQ/Philadelphia programmer Brian Bridgman. WSNI aired an AC format until

Hearn

Continued from Page 3

months midway through last season, but Hearn was able to return to the Lakers' broadcast booth for the

1990, when it became Hot AC WYXR (Star 104.5). The station evolved to Alice in 1999.

team's 2002 NBA playoff run, which resulted in a third consecutive championship.

Hearn is survived by his wife, Marge. The couple would have celebrated their 64th wedding anniversary on Aug. 13. A public memorial service is planned for the NBA Hall of Fame broadcaster, but details were not available at press time.

EXECUTIVE ACTION

Benson Becomes VP Of Pinnacle Media Int'l

Ken Benson has been named VP of Pinnacle Media Management's international arm. Benson, who is based in Portland, OR, was most recently Exec. VP/Programming for Citadel.

Benson was Sr. VP/Programming for AMFM Inc. before that company's merger with Clear Channel. He has also served as VP/Music Programming for MTV and PD of KKRZ/Portland, OR.

"Ken brings with him an incredible wealth of experience in research, programming and management, with key roles at some of the largest media companies in the world, including MTV Networks, AMFM and Citadel," said Pinnacle President/CEO Bob Lawrence, who formed the music-research company in January 2001. "We're extremely excited to have Ken join our group and lead our international, worldwide charge."

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- How do my station's vital signs compare against other stations?
- 2 When I'm P1, who's P2?
- 3 When I'm P2, who's P1?
- 4 How are my stations trending hour by hour?
- 5 How are my stations trending by specific age?
- 6 What age range accounts for most of a station's audience?
- 7 What does the age range graph look like?
- 8 How often do my listeners tune in, and how long do they stay?
- 9 How are my 100+ quarter-hour diaries trending?
- 10 What are the residential zips of my listeners?
- 11 What are the workplace zips of my listeners?
- 12 When listeners leave a station, what stations do they go to?
- 13 What does my station's in-tab distribution look like?
- 14 How do listeners identify my station?
- 15 What did my P's listen to most six months ago?

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National Radio

• **MTV RADIO NETWORK** presents the 2002 *MTV Video Music Awards* on Aug. 29 at 8pm ET from Radio City Music Hall in New York, as well as feeds before and after the event, free of charge to affiliates. For more info, contact Abby McDorman at Westwood One, 212-641-2009 or amcdorman@westwoodone.com.

• **UNITED STATIONS** adds the new short-form "Crook and Chase Updates," a daily Nashville-based country-music feature with Lorianne Crook and Charlie Chase. For more info, contact Rob Pierce at United Stations, 212-869-1111.

• **VH1 RADIO NETWORK** will air *VH1 Storytellers: Robert Plant* from Aug. 19-25, free of charge to all affiliates. For more info, contact Abby McDorman at Westwood One, 212-641-2009 or amcdorman@westwoodone.com.

• **WESTWOOD ONE** presents the two-hour *Lee Ann Womack: Something Worth Leaving*, from Aug. 15-20, and *The Dixie Chicks: Home*, on Aug. 26 at 10pm ET. Both programs are hosted by R&R Country Editor Lon Helton. For more info, contact Abby McDorman at Westwood One, 212-641-2009 or amcdorman@westwoodone.com.

• **WESTWOOD ONE** begins its coverage of the 2002 Notre Dame football season on Aug. 31 with the Notre Dame vs. Maryland game. For more info, contact Abby McDorman at Westwood One, 212-641-2009 or amcdorman@westwoodone.com.

• **WILBUR ENTERTAINMENT** adds the three-hour syndicated consumer-electronics and technology program *Into Tomorrow* to its roster. The show is hosted by Dave Graveline and is fed live on Sundays from 2-5pm ET. For more info, contact Wilbur Entertain-

PROS ON THE LOOSE

Kevin Barrett, PD of KABZ-FM/Little Rock, 501-296-9903 or kevinbfm@hotmail.com.

ment at 831-429-2050 or adam@wilburentertainment.com.

Radio

• **MAURICE MINER** is promoted to Sr. Dir./MJI Country Programming & Specials for Premiere Radio Networks. He was previously Dir./Country Programming.

• **KEYMARKET COMMUNICATIONS** has moved to 100 Ryan Court, Pittsburgh, PA 15205. Phone: 412-489-1001, ext. 104; fax: 412-489-1002.

Records



Farmer

• **PETE "VOLCANO" FARMER** is named VP/A&R for Virgin Records America. He was previously VP/A&R at Arista and LaFace Records.

• **PHIL WILD** is appointed SVP/Business Affairs for Virgin Records America and Blue Note/Angel/Mannhattan Records. He was most recently an SVP at



Wild

Wind-up Entertainment, where he served as General Counsel and head of business affairs.

• **GREG MCCARN** is elevated to VP/Marketing for Disney's Lyric Street Records. He was previously Sr. Dir./Product Development.

• **PENALTY RECORDS** is renamed Penalty Associated Labels and announces a multiyear partnership with Ryko Distribution. For more info, contact Jackie O. at 4Sight Media Relations, 718-789-1818 or jackieomedia@aol.com.

• **SLEWFOOT RECORDS** announces a new pressing and distribution agreement with Southwest Wholesale, effective Sept. 5. For more info, contact Mark Pucci at Mark Pucci Media, 770-804-9555.

Industry

• **TONY DISANTO** is promoted to SVP/Production for MTV. He was previously VP/Production.

Products & Services

• **ASSOCIATED PRESS RADIO** announces NewsDesk 3.0, an upgrade to its content-retrieval software, including new audio links for text stories. For more info, go to www.apbroadcast.com.

• **TM CENTURY** launches MPowerMix, a subscription service offering modular imaging packages delivered in .WAV format via a continuously updated website. For more info, contact David Graupner at TM Century, 972-406-6809 or dgraupner@tmcentury.com.

irregularities and speculation about Randy Michaels' surprise departure from the radio division.

Competing Radio Publications Merge

Meanwhile, Clear Channel announced on Aug. 2 that its long, ugly battle with industry news publication *Inside Radio* had finally drawn to a close and a settlement had been reached. Back in November 2000 Clear Channel sued *Inside Radio* and publisher Jerry Del Colliano for allegedly trying to force Clear Channel to purchase the publication by launching a "vicious and concerted campaign of coercion, public vilification and harassment."

Eight counts were filed in New York, including publication of injurious falsehoods and unfair competition and trade practices. Then Clear Channel Radio CEO Randy Michaels said at the time that Del Colliano was "using the pages of his newsletter to disrupt our business and cause our employees to question the integrity of their company."

After that suit was dropped in New York and refiled in the Texas courts, *Inside Radio* struck back in July 2001 by filing a \$115 million suit in New York against Clear

Channel. *Inside Radio* alleged that Clear Channel sought to put *Inside Radio* out of business and to defame Del Colliano with its parody *InsideInsideRadio* publication. Terms of the settlement, which was reached through mediation, were not disclosed.

However, some may think Del Colliano got what he wanted all along, as part of the settlement called for the merger of *Inside Radio* and competing industry publication *M Street Daily*. M Street Publications, which is partially owned by Clear Channel, acquired *Inside Radio's* daily fax, daily e-mails and website, as well as the weekly publication *Who Owns What*.

The merger reunites *M Street Daily* Editor Tom Taylor with *Inside Radio*, where he spent eight years as Editor. The daily fax produced by the merged entity is called *Inside Radio* and is edited by Taylor. Del Colliano, who relocated to Scottsdale, AZ in the spring, exits the publishing business and will become more involved with teaching at the University of Southern California.

Additional reporting by Julie Gidlow and Mollie Ziegler.

BUSINESS BRIEFS

Continued from Page 4

NLRB Issues Complaints Against Westwood One

Region One of the **National Labor Relations Board** has filed three complaints against **Westwood One** alleging that WW1 subsidiaries Metro/Shadow and SmartRoutes violated employees' labor rights and failed to bargain in good faith with AFTRA. The NLRB said that, as part of a \$4.5 million contract with the Commonwealth of Massachusetts, SmartRoutes charges \$58 per hour for traffic information but pays the employees who compile the data only \$13 per hour. The NLRB also alleges that when SmartRoutes staffers told a WW1 negotiator they intended to send letters to politicians about the matter, the company retaliated by refusing to provide the union with information — and, the agency says, SmartRoutes cut more than half of its union work force in Cambridge, MA less than a month later. The NLRB has scheduled the matter for trial Aug. 12 in Boston. Westwood One did not return R&R's calls seeking comment.

Top Nassau Execs Relinquish Posts

Exec. VPs **Joan Gerberding** and **Daniel Henrickson Jr.** have left their positions at **Nassau Broadcasting Partners** to head up Nassau Media Partners, a privately owned partnership they have spun off from the parent company. Nassau Media Partners will focus on digital electronic-broadcasting technology. Louis Mercantanti Jr. remains President/CEO of Nassau Broadcasting Partners.

Cumulus Completes Delaware Reincorporation

On Aug. 1 **Cumulus Media** completed its reincorporation in the state of Delaware. Cumulus shareholders approved the change on June 14. The move from Illinois, Cumulus said, is designed to give the company the benefit of the "greater predictability and flexibility" of Delaware law and will have no effect on its business operations.

Stocks

Continued from Page 1

also off about 110 points from early August 2001.

The latest bad news for radio, courtesy of Boyle, was underscored by his slashing of Cox Radio, Clear Channel and Radio One's ratings from "strong buy" to "buy." Boyle also lowered Emmis and Saga from "buy" to "hold."

Investors were quick to sell, and Cumulus and Hispanic Broadcasting also saw significant drops. Meanwhile, Jefferson-Pilot took advantage of its lowest trading levels since late September 2001 and approved a 5 million-share repurchase plan.

"The economic news has worsened and overwhelmed the radio sector's positive results and guidance the last two weeks," Boyle said. "No near-term catalysts are presently looming." He cited recent discouraging reports on employment, consumer confidence, factory orders and new and existing home sales, among other factors, in his decision to downgrade the radio companies and said the reports burden an already skittish market and fragile stock prices.

Still, Boyle stressed that radio's long-term values are attractive — just not compelling enough in the near term. He warned that the

economy may weaken further — causing the ad rebound to falter — and that debt leverage may become more burdensome for many companies. Furthermore, Boyle said that historically low valuations and two weeks of positive Q2 results and Q3 guidance were less than satisfying to most investors. "Unless you are a patient value investor," he said, "it's better to pull back."

A long-term recovery for radio is also being predicted by communications industry researcher Veronis Suhler Stevenson, which on Monday released its annual "Communications Industry Forecast." In the lengthy report, Veronis Suhler forecasts a 3.2% rise in radio revenues this year, followed by a 5.2% gain in 2003. That beats estimates for all ad media, which are expected to rise 2.9% this year and 5.3% in 2003.

While radio's outlook is improving, the record industry isn't faring as well: Veronis Suhler expects a 1.9% decline in recorded-music revenue this year, followed by a 1.6% decline in 2003. In fact, the company forecasts revenue declines in the record industry over the next five years.

Additional reporting by Julie Gidlow, Ron Rodrigues and Mollie Ziegler.

Velasquez

Continued from Page 1

have brought an uncommon vitality to the many projects she has worked. We are all thrilled that she will play a key role on Lava's senior management team."

Velasquez said, "Being a part of the new Lava is a tremendous op-

portunity. Jason has uniquely demonstrated a boldness in driving change, building a world-class record label with an incredible group of executives and artists alike. I am thrilled to be part of that group and look forward to working with him in making Lava even more competitive in the marketplace."

Clear Channel

Continued from Page 1

file this personal certification well ahead of the SEC deadline and to join President Bush and the Congress in support of corporate responsibility and accountability."

In addition to the SEC-required documents, the executives signed and submitted similar financial-certification documents as required by the new Public Company Accounting Reform and Investor Protection Act, signed into law last week by President Bush.

The announcements came more than a week after Clear Channel moved up its Q2 investor conference call to address rumors of accounting

CHRONICLE

BIRTHS

WFBQ/Indianapolis' **Kristi Lee**, daughter Sophie, July 29.

CONDOLENCES

Country-music songwriter **Joe Allison**, 77, Aug. 2.



Lori Parkerson • 202-380-4425

20on20 (XM20)

Kane
NO DOUBT Underneath It All
OUR LADY PEACE Somewhere Out There

BPM (XM81)

Blake Lawrence
4 CLUBBERS Children 2002
FRAGMA Embrace Me
GOOSEBUMP Never Gonna Do

The Heart (XM23)

Johnny Williams
DIRTY VEGAS Days Go By
JIM BRICKMAN & JANE KRAKOWSKI You

The Loft (XM50)

Mike Marrone
ANNE MCCUE Always
ANNE MCCUE Angel Inside
BRUCE SPRINGSTEEN You're Missing
NICKEL CREEK Spit On A Stranger
NICKEL CREEK This Side

RAW (XM66)

Leo G.
BONE THUGS-N-HARMONY Get Up & Get It

Watercolors (XM71)

Steve Stiles
CHRIS BOTTI Lisa
GREG ADAMS Blondes & Bottles
JEFF KASHIWA 3 Day Weekend
JULIA FORDHAM Love
JULIA FORDHAM Italy
KENNY RANKIN Round Midnight
WILL DOWNING Cool Water
WILL DOWNING Don't Talk To Me

X Country (XM12)

Jessie Scott
CROSS CANADIAN RAGWEED Live At Billy Bob's
DRIVE-BY TRUCKERS Southern Rock Opera
JUBAL FOSTER Jubal Foster
KEVIN FOWLER High On The Hog
STEVE SPURGIN Tumbleweed Town
WALT WILKINS Rivertown

Real Jazz (XM70)

PATTI AUSTIN For Ella
BRUCE BARTH Ask Me Now
WAYNE SHORTER Footprints
CASASSANORA WILSON Belly Of The Sun
RUSSELL GUNN Blue On The D.L.
ANNE HAMPTON CALLOWAY Signature
JEAN MICHEL PILC Trio
KEVIN MAHOGANY Pride & Joy
HANCOCK, BRECKER & HARGROVE Direction In
JOEY DEFRANCESCO The Philadelphia...
NNEENA FREELON Tales Of Wonder
VICTOR FIELDS 52nd Street
JOHN HICKS Songs In The Key...
ORBET DAVIS Priority
LARRY VUCKOVICH Blue Balkan
BILL CHARLAP StarJust
YAYA 3 Yaya 3
JESSICA WILLIAMS This Side Up
VIKKI TRUE Bout Time
EDDIE PALMIERI L: Perfecta 2
DIANA KRALL The Look Of Love
PETER ELDRIDGE Stranger In Town
THREE TENORS NO OPERA Deconstruction Ahead
BOBBY WATSON L: e & Learn
DEE DEE BRIDGEWATER This Is New
CHARLES EARLAND If Only For One Night
E.S.T. Strange Place For Snow
PHILLIP MANUEL Love Happened To Me
ANDY EZRIN Tactile
CECIL BROOKS Live At Sweet Basil
JOEY DEFRANCESCO Ballads & Blues
JASON MORAN Modernistic
KARRIN ALLYSON In Blue

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MARIO Braid My Hair
MR.CHEEKS & FLOETRY Let's Get Wild
TANK One Man

RAP

Damon Williams
DJ KOOL & MAGOO Back Out My Way
FOXY BROWN & N.O.R.E. Stylin'
IRV GOTTI & JODY MACK Rise With Us
MORCHEEBA & SLICK RICK Women Lose Weight
ONYX & HAVOC Hold Up
SKILLZ & MISSY ELLIOTT Crew Deep
XZIBIT & NATE DOGG Multiply

SMOOTH R&B

Damon Williams
AMERIE Can't Let Go
KEITH SWEAT One On One
PRINCE She Loves Me For Me
RAHSAAN PATTERSON The One For Me

ROCK

Gary Susalis
AARON LEWIS Black
BOODA VELVETS Staring At The Sun
DRAGPIPE Simple Minded
FLIPP Freak
GAVIN ROSSDALE Adrenaline
JOE BONAMASSA Unbroken
LA GUNS OK, Let's Go
LIFEHOUSE Sparkle
NOISE THERAPY Star 69 (Waiting For Nothing)
OFF BY ONE Been Alone
QUEENS OF THE STONE AGE No One Knows
ROBERT PLANT Darkness, Darkness
SEETHER Fine Again
STONE SOUR Bother

ALTERNATIVE

Adam Neiman
AUTOPILOT OFF Long Way To Fall

PROGRESSIVE

Liz Opoka
BLIND BOYS OF ALABAMA People Get Ready
LINDA THOMPSON Dear Mary
PATTY GRIFFIN Chief
PINA Cold Storm

LITE JAZZ

Gary Susalis
EUGE GROOVE Play Date
JONATHAN BUTLER Wake Up
MIKE PHILLIPS Huron Ave.
NORMAN BROWN Just Chillin'



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Jon Wheat**

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COLDPLAY In My Place
ELVIS PRESLEY VS. JXL A Little Less Conversation
QUEEN We Will Rock You
BRUCE SPRINGSTEEN Born to Run
BRUCE SPRINGSTEEN Lonesome Day
AMERIE All I Have
VANESSA CARLTON Ordinary Day
WILL SMITH I Can't Stop
BUNBURY Lady Blue
VOLUMEN CERO Hollywood

This section features this week's new adds on DMX MUSIC channels available via digital cable and direct broadcast satellite.

CHR/POP

Jack Patterson
EMINEM Cleaning Out My Closet
JENNIFER LOVE HEWITT Barenaked

CHR/RHYTHMIC

Mark Shands
DR. EVIL Hard Knock Life
CAM'RON Hey Ma

URBAN

Jack Patterson
MUSIQ Don't Change
BIG TYMERS Oh Yeah

ALTERNATIVE

Dave Sloan
LIFEHOUSE Spin
CLINIC Walking With Thee

ROCK

Stephanie Mondello
DISTURBED Prayer
GAVIN ROSSDALE Adrenaline

ADULT ALTERNATIVE

Stephanie Mondello
BRUCE SPRINGSTEEN The Rising
PETER STUART With My Heart In Your Hands

ADULT CONTEMPORARY

Jason Shift
NO DOUBT Underneath It All

INTERNATIONAL HITS

Mark Shands
DEE DEE Forever
JOSH ONE Contemplation

COUNTRY

Leanne Flask
LITTLE BIG TOWN Everything Changes
KELLIE COFFEY At The End Of The Day
EMERSON DRIVE Fall Into Me

DANCE

Danielle Ruyschaert
ORBITAL Back To Mine
T.A.T.U. All The Things She Said
DJ MARC AUREL Running (Domination Mix)
LAMYA Empires (Sander Kleinberg Paranoid Mix)
LAYO & BUSHWACKA Love Story (Tim Deluxe...)

RAP/HIP-HOP

Mark Shands
CAPITAL I/THE MOLEMEN Currency Exchange
CAM'RON Hey Ma
SMILEZ & SOUTHSTAR Tell Me
NO GOOD Wozzie
NAAM BRIGADE Early In The Game



ALTERNATIVE PROGRAMMING

Gary Knoll • 800-231-2818

Rock

BUZZHORN Ordinary
CHEVELLE The Red
TED NUGENT Crave
PUDDLE OF MUDD She Hates Me
THEORY OF A DEADMAN Nothing Could Come...

Alternative

CHEVELLE The Red
NICKELBACK Never Again
RED HOT CHILI PEPPERS Zephyr Song
GAVIN ROSSDALE Adrenaline
SINCH Something More
WHITE STRIPES Dead Leaves And The Dirty Ground

Triple A

MAIA SHARP Willing To Burn

CHR

EMINEM Cleanin' Out My Closet
JENNIFER LOVE HEWITT BareNaked
HOBBASTANK Running Away
NELLY I/KELLY ROWLAND Dilemma

Mainstream AC

SHERYL CROW Steve McQueen
NINE DAYS Good Friend
UNCLE KRACKER In A Little While

Lite AC

JIM BRICKMAN You
CHER A Different Kind Of Love Song
THE CORRS I/BONO When The Stars Go Blue
KENNY G I/CHANTÉ MOORE One More Time
AVRIL LAVIGNE Complicated
SOLUNA For All Time
BRUCE SPRINGSTEEN The Rising

NAC

CHRIS BOTTI Lisa

Christian AC

LINCOLN BREWSTER All I Really Want

UC

EMINEM Cleanin' Out My Closet

Country

STEVE AZAR Waitin' On Joe
AARON TIPPIN If Her Lovin' Don't Kill Me



Music Programming/Consulting
Ken Moultrie • 800-426-9082

Alternative

Steve Young/Kristopher Jones
P.O.D. Satellite
PUDDLE OF MUDD She Hates Me
QUARASHI Mr. Jinx

Active Rock

Steve Young/Kristopher Jones
BLINDSIDE Pitiful
INJECTED Bullet
PUDDLE OF MUDD She Hates Me
THEORY OF A DEADMAN Nothing Could Come...

Heritage Rock

Steve Young/Kristopher Jones
BREAKING BENJAMIN Polyamorous

CHR

Steve Young/Josh Hosler
HOBBASTANK Running Away
DAVE MATTHEWS BAND Where Are You Going
BRITNEY SPEARS Boys

Rhythmic CHR

Steve Young/Josh Hosler
CAM'RON Hey Ma

Soft AC

Mike Bettelli
NORAH JONES Don't Know Why

Mainstream AC

Mike Bettelli
NORAH JONES Don't Know Why
JOHN MAYER No Such Thing

Mainstream Country

Ray Randall/Hank Aaron
REBECCA LYNN HOWARD Forgive
PINMONKEY Barbed Wire And Roses

New Country

Hank Aaron
RASCAL FLATTS These Days
PHIL VASSAR American Child

Lia

Ken Moultrie/Hank Aaron
ALAN JACKSON A Work In Progress
MARTINA MCBRIDE Where Would You Be

24 HOUR FORMATS

Jon Holiday • 303-784-8700

Adult Hit Radio

JJ McKay
ELVIS VS. JXL A Little Less Conversation
NORAH JONES Don't Know Why

Adult Contemporary

Rick Brady
CHESNEY TAYLOR On The 4th Of July

CD COUNTRY

Rick Morgan
LEANN RIMES Life Goes On
JOSH TURNER She'll Go On You

US COUNTRY

Penny Mitchell
WILLIE NELSON Maria (Shut Up And Kiss Me)

GREAT AMERICAN COUNTRY

Jim Murphy • 303-784-8700
NICKEL CREEK This Side
BILLY RAY CYRUS What Else Is There
LITTLE BIG TOWN Everything Changes



Charlie Cook • 661-294-9000

Soft AC

Andy Fuller
JOHN MAYER No Such Thing

Bright AC

Jim Hays
ELVIS VS. JXL A Little Less Conversation

Mainstream Country

David Felker
JOHN M. MONTGOMERY 'Til Nothing Comes Between Us

Young & Elder

David Felker
EMERSON DRIVE Fall Into Me
BRAD PAISLEY I Wish You'd Stay



After Midnite

REBECCA LYNN HOWARD Forgive



WAITT RADIO NETWORKS

Alternative

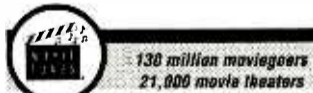
Chris Reeves • 970-949-3339
BRAD La, La, La
DISTURBED Prayer
GAVIN ROSSDALE Breathe



Artist/Title	Total Plays
SIMON AND MILO Get A Clue	78
A*TEENS Can't Help Falling In Love	75
CHRISTINA MILIAN Call Me, Beep Me	75
PLAY I'm Gonna Make You Love Me	74
AVRIL LAVIGNE Complicated	74
LIL' BOW WOW Take Ya Home	74
LMNT Juliet	74
AARON CARTER Summertime	72
'N SYNC Pop	72
WILL SMITH Black Suits Comin' (Nod Ya Head)	39
BRITNEY SPEARS Overprotected	36
JUMP5 God Bless The USA	35
PINK Get The Party Started	34
NINE DAYS Absolutely (Story Of A Girl)	33
MICHELLE BRANCH Everywhere	32
BAHA MEN Who Let The Dogs Out	32
DESTINY'S CHILD Survivor	32
NO SECRETS That's What Girls Do	32
VANESSA CARLTON A Thousand Miles	31
PINK Most Girls	28



Playlist for the week ending Aug. 3



WEST

1. AVRIL LAVIGNE Complicated
2. EVE I/ALICIA KEYS Gangsta Lovin'
3. BBMAK Out of My Heart...
4. BEENIE MAN I/JANET JACKSON Feel It Boy
5. MONICA All Eyes On Me

MIDWEST

1. AVRIL LAVIGNE Complicated
2. BBMAK Out of My Heart...
3. EVE I/ALICIA KEYS Gangsta Lovin'
4. BEENIE MAN I/JANET JACKSON Feel It Boy
5. MONICA All Eyes On Me

SOUTHWEST

1. AVRIL LAVIGNE Complicated
2. EVE I/ALICIA KEYS Gangsta Lovin'
3. BBMAK Out of My Heart...
4. BEENIE MAN I/JANET JACKSON Feel It Boy
5. JEWEL This Way

NORTHEAST

1. AVRIL LAVIGNE Complicated
2. EVE I/ALICIA KEYS Gangsta Lovin'
3. BEENIE MAN I/JANET JACKSON Feel It Boy
4. BBMAK Out of My Heart...
5. JEWEL This Way

SOUTHEAST

1. AVRIL LAVIGNE Complicated
2. BBMAK Out of My Heart...
3. EVE I/ALICIA KEYS Gangsta Lovin'
4. BEENIE MAN I/JANET JACKSON Feel It Boy
5. MONICA All Eyes On Me

72 million households



Tom Calderone
VP/Programming

Plays		
13	NELLY Hot In Herre	
12	IRV GOTTI PRESENTS... Down 4 U	
11	AVRIL LAVIGNE Complicated	
11	BIG TYMERS Still Fly	
11	EVE I/ALICIA KEYS Gangsta Lovin'	
10	N.O.R.E. Nothin'	
9	WEEZER Keep Fishin'	
8	PINK Just Like A Pill	
8	P. DIDDY I/GINUWINE... I Need A Girl Pt. 2	
8	BRITNEY SPEARS Boys	
8	SHAKIRA Objection (Tango)	
7	RED HOT CHILI PEPPERS By The Way	
7	HIVES Hate To Say I Told You So	
7	NEW FOUND GLDRY My Friends Over You	
7	VINES Get Free	
7	SYSTEM OF A DOWN Aerials	
7	ELVIS VS. JXL A Little Less Conversation	
6	MARIO Just A Friend 2002	
6	ENRIQUE IGLESIAS Don't Turn Off The Lights	
6	NO DOUBT I/LADY SAW Underneath It All	
6	KORN Thoughtless	
6	JIMMY EAT WORLD Sweetness	
5	VANESSA CARLTON Ordinary Day	
5	KYLIE MINOGUE Love At First Sight	
5	PAPA ROACH She Loves Me Not	
5	3LW I Do (Wanna Get Close To You)	
5	WYCLEF JEAN I/CLAUDETTE ORTIZ Two Wrongs	
4	EMINEM Without Me	
4	AMERIE Why Don't We Fall In Love	
4	LIL' BOW WOW Basketball	
4	LUDACRIS I/MYSTIKAL & I-20 Move Bitch	
4	JENNIFER LOVE HEWITT Barenaked	
4	TRUST COMPANY Downfall	
4	DUR LADY PEACE Somewhere Out There	
4	SCARFACE On My Block	
4	LINKIN PARK Points Of Authority	
4	FILTER Where Do We Go From Here	
4	BEENIE MAN I/JANET JACKSON Feel It Boy	
3	INCUBUS Warning	
3	CLIPSE Grindin'	
3	ASHANTI Happy	
3	TRICK DADDY I/CEE-LD & BIG BOI In Da Wind	
3	LIL' WAYNE Way Of Life	
3	ANGIE MARTINEZ If I Could Go	
3	STYLES Goodtimes	
3	EMINEM Cleanin' Out My Closet	
3	MONICA All Eyes On Me	
2	BEYONCÉ Work It Out	
2	B2K Gots Ta Be	
2	BRANDY Full Moon	
2	DIRTY VEGAS Days Go By	
2	N.E.R.D. Rock Star	
2	DMX We Right Here	
2	TWEET Call Me	
2	FAITH EVANS Burnin' Up	
2	FABLOUS I/JAGGED EDGE Trade It All, Pt. 2	
2	RAPHAEL SAAQID I/D'ANGELO Be Here	
2	BBMAK Out Of My Heart...	
2	SEAN PAUL Gimme The Light	
2	SEETHER Fine Again	

Video playlist for the week ending Aug. 3.

75 million households



Paul Marszalek
VP/Music Programming

ADDS

DUNCAN SHEIK On A High

Plays		
26	CREED One Last Breath	
25	PINK Just Like A Pill	
25	AEROSMITH Girls Of Summer	
23	JOHN MAYER No Such Thing	
22	MING TEA I/AUSTIN POWERS Daddy Wasn't There	
19	RED HOT CHILI PEPPERS By The Way	
19	WEEZER Keep Fishin'	
19	DAVE MATTHEWS BAND Where Are You Going	
19	DEF LEPPARD Now	
19	NO DOUBT I/LADY SAW Underneath It All	
18	SHAKIRA Objection (Tango)	
18	NDRAH JONES Don't Know Why	
18	KYLIE MINOGUE Love At First Sight	
17	SHERYL CROW Steve McQueen	
16	OUR LADY PEACE Somewhere Out There	
16	GOO GOD DOLLS Big Machine	
15	COUNTING CROWS American Girls	
10	ALANIS MORISSETTE Precious Illusions	
10	LENNY KRAVITZ If I Could Fall In Love	
10	ELVIS VS. JXL A Little Less Conversation	
7	JENNIFER LOVE HEWITT Barenaked	
7	BEYONCÉ Work It Out	
7	ENRIQUE IGLESIAS Don't Turn Off The Light	
6	CELINE DION I'm Alive	
6	BBMAK Out Of My Heart...	
6	THE CORRS I/BDND When The Stars Go Blue	
4	MOBY Extreme Ways	
4	AMERIE Why Don't We Fall In Love	
4	DARIUS RUCKER Wild One	
4	311 Amber	
3	BEENIE MAN I/JANET JACKSON Feel It Boy	
2	COLDPLAY In My Place	
2	KID ROCK You Never Met A M/F Quite...	
2	ASHANTI Happy	
2	ELTON JOHN Original Sin	
1	ROBERT PLANT Darkness, Darkness	
1	MUSIQ Halfcrazy	
1	JENNIFER LOPEZ I/NAS I'm Gonna Be Alright	
1	WYCLEF JEAN I/CLAUDETTE ORTIZ Two Wrongs	
1	NICKELBACK Never Again	

Video airplay for Aug. 12-18.

36 million households



Cindy Mahmoud
VP/Music Programming & Entertainment

VIDEO PLAYLIST

P. DIDDY I/GINUWINE... I Need A Girl Pt. 2
TWEET Call Me
STYLES Goodtimes
AMERIE Why Don't We Fall In Love
NELLY Hot In Herre
BIG TYMERS Still Fly
IRV GOTTI PRESENTS... Down 4 U
EVE I/ALICIA KEYS Gangsta Lovin'
LUDACRIS I/MYSTIKAL & I-20 Move Bitch
MARIO Just A Friend 2002

RAP CITY TOP 10

BIG TYMERS Still Fly
N.O.R.E. Nothin'
LUDACRIS I/MYSTIKAL & I-20 Move Bitch
EMINEM Cleanin' Out My Closet
STYLES Goodtimes
TRICK DADDY I/CEE-LD & BIG BOI In Da Wind
NELLY Hot In Herre
LIL' WAYNE Way Of Life
EVE I/ALICIA KEYS Gangsta Lovin'
NAPPY ROOTS Po' Folks

Video playlist for the week ending August 11.

CMT
COUNTRY MUSIC TELEVISION

56.8 million households
Brian Philips, Sr. VP/GM
Chris Parr, VP/Music & Talent

ADDS

NICKEL CREEK This Side
LITTLE BIG TOWN Everything Changes

TOP 20

BROOKS & DUNN My Heart Is Lost To You
KENNY CHESNEY The Good Stuff
DARRYL WORLEY I Miss My Friend
TRACE ADKINS Help Me Understand
BLAKE SHELTON O! Red
DIXIE CHICKS Long Time Gone
LONESTAR Not A Day Goes By
MARK CHESNUTT She Was
BRAD MARTIN Before I Knew Better
PHIL VASSAR American Child
DIAMOND RIO Beautiful Mess
KELLIE COFFEY When You Lie Next To Me
LEE ANN WOMACK Something Worth Leaving Behind
WILLIE NELSON Maria (Shut Up And Kiss Me)
TOBY KEITH Courtesy Of The Red, White And Blue
ALAN JACKSON Drive (For Daddy Gene)
STEVE AZAR I Don't Have To Be Me ('Til Monday)
MARTINA MCBRIDE Where Would You Be...
JOE NICHOLS The Impossible
MONTGOMERY GENTRY My Town

HEAVY

BLAKE SHELTON O! Red
BROOKS & DUNN My Heart Is Lost To You
DIXIE CHICKS Long Time Gone
KENNY CHESNEY The Good Stuff
LEE ANN WOMACK Something Worth Leaving Behind
TOBY KEITH Courtesy Of The Red, White And Blue


HOT SHOTS

NICKEL CREEK This Side
PINMONKEY Barbed Wire And Roses
WILLIE NELSON Maria (Shut Up And Kiss Me)

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

Heavy and Hot Shots are frozen.
Adds and Top 20 are current as of August 2, 2002.

GREAT AMERICAN COUNTRY



Jim Murphy, VP/Programming
19 million households

ADDS

BLACKHAWK I Will
DOLLY PARTON Dagger Through The Heart

TOP 10

TOBY KEITH Courtesy Of The Red, White And Blue
KENNY CHESNEY The Good Stuff
DIXIE CHICKS Long Time Gone
RHONDA VINCENT I'm Not Over You
BLAKE SHELTON O! Red
DARRYL WORLEY I Miss My Friend
GARY ALLAN The One
MONTGOMERY GENTRY My Town
TRACE ADKINS Help Me Understand
JOE NICHOLS The Impossible

Information current as of August 2, 2002.

TELEVISION

TOP TEN SHOWS
July 29 - August 4

Total Audience (105.5 million households)	Adults 18-49		
1	CSI	1	American Idol (Tuesday)
2	Everybody Loves Raymond	2	Dog Eat Dog
3	48 Hours (Monday)	3	CSI
4	American Idol (Tuesday)	4	American Idol (Wednesday)
5	Law & Order	5	Rerun Show
6	Dog Eat Dog	6	Will & Grace
7	Becker	7	Friends
8	60 Minutes	8	Big Brother 3 (Wednesday)
9	Dateline (Tuesday)	(tie)	Fear Factor
10	American Idol (Wednesday)	10	Everybody Loves Raymond

Source: Nielsen Media Research

COMING NEXT WEEK

Friday, 8/9

- Marc Anthony, *The Tonight Show With Jay Leno* (NBC, check local listings for time).
- Counting Crows, *Late Show With David Letterman* (CBS, check local listings for time).
- Ice Cube is interviewed and Lyle Lovett performs on *Late Night With Conan O'Brien* (NBC, check local listings for time).

Saturday, 8/10

- Mick Jagger, *Saturday Night Live* (NBC, check local listings for time).
- Glenn Lewis, *Showtime at the Apollo* (check local listings for time and channel).

Monday, 8/12

- Gene Simmons guest stars on the second night of Joy Behar's five-part talk series, *Love, Hate & Joy* (ABC Family, 10:30pm).
- Moby and David Bowie, *Jay Leno*.
- Etta James, *David Letterman*.
- Riddlin Kids, *Late Late Show With Craig Kilborn* (CBS, check local listings for time).
- Breeders, *Last Call With Car-*

Tuesday, 8/13

- And You Will Know Us By The Trail Of Dead, *David Letterman*.
- They Might Be Giants, *Conan O'Brien*.
- Dave Pimer, *Craig Kilborn*.



Wednesday, 8/14

- Yo-Yo Ma, *David Letterman*.
- Filter, *Carson Daly*.

Thursday, 8/15

- Dolly Parton, *David Letterman*.
- Oasis, *Conan O'Brien*.
- International Noise Conspiracy, *Craig Kilborn*.
- Lil Bow Wow, *Carson Daly*.

— Julie Gidlow

55 million households



Peter Cohen
VP/Programming

Rap Adds

No Adds

Pop Adds

No Adds

Urban Adds

No Adds

Rhythmic Adds

No Adds


Rock Adds

No Adds

Adds for the week of August 5.

MTV

David Cohn
General Manager



2

KORN Thoughtless
DUR LADY PEACE Somewhere Out There
FILTER Where Do We Go From Here
EMINEM Cleanin' Out My Closet
LUDACRIS I/MYSTIKAL & I-20 Move Bitch
ELVIS VS. JXL A Little Less Conversation
DEFAULT Deny
AUDIOVENT The Energy

Video playlist for the week of July 29- Aug. 4.

EVE I/ALICIA KEYS Gangsta Lovin'
RED HOT CHILI PEPPERS By The Way
WEEZER Keep Fishin'
NELLY Hot In Herre
CLIPSE Grindin'
JIMMY EAT WORLD Sweetness
VINES Get Free
FAITH EVANS Burnin' Up
LINKIN PARK Points Of Authority
COLDPLAY In My Place
SYSTEM OF A DOWN Aerials
SLUM VILLAGE Tainted
N.O.R.E. Nothin'
STYLES Goodtimes
NAPPY ROOTS Po' Folks
PAPA ROACH She Loves Me Not
NEW FOUND GLDRY My Friends Over You

FILMS

BOX OFFICE TOTALS
Aug. 2-4

Title Distributor	\$ Weekend	\$ To Date
1	<i>Signs</i> (Buena Vista)*	\$60.11 \$60.11
2	<i>Austin Powers In Goldmember</i> (New Line)	\$31.11 \$141.67
3	<i>The Master Of Disguise</i> (Sony)*	\$12.55 \$12.55
4	<i>Martin Lawrence Live: Runteldat</i> (Paramount)*	\$7.37 \$7.37
5	<i>Road To Perdition</i> (DreamWorks)	\$6.60 \$77.15
6	<i>Stuart Little 2</i> (Sony)	\$6.11 \$46.86
7	<i>Men In Black 2</i> (Sony)	\$4.80 \$182.07
8	<i>The Country Bears</i> (Buena Vista)	\$3.14 \$11.79
9	<i>My Big Fat Greek Wedding</i> (IFC)	\$3.00 \$40.17
10	<i>K-11: The Widomaker</i> (Paramount)	\$2.85 \$30.74

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

COMING ATTRACTIONS: This week's openers include XXX, starring Vin Diesel. Disc one of the film's two-CD *Universal* soundtrack contains Gavin Rossdale's "Adrenaline," Moby's "Landing," *Queens Of The Stone Age's* "Millionaire," *Mushroomhead's* "Before I Die," *Rammstein's* "Feuer Frei," *Drowning Pool's* "Bodies (Vrenna XXX Mix)," *Hatebreed's* "I Will Be Heard," *Orbital's* "Technologique Park," *Flaw's* "Get Up Again" and *Fermin IV's* "004." Disc two includes cuts by *Nelly f/Toya* ("Stick Out Ya Wrists"), *Lil' Wayne* ("Look at Me"), *N.E.R.D. f/Kelis & Pusha T* ("Truth or Dare"), *Pastor Troy f/Ms. Jade* ("Are We Cuttin'"), *Big Tymers* ("Still Fly"), *Mack 10 f/Ice Cube, W.C. & Butch Cassidy* ("Connected for Life"), *Mr. Cheeks f/Missy Elliott & P. Diddy* ("Lights, Camera, Action!"), *Postaboy f/Rashad* ("I'm Okay"), *Dani Stevenson's* "Yo, Yo, Yo" and *Joi's* "Lick."

Opening in limited release this week is *The Good Girl*, starring Jennifer Aniston. Look sharp for former X frontman *John Doe* in a supporting role.

— Julie Gidlow



AL PETERSON

apeterson@radioandrecords.com

Personalities Rule At Talk Radio

■ In a changing broadcast business, great Talk hosts are still in demand

Throughout the history of radio, no matter how many changes have taken place in our industry, one thing has remained constant: Great personalities make great radio.

And there's no format where that fact is truer than Talk. Great talk shows come from personalities who are so compelling and so entertaining that listeners make an appointment to hear their programs.

Whether you are talking about successful national hosts like Rush Limbaugh, Howard Stern, Don Imus and Phil Hendrie or local legends like KFMB/San Diego's Jeff and Jer, KFBK/Sacramento's Tom Sullivan, WTKS/Orlando's Monsters of the Midday and WJR/Detroit's Paul W. Smith, they all share a common trait: They're great radio personalities who bring listeners back to their radio stations day after day, year after year, through hard work, compelling content and a unique and entertaining presentation.

With that in mind, I asked longtime broadcast executive, pioneering programmer and President/CEO of New York City-based Sabo Media **Walter Sabo** to share his thoughts on what it is that makes great radio personalities great. Sabo also offers some steps that music-



Walter Sabo

radio talents can take today to help them make the transition to the ultimate personality format, Talk radio.

R&R: You've said that there is a wealth of opportunity in Talk for personalities from other formats.

What do music-radio personalities need to know if they want to successfully make the transition?

WS: They need to know about the fifth minute. Most people who have only done music radio have never talked for more than four minutes without a jingle, commercials or a song. They have to learn about the fifth minute, because it's along about that time that they start to get into trouble.

One of the biggest misconceptions about Talk radio is that it means taking calls for three hours, and that sounds easy. But the fact is, it's very hard to get phone calls. You can't just prepare for a show where you'll be taking phone calls; you must prepare to deliver a three- or four-hour speech every single day. Imagine yourself working a

six-hour jock shift where the CDs don't work, the AudioVault crashes, the phone lines are down, and there are no commercials. That's how you have to prepare every day to do a good talk show.

R&R: What's one wrong reason for making a move from music radio to Talk?

WS: When I ask DJs why they want to do Talk, the No. 1 thing they say is, "I'm really tired of all these restrictive format rules and just reading liner cards. I really have a lot to say." Guess what? The really good Talk stations have format clocks and rules about things like call length, topic selection, production values, bumper music, etc.

There are just as many format rules at a well-programmed Talk station as there are at any music radio station and, as a talent, you should be grateful for them, because they will always make you sound good. Not to mention that smart Talk PDs look for air talent who have already done formatted radio.

R&R: What do you see as the biggest difference between being a music-radio personality and being a talk host?

"When people hear you talking about things they're interested in, they love you. When you talk about things they're not interested in, they don't hate you. It's much worse — they don't care about you."

WS: If you become a talk host, your life will never be the same. The minute you give your opinion on the air, you are subjecting your family to ridicule and safety threats. When you visit the local butcher, rather than him being happy to see you, he may not even want to serve you. Your anonymity will vanish, and you'll have to be prepared for a very different way of life, especially if you're good, because the better you are and the more persuasive you are, the greater the emotional reaction you will get.

R&R: What are some questions to ask yourself if you're considering a move to Talk radio?

WS: You must be prepared to give your opinion on a subject without fear or apology. Ninety-nine percent of people out there can't do that. Many people think they're giving their opinion, but they aren't — they're giving opinion possibilities. They'll say something like, "I think this, but some people think that, and others think this. So, what do you think?" That is not giving your opinion.

The common trait of every star on the radio — those who excel beyond their stations, no matter where they go — is that you always know how they feel about

any given subject. Their opinion can be anticipated, and it never changes. That's true of people like Paul Harvey, Howard Stern, Rush Limbaugh, Dr. Laura, Neil Rogers and Mark Belling, and it's true of every single star on the radio.

The difference between just somebody on the radio and a radio star is that you know, without any doubt, how the stars feel about any given subject. It's through your opinion that the audience gets to know you and what you are all about, and that's how you become a star.

R&R: Any advice to hosts on how to improve their performance and their overall careers?

WS: Number one, stop listening to other hosts. Number two, start paying more attention to all other media, especially the talk shows on TV. I don't mean the stuff on the cable news channels, I mean the stuff that people actually watch, like *The View*, *Oprah*, *Ricki Lake* and *Jerry Springer* — that's your competition, not some guy with a one share.

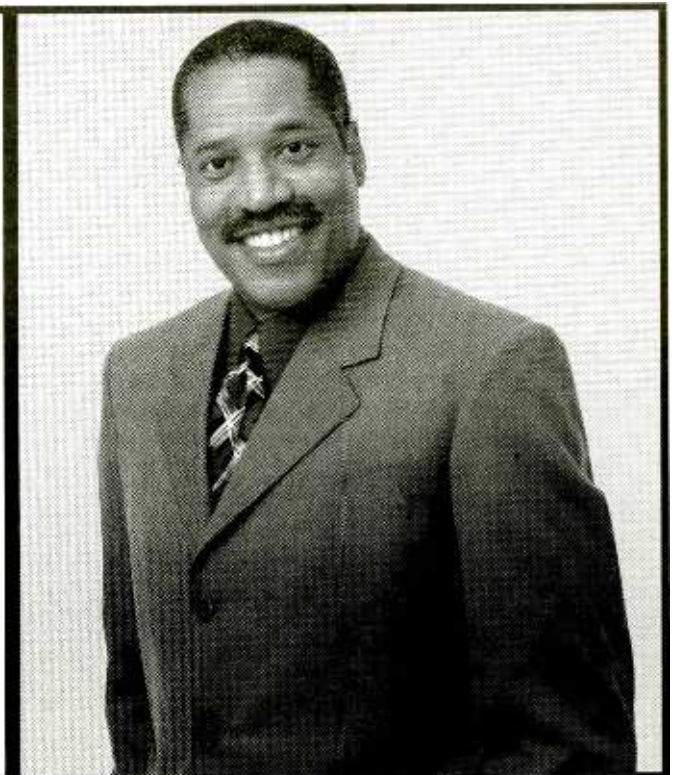
The better you know your audience, the better the job you'll do. The less time you spend at the radio station talking to radio people and the more time you spend at the food court at the mall learning

Continued on Page 22

Congratulations Larry

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america listens to abc

East: 212-735-1700 West: 972-991-9200

Personalities Rule....

Continued from Page 21

about what people really think and care about, the better you'll do. You also need the courage to put those things you hear on the air. We all respond to the power of the mirror. When people hear you talking about things they're interested in, they love you. When you talk about things they're not interested in, they don't hate you. It's much worse — they don't care about you.

R&R: Does that include listening to family and friends?

WS: Your friends and family will kill you. Tell them not to listen and don't talk to them about your show, because they're going to do one of two things: They'll either tell you that you're great when you're not, or they'll express their own fears and cause you to become fearful of discussing things on the air.

I am proud to report that I count Casey Kasem, Sally Jessy Raphael and Paul Harvey as close friends. At various times they have all been at the very top of the radio food chain, yet you will never have a discussion with any of them about radio. But ask them about their listener, and they become passionate. They can describe what they're wearing, what they care about and even what their kitchens smell like. They can paint a picture of their listener that will surpass a Van Gogh, because that's their job. They all know that their job is talk to a listener whom they know very well.

The most important audience to pay attention to is the one you want to reach, and they're at the mall. They want to hear about their kids, their money, that noise under the hood, taxes, sex, their job, sex, what's on TV tonight, what we are going to eat, where we are going this weekend, oh, and sex. That's the stuff they actually care about.

R&R: What is your response to

the argument that the talent pool has shrunk in the post-consolidation radio business?

WS: There is no shortage of on-air talent in America. The whine at conventions I hear is a big lie. There's tons of talent out there, terrifically motivated and talented people who would kill for you. But I do think there is a profound lack of management capable of managing good on-air talent. That's true in radio but not in TV.

"There has never been a greater need, there has never been more opportunity, and there has never been more respect for the work than there is in Talk radio today."

Why? Because the people who run television have budgets to develop talent and shows. In our business we have what, five or six huge radio companies, but not one with a single dime for development. Not one with an executive whose sole job is to go to comedy clubs, playhouses or theater classes to find talent — not one. And until that happens, there can be no whining about, "Where do we find talent?"

R&R: What about the other side of the coin, that consolidation has shrunk the job market for talents?

WS: That's a fear-based myth, as far as I can tell. It's only true in really small markets. The reality is that

syndication in Talk radio has created more jobs for talk hosts than would've ever been possible otherwise. In 1982 there were 59 Talk stations in America. Syndication made it possible for more than 1,000 stations to switch to Talk, and their schedules are not all filled with syndicated shows. Each of them has one, two or more local shows, so there are at least 2,000 on-air talk show jobs today that didn't exist 20 years ago. There has never been a greater need, there has never been more opportunity, and there has never been more respect for the work than there is in Talk radio today.

R&R: In recent years some suggested that the Internet was a great potential training ground for new talk talents. Is that option still there?

WS: I don't think it ever existed, and, frankly, that's a lazy answer from management. The job of radio management is to develop the people who work for them, not to say, "Go out there and swim in the ocean and let me know if you drown." Management's job is to say, "Hey, if you swim here, you'll get to the other shore."

R&R: You recently became a major advisor to Sirius Satellite radio. Do you see expanded opportunities for would-be talk hosts at the new satcasters?

WS: Absolutely. There is ample opportunity at both of the satellite radio companies but, frankly, more so at Sirius. Sirius has a significant development budget, and there will be an enormous amount of original Talk programming on it. It will be run by Jay Clark, who is great with talent. If you have ideas or a show and you want to give it a shot, it's a great place to go.

And you don't have to worry about answering a blind ad, wondering whether or not it's going to a company that you're already working for. Sirius is an autonomous company, and it has the most

A Unique Perspective On 9-11

Last week we noted some of the programming being offered by the major radio news networks in the weeks ahead to mark the upcoming one-year anniversary of the terrorist attacks of Sept. 11, 2001. This week veteran industry executive Walter Sabo has some outside-the-box ideas to help hosts offer listeners a unique perspective on the events of that day, as well as on the past year.

- We've heard a lot about, but very little from, firemen, police and other rescue workers on the scene.
- How about talking to people at the scrap yards who've had to go through every piece of scrap and ID it? I'm sure they have a story.
- Where is the janitor from the building on Barclay Street who found the emergency exit that saved Mayor Rudolph Giuliani from death?
- Talk to a security worker at an airport — preferably Boston — to see how their work and the perception of their job have changed.
- The highest reading scores in New York City are at the Battery Park School at the foot of the World Trade Center. For all the talk about the environment of a school impacting the effectiveness of education, it seems that a war zone did not impede learning. How did the principal and teachers do it?
- Besides the victims and their families, the group most changed by the events are 12-18-year-olds. This is their Kennedy assassination, their Challenger explosion, their Watergate, their Martin Luther King assassination. But do you hear them on the air? No. This event will have a lifelong effect on their perception of their safety and vulnerability and their position in the world. In 10 years they'll be making foreign-policy decisions, designing buildings, deciding whether or not to join the armed forces and hiring people of different backgrounds. How are they doing? Talk to teens.
- What about Arab Americans? Day to day, how's it going? On Second Avenue and Third Street in New York City there's a deli that serves Arab-American taxi drivers almost exclusively, and I'll bet there is such a restaurant in your town — a good place to take a microphone.
- As always, keep it short and sweet, and keep it personal.

beautiful broadcast facility you have ever seen.

R&R: Finally, what questions should a host ask when interviewing for a job?

WS: Ask what the person interviewing you likes to hear on the radio. You should get a sense that the person appreciates good shows and progressive talent. Ask what they are hearing when they listen to the station. Are they hearing content they're comfortable with, content

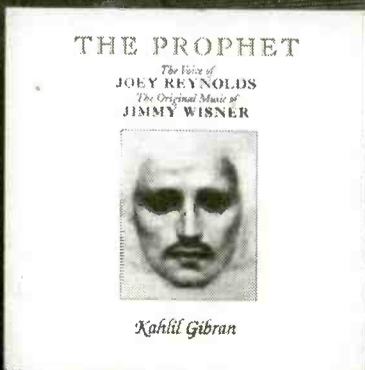
that goes too far or content that doesn't go far enough?

Pay attention to what's actually on the air, because that is the signature of the person who is running the station. Ask them about some of the hosts they like or don't like and why. And, in the end, be honest with yourself. If you're not hearing what you want to hear, even if it's a huge job, don't take it, because a huge job that doesn't work out is called a huge failure.

from prophets to palms
the future is yours to see

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JOEY REYNOLDS



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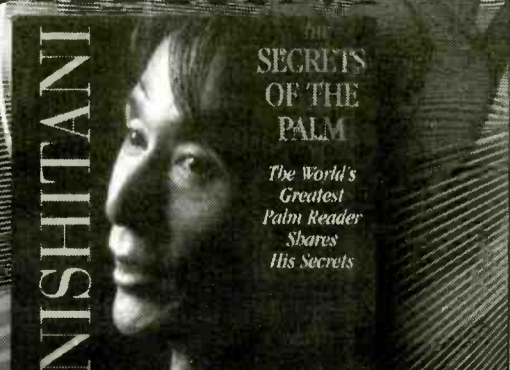
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SECRETS OF THE PALM The World's Greatest Palm Reader Shares His Secrets

12+ SPRING 2002 ARBITRON RESULTS

Riverside-San Bernardino - #28

Station (Format)	Owner	Wi '02	Sp '02
KFRG-FM (Country)	Infinity	7.8	7.0
KGGI-FM (CHR/Rhy)	Clear Chan.	6.06	8
KFI-AM (Talk)	Clear Chan.	5.4	5.5
KCAL-FM (Rock)	Anaheim	3.6	4.9
KOLA-FM (Oldies)	Anaheim	4.6	4.5
KKBT-FM (Urban)	Radio One	2.6	3.6
KSSE-FM (Span. Con.)	Entravision	3.3	3.1
KOST-FM (AC)	Clear Chan.	2.2	2.9
KTWV-FM (Sm. Jazz)	Infinity	2.3	2.9
KCXX-FM (Alt.)	All Pro	4.4	2.8
KPWR-FM (CHR/Rhy)	Emmis	2.5	2.8
KSCA-FM (Reg. Mex.)	Hispanic	3.0	2.7
KIIS-FM (CHR/Pop)	Clear Chan.	2.8	2.5
KBIG-FM (AC)*	Clear Chan.	1.3	2.4
KLOS-FM (Cl. Rock)	ABC	2.4	2.4
KCBS-FM (Cl. Rock)	Infinity	2.8	2.3
KHHT-FM (Urban AC)	Clear Chan.	2.1	2.3
KLVE-FM (Span. AC)	Hispanic	1.7	2.2
KXRS/KXSB (Reg. Mex.)	Lazer	2.6	2.0
KNX-AM (News)	Infinity	1.6	1.8
KLAX-FM (Reg. Mex.)	SBS	1.2	1.7
KROQ-FM (Alt.)	Infinity	2.0	1.7
KLSX-FM (Talk)	Infinity	1.4	1.3
KWRP-FM (Adult Std.)	Magic Br.	1.3	1.3
KWVE-FM (Christian)	Calvary Chapel	2.0	1.3
KRCD/KRCV (Spanish/O)	Hispanic	1.3	1.2
KRTH-FM (Oldies)	Infinity	2.0	1.1
KZLA-FM (Country)	Emmis	1.2	1.1
KTDD-AM (Country)	Clear Chan.	0.0	1.0

*Evolved from Hot AC during January

Charlotte-Gastonia-Rock Hill - #37

Station (Format)	Owner	Wi '02	Sp '02
WNKS-FM (CHR/Pop)	Infinity	7.0	7.8
WLYT-FM (AC)	Clear Chan.	5.8	7.2
WPEG-FM (Urban)	Infinity	6.4	6.4
WSOC-FM (Country)	Infinity	6.1	6.3
WBAV-FM (Urban AC)	Infinity	6.5	6.0
WLNK-FM (Hot AC)	Jeff.-Pilot	5.0	5.8
WRFX-FM (Cl. Rock)	Clear Chan.	5.9	5.7
WWMG-FM (Oldies)	Clear Chan.	4.8	5.3
WBT-A/F (Talk)	Jeff.-Pilot	4.4	4.7
WKKT-FM (Country)	Clear Chan.	5.3	4.7
WEND-FM (Alt.)	Clear Chan.	3.3	4.0
WSSS-FM ('80s)	Infinity	3.1	3.3
WCHH-FM (Urban)	Radio One	3.0	2.5
WNOW-AM (Reg. Mex.)	Baker Family	1.8	1.9
WFNZ-AM (Sports)	Infinity	1.5	1.4
WNMX-FM (Adult Std.)	GHB	2.1	1.4
WGIV-AM (Gospel)	Infinity	0.7	1.3
WLTC-AM (Gospel)	Frank Neely	0.0	1.0

Austin - #42

Station (Format)	Owner	Wi '02	Sp '02
KASE-FM (Country)	Clear Chan.	8.2	8.0
KQBT-FM (CHR/Rhy)	Infinity	7.2	6.7
KHHL-FM (Reg. Mex.)	Amigo Br.	3.3	5.6
KLBJ-AM (N/T)	LBJ-S	5.6	5.5
KROX-FM (Alt.)	LBJ-S	5.2	5.3
KVET-FM (Country)	Clear Chan.	5.1	5.2
KGSR-FM (Triple A)	LBJ-S	3.2	4.6
KKMJ-FM (AC)	Infinity	5.7	4.3
KAMX-FM (Hot AC)	Infinity	4.5	3.7
KPEZ-FM (Cl. Rock)	Clear Chan.	2.6	3.7
KEYI-FM (Oldies)	LBJ-S	4.2	3.5
KFMK-FM (Rhy/O)	Clear Chan.	3.0	3.5
KHFI-FM (CHR/Pop)	Clear Chan.	3.5	3.5
KLBJ-FM (Rock)	LBJ-S	3.8	3.4
KXMG-FM (CHR/Rhy)	LBJ-S	2.7	2.1
KTND-FM ('80s)	Simmons	1.3	1.6
KVET-AM (Sports)	Clear Chan.	1.4	1.4

San Antonio - #30

Station (Format)	Owner	Wi '02	Sp '02
KBBT-FM (CHR/Rhy)	HBC	7.1	7.7
KISS-FM (Act. Rock)	Cox	8.5	6.8
KXTN-FM (Tejano)	HBC	4.4	5.2
KQXT-FM (AC)	Clear Chan.	5.2	4.6
KCYF-FM (Country)	Cox	5.5	4.5
KXXM-FM (CHR/Pop)	Clear Chan.	4.9	4.5
KZEP-FM (Cl. Rock)	Lotus	3.5	4.5
KONO-FM (Oldies)	Cox	5.5	4.3
WOAI-AM (N/T)	Clear Chan.	4.4	4.2
KTFM-FM (CHR/Rhy)	Infinity	4.1	4.0
KAJA-FM (Country)	Clear Chan.	5.4	3.9
KROM-FM (Reg. Mex.)	HBC	2.9	3.7
KTSA-AM (N/T)	Infinity	3.4	3.7
KSMG-FM (Hot AC)	Cox	3.2	3.6
KLEY-FM (Reg. Mex.)	SBS	2.4	3.0
KCJZ-FM (CHR/Rhy)	Cox	2.4	2.5
KCOR-FM (Span. AC)	HBC	1.8	2.3
KKYX-AM (Country/O)	Cox	1.8	1.7
KLUP-AM (Adult Std.)	Salem	1.8	1.6
KSJL-A/F (Urban)	Clear Chan.	1.5	1.2
KSAH-AM (Reg. Mex.)	SBS	0.4	1.1
KZDC-AM (Span. N/T)	Radio Unica	0.5	1.1
KCOR-FM (Span. N/T)	HBC	1.0	1.0
KMFR-FM (Cl. Rock)	Hondo	0.8	1.0
KTKR-AM (Sports)	Clear Chan.	1.5	1.0

Middlesex-Somerset-Union, NJ - #36

Station (Format)	Owner	Wi '02	Sp '02
WLTW-FM (AC)	Clear Chan.	5.8	6.2
WMMQ-FM (AC)	Gr. Media	4.7	4.8
WXW-FM (Talk)	Millennium	4.4	4.7
WAXQ-FM (Cl. Rock)	Clear Chan.	4.5	4.5
WHTZ-FM (CHR/Pop)	Clear Chan.	5.0	4.4
WPLJ-FM (Hot AC)	ABC	2.9	4.4
WABC-AM (Talk)	ABC	4.0	4.1
WCBS-FM (Oldies)	Infinity	4.1	4.0
WOR-AM (Talk)	Buckley	3.4	4.0
WQHT-FM (CHR/Rhy)	Emmis	4.5	3.8
WXRK-FM (Alt.)	Infinity	4.2	3.8
WWPR-FM (Urban)*	Clear Chan.	2.7	3.4
WRKS-FM (Urban AC)	Emmis	2.0	3.1
WKTU-FM (CHR/Rhy)	Clear Chan.	2.9	3.0
WSQ-FM (Tropical)	SBS	3.3	3.0
WQCD-FM (Sm. Jazz)	Emmis	2.5	2.8
WCBS-AM (News)	Infinity	2.2	2.5
WBLS-FM (Urban)	Inner City	3.0	2.2
WFAN-AM (Sports)	Infinity	2.7	2.2
WNEW-FM (Talk)	Infinity	2.4	2.2
WMTR/WWTR (Adult Std.)	Gr. Media	2.3	1.9
WQXR-FM (Classical)	NY Times	2.6	1.8
WPAT-FM (Span. AC)	SBS	1.9	1.7
WCAA-FM (Tropical)	Hispanic	1.3	1.6
WINS-AM (News)	Infinity	1.6	1.5
WCTC-AM (N/T)	Gr. Media	1.5	1.4
WWZY-FM (Tropical)**	Big City	0.9	1.3
WPST-FM (CHR/Pop)	Nassau	0.9	1.1

*Was Urban AC until March 15, was WTJM-FM until April 16

**Was Country until May 8

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Format Abbreviations

AC-Adult Contemporary, Adult Std.-Adult Standards, B/EZ-Beautiful/Easy Listening, CHR/Pop-Contemporary Hit Radio/Pop, CHR/Rhy-Contemporary Hit Radio/Rhythmic, Cl. Hits-Classic Hits, Cl. Rock-Classic Rock, Full Serv-Full Service, Hot AC-Hot AC, Misc-Miscellaneous, Reg. Mex-Regional Mexican, Sm. Jazz-Smooth Jazz, Span. AC-Spanish Adult Contemporary, Spanish Con-Spanish Contemporary, Span N/T-Spanish News/Talk, Spanish/O-Spanish Oldies, Triple A-Triple A, Urban/AC-Urban Adult Contemporary, Urban-Urban Contemporary, Urban/O-Urban Oldies.

San Jose - #31

Station (Format)	Owner	Wi '02	Sp '02
KGO-AM (N/T)	ABC	6.5	7.1
KYLD-FM (CHR/Rhy)	Clear Chan.	5.3	5.0
KBAY-FM (AC)	Infinity	3.0	4.2
KSFO-AM (Talk)	ABC	5.0	4.1
KBRG-FM (Span. AC)	Entravision	4.1	4.0
KOIT-A/F (AC)	Bonneville	4.5	4.0
KCBS-AM (News)	Infinity	4.2	3.7
KRTY-FM (Country)	Empire	3.8	3.7
KJSO-FM (Rock)	Clear Chan.	3.1	3.5
KUFY-FM (Cl. Rock)	Clear Chan.	3.6	3.4
KFRC-A/F (Oldies)*	Infinity	2.8	3.0
KDFC-FM (Classical)	Bonneville	2.5	2.8
KLOK-AM (Reg. Mex.)	Entravision	3.4	2.7
KFFG/KFOG (Triple A)	Susquehanna	2.2	2.5
KKSF-FM (Sm. Jazz)	Clear Chan.	2.3	2.5
KNBR-AM (Sports)	Susquehanna	1.6	2.5
KIOI-FM (Hot AC)	Clear Chan.	1.7	2.4
KMEL-FM (CHR/Rhy)	Clear Chan.	1.9	2.4
KEZR-FM (Hot AC)	Infinity	2.6	2.3
KSOL-FM (Span. AC)**	HBC	3.1	2.2
KCNL-FM (Alt.)	Clear Chan.	1.5	2.1
KITS-FM (Alt.)	Infinity	2.2	2.1
KEMR/KZMR (Reg. Mex.)***	HBC	2.6	1.7
KKDV-FM (Cl. Hits)****	Bonneville	1.8	1.5
KABL-AM (Adult Std.)	Clear Chan.	1.7	1.3
KBLX-FM (Urban AC)	Inner City	0.8	1.2
KISQ-FM (Urban AC)	Clear Chan.	1.2	1.1
KLLC-FM (Hot AC)	Infinity	0.9	1.1

*KFRC-AM breaks from simulcast of KFRC-FM to carry Oakland A's baseball games

**Was KARA-FM (AC) until April

***KEMR-FM was KSOL-FM and KZMR-FM was KZOL-FM until April 10

****Was KZQZ-FM (CHR/Pop) until May 7

Norfolk-Virginia Beach-Newport News - #38

Station (Format)	Owner	Wi '02	Sp '02
WWDE-FM (AC)	Entercom	7.2	7.2
WVWL-FM (Urban AC)	Entercom	5.1	6.4
WOWI-FM (Urban)	Clear Chan.	7.3	6.3
WPTF-FM (Hot AC)	Entercom	4.3	5.7
WNOR-FM (Act. Rock)	Saga	5.8	5.5
WWSO-FM (Oldies)	Barnstable	5.7	5.2
WAFX-FM (Cl. Rock)	Saga	4.1	4.9
WGH-FM (Country)	Barnstable	5.5	4.9
WNVZ-FM (CHR/Rhy)	Entercom	4.7	4.9
WXEZ-FM (Gospel)	Barnstable	5.9	4.7
WCMS-FM (Country)	Barnstable	5.2	4.1
WSVY-FM (Rhy/O)	Clear Chan.	3.0	3.9
WROX-FM (Alt.)	Sinclair Tele.	3.2	3.5
WJCD-FM (Sm. Jazz)	Clear Chan.	2.3	3.4
WNIS-AM (Talk)	Sinclair Tele.	4.6	3.4
WKOC-FM (Triple A)	Sinclair Tele.	2.2	3.0
WBHH-FM (Urban)	Clear Chan.	2.2	2.0
WJOI-AM (Adult Std.)	Saga	1.2	1.7
WPCE-AM (Gospel)	Willis	0.9	1.2
WTAR-AM (N/T)	Sinclair Tele.	1.6	1.0
WWHV-FM (Urban)	On Top	0.9	1.0

Providence-Warwick-Pawtucket - #34

Station (Format)	Owner	Wi '02	Sp '02
WWLI-FM (AC)	Citadel	6.4	9.2
WPRO-FM (CHR/Pop)	Citadel	8.8	7.1
WWBB-FM (Oldies)	Clear Chan.	6.0	6.9
WHJY-FM (Rock)	Clear Chan.	5.9	5.9
WCTK-FM (Country)	Hall	5.5	4.6
WHJJ-AM (N/T)	Clear Chan.	3.4	4.0
WPRO-AM (Talk)	Citadel	5.0	4.0
WSNE-FM (Hot AC)	Clear Chan.	4.7	3.8
WAKX/WWKX (CHR/Rhy)	AAA Enter.	4.1	3.4
WBRU-FM (Alt.)	Brown Univ.	3.4	2.9
WFHN-FM (CHR/Rhy)	Citadel	2.1	2.6
WPLM-FM (Soft AC)	Plymouth Rock	3.2	2.6
WRRX-FM (Alt.)	Phoenix Media	2.2	2.4
WJMN-FM (CHR/Rhy)	Clear Chan.	2.4	2.1
WSKO/WZRI ('80s)*	Citadel	1.1	1.8
WCIB-FM (Cl. Rock)	Makkay	1.0	1.7
WCRB-FM (Classical)	Charles River	2.1	1.5
WEEI-AM (Sports)	Entercom	1.7	1.5
WBSM-AM (N/T)	Citadel	1.2	1.4
WPMZ-FM (Tropical)	Bear Br.	0.8	1.4
WBCN-FM (Alt.)	Infinity	1.2	1.3
WBZ-AM (N/T)	Infinity	1.5	1.2
WBMX-FM (Hot AC)	Infinity	2.1	1.1
WOODS-FM (Oldies)	Infinity	1.4	1.1
WAAF-FM (Act. Rock)	Entercom	1.5	1.0
WSKO-AM (Sports)	Citadel	1.1	1.0
WZLX-FM (Cl. Rock)	Infinity	0.9	1.0

*WSKO-FM was WZRA-FM until May

Indianapolis - #40

Station (Format)	Owner	Wi '02	Sp '02
WFMS-FM (Country)	Susquehanna	10.6	11.4
WFBO-FM (Cl. Rock)	Clear Chan.	8.6	9.4
WHHH-FM (CHR/Rhy)	Radio One	6.0	7.8
WIBC-AM (N/T)	Emmis	7.6	7.0
WGDL-FM (Oldies)	Susquehanna	6.3	6.6
WNOU-FM (CHR/Pop)	Emmis	5.3	6.3
WRZX-FM (Alt.)	Clear Chan.	4.8	6.3
WTLC-FM (Urban AC)	Radio One	4.9	5.4
WYXB-FM (Soft AC)	Emmis	4.8	4.3
WTPI-FM (AC)	MyStar	4.8	3.8
WZPL-FM (Hot AC)	MyStar	2.8	2.9
WENS-FM (Hot AC)	Emmis	3.0	2.8
WGRL-FM ('80s)	Susquehanna	3.5	2.7
WTTS-FM (Triple A)	Sarkes Tarzian	2.2	2.1
WYJZ-FM (Sm. Jazz)	Radio One	2.2	2.1
WTLC-AM (Urban/O)	Radio One	2.0	1.9
WNDE-AM (Sports)	Clear Chan.	2.2	1.4
WXIR-FM (Christ. AC)	Radio 1500	1.6	1.4

Las Vegas - #41

Station (Format)	Owner	Wi '02	Sp '02
KJUL-FM (Soft AC)	Beasley	6.4	8.1
KWNR-FM (Country)	Clear Chan.	7.7	7.8
KISF-FM (Reg. Mex.)	HBC	6.1	7.6
KXTE-FM (Alt.)	Infinity	6.3	5.0
KSNE-FM (AC)	Clear Chan.	5.8	4.9
KLUC-FM (CHR/Rhy)	Infinity	5.6	4.8
KQOL-FM (Oldies)	Clear Chan.	4.8	4.5
KMXB-FM (Hot AC)	Infinity	4.2	4.0
KMZQ-FM (AC)	Infinity	2.8	3.8
KSTJ-FM ('80s)	Beasley	3.7	3.8
KFMS-FM (CHR/Pop)	Clear Chan.	4.1	3.7
KOMP-FM (Act. Rock)	Lotus	5.1	3.7
KVEG-FM (CHR/Rhy)	Kemp Br.	3.0	3.5
KXNT-AM (Talk)	Infinity	3.6	3.3
KXPT-FM (Cl. Hits)	Lotus	2.5	3.0
KKLZ-FM (Cl. Rock)	Beasley	3.3	2.9
KRRN-FM (Span. Con.)	Entravision	3.4	2.0
KVGS-FM (Urban)	Desert Sky	1.6	1.9
KDWN-AM (N/T)	Radio Nevada	1.6	1.5
KLSQ-AM (Spanish/O)	HBC	1.0	1.4
KOAS-FM (Sm. Jazz)	Desert Sky	1.6	1.4
KSFN-AM (Talk)	Infinity	0.8	1.0



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Adding '70s To The Oldies Mix

□ Newer music has little impact on ratings, according to Coleman

Many Oldies stations are adding music from the '70s in an attempt to improve their Arbitron numbers. But those efforts have had little impact on their ratings, according to a new Coleman report.

About "Oldies Insights — Winter 2002," Coleman President Jon Coleman says, "Many Oldies stations are adding more '70s music in place of '50s and '60s music in an effort to bolster their 25-54 Arbitron performance. The early indications are that, while these efforts are certainly not hurting these stations' performances, the positive effects have been minimal."

The "Oldies Insights" report covers 39 Oldies stations in the top 50 U.S. markets. Among its conclusions:

- All Oldies stations are playing a more contemporary music mix today than in 2000. Two years ago the average era of an Oldies station was 1965.7. Today it is one year more recent: 1966.7.

- The adults 25-54 Arbitron performance of Oldies stations declined by 3% between winter 2000 and winter 2002.

- There is little difference in the ratings performances of Oldies stations that play an older blend of music and stations that play a newer blend. Oldies stations taking a newer music approach do, however, have slightly younger audience compositions than their older counterparts.

- Oldies stations that have most significantly contemporized their music mixes over the last two years perform comparably to those that have not contemporized as quickly.

- Oldies stations airing an older-leaning music mix perform slightly better in the adults 35-64 demographic than those taking a younger music approach.

- While there is little difference between the ratings performances of stations with a more contemporary sound and those with an older sound among 25-54-year-olds, there is a difference among 35-64-year-olds. Stations that play an older mix of music have a higher share and a slightly higher average Coleman Performance Index among the 35-64 audience than stations that play a more contemporary blend.

Interestingly, among 25-54-year-olds, there is no difference in the performance of Classic Rock-leaning Oldies stations and those that do not lean toward Classic Rock. But there is a dramatic difference among 35-64-year-olds: The Coleman Performance Index is considerably higher for stations with little classic rock music compared to stations that play a lot of classic rock. Thus, it appears as though classic rock has little effect on the 25-54-year-old performance of Oldies stations, but it undermines their performance among adults 35-64.

A complete copy of Coleman's "Oldies Insights — Winter 2002" report is available for free at www.colemaninsights.com.

Moving More Contemporary?

The Coleman report also distinguishes between Oldies stations whose average playlist era moved forward by one year or more between 2000 and 2002.

Station/Market	Moved More Contemporary	Did Not Move More Contemporary
WCBS/New York	•	
KRTH/Los Angeles		•
WJMK/Chicago		•
KFRC/San Francisco		•
KLUV/Dallas		•
WOGL/Philadelphia	•	
KLDE/Houston	•	
WBIG/Washington	•	
WODS/Boston	•	
WOMC/Detroit		•
WFOX/Atlanta		•
WMXJ/Miami		•
KBSG/Seattle		•
KOOL/Phoenix	•	
KQQL/Minneapolis		•
KLOU/St. Louis		•
WQSR/Baltimore		•
KXKL/Denver	•	
WWSW/Pittsburgh	•	
KKSN/Portland, OR		•
WMJI/Cleveland	•	
WGRR/Cincinnati		•
KOLA/Riverside		•
KCMO/Kansas City		•
KONO/San Antonio		•
KODJ/Salt Lake City		•
WRIT/Milwaukee	•	
WWBB/Providence	•	
WWMG/Charlotte	•	
WSHE/Orlando	N/A	N/A
WGLD/Indianapolis	•	
KQOL/Las Vegas		•
KEYI/Austin	•	
WMQX/Greensboro		•
WTKL/New Orleans		•
WMAK/Nashville	N/A	N/A
WTRG/Raleigh		•
WDRC/Hartford		•
WHTT/Buffalo	•	

Older Vs. Newer Music Blends

In Coleman's "Oldies Insights — Winter 2002" report, Oldies stations were divided into two groups: those airing an older music blend and those airing a newer music blend. The determinations were based on the average era of all titles played during a 24-hour period.

Station/Market	Older	Newer	Station/Market	Older	Newer
WCBS/New York		•	WMJI/Cleveland		•
KRTH/Los Angeles		•	WGRR/Cincinnati		•
WJMK/Chicago		•	KOLA/Riverside		•
KFRC/San Francisco		•	KCMO/Kansas City		•
KLUV/Dallas		•	KONO/San Antonio		•
WOGL/Philadelphia		•	KODJ/Salt Lake City		•
KLDE/Houston		•	WRIT/Milwaukee		•
WBIG/Washington		•	WWBB/Providence		•
WODS/Boston		•	WWMG/Charlotte		•
WOMC/Detroit	•		WSHE/Orlando		•
WFOX/Atlanta	•		WGLD/Indianapolis		•
WMXJ/Miami	•		KQOL/Las Vegas		•
KBSG/Seattle	•		KEYI/Austin		•
KOOL/Phoenix		•	WMQX/Greensboro		•
KQQL/Minneapolis		•	WTKL/New Orleans		•
KLOU/St. Louis		•	WMAK/Nashville		•
WQSR/Baltimore		•	WTRG/Raleigh		•
KXKL/Denver	•		WDRC/Hartford		•
WWSW/Pittsburgh		•	WHTT/Buffalo		•
KKSN/Portland, OR	•				

Classic Rock Content

Listed below is each station in the analysis, along with the percentage of classic rock-coded titles played during a 24-hour period.

Station/Market	Classic Rock Content	Station/Market	Classic Rock Content
WCBS/New York	12.2%	WMJI/Cleveland	23.6%
KRTH/Los Angeles	20.3%	WGRR/Cincinnati	21.4%
WJMK/Chicago	21.1%	KOLA/Riverside	14.3%
KFRC/San Francisco	21.7%	KCMO/Kansas City	8.8%
KLUV/Dallas	19.2%	KONO/San Antonio	12.5%
WOGL/Philadelphia	6.8%	KODJ/Salt Lake City	29.6%
KLDE/Houston	20.4%	WRIT/Milwaukee	22.4%
WBIG/Washington	25.0%	WWBB/Providence	17.2%
WODS/Boston	20.3%	WWMG/Charlotte	14.8%
WOMC/Detroit	17.1%	WSHE/Orlando	26.6%
WFOX/Atlanta	17.2%	WGLD/Indianapolis	12.3%
WMXJ/Miami	12.7%	KQOL/Las Vegas	10.1%
KBSG/Seattle	17.3%	KEYI/Austin	13.4%
KOOL/Phoenix	22.9%	WMQX/Greensboro	15.9%
KQQL/Minneapolis	29.6%	WTKL/New Orleans	20.4%
KLOU/St. Louis	25.7%	WMAK/Nashville	25.4%
WQSR/Baltimore	17.5%	WTRG/Raleigh	18.5%
KXKL/Denver	23.0%	WDRC/Hartford	15.2%
WWSW/Pittsburgh	17.4%	WHTT/Buffalo	12.7%
KKSN/Portland, OR	9.0%		

The Exploding World Of Warner Bros.

'Stan Cornyn was so hands on'

By Bob Shannon

Stan Cornyn used to sing drum solos to his dates. Really.

Now, maybe it's me, but I think any man who can cop the snap of a snare with his mouth is probably more than capable of capturing the rhythm of the nation with his words. Cornyn, who spent the lion's share of his career at Warner Bros., has written a book called *Exploding: The Highs, Hits, Hype, Heroes and Hustlers of the Warner Music Group*, and if you're in the record business or ever were or want to be or are interested in how music, media and money have impacted our society over the past 50 years, it's a must-read.

I've never talked with Cornyn personally, but, after reading his words late into the night for two days straight, I believe I've heard his voice.

SNEAK OUT THE BACK, JACK

There were 10 Warner siblings, but the Warner brothers — the ones you think of when you hear the name — numbered four: Harry, Abe, Sam and Jack. Jack was the youngest.

In 1923 Harry Warner incorporated Warner Bros. Pictures, and three years later, on Oct. 6, 1926, a Warner's film called *The Jazz Singer* opened, starring Al Jolson. It was the first talkie and, according to Cornyn, turned Jolson into "the Mick Jagger of his time."

Sam died the day before *The Jazz Singer* opened. Cornyn writes, "To finish the picture on time, Sam never left the studio. Meals sent in to him lay cold, untouched. He ate aspirins by the dozen, with milk of magnesia chasers."

By 1928 each of the three remaining Warner brothers was making \$500,000 a year, the equivalent of \$50 million today. By 1930 the company owned 93 film distributorships and 525 theaters and had 18,500 employees.

Fast-forward to 1956. Despite some misgivings, the brothers decided to sell 90% of their company for \$22 million (close to \$3.5 billion today) and retire. But Jack, who never was and always wanted to be President of Warner's, had other plans. Behind his brothers' backs, he bought back some of the stock and was rewarded with the job and title he'd dreamed of. From that point on the calls were his to make.

You'll have to read the book to see how his brothers responded, but here's a hint: It was ugly.

On March 10, 1958 Jack Warner became Chairman of a new company called Warner Brothers Records. He named a former Columbia exec, Jim Conkling, President and gave him eight months to get things up and running.

MAKE A NEW PLAN, STAN

Exploding isn't a biography, per se, but what the reader sees is the Warner world according to Cornyn. "Stanley would know," says David Urso, who was at Warners from 1972 to 1982. "Stan's a very intelligent man, and he got even brighter in terms of OJT — on the job training." Urso says Warner's was electric during those

years and that Cornyn "was so hands on."

Cornyn did his undergraduate work at Pomona College and then headed off to Yale to study drama. By 1958 he'd written high-tech copy for an oxygen-analyzer company, spent a year in Paris pretending to be Hemingway and jumped into showbiz, writing liner notes at Capitol Records. When he joined the fledgling Warners that year, his business cards read "Editorial Manager."

On July 21, 1958 his first ad appeared in the trades. It read:

Your place is reserved for the premier
The first name in sound
Warner Bros. Records

Warner's first artist was teen actor Tab Hunter. "He couldn't carry a tune in an armored car," writes Cornyn. And, believe it or not, the first single on the label was "The Star Spangled Banner." In 1959 Warner Bros. had its first hit with 77 *Sunset Strip* TV star Edd Byrnes. The song was "Kookie, Kookie, Lend Me Your Comb," and it included the memorable lyric, "Baby, you're the ginchiest!"

To get "this crap on the radio," writes Cornyn, "Warner's candor-unchallenged Don Graham got a Radio KYA (San Francisco) promo going: 'Send in your old comb; we'll send you a new Kookie comb free.'"

Eighty thousand combs later, "Kookie" was a hit. It was, however, slightly less than an auspicious beginning.

AND SET YOURSELF FREE

There are a thousand stories in *Exploding*, each marking a place and time when things were simpler and more exciting than, say, watching ink dry.

On the pages of Cornyn's book you'll meet record legends like Ahmet Ertegun, Jerry Wexler, Mo Ostin and Joe Smith and hear stories about labels being born and labels that withered away. Oh, yeah, the same things happened to artists too. You'll read about wild promotion antics (Elektra's Paul Poulos sent real pig heads to radio with a note saying, "Don't be a pighead. Add the record") and even wilder conventions that ... well, read about them.

You'll even get a glimpse of artists who took stardom to the extreme (one trashed his suite and told WEA, "It's OK, I can do this because I'm a star, and stars do these things") and others who left labels of their own volition but were still human enough to cry because, after all, despite the lure of money, they were still leaving old friends behind.

And, as the book races through the '80s and '90s, you'll meet titans of industry who didn't care about the music and never knew the industry's history.

But, don't get me wrong: This book is a love story. Congratulations, Mr. Cornyn. Well done. Please note that I haven't shared what Jack Warner said on his last day. For that, they'll have to read the book.

Bob Shannon can be reached at bob@shannonworks.com.



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Ugly Kids Generate Street Talk

Twin Cities residents were baffled for more than a month over the identities of two mysterious preteens whose photos were plastered on 12 area billboards featuring the puzzling phrase "Ugly Kids." Just who were these strange, badly dressed children? The billboards generated tons of talk around town ... especially from the concerned parents of semi-



Dave and Angie, then and now.

attractive children. The mystery was finally solved last week, when the blank spaces were filled in, as seen in the lower billboard pictured below. Yes, those gawky, awkward ugly ducklings grew up to become DJs. Specifically, they're **KDWB/Minneapolis** morning dude **Dave Ryan** and co-host-beautiful swan **Angie Taylor**.

In a surprising move, KKSF/San Francisco VP/Programming and Smooth Jazz icon **Paul Goldstein** has resigned. "It's been a pleasure working at KKSF for the past four years," Goldstein says. "Station management and I have been discussing my desire to pursue other interests over the past six months, and they have been very supportive. I'm going to miss working with Regional VP/Market Manager Ed Krampf and KKSF's extraordinary staff, but it's time for me to pursue some exciting new opportunities."

Clear Channel/Tallahassee, FL OM **Steve King** trades his beloved humidity for some serious dry heat by transferring to Tucson to become OM for CHR/Pop KRQQ (93-7 KRQ) and CHR/Rhythmic sister KOHT (Hot 98.3). King will also handle the day-to-day programming of KRQ, while Asst. PD/MD Randy Williams, a.k.a. **R-Dub!**, rises to PD.

As **ST** went to press, we learned that **Jay McCarthy**, PD of Clear Channel's WWYZ (Country 92.5)/Hartford, will now be driving up and down I-91 a lot more. That's because he's been upped to Director/Country Programming for the company's Hartford, CT and Springfield, MA stations. As a result, he picks up oversight for WPKX/Springfield, MA.

Is There A Point To This Story?

It smells like spin spirit at Infinity's '80s **KYPT (The Point)/Seattle**. PD **Garett Michaels** is out, along with Asst. PD/midday jock **Jay Slater**, MD/afternoon jock **Curt Kruse** and morning hosts **Lisa Berrigan**, **Josh Goodman**, **Ron Soos** and **Dave Eitel**. Meanwhile, phone calls regarding KYPT programming are now being taken by **Mike Preston**, PD of crosstown

CHR/Pop sister **KBKS (Kiss 106.1)**, who is upped to OM for both stations. A visit to www.965thepoint.com says the website is under construction, but **ST** wonders if the station is also headed in that direction ahead of a format tweak ... or an outright flip.

Expect **Louis Kaplan**, most recently PD of KLLC/San Francisco, to be named PD of Clear Channel '80s outlet **WMAX/Atlanta**.



Louis Kaplan

Speaking of KLLC, the station known on-air as "Alice@97.3" ups part-timer **Derek Madden** to MD. He'll continue to handle nights on crosstown sister Alternative KITS (Live 105), where he refers to himself as "The Madden."

David Smith, OM/PD of Cox Radio's Louisville cluster, crosses the street to become Director/Operations for Salem's Louisville cluster. He will oversee WFIA, WGTK, WLSY & WRVI.

WFMF/Baton Rouge PD **Flash Phillips** becomes OM for the Premiere-syndicated **Kidd Kraddick in the Morning**, which means he gets the complimentary market upgrade to Dallas. Concurrently, WFMF MD/morning show producer **Super Steve** exits for overnights at WEZB (B97)/New Orleans.

KFI-AM/Los Angeles afternoon hosts **John Kobylt** and **Ken Chiampou**, a.k.a. John & Ken, score some major press, thanks to an Aug. 2 story in the *New York Times*. The item discussed how the boys have made headlines themselves by getting directly involved in the hot-button news stories of the day — everything from the O.J. Simpson murder trial to California's controversial "S.U.V. Tax." They've even been involved in helping to unseat a local judge accused of possessing child pornography!

Continued on Page 29

Rumbles

- KABZ/Little Rock PD **Kevin Barrett** exits the FM Talker due to budget cuts.
- Afternoon driver **Sonny "Boom Boom" Loco** rises to Asst. PD at XHTZ (Z90)/San Diego as **Slyed** is upped to MD.
- WAOA/Melbourne PD/morning co-host **Mike Lowe** exits after 12 years of service.
- KCHZ (Z95.7)/Kansas City Asst. PD/MD/afternoon host **Mike Austin** exits. Midday talent **Jacqui Lucky** moves to afternoons, while **Chris Alan** is inbound for nights.
- WLZR/Milwaukee afternoon driver/Imaging Director **Ryan Castle** joins WZTA/Miami for afternoons, starting Aug. 26. Asst. PD/MD **Lee Daniels** will move to middays, and **Nicole Alvarez** (who had been voicetracking the shift) comes aboard from WPLA/Jacksonville for nights. She replaces **Razor**, who segues to crosstown Classic Rock sister WBGG for similar duties.
- Bonneville Hot AC **WWZZ/Washington** drops its longtime Z104 positioner in favor of a more streamlined "104." The station's website is now www.moremusic104.com.

KASEY CHAMBERS BARRICADES & BRICK WALLS



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from the CD
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"Before the song was half over, every woman within earshot was in my office asking who it was...Any song that gets that kind of reaction is going right on the radio. I can't wait until the 1.4 million women who listen to the station hear it!"

- *Jim Ryan, PD/OM-WLTW*

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- *Jeff Cushman, PD-WOMX*

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- *John Peake, PD-KLLC*

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Street Talk®

Continued from Page 26

Ripping a page from today's headlines — the basis of all decent promotions — CHR/Pop **WRVW (The River)/Nashville** recently blew out VHS copies of *Crossroads*, a film starring **Britney Spears**, in a clever, original way. In an homage to Britney's now-infamous Mexico City concert, which came to a screeching halt after just four songs, The River's contest works as follows: "When you hear Britney cut one of her songs short, that's your cue to call in to win," PD **Rich Davis** tells **ST**.

Familiar Names In New Places

Veteran Seattle air talent **Ric Hansen** signs on to do mornings on Clear Channel's **KJR-FM/Seattle**, which features "Super Hits of the '60s and '70s." Hansen was a personality at legendary Top 40 **KJR-AM/Seattle** from 1972-76, and he'll continue as President of Radio Parties, his 10-year-old event-marketing management company.

Mike Cleary, best-known for his 17 years in mornings at **KNBR/San Francisco**, where he shared the mike with Frank Dill, resurfaces down the coast for mornings at Buckley's Adult Standards **KIDD (Magic 63)/Monterey**. Known as "The Travel and Food Gourmet," Cleary will continue to write a syndicated newspaper column on gastronomy and travel.

ST hears that syndicated countdown personality **Sean "Hollywood" Hamilton** may be in talks with Clear Channel concerning the vacant morning gig at CHR/Pop **WKSC (Kiss 103.5)/Chicago**. We'll keep you posted should anything develop.

Leap o' the Week: **KKIX/Fayetteville, AR** morning hosts **Darren Wilhite** and **Tim Wall** will replace Kevin O'Neill in mornings at **WYCD/Detroit**, beginning Aug. 19.



Lynn Tolliver

Legendary Cleveland broadcaster and onetime **WZAK/Cleveland** VP/Operations **Lynn Tolliver** becomes GM and PD of D&E Communications' Oldies **WRTK-AM/Youngstown, OH**.

Congrats to "Captain" **Carl Reese** of Adult Standards **WCLV-AM**, who celebrates his 50th anniversary as a Cleveland air personality.

RADIO & RECORDS



1

- **John Hogan** advances to President/COO of Clear Channel Radio.
- Clear Channel/Houston sets **Vince Richards** as Rock OM, **Marc Sherman** as AC OM.
- **Chris LaMonica** named VP/Rap Marketing & Promotion for Arista Records.



John Hogan

5



Lee Hansen

- **Gary Spivack** elevated to VP/Alternative Promotion at Atlantic.
- **Lee Hansen** upped to VP/OM of **KKSF/San Francisco**.
- **Steve Mitchell** returns to Atlanta as PD of **WYAY**.
- **Rob Morris** upped to PD of **KDWB/Minneapolis**.

10

- **Jon Robbins** accepts the OM position at **KMZZ & KRXX/Minneapolis**.
- **Jim Kirkland** tapped as PD of **WRVR/Memphis**.
- **Lex Staley** rejoins **WFYV/Jacksonville** as PD.
- **Steve Peck** promoted to PD at **WSNE/Providence**.

15

- **John Frawley** promoted to PD of **WBZ/Boston**.
- **Bob Welch** upped to PD of **WQBK-FM/Albany, NY**.

20

- **Eddie Fritts** is elected President of the NAB.
- **KRTH/Los Angeles** VP/GM **Ailan Chlowitz** adds **KHJ** duties.
- **Tom Cuddy** becomes OM/PD of **WPRO-AM & FM/Providence**.
- **Joel Folger** tapped as MD of **KQRS/Minneapolis**.



Eddie Fritts

25

- **Sky Daniels** lands at **WYDD/Pittsburgh** for weekends.
- **Donnie Simpson** joins **WKYS/Washington** doing 3-7pm.
- **KROQ/Los Angeles** hires two new weekenders: **Shadoe Stevens** and **Sparkle Plenty**.

Finally, **Pollack Media Group** is inviting radio stations to participate in a worldwide 9/11 Global Memorial to coincide with the Ground Zero ceremony to be held in New York on Sept. 11. At 8:46am ET, a moment of silence will be observed to coincide with the time of the first attack at the World Trade Center last year. Pollack is suggesting that stations play "One" by U2 immediately following that moment, because the lyrics of the song seem appropriate for the somber occasion. If your station or cluster would like to participate, please contact Pollack via e-mail at pmg@labridge.com.

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

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Records

• Beyond Music VP/Promotion **Mark Gorlick** takes L.A.-based VP/Promotion duties for **Lava**. Seconds later, promo vet **Mark Rose** is named **Lava's** new Pacific Northwest promo guy.

• Virgin VP/Alternative Promotion **Geordie Gillespie** segues to Hollywood Records for similar duties.

• Interscope/Geffen/A&M West Coast Rhythm Crossover dude **Brian Gray** is upped to National Rhythm Crossover man. **Enrique Ongpin** (ex-Virgin Records) returns to the label to replace Gray on the Left Coast.

• Epitaph VP/Promotion **Christina Whitet-rash** segues to Fat Wreck Chords to coordinate the label's marketing efforts. She will relocate to San Francisco.



LAUNCHING PAD LAUNCHING PAD LAUNCHING PAD LAUNCHING PAD LAUNCHING PAD LAUNCHING PAD LAUNCHING PAD LAUNCHING PAD LAUNCHING PAD

LAUNCHING PAD

UNDERGROUND ACTION

Breaking Benjamin Break Through

By Frank Correia, Music Editor
fcorreia@radioandrecords.com

With their lead single, "Polyamorous," garnering spins and requests from multiple Active Rockers, new Hollywood Records act **Breaking Benjamin** are certainly feeling the love at the format. "It's really early in the development of the project, but I've never had a record go top 25 this fast," says Hollywood VP/Rock & Alternative Promotion **Joey Scoleri**.

The band's upward trajectory can be credited to strong support from Active Rock stations like KRAB/Bakersfield, WRQC/Ft. Myers and WCPR/Biloxi, MS, among others. Another key supporter is Alternative KWOD/Sacramento, which is giving "Polyamorous" steady double-digit spins.

"KWOD is getting top-five phones," Scoleri says. "The Point [KPNT] in St. Louis has top-five phones already. It seems like anyone who's playing the record immediately gets phones. I've never had a record move so quickly out of overnights and evenings into all dayparts. We're getting immediate response on it."



Breaking Benjamin

Then, of course, there's WBSX, which is in the band's hometown of Wilkes Barre. "I choked up yesterday when I listened to this CD," says WBSX MD **Freddie Fabbri**. "It's everything I could have dreamed for this band. They are one of the most talented group of guys I've ever had the pleasure of meeting, never mind working with."

If Fabbri sounds emotionally invested in the band, it's because he should be. After all, Breaking Benjamin is his discovery. He first noticed the band when they opened for another hometown act, Universal's Lifer. Impressed with what he saw, Fabbri decided to catch Breaking Benjamin on their own.

Banking On Benjamin

"They reeked of something supercreative and special," Fabbri says of the band, then a three-piece outfit. "Ben [Burnley], the singer, gave off this aura, this charisma. Every song this band was doing was amazing. They didn't have an EP or anything."

Fabbri decided to finance Breaking Benjamin's five-song, self-titled EP, which contained the original version of "Polyamorous." He conferred with his PD, Chris Lloyd, and then added the song into WBSX's rotation. "After about four or five months things got crazy," Fabbri says. "The song went top-five phones and was being requested all the time in all dayparts."

"They put it in at 12 spins a week, and within three weeks it started pulling phones," Hollywood New York/Mid-Atlantic Regional **David Perl** recalls. "It grew from there. The story is very similar to that of Days Of The New or 3 Doors Down — they had a big hit in a medium-sized market that helped get the band signed."

"They pressed up 2,000 of their own CDs and sold all of them within a week at all the Gallery of Sound locations. Every month when they'd play the local 1,000-seat club, there would be a line out the door. They went from unknowns to local celebrities."

Lifers Join The Group

"It was just phenomenal," Fabbri says of radio response

to "Polyamorous." "It had twice the momentum of anything that Lifer had ever done."

Two members of Lifer were also convinced of Breaking Benjamin's potential. Lifer guitarist Aaron Fink and bassist Mark James Klepaski, high school friends of Burnley and Breaking Benjamin drummer Jeremy Hummel, left their signed group behind to start all over again with Burnley's unsigned act.

With such a strong buzz building in Wilkes Barre, the group wouldn't stay unsigned for long. Perl was determined to land the band on Hollywood Records. "I wasn't going to take no for an answer when it came to my A&R department having a crack at this," he says. Through his relationships with Fabbri and the office of Larry Mazur, who manages the group, Perl kept Hollywood's A&R department in the Breaking Benjamin loop.

Perl says, "Other labels were interested, but the band was attracted to some of the things we could offer them — movies, soundtracks and ESPN tie-ins, similar to what we had set up for 3rd Strike with the X-Games soundtrack."

"Our A&R department has done a really good job in the last year, between 3rd Strike, Breaking Benjamin and A," says Scoleri. "Our label's starting to heat up; it's a good time. We've had our share of rock records that were good but not great. Now we've got records that are great."

As for the appeal of the lead single, Scoleri points to familiar hooks and compelling lyrics. "The song topic — being in love with two people at the same time — is titillating enough for the Active Rock and Alternative listener that they immediately identify with it," he says. "Or if they don't identify with it on a firsthand basis, they wish they could."

Elegant, Powerful, Graceful

"He's got such an amazing voice," Perl says of Burnley. "I first met him in the band's dressing room, and when he cleared his throat, the whole room reverberated. It's a pretty deep album. It reminds me of the first Bush album, where the first six or seven songs are amazing."

"He's a bit of a chameleon. Ben will tell you that he takes the best of everything he hears and can't help but incorporate it, but, at the same time, he's writing great songs and hooks on his own."

"I call them the elegant, the powerful and the graceful," says Fabbri. "They have the whole package. They fit in everywhere, yet they stand alone."

As for the immediate future, Breaking Benjamin are benefiting from some of Hollywood's corporate synergies with an X-Games appearance in Philadelphia on Aug. 17. The group have also contributed four songs to the new Playstation 2 game Run Like Hell, footage of which is featured in the "Polyamorous" video.

With a record deal, video-game soundtracks and a single quickly rising on the Active Rock chart, Breaking Benjamin have certainly come a long way since those first days in Wilkes Barre. "There were 19 people at the show where I first talked to Ben about doing some songs," Fabbri recalls. "Before you knew it, it grew to 50 and to 70 and up and up. To watch all of this from Day One and get to watch them piece it together in the studio in L.A. has been one of the greatest experiences in my career."

Artist: Piebald
Hometown: Boston, MA
Label: Big Wheel Recreation
Early believers: WFNX/
 Boston; KPNT/St. Louis;
 KRZQ/Reno, NV
Misc.: MTV2's *120 Minutes*;
 strong specialty show support
 at Alternative radio



Whether they're singing heartfelt odes to their defunct touring van or recapping lost weekends in "Fear and Loathing on Cape Cod," Boston's **Piebald** are a small-label act ready for big-time exposure with their excellent album *We Are the Only Friends That We Have*.

Released on Big Wheel Entertainment — the Boston-based independent that put out split EPs, singles and discs from bands like At The Drive-In, Jimmy Eat World and The Hives before we all knew how cool these bands were — *Friends* is sure to win over fans of Weezer and Jimmy if given the chance.

Several Alternative stations have stepped out on the single "American Hearts," an anthemic rocker boasting high-energy hooks and melody. Just don't lump Piebald in with the next big thing: emo. "Cringe," says frontman **Travis Shettel** of the e-word. "It's a bad word, and no band should be categorized as it. I hope that somehow we've stepped beyond the bounds of that."

Whatever it's labeled stylistically, "American Hearts" has captured the hearts of several programmers. WFNX/Boston has been a longtime supporter of the band, and PD Cruze was so impressed with the track that he brought it to the Alternative Rate-a-Record panel at R&R Convention 2002.

Another supporter is KRZQ/Reno, NV MD **Matt Diablo**, who first became aware of the band while working at KXTE (X-treme Radio)/Las Vegas. "I listened to the demo version of 'American Hearts' and thought it was the best song ever," he says. "I told Dan Kauffman [of U.N.C.L.E. Promotion] to listen to it. He freaked out on it and called the label, and they were shocked that he wanted to work their band. It just went from there."

Diablo, who's playing the song in all dayparts, can attest to the appeal of Piebald. "It's an amazing song, an amazing record, and it's doing huge for us," he says. "It's already top-five phones. It's a triumphant, fist-pumping rock anthem that's also a great summer song. It's happy, and it's catchy as hell. I'm really excited about them and their chances at radio. I hope something happens."

"Dan Kauffman and U.N.C.L.E. have been working their butts off for Piebald, and it's been amazing," Shettel says. "We've been added in Boston, Reno and St. Louis. On this tour we've been doing a lot of radio-station stuff — interviews and in-studio performances. It's an amazing thing for us, since we're not on a big label."

As for the quirky band name, the group discovered it in a high school history book. "We didn't even know if it was a real word," Shettel says. "It sounded interesting, so we looked it up and found it meant 'spotted and of opposite colors.'"

So, it has no relation to female genitalia? "I try to dispel the myth," Shettel sighs, "but somehow it can't be dispelled."

Contacts: Marc Kordelos 323-878-0684, marc@unclepromo.com; Dan Kauffman, 610-526-9438, dan@unclepromo.com



LEPPARD COLONY

Island/IDJMG's Def Leppard adrenalized Club R&R recently when they swung by with their new CD, *X*. Getting ready to karaoke to "Rock of Ages" are (l-r) R&R Sales Reps Missy Haffley and Kristy Reeves, Leppard guitarist Phil Collen, Island's Alex Garofalo, R&R Rock Editor Cyndee Maxwell, Leppard guitarist Vivian Campbell and vocalist Joe Elliott and Island's Kenny Weagly.

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Print

Entertainment Weekly - Aug. 25
People - Aug.
Rolling Stone - Sept.
Spin - Sept.
Blender - Sept.
Maxim - Sept.
FHM - Oct.

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co-produced by Uncle Kracker
executive producer: Kid Rock

management: Mike Shafer
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HITS Top 50 Albums

THE INDUSTRY'S NO. 1 RETAIL CHART August 9, 2002

LW	TW	ARTIST	ALBUM	LABEL	POWERINDEX	CHANGE
—	1	BRUCE SPRINGSTEEN	The Rising	Columbia	532,160	—
—	2	LINKIN PARK	Reanimation	Warner Bros.	279,101	—
3	3	NELLY	Nellyville	Fo' Reel/Universal	236,596	-12%
2	4	NOW VOL. 10	Various	Epic	181,653	-34%
5	5	EMINEM	Eminem Show	Shady/Aftermath/Interscope	175,555	-10%
1	6	TOBY KEITH	Unleashed	DreamWorks	169,247	-51%
4	7	DAVE MATTHEWS BAND	Busted Stuff	RCA	139,446	-39%
7	8	AVRIL LAVIGNE	Let Go	Arista	112,451	+1%
—	9	AMERIE	All I Have	Columbia	91,866	—
—	10	DEF LEPPARD	X	Island/IDJMG	76,416	—
8	11	RED HOT CHILI PEPPERS	By The Way	Warner Bros.	72,422	-19%
6	12	LIL WAYNE	500 Degrees	Cash Money/Universal	67,548	-49%
13	13	PINK	M!\$sundaztood	Arista	61,967	-2%
15	14	NORAH JONES	Come Away With Me	Blue Note/Virgin	59,611	+14%
12	15	ASHANTI	Ashanti	Murder Inc./IDJMG	57,888	-12%
10	16	TRUSTCOMPANY	Lonely Position Of Neutral	Geffen/Interscope	52,621	-35%
14	17	JOSH GROBAN	Josh Groban	143/Reprise	52,221	-5%
9	18	MARIO	Mario	J	48,405	-41%
21	19	JOHN MAYER	Room For Squares	Aware/Columbia	47,031	0%
18	20	IRV GOTTI PRESENTS...	Various	Murder Inc./IDJMG	45,577	-7%
16	21	STYLES	A Gangster And A Gentleman	Ruff Ryders/Interscope	43,277	-17%
17	22	AEROSMITH	O, Yeah! Ultimate Aerosmith	Columbia	42,447	-16%
11	23	BOYZ II MEN	Full Circle	Arista	40,592	-44%
20	24	KENNY CHESNEY	No Shoes, No Shirt, No Problem	BNA	39,870	-15%
19	25	COUNTING CROWS	Hard Candy	Geffen/Interscope	39,193	-18%
24	26	SHERYL CROW	C'mon, C'mon	A&M/Interscope	39,140	-1%
—	27	FILTER	Amalgamut	Reprise	38,215	—
31	28	AUSTIN POWERS IN GOLDMEMBER	Soundtrack	Maverick/Reprise	37,259	+10%
36	29	JACK JOHNSON	Brushfire Fairytales	Enjoy/Universal	35,801	+13%
26	30	KORN	Untouchables	Epic	35,494	-7%
—	31	BETH ORTON	Daybreaker	Astralwerks	34,558	—
35	32	KHIA	Thug Misses	Dirty Down/Artemis	34,439	+7%
25	33	BIG TYMERS	Hood Rich	Cash Money/Universal	34,115	-11%
30	34	VANESSA CARLTON	Be Not Nobody	A&M/Interscope	33,575	-6%
23	35	P.DIDDY	We Invented The Remix	Bad Boy/Arista	32,746	-21%
32	36	O BROTHER, WHERE ART THOU?	Soundtrack	Lost Highway/IDJMG	31,791	-6%
29	37	CELINE DION	A New Day Has Come	Epic	31,550	-16%
22	38	MONSTA JAMZ	Various	Razor & Tie	30,561	-28%
27	39	VINES	Highly Evolved	Capitol	30,442	-19%
34	40	JIMMY EAT WORLD	Jimmy Eat World	DreamWorks	29,537	-8%
28	41	DIRTY VEGAS	Dirty Vegas	Capitol	28,845	-23%
44	42	CREED	Weathered	Wind-Up	27,732	+7%
33	43	VARIOUS	Totally Hits 2002	WSM	27,407	-17%
38	44	SHAKIRA	Laundry Service	Epic	27,246	-10%
43	45	NO DOUBT	Rock Steady	Interscope	26,351	-2%
—	46	KNOC-TURN'AL	La Confidential	L.A. Confidential/Elektra/EEG	26,194	—
37	47	LILO & STITCH	Soundtrack	Disney	25,919	-15%
46	48	SYSTEM OF A DOWN	Toxicity	American/Columbia	25,578	+6%
48	49	HOOBASTANK	Hoobastank	Island/IDJMG	24,843	+10%
41	50	N.O.R.E.	Grimey...God's Favorite	Def Jam/IDJMG	24,601	-13%

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ON ALBUMS

The Boss: Bigger Than Ever!

A half-million Bruce Springsteen fans can't be wrong.

The new Boss proves to be every bit as connected to his audience as the old Boss. Springsteen's new Columbia album, *The Rising*, reuniting him with **The E Street Band**, sells a



Bruce Springsteen

scorching 532,000, the biggest one-week tally in Bruce's 30-year career. In fact, it's more than twice his previous opening-week high, for his 1995 greatest-hits collection; that record bowed at No. 1 with sales of 250,000.

Of course, this remarkable debut was fueled by intensive TV exposure the week of release. But at the heart of the present phenomenon is the enduring bond between Americans and an artist they see as one of their own. Springsteen's new album offers solace to all of



Linkin Park

us affected, either directly or indirectly, by the events of Sept. 11, 2001, and buyers are responding.

At the same time, another generation of Americans is embracing one of its own, as Warner Bros. rap rockers **Linkin Park's** remix album rockets beyond the experts' projections and bows at No. 2 with nearly 280,000 in first-week sales. Not bad for a sequel, huh?

Rise/Columbia R&B diva **Amerie's** *All I Have* (No. 9) and **Island/IDJMG** vet metallers **Def Leppard's** *X* (No. 10) also crash the top 10 in their first weeks, proving the marketplace's increasingly eclectic bent.

Fo' Reel/Universal rapper **Nelly**, **Epic's** *Now Vol. 10* and **Shady/Aftermath/Interscope** hip-hop bad boy **Eminem** round out the top five, while **DreamWorks** Nashville's **Toby Keith**

(No. 6), **RCA's** **Dave Matthews Band** (No. 7) and **Arista's** **Avril Lavigne** (No. 8) remain ensconced in the top 10.

Just outside the top 10, **Blue Note/Virgin's** **Norah Jones** continues her upward climb and reaches No. 14 with a 14% rise in sales, while **Enjoy/Universal** surf folkie **Jack Johnson** also shows a double-digit increase and cracks the top 30.

Reprise's industrial-strength **Filter** (No. 27), **Astralwerks'** technodiva **Beth Orton** (No. 31) and **L.A. Confidential/Elektra/EEG** rapper **Knoc-Turn'al** (No. 46) also make the top 50.



Amerie

August 9, 2002

Road Trip

It's August, and that means it's the prime month for a summer road trip. Of course, one of the necessities of a good road trip is good tunes. Radio has a lot of fresh new tunes to offer next week, for music lovers of all genres. And for those of you who are just staying local, many of your favorite artists are road trippin' themselves, so it's a good bet they'll be performing at a place near you.

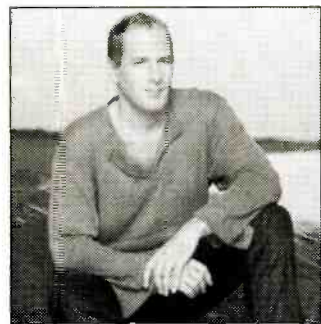
Amerie goes for adds at Pop with "Why Don't We Fall in Love," the first single from her debut album, *All I Have*. The Georgetown graduate has already taken R&R's Rhythmic and Urban charts by storm, and the "Main Mix" version of the single features Ludacris. Amerie's current schedule has her playing radio shows primarily in Southern California this month.



Amerie

Dave Matthews Band are debuting their hit "Where Are You Going" to Pop next week. The single is the first offering off their latest album, *Busted Stuff*, and is also featured on the soundtrack to the Adam Sandler movie *Mr. Deeds*. Dave and the boys will be playing throughout the Midwest through the remainder of August.

After experiencing success with "The Middle," **Jimmy Eat World** try to make it two-for-two with the followup, "Sweetness." The catchy, sing-along song is already tearing up the Alternative chart, so it's a good bet it will start doing the same at Pop next week. The fellas are



Michael Bolton

touring in England this month, and in September they have a Q&A feature in *Playboy*.

Our Lady Peace took radio by storm with their multiformat hit, "Somewhere Out There," and now they go for adds at Rock, Active Rock and Alternative with the followup, "Innocent." If you happen to be in the Midwest or East Coast this month, look for Our Lady Peace and tourmates Greenwheel and Audiovent to visit a city near you.

Michael Bolton has a new home at Jive Records, and he also has a new single. "Dance With Me" comes out at AC radio next week. It's the followup to the first single and title track of his first album in over four years, *Only a Woman Like You*. Bolton will be serenading women from coast to coast through mid-September.

Urban has a powerful vocalist Going for Adds next week, in case you want a little soul in your road trip. **Heather Headley** presents "He Is," from her forthcoming album *This Is Who I Am*. Jimmy Jam & Terry Lewis proclaim Headley to be "an amazing voice and talent," and Dallas Austin says, "Heather is an exceptional artist with a beautiful voice. Working with her was truly an enlightening experience."

If you're in the mood for some country, check out "7 Little Steps" by **JoAnna Jane't**. Her journey in music began at 3 years old, when she performed "On the Wings of a Dove" in church, and her career will reach a new high on Jan. 28, 2003, the day her album *Destination Love* hits stores. **Dolly Parton** also returns to country with "Dagger Through the Heart," the first single off her third album with Sugar Hill Records, *Halos & Horns*. Parton will be touring the U.S. in August, taking it easy in September, then heading off to England in October.



Joan Osborne

Joan Osborne is Going for Adds at Triple A with "Love's In Need of Love," a cover of the classic Stevie Wonder song of the same name. If you want to see Osborne perform, you better take a trip over to Colorado. She'll be appearing in Ft. Collins on Aug. 17 and in Telluride on Sept. 13.

If you're looking for something to smooth out the bumps in the road, try **Al Jarreau's** "Lost and Found" featuring **Joe Cocker**. Paul Brown had the honor of producing the two legendary artists for this project, which can be found on Jarreau's Sept. 17 release, *All I Got*. Jarreau plays live in California, Utah, Florida and Georgia this month, and "Lost and Found" impacts Smooth Jazz next week.

— Mike Trias

R&R Going For Adds

Week Of 8/12/02

CHR/POP

- AMERIE** Why Don't We Fall In Love (*Rise/Columbia*)
- DAVE MATTHEWS BAND** Where Are You Going (*RCA*)
- FABOLOUS & P. DIDDY f/JAGGED EDGE** Trade It All Pt. 2 (*Epic*)
- HILARY DUFF** I Can't Wait (*Walt Disney*)
- JIMMY EAT WORLD** Sweetness (*DreamWorks*)
- KASEY CHAMBERS** Not Pretty Enough (*Warner Bros.*)
- SAMANTHA MUMBA** I'm Right Here (*A&M/Interscope*)
- STAINED** Epiphany (*Flip/Elektra/EEG*)

CHR/RHYTHMIC

- CAM'RON** Hey Ma (*Roc-A-Fella/IDJMG*)

URBAN

- CAM'RON** Hey Ma (*Roc-A-Fella/IDJMG*)
- HEATHER HEADLEY** He Is (*RCA*)
- SKILLZ F/MISSY ELLIOTT** Crew Deep (*Rawkus/MCA*)

URBAN AC

No Adds

COUNTRY

- DOLLY PARTON** Dagger Through The Heart (*Blue Eye/Sugar Hill*)
- JOANNA JANE'T** 7 Little Steps (*DreamWorks*)
- JOSH TURNER** She'll Go On You (*MCA*)
- LEANN RIMES** Life Goes On (*Curb*)
- NICKEL CREEK** This Side (*Sugar Hill/Vanguard*)
- SONNY BURGESS** Alone With You (*Music City*)

AC

- MICHAEL BOLTON** Dance With Me (*Jive*)
- VAN MORRISON** Meet Me In The Indian Summer (*Universal*)

HOT AC

- KASEY CHAMBERS** Not Pretty Enough (*Warner Bros.*)
- SILVERCHAIR** The Greatest View (*Atlantic*)

SMOOTH JAZZ

- AL JARREAU f/JOE COCKER** Lost And Found (*GRP/VMG*)
- MAYSA** Friendly Pressure (*N-Coded Music*)
- WARREN HILL** Fallen' (*Narada*)

ROCK

- OUR LADY PEACE** Innocent (*Columbia*)
- PETER WOLF** Nothing But The Wheel (*Artemis*)

ACTIVE ROCK

- OUR LADY PEACE** Innocent (*Columbia*)

ALTERNATIVE

- AIMEE ALLEN** Revolution (*Elektra/EEG*)
- CLINIC** Walking With Thee (*Domino/Universal*)
- DASHBOARD CONFESSIONAL** Saints & Sailors (*TVT*)
- MAD AT GRAVITY** Walk Away (*ARTISTdirect*)
- OUR LADY PEACE** Innocent (*Columbia*)

TRIPLE A

- GLEN BURTNIK** Window Of The World (*Black Potato/Q-Vo*)
- JOAN OSBORNE** Love's In Need Of Love (*Compendia/Womanly Hips*)
- KARL DENSON'S TINY UNIVERSE** Because Of Her Beauty (*Relaxed/Sci-Fidelity*)
- KEVIN SALEM** It's Only Life (*Future Farmer/Red Ink*)
- KIM RICHEY** This Love (*Lost Highway/IDJMG*)
- MAREN ORD** Waiting (*Nettwerk*)
- NICKEL CREEK** This Side (*Sugar Hill/Vanguard*)
- PAUL THORN** Mission Temple Fireworks Stand (*Back Porch*)
- PETER GABRIEL** The Barry Williams Show (*Geffen/Interscope*)
- JEFF PITCHELL** One Day Away (*Pyramid*)
- ROY ROGERS & NORTON BUFFALO** Don't Throw Your Changes On Me (*Blind Pig*)
- SILVERCHAIR** The Greatest View (*Atlantic*)
- VAN MORRISON** Meet Me In The Indian Summer (*Universal*)

R&R's Going For Adds features the complete list of songs impacting radio for the coming week. Going For Adds is e-mailed each week to participating radio and record executives. For more info, contact Greg Maffei at gmaffei@radioandrecords.com.

Earnings

Continued from Page 1

• **Radio One's** Q2 net broadcast revenue increased 29%, to \$80.2 million, while earnings soared from a net loss of \$14.6 million (16 cents per share) to a net gain of \$13.2 million (13 cents) — far exceeding Thomson First Call analysts' consensus estimate of 7 cents per share. BCF climbed 28%, to \$43.4 million, while EBITDA gained 24%, to \$40.3 million. The company credits higher ratings and revenue growth in existing markets for the turnaround.

ATCF increased 53%, to \$21.4 million (21 cents), and free cash flow rose 43%, to \$18.3 million (18 cents). On a same-station basis, net broadcast revenue was up 12% and BCF increased 15%. Radio One's guidance for Q3 2002 includes earnings per share of 11 cents-12 cents on revenues of about \$79.2 million.

• While Q2 net income for **Hispanic Broadcasting** increased from \$10.2 million (9 cents per share) to \$10.4 million (9 cents), analysts polled by Thomson First Call had a per-share consensus estimate of 11 cents. However, HBC's Q2 results were affected by \$2.4 million in costs tied to its pending merger with Univision; minus those costs, net income would have totaled \$11.9 million (11 cents).

Q2 revenues improved 4%, to \$68.6 million, but EBITDA declined 19%, to \$20.3 million, and BCF slid 6%, to \$25.4 million. ATCF decreased 11%, to \$19.2 million (17 cents). Excluding the Univision costs, EBITDA would have declined 9%, to \$22.6 million, and ATCF would have been \$20.6 million (19 cents).

Looking ahead, the company expects Q3 earnings per share to be 11 cents-12 cents — in line with Thomson First Call analysts' estimate of 12 cents — and revenue is predicted to grow 6%-8%. HBC also predicts EBITDA of \$22.4 million-\$23.7 million and BCF of \$25.2 million-\$26.5 million. ATCF per share should be 18 cents-19 cents. HBC also reiterated its full-year guidance: EBITDA of \$83 million-\$87 million, ATCF per share of 69 cents-71 cents and EPS of 38 cents-40 cents — behind Thomson First Call analysts' consensus forecast of 42 cents.

• **Spanish Broadcasting System** earned \$12.8 million (20 cents per share) in Q2, compared to a loss of \$2.4 million (4 cents) last year on stronger ratings and sales. Revenue rose 13%, to \$39.4 million, while BCF grew 15%, to \$15.7 million. On a same-station basis, net revenues increased 19% and BCF was up 28%. EBITDA rose 12%, to \$12.6 million, and free cash flow climbed 20%, to \$4.2 million. SBS expects more increases in Q3, issuing revenue-growth guidance of 2%-3% and saying it expects BCF of \$13.5 million-\$14.5 million.

• **Salem Communications'** Q2 net loss widened from \$1.3 million (6 cents per share) to \$1.6 million (7 cents). However, excluding a one-time legal settlement of \$2.3 million from Salem's Internet business and the impact of a \$225,000 asset-sale loss, the Q2 net loss was \$100,000 (0 cents). Thomson First Call analysts had predicted a loss of 2 cents per share. Salem's Q2 broadcast revenues increased 17%, to \$39.6 million, and

BCF improved 5%, to \$13.3 million. Excluding the settlement, EBITDA increased 9%, to \$9.7 million.

On a same-station basis, net broadcasting revenue was up 16% and BCF gained 19%. For Q3, Salem projects revenues of \$38.7 million-\$39 million and BCF of \$14 million-\$14.3 million. Salem expects EPS — excluding the \$45 million sale of its WYGY-FM/Cincinnati — of 1 cent-2 cents. Thomson First Call is forecasting EPS of 3 cents.

• **Walt Disney Co.'s** broadcasting results plummeted in its fiscal Q3. The division, which includes radio and TV, saw revenues drop 16%, to \$1.2 billion, while operating income fell 69%, to \$76 million. The company blamed the decreases on lower TV advertising revenues due to lower ratings, lower rates and higher programming costs at its ABC network. For the Media Networks segment, which consists of broadcasting and cable networks, EBITDA dropped 31%, to \$334 million. Disney's net income was down from \$527 million (25 cents per share) to \$364 million (18 cents) but in line with analysts' estimates. Still, the company warned there might be bad news in the next quarter, as reservations for hotels at its theme parks are slowing down.

• **Regent Communications'** Q2 net broadcast revenues increased 18%, to \$17.3 million, and BCF improved 21%, to \$5.8 million, but net income slid from \$2.5 million (7 cents per share) to \$1.7 million (4 cents). Q2 2002 results include a \$4.5 million gain from the sale of the company's Palmdale, CA stations and \$1.7 million worth of goodwill amortization expense. Q2 EBITDA improved 20%, to \$4.2 million. On a same-station basis, BCF increased 5%, but revenues were flat.

• **Beasley Broadcasting Group** turned Q2 2001's net loss of \$4.1 million (17 cents per share) into Q2 2002 net income of \$2.6 million (11 cents). The company would have reported a net loss of \$600,000 (2 cents) in the comparable year-earlier period without the amortization of goodwill. While revenues declined 6%, to \$28.4 million, following the closing of its \$23 million sale of KMEZ & WRNO/New Orleans to Wilks Broadcasting, the revenue figure is above Beasley's earlier guidance of \$27 million.

BCF rose 15%, to \$9.7 million, and EBITDA climbed 19%, to \$8.4 million. Same-station revenue fell 1%, and same-station BCF rose 22% — primarily due to the negotiation of a new contract for broadcast rights to Florida Marlins baseball games. Beasley said it expects to report revenue of \$27.5 million in Q3, with same-station revenue little changed from a year ago, and BCF of \$8 million.

• The radio division of privately held **Susquehanna Media**, which also has cable and Internet interests, saw revenues climb 7%, to \$57.1 million in Q2. Operating income rose 42%, to \$16.6 million, buoyed by cessation of amortization, improvements in the Atlanta and Dallas markets, improving economic conditions and the effects of expense controls implemented last year.

BCF grew 17%, to \$22.7 million, and adjusted EBITDA was \$19.5 million, a 19% improvement. The company as a whole fared even better,

reporting a Q2 consolidated revenues increase of 11%, to \$90.6 million. Quarterly operating income increased 62%, to \$18.9 million, while adjusted EBITDA rose 19%, to \$28.3 million.

• While commission revenues for **Interop** increased 5%, to \$23.7 million, net income slipped from \$1.2 million (12 cents per share) to \$311,000 (3 cents). Operating EBITDA — which excludes commission-termination revenue and non-cash option repricing — increased 66%, to \$5.5 million, and reported EBITDA — which includes those items — declined 60%, to \$9.1 million.

However, Interep VP/CFO Bill McEntee told R&R that Interep was paid \$20.2 million in contract-termination by Clear Channel in Q2 2001, a figure he said distorts the reported EBITDA results, because that money isn't part of Interep's regular operations. For comparison, Interep reported contract-termination payments of \$4 million last quarter. Total Q2 revenues — including contract-termination money — slid 36%, to \$27.7 million. Operating income declined 64%, to \$3.1 million.

Interep reiterated its full-year radio-commission revenue guidance range of \$82 million-\$83 million, as well as its full-year operating EBITDA forecast of \$18 million-\$19 million. As for Q3, McEntee said Interep expects mid-single-digit revenue growth and added that he expects revenues will be considerably higher in Q4, possibly approaching double-digit growth. Chairman/CEO Ralph Guild said the company is seeing sequential growth in the ad market, with August pacing better than July and September pacing ahead of August.

• The radio division of **NextMedia**, which owns and operates 51 stations, reported a Q2 net revenue increase of 12%, to \$16.8 million, while BCF increased 16%, to \$6.7 million. The company as a whole posted a Q2 net revenue increase of 40%, to \$23.6 million, and a Q2 EBITDA gain of 40%, to \$6.3 million. But the net loss widened from \$900,000 to \$5.2 million. On a pro forma basis, overall Q2 net revenues were almost unchanged, at \$23.6 million, and BCF decreased 12%, to \$8.5 million. NextMedia expects Q3 net revenue and BCF to grow 6%-8% from last year's pro forma net revenue of \$21.3 million and BCF of \$8 million.

• Revenues for continuing operations of **Gaylord Entertainment's** media segment — which is composed of WSM-AM & FM & WWTN/Nashville, now that Acuff-Rose Music Publishing has been sold — were up 15%, to \$2.8 million, while media-operating losses of \$200,000 were basically unchanged from Q2 2001. The media EBITDA loss widened 33%, to \$57,000. Gaylord, which restated its historical financials to reflect the Acuff-Rose sale, said the decline in media operating margins was a result of the advertising and promotion necessary to reposition the three stations. Gaylord — which also owns the Grand Ole Opry and hotels, among other investments — reported net income of \$18.1 million (54 cents per share), compared with a net loss of \$3.6 million (11 cents) in Q2 2001.

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Is This America's Hottest CHR Morning Show?

☐ Ace & TJ command Charlotte's wakeup ratings

When it comes to Infinity and morning shows, your first thought is more than likely WXRK/New York-based Howard Stern. Allow me to introduce you to a CHR morning show that just happens to be based at an Infinity station, is syndicated and is beating Stern in its hometown. The duo are also ahead of several other notable syndicated and local morning heavyweights.

Glance at the top of the 12+ Arbitron ratings in Charlotte, and you'll see just how successful CHR/Pop WNKS (Kiss 95.1) has become. A large part of that success comes from one of America's hottest morning shows, regardless of format: Ace & TJ. In this highly competitive and cutthroat market, **Ace and TJ** — along with an on-air cast of characters that includes Yankee Pete, Angie and Ryan — deliver big ratings, book after book.

Even more impressive is the fact that Ace & TJ, who themselves are syndicated out of Charlotte, compete against such programs as *The John Boy & Billy Big Show*, *Bob & Sheri*, *Lex & Terry*, *Bob & Tom* and *The Tom Joyner Morning Show*, just to name a few. No worries here, however. Ace & TJ are typically No. 1 in the key CHR demos and top three with adults 25-54. It's hard to believe they've accomplished all of this in just four years.

I recently chatted with Ace & TJ, who told me how it all came together.



Ace & TJ

R&R: How did it begin for the two of you?

Ace: We met in 1991, in Alexandria, LA. I was returning to KQID, where I'd worked summers while in college, to do overnights as TJ joined to do weekends while also working full-time doing afternoon drive at KVCL/Winnfield, LA. We became best friends and, later, roommates when we both got promoted to full-time positions at 'QID.

They gave us an apartment to live in, in lieu of a raise, and we had a blast just hanging out, talking about radio and doing anything and everything to be on the air and get some experience, including a team show from 11pm-1am every night, when the bosses weren't listening. After approximately a year we became the PD and the Asst. PD of the station, respectively. One of our first acts was to make ourselves the new morning show.

TJ: We were then chosen as the new morning show for WFMF/Baton Rouge. It was a bad fit all the way around. They wanted us to be something we weren't, and it turned out to

be a nightmare. After six months we left for WZYP/Huntsville, AL. That's where the show really started to come together.

From there, we signed with Capstar Broadcasting and moved to Birmingham for a station that was yet to be set up. That wasn't a problem, because we had to sit out a six-month noncompete. After six months, however, there still wasn't a place for us, and it didn't seem that there would be a place anytime soon, even though we were still being paid.

R&R: How did you end up in Charlotte?

Ace: I received a call at home one day from a girl who said that the PD of WNKS/Charlotte told her that he would give her \$100 to find us. That was Brian Bridgman. He and GM Bill Schoening hired us after we secured a release from Capstar.

R&R: Charlotte, market No. 37, has a ton of signals and some very successful morning shows. What is your magic formula?

TJ: We try not to make it too complicated.

Ace: It's all about having fun, whether we have a huge bit planned or we are just sitting around talking to each other.

TJ: We take all of the things that interest us and pick out the ones that we feel would interest the audience and focus on those particular things.

R&R: Do you have memories of your worst bit ever?

TJ: There have been so few. This is going to be hard — give us a minute. The most recent thing that comes to mind was a few weeks ago while we were doing a quick phone-in segment. The subject was "Who has used food as a weapon?" We figured

we would get lighthearted food-fight stories, but, much to our chagrin, the first call we went to was a lady whose ex-husband used food as a weapon all the time by physically abusing her with packages of frozen meat and blocks of frozen broccoli. So, obviously, the bit died a fast, painful death.

R&R: What's your best bit ever and how did you pull it off?

Ace: "Ryan's Road Trip." Our producer, Ryan, was living with his girlfriend, and his parents had no idea.

TJ: His parents were very much against living in sin, and whenever they would come and visit from Kansas City, Ryan and his girlfriend would cover up the fact that they were living together. So, one morning we videotaped a confession from Ryan to his mother, where he said that he'd been lying to her the whole time. Then we sent Angie, the girl on our show, to the post office to send the tape via express mail. Ryan had to intercept it at his mother's house in Kansas City. He made it by 30 minutes.

"I sleep on Martha Stewart sheets every night, and they are pretty comfortable. I got them at Kmart."

TJ

R&R: What's the most spontaneous thing you've ever done on the radio?

Ace: About three years ago there was a Mecklenburg Sheriff's Department officer here in Charlotte who was working his off-duty job as a security officer at a local grocery store. While in the process of apprehending

No. 1 With A Bullet: Ace & TJ

Consistently being at the top of the ratings is what broadcasters desire, and at Infinity's CHR/Pop WNKS (Kiss 95.1)/Charlotte — against some big-time competition — morning drivers Ace & TJ deliver. Here's a quick look at how the dynamic duo perform in their key demographics.

Women 18-34

- AQH Share: 15.7 in spring 1998, 23.4 in winter 2002; up 49%.
- AQH Ranking: No. 1 in spring 1998, No. 1 in winter 2002.
- Consistency: No. 1 in 15 of the past 16 ratings books.

Adults 18-34

- AQH Share: 9.1 in spring 1998, 16.7 in winter 2002; up 84%.
- AQH Ranking: No. 4 in spring 1998, No. 1 in winter 2002.
- Consistency: No. 1 in 12 of the past 16 ratings books.

Women 18-49

- AQH Share: 9.2 in spring 1998, 14.8 in winter 2002; up 61%.
- AQH Ranking: No. 3 in spring 1998, No. 1 in winter 2002.
- Consistency: No. 1 in 13 of the past 16 ratings books.

Adults 18-49

- AQH Share: 6.0 in spring 1998, 10.4 in winter 2002; up 73%.
- AQH Ranking: No. 8 in spring 1998, No. 2 in winter 2002.
- Consistency: Top-two finish in 13 of the past 16 ratings books.

Women 25-54

- AQH Share: 6.8 in spring 1998, 10.0 in winter 2002; up 47%.
- AQH Ranking: No. 6 in spring 1998, No. 3 in winter 2002.
- Consistency: Top-three finish in 13 of the past 16 ratings books.

a shoplifter he was shot in the face and killed. The suspect was shoplifting \$11 worth of crab legs and had a long history with the police.

The next morning while we were talking about the story on the air we decided to donate the money that we had among all of the show members to the relief fund for his family. He had two children, and his wife was six months' pregnant at the time. Between five people, we only had \$47. But, while we were counting, the phone began to ring, and others began to donate their money as well. By 1pm that afternoon the street was shut down in front of our building, and we had raised \$120,000. Before it was over we wrote a check to the Stansil family for \$200,000.

R&R: How and why did you get fired the first time?

TJ: We've never technically been fired. We were told that we were going to be fired from WFMF/Baton Rouge, so we found another gig and got out. That's when we went to WZYP.

R&R: How much was your first paycheck?

Ace: My first full-time paycheck at KQID would have been \$423 for two weeks' work.

TJ: And we had apartment trade.

R&R: What's the worst advice a PD ever gave you, and who was it?

Ace: His name was Jim Sumpter, and he was the consultant/PD for WFMF. He told us that 80% of our show should be on tape the day before, produced and edited for the next day.

TJ: I think the worst advice he gave us was, "Go back to what you were doing before you got into radio."

R&R: Who do you consider to be your radio mentors?

TJ: We have several: Jeff & Jer at KFMB/San Diego; Hollywood and

Uncle Larry, who were together in Alexandria, LA; Kidd Kraddick at KHKS/Dallas; and WPLJ/New York's Scott Shannon.

R&R: Who's the person outside of radio you admire the most and why?

TJ: Jesus Christ — for obvious reasons.

Ace: How do you follow that?

R&R: What qualities do you think make a great morning show?

Ace: People who understand who they are and what they do well and then find the right people to make the show complete.

TJ: If you have a personality that people want to be around in person, bring it to the radio, and listeners will want to be around you.

R&R: If you could work at any radio station in any city in America, which one would you choose?

Ace: If you're talking about CHR, you don't get much better than KIIS/Los Angeles.

R&R: What are your thoughts on Martha Stewart?

TJ: I sleep on Martha Stewart sheets every night, and they are pretty comfortable. I got them at Kmart.

R&R: What is the one question you hoped I wouldn't ask you?

TJ: If you could sodomize us at Boot Camp.

R&R: Do you own a copy of the *Girls Gone Wild* video?

Ace: Ours was stolen out of our office — and that's not a joke.

R&R: What are your thoughts on the people who think that everyone who lives in Charlotte goes to NASCAR races and lives in a trailer and who typecast your show as a "Southern" thing?

Ace: They know very little about the show or the city.

TJ: It's small-minded Yankee bullshit, and we're going to get y'all back one of these days.

Continued on Page 41

R&R CHR/Pop Top 50

August 9, 2002

Powered By



LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
	1	AVRIL LAVIGNE Complicated (Arista)	10138	+88	1130510	12	134/0
4	2	PINK Just Like A Pill (Arista)	8344	+373	926719	9	133/0
2	3	C. KROEGER F/J. SCOTT Hero (Roadrunner/Columbia/IDJMG)	7864	-391	743558	13	131/0
3	4	NELLY Hot In Herre (Fo' Reel/Universal)	7392	-676	821125	16	126/0
5	5	DJ SAMMY & YANOU Heaven (Robbins)	7310	+60	810981	11	129/1
8	6	NELLY F/KELLY ROWLAND Dilemma (Fo' Reel/Universal)	6749	+1346	812313	5	123/14
6	7	EMINEM Without Me (Shady/Aftermath/Interscope)	5518	-1051	549106	14	130/0
7	8	JENNIFER LOPEZ F/NAS I'm Gonna Be Alright (Epic)	5444	-457	620505	16	129/0
9	9	JIMMY EAT WORLD The Middle (DreamWorks)	4939	-170	502020	21	129/0
12	10	MARIO Just A Friend 2002 (J)	4769	+578	532284	7	125/2
11	11	JOHN MAYER No Such Thing (Aware/Columbia)	4687	+401	521898	12	117/4
13	12	KYLIE MINOGUE Love At First Sight (Capitol)	4265	+560	451404	9	130/1
10	13	VANESSA CARLTON A Thousand Miles (A&M/Interscope)	3959	-439	355220	25	131/0
21	14	DANIEL BEDINGFIELD Gotta Get Thru This (Island/IDJMG)	3805	+860	441144	5	119/11
20	15	CREED One Last Breath (Wind-up)	3689	+521	320512	11	111/8
22	16	EVE F/ALICIA KEYS Gangsta Lovin' (Ruff Ryders/Interscope)	3182	+443	361545	5	110/0
14	17	ASHANTI Foolish (Murder Inc./IDJMG)	3177	-401	338915	21	127/0
31	18	EMINEM Cleanin' Out My Closet (Shady/Aftermath/Interscope)	3114	+1158	307563	3	118/14
15	19	NO DOUBT Hella Good (Interscope)	3072	-429	273919	19	128/0
16	20	FAT JOE F/ASHANTI What's Luv? (Terror Squad/Atlantic)	3056	-339	328736	23	121/0
17	21	P. DIDDY F/USHER & LOON I Need A Girl (Part One) (Bad Boy/Arista)	2839	-507	281784	19	122/0
28	22	P. DIDDY F/GINUWINE I Need A Girl (Part II) (Bad Boy/Arista)	2767	+496	404104	5	91/5
18	23	DIRTY VEGAS Days Go By (Capitol)	2738	-591	254138	16	131/0
29	24	VANESSA CARLTON Ordinary Day (A&M/Interscope)	2674	+444	295048	4	125/5
24	25	BBMAK Out Of My Heart (Into Your...) (Hollywood)	2609	+155	280077	6	108/0
19	26	SOLUNA For All Time (DreamWorks)	2441	-775	204786	17	121/0
25	27	SEVEN AND THE SUN Walk With Me (Atlantic)	2418	-3	201402	11	100/1
27	28	ENRIQUE IGLESIAS Don't Turn Off The Lights (Interscope)	2392	+63	204841	10	104/0
30	29	CRAIG DAVID Walking Away (Wildstar/Atlantic)	2080	-109	304804	18	103/0
23	30	CAM'RON Oh Boy (Roc-A-Fella/IDJMG)	2027	-704	170040	9	92/0
34	31	SHAKIRA Objection (Tango) (Epic)	1967	+247	212583	5	109/5
36	32	BEENIE MAN F/JANET Feel It Boy (Virgin)	1962	+354	225325	3	104/7
37	33	OUR LADY PEACE Somewhere Out There (Columbia)	1889	+283	164723	5	91/6
38	34	MICHELLE BRANCH Goodbye To You (Maverick/WB)	1871	+297	181793	3	99/0
33	35	KHIA My Neck, My Back (Lick It) (Dirty Down/Artemis)	1863	+133	169367	6	69/2
39	36	BRITNEY SPEARS Boys (Maverick/Reprise)	1721	+178	178592	4	86/7
35	37	NAUGHTY BY NATURE F/3LW Feels Good (Don't Worry...) (TVT)	1709	+76	173033	7	68/2
32	38	TRUTH HURTS F/RAKIM Addictive (Aftermath/Interscope)	1630	-206	177437	9	78/0
45	39	IRV GOTTI Down 4 U (Murder Inc./IDJMG)	1611	+557	169919	2	64/13
42	40	ELVIS VS. JXL A Little Less Conversation (RCA)	1536	+124	160160	3	70/4
50	41	NO DOUBT F/LADY SAW Underneath It All (Interscope)	1511	+688	179688	2	100/14
43	42	BIG TYMERS Still Fly (Cash Money/Universal)	1335	-30	141992	8	56/2
44	43	GOO GOO DOLLS Big Machine (Warner Bros.)	1283	+148	92768	2	75/3
47	44	ASHANTI Happy (Murder Inc./IDJMG)	1213	+253	110453	2	72/29
46	45	HOOBASTANK Running Away (Island/IDJMG)	1181	+195	90271	3	65/3
Debut	46	ANGIE MARTINEZ If I Could Go (EastWest/EEG)	984	+406	88158	1	56/7
Debut	47	3LW I Do (Wanna Get Close To You) (Epic)	937	+520	83038	1	73/7
41	48	BRANDY Full Moon (Atlantic)	898	-538	84258	14	94/0
Debut	49	MONICA All Eyez On Me (J)	882	+183	71217	1	69/8
Debut	50	DAVE MATTHEWS BAND Where Are You Going (RCA)	708	+202	80353	1	34/4

134 CHR/Pop reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 7/28-8/3. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 20 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from the Arbitron Company (copyright 2002, The Arbitron Company). (C) 2002, R&R, Inc.

Most Added

www.radds.com

ARTIST TITLE LABEL(S)	ADDS
LEANN RIMES Life Goes On (Curb)	56
WESTLIFE World Of Our Own (RCA)	32
ASHANTI Happy (Murder Inc./IDJMG)	29
NAPPY ROOTS Po' Folks (Atlantic)	27
WHITNEY HOUSTON Whatchulookinat (Arista)	26
JENNIFER LOVE HEWITT BareNaked (Jive)	16
PAUL OAKENFOLD Starry Eyed Surprise (Maverick/Reprise)	15
NELLY F/KELLY ROWLAND Dilemma (Fo' Reel/Universal)	14
EMINEM Cleanin' Out... (Shady/Aftermath/Interscope)	14
NO DOUBT F/LADY SAW Underneath It All (Interscope)	14
IRV GOTTI Down 4 U (Murder Inc./IDJMG)	13
DANIEL BEDINGFIELD Gotta Get Thru This (Island/IDJMG)	11

IRV GOTTI "DOWN 4 U"

R&R CHR/Pop DEBUT **39!**
#4 at Top 40 Crossover and Rhythmic Monitor!

New at: Z100, KHKS, KBKS, WXSS, KFMS, WKSC, KDWB!



Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
NELLY F/KELLY ROWLAND Dilemma (Fo' Reel/Universal)	+1346
EMINEM Cleanin' Out... (Shady/Aftermath/Interscope)	+1158
DANIEL BEDINGFIELD Gotta Get Thru This (Island/IDJMG)	+860
NO DOUBT F/LADY SAW Underneath It All (Interscope)	+688
MARIO Just A Friend 2002 (J)	+578
KYLIE MINOGUE Love At First Sight (Capitol)	+560
IRV GOTTI Down 4 U (Murder Inc./IDJMG)	+557
CREED One Last Breath (Wind-up)	+521
3LW I Do (Wanna Get Close To You) (Epic)	+520
P. DIDDY F/GINUWINE I Need A Girl (Part II) (Bad Boy/Arista)	+496

Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
MICHELLE BRANCH All You Wanted (Maverick/WB)	2870
DEFAULT Wasting My Time (TVT)	2434
PINK Don't Let Me Get Me (Arista)	2421
PUDDLE OF MUDD Blurry (Flawless/Geffen/Interscope)	2313
LINKIN PARK In The End (Warner Bros.)	2298
SHERYL CROW Soak Up The Sun (A&M/Interscope)	2173
CALLING Wherever You Will Go (RCA)	1826
SHAKIRA Underneath Your Clothes (Epic)	1715
JENNIFER LOPEZ Ain't It Funny (Epic)	1714
MARY J. BLIGE Family Affair (MCA)	1670
NICKELBACK How You Remind Me (Roadrunner/IDJMG)	1639
USHER U Got It Bad (LaFace/Arista)	1119

R&R Station Playlists have moved to the web. See all of our monitored reporters at www.radioandrecords.com.

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Large Rotation

Headlining Tour Across the Country Now!

The Goo Goo Dolls

"Big Machine"

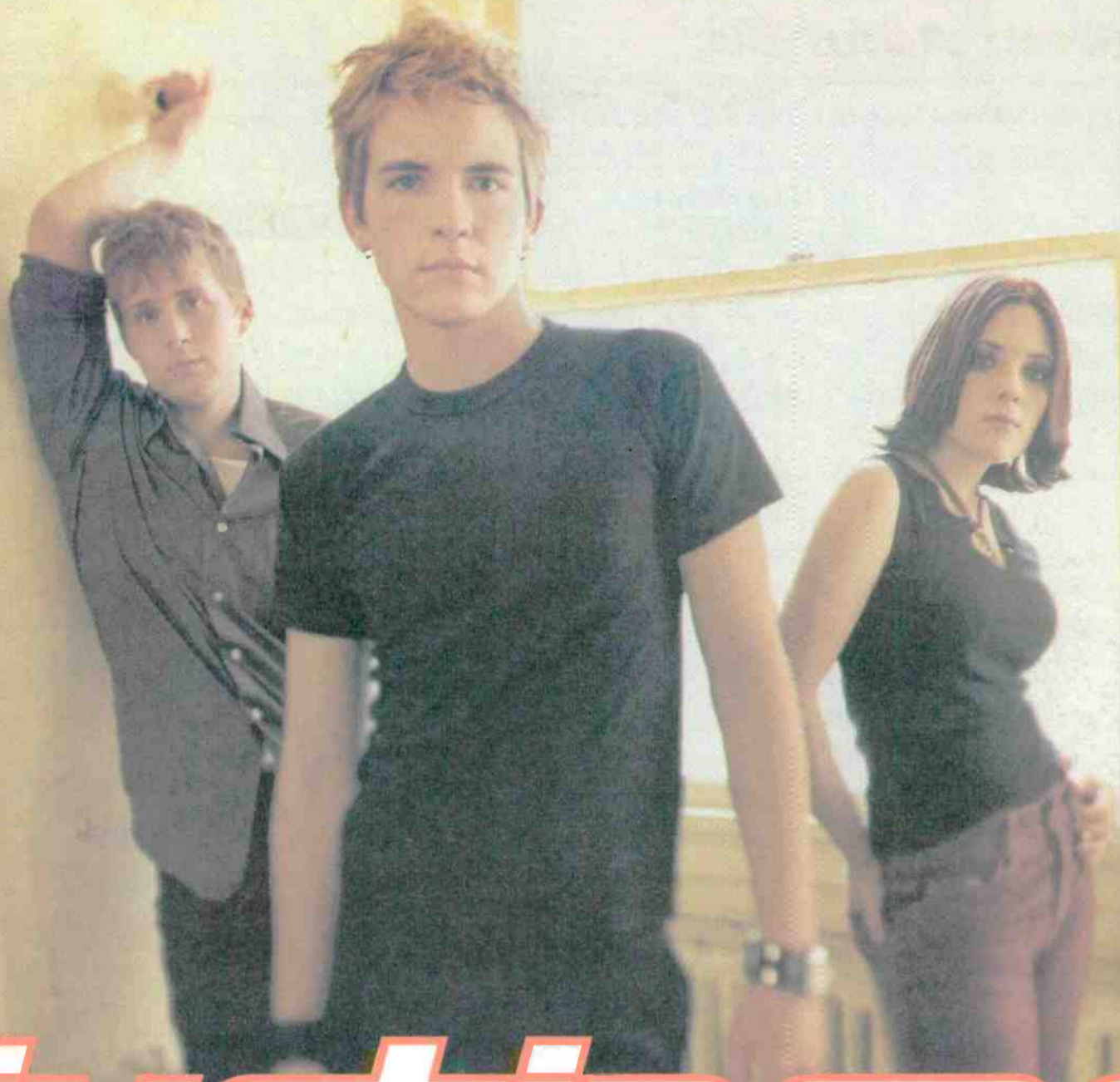
New This Week:
WENS, WMXY, WMMX, KLLY, WOZN, WMC, KMYI, WMJJ, KEZR, WRZE, KLAL

Already On:
WPLJ, KYSR, WTMX, WWZZ, WXKS, WBMX, WDVD, WSTR, WWWX, WHYI, KPLZ, KBKS, KFMB, KMXP, WVRV, WWMX, WSSR, KDND, WKRQ, WZPT, KZZO, WQAL, KQKQ, KKMGM, WABB, KMXB, KVUU, WKZN, KFMD, KHFI, KDMX, WVMX, WRQX, KAMX, WGTZ, WBAM, KLLC, KYKY, WKSE, KRBE, WOMX, WPRO, WHYI, KMXV, KQKQ, WNOU, WLNK, WTSS, WMVX

19 R&R Hot AC

19* Adult Top 40 Monitor

15* Modern Adult Monitor



Justincase

“don't cry for us”

written by JUSTIN TOSCO, MICHELLE BRANCH and JOHN SHANKS

New This Week:

KIIS KBKS WXKS KISZ
WQEN WWSR WAEZ KLLY

Early Believers Include:

WNKS WBFA WAYV WJBQ
WBAM WXLK WFLY WCIL
WRHT WJJS KSMB WINK
KWTX WXXX KZII WJMX
WPPY WNDV WMRV WHTF
WSTO WJYY WBDR WRTS



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maverick.com/justincase **AOL Keyword: justincase**
produced by john shanks mixed by chris lord-alge management: jeff rabhan for the firm

EXCLUSIVE NATIONAL MUSIC RESEARCH ESTIMATES August 9, 2002

CALLOUT AMERICA® song selection is based on the top 25 titles from the R&R CHR/Pop chart for the airplay week of July 14-20.

HP = Hit Potential®

ARTIST TITLE LABEL(S)	TOTAL AVERAGE FAVORABILITY ESTIMATE (1-5)				TOTAL % FAMILIARITY	TOTAL % BURN	DEMOGRAPHICS			REGIONS			
	TW	LW	2W	3W			WOMEN 12-17	WOMEN 18-24	WOMEN 25-34	EAST	SOUTH	MID-WEST	WEST
AVRIL LAVIGNE Complicated (Arista)	3.93	3.88	3.95	3.98	78.4	17.5	4.28	3.92	3.50	3.87	3.95	3.79	4.14
NELLY/KELLY ROWLAND Dilemma (Fo' Reel/Universal)	3.83	—	—	—	60.4	12.5	4.03	3.84	3.38	3.87	3.96	3.81	3.66
KROEGER & SCOTT Hero (Roadrunner/Columbia/IDJMG)	3.71	3.63	3.71	3.56	74.1	20.4	3.76	3.70	3.66	3.73	3.63	3.54	3.97
PINK Just Like A Pill (Arista)	3.68	3.68	3.75	3.61	69.5	17.5	3.84	3.71	3.39	3.49	3.81	3.69	3.75
NELLY Hot In Herre (Fo' Reel/Universal)	3.66	3.47	3.60	3.83	77.2	32.1	3.84	3.66	3.34	3.58	3.60	3.77	3.60
HP HOOBASTANK Running Away (Island/IDJMG)	3.65	3.64	3.63	3.61	48.0	7.9	3.76	3.80	3.25	3.59	3.58	3.57	3.87
JOHN MAYER No Such Thing (Aware/Columbia)	3.63	3.59	—	—	59.7	15.8	3.73	3.53	3.61	3.54	3.65	3.59	3.76
MARIO Just A Friend 2002 (J)	3.62	—	—	—	59.5	15.1	3.94	3.49	3.15	3.64	3.97	3.31	3.59
JIMMY EAT WORLD The Middle (DreamWorks)	3.56	3.71	3.62	3.69	76.5	24.0	3.72	3.60	3.33	3.58	3.49	3.55	3.63
P. DIDDY F/GINUWINE I Need A Girl Pt. 2 (Bad Boy/Arista)	3.56	3.62	3.75	—	54.2	15.8	3.64	3.68	3.08	3.64	3.55	3.65	3.37
HP IRV GOTTI PRESENTS.. Down 4 U (Murder Inc./IDJMG)	3.55	—	—	—	56.1	18.0	3.70	3.64	3.08	3.61	3.77	3.40	3.38
HP ASHANTI Happy (Murder Inc./IDJMG)	3.54	—	—	—	51.3	13.2	3.48	3.79	3.27	3.55	3.66	3.48	3.44
CREED One Last Breath (Wind-up)	3.54	3.51	3.53	3.50	48.4	9.8	3.70	3.48	3.39	3.51	3.55	3.57	3.51
VANESSA CARLTON A Thousand Miles (A&M/Interscope)	3.54	3.56	3.60	3.62	77.2	25.7	3.59	3.45	3.57	3.33	3.69	3.29	3.92
EMINEM Without Me (Shady/Aftermath/Interscope)	3.53	3.52	3.64	3.65	78.9	31.9	3.64	3.58	3.30	3.46	3.22	3.78	3.71
MICHELLE BRANCH All You Wanted (Maverick/WB)	3.53	3.50	3.56	3.61	76.0	27.8	3.79	3.35	3.37	3.44	3.42	3.48	3.79
ASHANTI Foolish (Murder Inc./IDJMG)	3.49	3.38	3.48	3.52	73.9	29.0	3.58	3.55	3.25	3.53	3.77	3.26	3.38
FAT JOE F/ASHANTI What's Luv? (Terror Squad/Atlantic)	3.45	3.38	3.53	3.53	77.9	32.9	3.54	3.42	3.33	3.41	3.51	3.39	3.49
P. DIDDY... I Need A Girl (Bad Boy/Arista)	3.40	3.46	3.44	3.42	66.9	30.0	3.43	3.48	3.19	3.39	3.63	3.33	3.20
DIRTY VEGAS Days Go By (Capitol)	3.39	3.08	3.27	3.24	80.1	27.6	3.02	3.59	3.64	3.53	3.42	3.30	3.32
JENNIFER LOPEZ F/NAS I'm Gonna Be Alright (Epic)	3.37	3.56	3.55	3.47	66.9	23.5	3.36	3.53	3.07	3.61	3.27	3.26	3.28
DJ SAMMY & YANOU Heaven (Robbins)	3.36	3.31	3.32	—	66.9	20.9	3.25	3.56	3.30	3.51	3.30	3.31	3.29
NO DOUBT Hella Good (Interscope)	3.35	3.30	3.24	3.29	72.9	29.5	3.18	3.41	3.51	3.40	3.30	3.25	3.44
SHERYL CROW Soak Up The Sun (A&M/Interscope)	3.27	3.40	3.24	3.30	71.9	26.6	3.16	3.14	3.55	3.06	3.30	3.41	3.32
CRAIG DAVID Walking Away (Wildstar/Atlantic)	3.26	3.41	3.47	3.27	57.3	19.4	3.09	3.40	3.37	3.04	3.48	3.14	3.44
CAM'RON Oh Boy (Roc-A-Fella/IDJMG)	3.19	—	—	—	63.5	26.6	3.25	3.33	2.83	3.19	3.19	3.33	3.04
SEVEN AND THE SUN Walk With Me (Atlantic)	3.10	—	—	—	30.2	9.1	3.16	2.98	3.18	3.17	2.95	3.00	3.24

Total sample size is 400 respondents with a +/-5 margin of error. Total average favorability estimates are based on a scale of 1-5 (1 = dislike very much, 5 = like very much). Total familiarity represents the percentage of respondents who recognized the song. Total burn represents the number of respondents who said they are tired of hearing the song. Songs must reach 40% familiarity before they appear in print. Hit Potential (HP) represents songs that have yet to chart in the top 25 on R&R's CHR/Pop chart. Sample composition is based on females aged 12-34, who responded favorably to a CHR/Pop musical montage in the following regions and markets: EAST: Boston, Nassau-Suffolk, New York, Philadelphia, Pittsburgh, Providence, Washington, DC. SOUTH: Atlanta, Dallas, Houston, Miami, San Antonio, Tampa. MIDWEST: Chicago, Cincinnati, Cleveland, Columbus, Detroit, Kansas City, Milwaukee, Minneapolis, St. Louis. WEST: Denver, Los Angeles, Portland, Sacramento, Salt Lake City, San Diego, San Francisco, Seattle. © 2002, R&R Inc.

**CALLOUT AMERICA®
Hot Scores**

BY ANTHONY ACAMPORA

Nelly follows his chart-topping hit "Hot in Herre" (Fo' Reel/Universal) with "Dilemma." The song, featuring **Kelly Rowland**, enters **Callout America** this week at No. 2 overall with a 3.83 total favorability score. "Dilemma" also ranks second among teens and women 18-24 and a solid 10th 25-34.

Hoobastank continue their upward momentum, increasing in score for a fourth consecutive week and climbing to a best-ever 3.65 with "Running Away" (Island/IDJMG). "Running" ranks seventh with teens and third among women 18-24.

John Mayer, who debuted strong at No. 7 last week, retains that spot with "No Such Thing" (Aware/Columbia). The song also ranks seventh with teens and third among women 25-34.

Mario debuts at No. 8 overall with "Just a Friend 2002" (J). The track is testing best with teens, where it ranks third in the demo.

P. Diddy ranks ninth with "I Need a Girl (Pt. 2)" featuring **Ginuwine** (Bad Boy/Arista). "Girl" is getting favorable results from women 18-24, where it comes in seventh.

It's a double debut for **Murder Inc./IDJMG**: First, **Irv Gotti Presents The Inc.** enter at No. 11 with "Down 4 U," which ranks ninth 18-24. Then the label's **Ashanti** enters at No. 12 with "Happy," the followup to her top three hit "Foolish." "Happy" scores big 18-24, ranking fourth with a 3.79.

Creed rank No. 12 overall with "One Last Breath" (Wind-up). The song ranks 11th with teens and eighth among women 25-34.

On Track

Contemporary Christian music program with artist interviews hosted by Dave Tucker.

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August 9, 2002

R&R'S EXCLUSIVE REPORTED OVERVIEW OF NATIONAL AIRPLAY

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ADDS
1	1	AVRIL LAVIGNE Complicated (Arista)	3028	+49	88241	11	49/0
3	2	PINK Just Like A Pill (Arista)	2925	+178	84982	8	50/0
4	3	DJ SAMMY & YANOU Heaven (Robbins)	2734	+201	80077	10	49/1
2	4	C. KROEGER F/J. SCOTT Hero (Roadrunner/Columbia/IDJMG)	2603	-248	74662	12	48/0
9	5	JOHN MAYER No Such Thing (Aware/Columbia)	2210	+305	64045	12	48/0
5	6	NELLY Hot In Herre (Fo' Reel/Universal)	1931	-212	54143	14	43/0
12	7	CREED One Last Breath (Wind-up)	1862	+254	52737	11	49/1
7	8	JIMMY EAT WORLD The Middle (DreamWorks)	1773	-150	51929	21	41/0
6	9	JENNIFER LOPEZ F/NAS I'm Gonna Be Alright (Epic)	1716	-257	47396	14	42/0
11	10	EMINEM Without Me (Shady/Aftermath/Interscope)	1613	-171	44682	13	40/0
15	11	KYLIE MINOGUE Love At First Sight (Capitol)	1576	+189	47984	9	48/3
8	12	DIRTY VEGAS Days Go By (Capitol)	1538	-370	42380	13	42/0
10	13	SOLUNA For All Time (DreamWorks)	1521	-320	46938	21	42/0
22	14	NELLY F/KELLY ROWLAND Dilemma (Fo' Reel/Universal)	1501	+447	45881	3	42/1
24	15	MARIO Just A Friend 2002 (J)	1420	+400	39467	5	42/2
14	16	VANESSA CARLTON A Thousand Miles (A&M/Interscope)	1363	-213	39385	24	40/0
20	17	BBMAK Out Of My Heart (Into Your...) (Hollywood)	1359	+139	40437	5	49/0
16	18	SEVEN AND THE SUN Walk With Me (Atlantic)	1296	-33	39012	11	45/0
21	19	VANESSA CARLTON Ordinary Day (A&M/Interscope)	1287	+154	34877	4	49/1
25	20	DANIEL BEDINGFIELD Gotta Get Thru This (Island/IDJMG)	1233	+352	33631	4	43/3
13	21	NO DOUBT Hella Good (Interscope)	1228	-354	36943	18	40/0
19	22	ASHANTI Foolish (Murder Inc./IDJMG)	1151	-92	32715	19	39/0
18	23	ENRIQUE IGLESIAS Don't Turn Off The Lights (Interscope)	1118	-153	32614	10	40/1
26	24	MICHELLE BRANCH Goodbye To You (Maverick/WB)	1023	+169	28217	3	44/0
29	25	EVE F/ALICIA KEYS Gangsta Lovin' (Ruff Ryders/Interscope)	1014	+296	30787	3	45/1
23	26	P. DIDDY F/USHER & LOON I Need A Girl (Part One) (Bad Boy/Arista)	849	-193	25298	17	30/0
37	27	NO DOUBT F/LADY SAW Underneath It All (Interscope)	780	+275	22806	2	45/3
31	28	GOO GOO DOLLS Big Machine (Warner Bros.)	759	+113	22114	2	39/2
33	29	ELVIS VS. JXL A Little Less Conversation (RCA)	728	+115	20041	3	35/0
32	30	HOOBASTANK Running Away (Island/IDJMG)	708	+63	19044	5	41/1
30	31	FAT JOE F/ASHANTI What's Luv? (Terror Squad/Atlantic)	636	-81	16353	23	24/0
46	32	EMINEM Cleanin' Out My Closet (Shady/Aftermath/Interscope)	573	+358	16438	2	42/4
35	33	SHAKIRA Objection (Tango) (Epic)	572	+55	14185	5	28/0
36	34	P. DIDDY F/GINUWINE I Need A Girl (Part II) (Bad Boy/Arista)	550	+37	16362	3	27/2
27	35	CAM'RON Oh Boy (Roc-A-Fella/IDJMG)	499	-261	12509	6	26/0
42	36	BEENIE MAN F/JANET Feel It Boy (Virgin)	492	+181	11282	2	28/3
28	37	CRAIG DAVID Walking Away (Wildstar/Atlantic)	492	-238	13157	17	20/0
41	38	OUR LADY PEACE Somewhere Out There (Columbia)	461	+86	13763	3	28/5
39	39	BRITNEY SPEARS Boys (Maverick/Reprise)	449	-40	14118	3	25/0
43	40	KHIA My Neck, My Back (Lick It) (Dirty Down/Artemis)	383	+94	10006	7	28/0
34	41	TRUTH HURTS F/RAKIM Addictive (Aftermath/Interscope)	380	-188	12248	7	27/0
48	42	ASHANTI Happy (Murder Inc./IDJMG)	344	+141	13395	2	24/14
38	43	BRANDY Full Moon (Atlantic)	268	-222	7315	14	14/0
40	44	ANASTACIA One Day In Your Life (Epic)	237	-192	9698	9	10/0
Debut	45	IRV GOTTI Down 4 U (Murder Inc./IDJMG)	224	+75	8167	1	15/3
45	46	AURORA Dreaming (Groovilicious/Strictly Rhythm)	213	-3	5761	2	23/0
—	47	DAVE MATTHEWS BAND Where Are You Going (RCA)	203	+41	4940	2	18/8
Debut	48	THE CORRS F/BONO When The Stars Go Blue (143/Lava/Atlantic)	198	+139	6444	1	17/2
Debut	49	MONICA All Eyez On Me (J)	181	+56	3908	1	14/1
Debut	50	ANGIE MARTINEZ If I Could Go (EastWest/EEG)	178	+105	4176	1	18/6

51 CHR/Pop Indicator reports. Songs ranked by total plays for the airplay week of Sunday 7/28-Saturday 8/3.
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Most Added

ARTIST TITLE LABEL(S)	ADDS
LEANN RIMES Life Goes On (Curb)	35
WHITNEY HOUSTON Whatchulookinat (Arista)	15
ASHANTI Happy (Murder Inc./IDJMG)	14
JENNIFER LOVE HEWITT BareNaked (Jive)	10
WESTLIFE World Of Our Own (RCA)	10
DAVE MATTHEWS BAND Where Are You Going (RCA)	8
ANGIE MARTINEZ If I Could Go (EastWest/EEG)	6
NAPPY ROOTS Po' Folks (Atlantic)	6
OUR LADY PEACE Somewhere Out There (Columbia)	5
LYONS, TRACY Love Hurts (Vapor/WB)	5
EMINEM Cleanin' Out... (Shady/Aftermath/Interscope)	4
JUSTINCASE Don't Cry For Us (Maverick/WB)	4
KYLIE MINOGUE Love At First Sight (Capitol)	3
NO DOUBT F/LADY SAW Underneath It All (Interscope)	3
DANIEL BEDINGFIELD Gotta Get Thru This (Island/IDJMG)	3
BEENIE MAN F/JANET Feel It Boy (Virgin)	3
IRV GOTTI Down 4 U (Murder Inc./IDJMG)	3
JENE Get Into Something (Motown/Universal)	3
MARIO Just A Friend 2002 (J)	2
GOO GOO DOLLS Big Machine (Warner Bros.)	2

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
NELLY F/KELLY ROWLAND Dilemma (Fo' Reel/Universal)	+447
MARIO Just A Friend 2002 (J)	+400
EMINEM Cleanin' Out... (Shady/Aftermath/Interscope)	+358
DANIEL BEDINGFIELD Gotta Get Thru This (Island/IDJMG)	+352
JOHN MAYER No Such Thing (Aware/Columbia)	+305
EVE F/ALICIA KEYS Gangsta... (Ruff Ryders/Interscope)	+296
NO DOUBT F/LADY SAW Underneath It All (Interscope)	+275
CREED One Last Breath (Wind-up)	+254
DJ SAMMY & YANOU Heaven (Robbins)	+201
KYLIE MINOGUE Love At First Sight (Capitol)	+189
BEENIE MAN F/JANET Feel It Boy (Virgin)	+181
PINK Just Like A Pill (Arista)	+178
MICHELLE BRANCH Goodbye To You (Maverick/WB)	+169
VANESSA CARLTON Ordinary Day (A&M/Interscope)	+154
ASHANTI Happy (Murder Inc./IDJMG)	+141
BBMAK Out Of My Heart (Into Your...) (Hollywood)	+139
THE CORRS F/BONO When The... (143/Lava/Atlantic)	+139
ELVIS VS. JXL A Little Less Conversation (RCA)	+115
GOO GOO DOLLS Big Machine (Warner Bros.)	+113
ANGIE MARTINEZ If I Could Go (EastWest/EEG)	+105
KHIA My Neck, My Back (Lick It) (Dirty Down/Artemis)	+94
PAUL OAKENFOLD Starry Eyed Surprise (Maverick/Reprise)	+93
OUR LADY PEACE Somewhere Out There (Columbia)	+86
AMY STUDDT Just A Little Girl (19/Universal)	+84
IRV GOTTI Down 4 U (Murder Inc./IDJMG)	+75
JUSTINCASE Don't Cry For Us (Maverick/WB)	+69
HOOBASTANK Running Away (Island/IDJMG)	+63
MONICA All Eyez On Me (J)	+56
SHAKIRA Objection (Tango) (Epic)	+55
WHITNEY HOUSTON Whatchulookinat (Arista)	+55

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Amarillo, TX is a great place to be. Our listeners have wide tastes in music, which is great for us as a CHR station. It allows us to play all of today's best music. The top-testing songs on Power 98.7 are anywhere from pop to alternative and rock to urban. • Right now they are "Hot in Herre" by Nelly, "Just Like a Pill" by Pink, "Complicated" by Avril Lavigne, "Without Me" by Eminem, "Hero" by Chad Kroger



and Josey Scott, "I'm Gonna Be Alright" by Jennifer Lopez f/Nas and "Heaven" by DJ Sammy & Yanou. All these songs are very strong on the phones; we get tons of requests for them every day. • I'm also excited about some new songs we've added that are blowing up, like "Dilemma" by Nelly and Kelly

Rowland, "Out of My Heart (Into Your Head)" by BB Mak and "Gotta Get Thru This" by Daniel Bedingfield. • Our listeners take their radio seriously, and we try to deliver nothing but the best. With the way pop, rock and urban are going, I have no doubt in my mind that CHR is only going to get better through the rest of 2002 and the beginning of 2003.

Where Are You Going?" is the question that gets **The Dave Matthews Band** a spot on the chart this week. The song is the first of four debuts this week, as Dave and company land at 50* ... **Monica's** confidence shows in "All Eyez on Me" (J) and places her at 49*, while the teen trio **3LW** demonstrate a little mature seduction in "I Do (Wanna Get Close to You)" (Epic) and debut at 47*. The fourth debut is **Angie Martinez** with "If I Could Go" (Elektra/EEG), which lands at 46* ... OK, I love the song just as much as the next **Nelly** fan, but can we hear something else? A +1,346 makes "Dilemma" (Fo' Reel/Universal) — the duet of Nelly and **Kelly (Rowland)** — the song with the biggest increase in plays this week, last week and probably the week before that ... Second in line is **Eminem's** "Cleanin' Out My Closet" (Shady/Aftermath/Interscope) with a +1,158. "Cleanin'..." also makes the biggest chart move, jumping from 31-18* ... Second in line for most positions skipped is another Interscope artist. "Underneath It All" by **No Doubt**, featuring **Lady Saw**, moves from 50-41* ... Though it gains a +560, **Kylie Minogue's** "Love at First Sight" (Capitol) scoots from 13-12*, while **John Mayer's** "No Such Thing" (Aware/Columbia) gains a +401 and remains at 11*. I guess she's dazed by love, and he's paralyzed with disbelief.



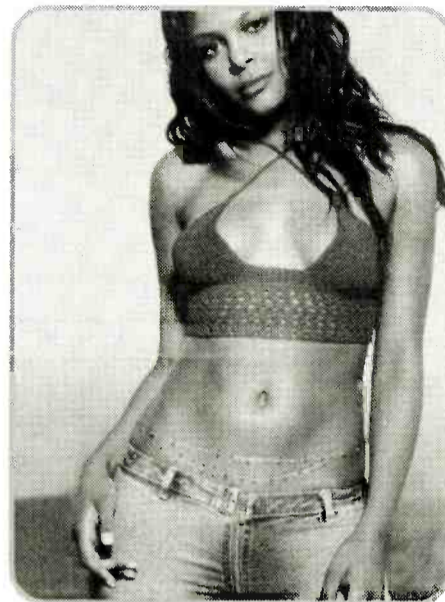
— Tanya O'Quinn/Asst. Editor

ON THE RISE

ARTIST: **Samantha Mumba**
 LABEL: **A&M/Interscope**

By **TANYA O'QUINN** / ASSISTANT EDITOR

The best comment I've read regarding **Samantha Mumba** comes from *USA Today*: "If some mad scientist managed to procure DNA samples from Britney Spears, Macy Gray and Destiny's Child's Beyoncé Knowles and put them in a blender, he might be able to produce a genetically engineered baby diva like Mumba." Born in Dublin, Ireland, Mumba is the daughter of an Irish mother and Zambian father. The desire and ability to entertain appeared very early in this gorgeous Capricorn. From the age of 3 to the age of 15, she attended the renowned Billie Barry Stage School. At age 15 she was cast as the lead in *The Hot Mikado*, a jazzy 1998 production based on Gilbert and Sullivan's opera. Her performance made such a great impression that she was invited to perform on several television shows, singing live even when she didn't have to. The musical talent of the aspiring star showed Dublin that it had a superstar entertainer within its confines. And soon the world would become aware of the jewel that was shining in Ireland.



Samantha Mumba

After conning her way into a nightclub by convincing the bouncer that she was an R&B singer from New York, Mumba was introduced to the manager of Boyzone and Westlife. He immediately saw the star potential of this young lady and signed her to his label, Polydor. Performing, recording and studying all at the same time became too intense to handle, so Mumba chose to leave school and return to her studies when her career cools down.

In 2000 she released her debut album, *Gotta Tell You*, which included the singles "Gotta Tell You," "Body II Body," "Baby, Come Over (This Is Our Night)" and "Always Come Back to Your Love." The title track became a No. 1 hit in Ireland in a mere four days. The track also hit the top five in both the U.S. and the U.K. In March

of last year the album was rereleased with new packaging and new mixes. New versions of "Baby Come Over" and the Diane Warren-penned "Don't Need You To (Tell Me I'm Pretty)" can be found on the record.

"I'm Right Here," the debut single from Mumba's forthcoming second album, was co-written by Kandi Burress (TLC's "No Scrubs," Pink's "There You Go" and Destiny's Child's "Bills, Bills, Bills,"). This song allows Mumba's incredible vocals to soar over a hip-hop base decorated with island accents. This single may become a celebratory anthem for those men who believe that they're "Mr. Right" and for the women who are tired of settling for "Mr. OK." In the song, Mumba is taking roll call, checking the attendance of any and all good men who are single and willing to commit to a relationship. After all of the romantic trials and errors, a conclusion has been arrived at, and this song describes all that Mr. Right should be. This light-hearted and festive song highlights Mumba's strength and control of her vocals while playfully inciting a carefree, laid-back party vibe.



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America's Best Testing CHR/Pop Songs 12+
For The Week Ending 8/9/02.

Artist Title (Label)	TW	LW	Familiarity	Burn	TD	Familiarity	Burn
AVRIL LAVIGNE Complicated (Arista)	4.29	4.31	95%	27%	4.37	93%	27%
MICHELLE BRANCH All You Wanted (Maverick/WB)	4.05	4.05	96%	36%	4.14	97%	33%
PINK Just Like A Pill (Arista)	4.03	4.03	93%	20%	4.16	93%	18%
NELLY F/KELLY ROWLAND Dilemma (Fo' Reel/Universal)	4.00	3.89	68%	12%	4.12	66%	10%
CRAIG DAVID Walking Away (Wildstar/Atlantic)	3.96	3.96	88%	25%	3.99	86%	24%
JIMMY EAT WORLD The Middle (DreamWorks)	3.94	3.92	91%	36%	3.90	91%	37%
CHAD KROEGER F/JOSEY SCOTT Hero (Roadrunner/Columbia/IDJMG)	3.92	3.98	91%	34%	3.97	88%	32%
JOHN MAYER No Such Thing (Aware/Columbia)	3.91	3.93	76%	18%	3.97	75%	16%
VANESSA CARLTON A Thousand Miles (A&M/Interscope)	3.89	3.90	98%	49%	3.98	97%	45%
EMINEM Without Me (Shady/Aftermath/Interscope)	3.88	3.66	96%	41%	4.02	98%	40%
DJ SAMMY & YANOU Heaven (Robbins)	3.83	3.76	81%	27%	3.79	81%	27%
BBMAK Out Of My Heart (Into Your Head) (Hollywood)	3.83	3.77	59%	8%	4.01	61%	7%
EMINEM Cleanin' Out My Closet (Shady/Aftermath/Interscope)	3.79	-	65%	12%	3.95	64%	8%
SOLUNA For All Time (DreamWorks)	3.78	3.68	57%	10%	3.90	56%	7%
NELLY Hot In Herre (Fo' Reel/Universal)	3.76	3.83	94%	43%	3.88	96%	40%
NO DOUBT Hella Good (Interscope)	3.73	3.68	96%	42%	3.77	96%	45%
JENNIFER LOPEZ FEATURING NAS I'm Gonna Be Alright (Epic)	3.71	3.65	87%	31%	3.80	88%	29%
SHERYL CROW Soak Up The Sun (A&M/Interscope)	3.69	3.62	96%	39%	3.59	97%	40%
EVE F/ALICIA KEYS Gangsta Lovin' (Ruff Ryders/Interscope)	3.68	3.69	62%	9%	3.75	64%	9%
SEVEN AND THE SUN Walk With Me (Atlantic)	3.67	3.81	47%	7%	3.69	47%	6%
CREED One Last Breath (Wind-up)	3.66	3.71	73%	19%	3.78	76%	18%
KYLIE MINOGUE Love At First Sight (Capitol)	3.63	3.73	75%	16%	3.64	72%	16%
VANESSA CARLTON Ordinary Day (A&M/Interscope)	3.63	-	68%	14%	3.80	67%	10%
P. DIDDY F/USHER & LOON I Need A Girl (Part I) (Bad Boy/Arista)	3.57	3.44	91%	47%	3.65	90%	48%
ENRIQUE IGLESIAS Don't Turn Off The Lights (Interscope)	3.55	3.53	82%	22%	3.68	84%	21%
FAT JOE F/ASHANTI What's Luv? (Terror Squad/Atlantic)	3.54	3.52	93%	55%	3.61	93%	57%
DIRTY VEGAS Days Go By (Capitol)	3.52	3.45	93%	41%	3.41	92%	41%
ASHANTI Foolish (Murder Inc./IDJMG)	3.51	3.48	89%	49%	3.59	89%	47%
MARIO Just A Friend (J)	3.45	3.47	68%	19%	3.51	70%	17%
P. DIDDY F/GINUWINE I Need A Girl (Part II) (Bad Boy/Arista)	3.44	-	80%	30%	3.50	79%	29%

Total sample size is 583 respondents. 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. Sample composition is based on persons 12+. TD = Target Demo (Females 18-34). Persons are screened via the Internet. Once passed, they can take the music test based on their format/music preference. RateTheMusic.com results are not meant to replace callout research. The results are intended to show opinions of participants on the Internet only. RateTheMusic is a registered trademark of RateTheMusic.com. The RTM system is available for local radio stations by calling 818/377-5300. RateTheMusic.com data is provided by Mediabase Research, A division of Premiere Radio Networks.

New & Active

- AMY STUDD Just A Little Girl (19/Universal)
Total Plays: 542, Total Stations: 56, Adds: 9
- AVANT Makin' Good Love (Magic Johnson/MCA)
Total Plays: 525, Total Stations: 32, Adds: 1
- TANTO METRO & DEVONTE Give It To Her (VP)
Total Plays: 489, Total Stations: 15, Adds: 1
- JENNIFER LOVE HEWITT BareNaked (Jive)
Total Plays: 415, Total Stations: 72, Adds: 16
- 311 Amber (Volcano)
Total Plays: 347, Total Stations: 29, Adds: 2
- WHITNEY HOUSTON Whatchulookinat (Arista)
Total Plays: 346, Total Stations: 47, Adds: 26
- STAINED Epiphany (Flip/Elektra/EEG)
Total Plays: 317, Total Stations: 23, Adds: 0
- WYCLEF JEAN Two Wrongs (Columbia)
Total Plays: 295, Total Stations: 30, Adds: 5
- PAULINA RUBIO The One You Love (Universal)
Total Plays: 266, Total Stations: 24, Adds: 0
- BRUCE SPRINGSTEEN The Rising (Columbia)
Total Plays: 261, Total Stations: 17, Adds: 0

Songs ranked by total plays

PLEASE SEND YOUR PHOTOS

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

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

R&R c/o Mike Davis:
10100 Santa Monica Blvd., 3rd Floor
Los Angeles, CA 90067

Is This America's....

Continued from Page 35

R&R: What is your relationship with PD John Reynolds?

TJ: Our PD doesn't even know who we are. He thinks we work for the '80s station across the hall.

R&R: What question would you like to ask Infinity-Viacom chief Mel Karmazin?

Ace: Do you know who we are, or do you think we work for the '80s station across the hall?

R&R: If you were not in radio and had to have a real job, what do you think you'd be doing right now?

TJ: Gay porn.

Ace: We'd still be a team.

TJ: I would probably be a high school baseball and football coach.

Ace: I would either be an ESPN anchor or a music video producer.

TJ: No — on second thought, I would be center fielder for the Atlanta Braves — or a fireman.

R&R: How have you managed to

"Our copy of the Girls Gone Wild video was stolen out of our office — and that's not a joke."

Ace

get your overnight guy to keep his mouth shut for all these years as the two of you roll into the control room every morning at 8am? Do you have pictures?

Ace: This is the third question that we wished you had never asked.

R&R: Anything else you want to promote outside of your syndication and your CD, That Ain't Funny, which benefits kids?

TJ: Our website: www.acetj.com. It's free and features hot celebs and more. Come check them out.

R&R: What career advice would you offer to morning shows attending the Morning Show Boot Camp and others reading this right now?

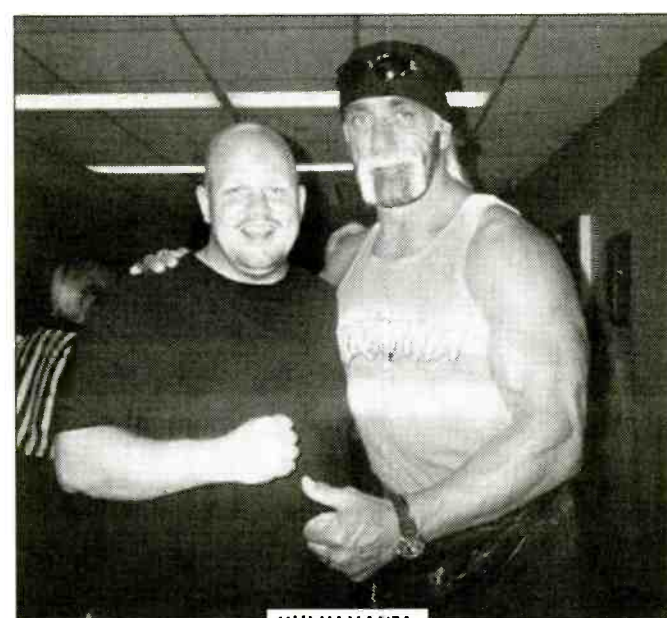
Ace: Be honest with yourself about what you do well and, more importantly, what you don't do well. Then, emphasize the strengths while working on the weaknesses.

TJ: Never stop asking questions. The most successful people in this business still ask for help. Never think that you're too big or too small to ask for advice.

R&R: Where do you see yourself in five years?

TJ: Hopefully, right here in Charlotte and on about 200 other stations.

Reach Ace & TJ at acetj@acetj.com. For syndication inquiries, contact Pete Herrick, Executive Producer of The Ace & TJ Show, at 704-561-4843 or yankeepete@acetj.com.



HULKAMANIA

Can Mr. Universal beat the legendary Hulk Hogan in the match of the century? This is the match you have to see! Pictured here at the weigh-in are (l-r) Universal's Kelly Nash and Hogan.

Stations and their adds listed alphabetically by market

<p>WFLY/Albany, NY * VP/Prog: Michael Morgan PD: Donnie Michaels MD: Ellen Rockwell 1 CRED "Breath" 2 NAPPY ROOTS "Fols" 3 LEANN RIMES "Life" WESTLIFE "Own"</p>	<p>WKKS/Boston, MA * VP/Prog/PD: Cadillac Jack APD/MD: Kid David Corry MD: Ellen Rockwell 1 DANIEL BEDINGFIELD "Gota" 2 EMINEM "Close" 3 JUSTIN CASEY "Cy" LIBERTY X "Life" WESTLIFE "Own"</p>	<p>WGTX/Dayton, OH * DM: J.D. Kunes MD: Scott Sharp 4 MARIO "Friend" 4 MARIO "Friend"</p>	<p>WSNX/Grand Rapids, MI * PD: Jeff Andrews APD/MD: Eric D'Brien MD: Scott Sharp 27 DU SAMMY & YANOU "Heaven" 28 ASHANTI "Happy" 29 ANITA "Habit"</p>	<p>WWSX/Knoxville, TN * DM: Jeff Jamigan APD/MD: Derek Moran MD: Scott Sharp 16 EMINEM "Close" 17 VANESSA CARLTON "Ordinary" 18 OUR LADY PEACE "There" 19 WHITNEY HOUSTON "Whatchu"</p>	<p>KDWB/Minneapolis, MN * PD: Rob Morris APD/MD: Derek Moran MD: Scott Sharp 2 ASHANTI "Happy" 3 IRV GOTTI PRESENTS "Down" 4 SHAKIRA "Objection"</p>	<p>WERZ/Portsmouth, NH * DM/PD: Mike D'onnell APD: Jay Michaels MD: Sarah Sullivan 1 AMY STUDT "Life" 2 WHITNEY HOUSTON "Whatchu" 3 LIBERTY X "Life" WESTLIFE "Own"</p>	<p>KSXY/Santa Rosa, CA * PD: Greg Kelly MD: Nelly Kelly 50 NELY KELLY ROWLAND "Dilemma" 27 ASHANTI "Happy" 14 LEANN RIMES "Life" 1 NAPPY ROOTS "Fols" 2 JENIFER LOVE HEWITT "Barebacked" 3 JENIFER LOVE HEWITT "Barebacked" 4 JUSTIN CASEY "Cy" LIBERTY X "Life" WESTLIFE "Own"</p>	<p>WPST/Trenton, NJ * DM: Steve King APD: Gabrielle Vaughn MD: Scott Sharp 27 TANTO METRO "Gwa" 28 BEENIE MAN FJANET "Feet" 29 IRV GOTTI PRESENTS "Down"</p>	
<p>WKFF/Albany, NY * PD: Rob Dawes 1 CRED "Breath" 2 WHITNEY HOUSTON "Whatchu"</p>	<p>WKSE/Buffalo, NY * PD: Dave Universal MD: Brian B. White 5 DANIEL BEDINGFIELD "Gota" 6 BEENIE MAN FJANET "Feet" WHITNEY HOUSTON "Whatchu"</p>	<p>WVYB/Daytona Beach, FL * PD: Koller NORAH JONES "Know" LEANN RIMES "Life"</p>	<p>WIXQ/Green Bay, WI * DM: Dan Stone PD/MD: Todd Michaels 12 EMINEM "Close" 9 NELY KELLY ROWLAND "Dilemma"</p>	<p>KSMB/Lafayette, LA * PD: Bobby Novosad MD: Aaron Samli 18 NELY KELLY ROWLAND "Dilemma" 19 NORAH JONES "Know" 5 NAUGHTY BY 3.W "Feet" NAPPY ROOTS "Fols" LEANN RIMES "Life" AMY STUDT "Life"</p>	<p>WABB/Mobile, AL * DM/PD: Jay Hastings APD/MD: Pablo 15 NELY KELLY ROWLAND "Dilemma" 5 DANIEL BEDINGFIELD "Gota" NORAH JONES "Know" LEANN RIMES "Life" AMY STUDT "Life" WESTLIFE "Own"</p>	<p>WSPK/Poughkeepsie, NY PD: Scotty Mac APD: Skyy Walker MD: Paulie Cruz 51 MARIO "Friend" ANGIE MARTINEZ "Coud" LEANN RIMES "Life" JUSTIN CASEY "Cy"</p>	<p>WAEV/Savannah, GA No Adds</p>	<p>KRQQ/Tucson, AZ * DM: Steve King PD: Mark Medina APD/MD: Ken Carr 9 ASHANTI "Happy" WESTLIFE "Own"</p>	
<p>WKSS/Albuquerque, NM * DM: Tom Naylor APD: Jeff "Crash" Jacot MD: Ashley Felt CUTTING EDGE "Police" JENIFER LOVE HEWITT "Barebacked" NAPPY ROOTS "Fols" OAKENFOLD "Eyez" WESTLIFE "Own"</p>	<p>WRZE/Cape Cod, MA DM: Steve McVie APD: Kevin Matthews MD: Shane Blue RANKIN "Close" IRV GOTTI PRESENTS "Down" BEENIE MAN FJANET "Feet" ASHANTI "Happy" WHITNEY HOUSTON "Whatchu" GOO GOO DOLLS "Big" OUR LADY PEACE "There"</p>	<p>KFMD/Denver-Boulder, CO * PD: Jim Lawson MD: Chris Pickett 1 MONICA "Eyez" 2 LEANN RIMES "Life" 3 RED HOT CHILI "Wyy" WHITNEY HOUSTON "Whatchu" NAPPY ROOTS "Fols"</p>	<p>WKZL/Greensboro, NC * PD: Jeff McHugh APD: Tami Knight MD: Wendy Gatlin 3 EMINEM "Close" 2 OAKENFOLD "Eyez" 3 RED HOT CHILI "Wyy" LEANN RIMES "Life"</p>	<p>WLAN/Lancaster, PA * PD: Michael McCoy APD: J. Bosch MD: Holly Love JENIFER LOVE HEWITT "Barebacked" WHITNEY HOUSTON "Whatchu" WYOLF JEAN "Wrongs" LEANN RIMES "Life" SPLENDER "Later"</p>	<p>WBBO/Monmouth-Ocean, NJ * PD: Greg Thomas MD: Kim Knight ALPORA UK "Dreaming" THE CORPS "FROM "Blue" JENIFER LOVE HEWITT "Barebacked" WHITNEY HOUSTON "Whatchu" WYOLF JEAN "Wrongs" LEANN RIMES "Life" SPLENDER "Later"</p>	<p>WFHN/Providence, MA * PD: Jim Reitz APD: Christine Fox MD: David Duran 65 NELY KELLY ROWLAND "Dilemma" 1 JENIFER LOVE HEWITT "Barebacked" 2 JENIFER LOVE HEWITT "Barebacked" LEANN RIMES "Life"</p>	<p>WZAT/Savannah, GA DM/PD: John Thomas MD: Dylan OUR LADY PEACE "There" DAVE MATTHEWS BAND "Gong" LEANN RIMES "Life" WESTLIFE "Own"</p>	<p>KHTT/Tulsa, OK * DM: Tod Tucker PD: Carly Rush MD: Eric Lyter 13 LIBERTY X "Life" 11 JOHN MAYER "Such" 4 ANGIE MARTINEZ "Coud" NAPPY ROOTS "Fols" AMY STUDT "Life"</p>	
<p>KDIO/Alexandria, LA PD: Ron Roberts MD: Trishy Scott ASHANTI "Happy" LEANN RIMES "Life" UNCLER KRACKER "Life" ANGIE MARTINEZ "Coud"</p>	<p>KZIA/Cedar Rapids, IA DM/MD: Eric Hanson JENIFER LOVE HEWITT "Barebacked"</p>	<p>WRDQ/Detroit, MI * PD: Alex Teag APD: Jay Towers MD: Keith Curry No Adds</p>	<p>WERO/Greenville, NC * PD: Gary Blake MD: Chris Mann 311 "Amber" SHAKIRA "Objection"</p>	<p>WHZZ/Lansing, MI * DM/MD: Dave B. Goode 3 DANIEL BEDINGFIELD "Gota" NO DOUBT FLADY SAW "Underneath" LEANN RIMES "Life"</p>	<p>WVAQ/Morgantown, WV Dir./Prog.: Lucy Neff MD: Brian Mo LEANN RIMES "Life" WHITNEY HOUSTON "Whatchu" NAPPY ROOTS "Fols" WESTLIFE "Own"</p>	<p>WPRO/Providence, RI * PD: Tony Bristol MD: Davey Morris 3 DANIEL BEDINGFIELD "Gota" JACK JOHNSON "Time" JUSTIN CASEY "Cy" WESTLIFE "Own"</p>	<p>WRUF/Shreveport, LA * PD: Chris Calaway MD: Bethany Parks PD/MD: Matt Williams 19 KIVA "Bee" 6 IRV GOTTI PRESENTS "Down" 2 WESTLIFE "Own" 2 SLENDER "Later"</p>	<p>KZIS/Tulsa, OK * PD: C.C. Matthews MD: Kim Gover CRED "Breath" WHITNEY HOUSTON "Whatchu" JUSTIN CASEY "Cy" OAKENFOLD "Eyez"</p>	
<p>WABE/Allentown, PA * PD: Brian Check APD: Laura St. James MD: Mike Kelly 3 DANIEL BEDINGFIELD "Gota" JENIFER LOVE HEWITT "Barebacked"</p>	<p>WSSX/Charleston, SC * DM/PD: Mike Edwards 4 BEENIE MAN FJANET "Feet" WHITNEY HOUSTON "Whatchu" WESTLIFE "Own"</p>	<p>WKQI/Detroit, MI * PD: Dom Theodore 6 JOHN MAYER "Such" 2 CRED "Breath" YASMEEN "Blue"</p>	<p>WFGC/Greenville, SC * PD: Nicki Nite MD: Tias 56 NELY KELLY ROWLAND "Dilemma" 31 3.W "Wanna" 10 IRV GOTTI PRESENTS "Down" 26 WHITNEY HOUSTON "Whatchu" 1 ASHANTI "Happy" DAVE MATTHEWS BAND "Gong" NAPPY ROOTS "Fols" WESTLIFE "Own"</p>	<p>WRRW/Nashville, TN * PD: Rich Davis MD: Tom Pasco No Adds</p>	<p>WQZQ/Nashville, TN * VP/Prog: Brian Krycz PD: Marco 1 CRED "Breath" NAPPY ROOTS "Fols" LEANN RIMES "Life" WESTLIFE "Own"</p>	<p>WBLS/Nassau-Suffolk, NY * Interim PD: J.J. Rice APD/MD: Al Levine No Adds</p>	<p>WDCG/Raleigh-Durham, NC * PD: Chris Edge APD/MD: Andie Summers 6 NELY KELLY ROWLAND "Dilemma" 5 EMINEM "Close" NO DOUBT FLADY SAW "Underneath" UNCLER KRACKER "Life"</p>	<p>KZSU/Spokane, WA * DM: Ron Michaels MD: Ken Hopkins APD/MD: Casey Christopher WHITNEY HOUSTON "Whatchu" NO DOUBT FLADY SAW "Underneath"</p>	<p>WSKS/Utica-Rome, NY DM/PD: Steve Schantz 2 EMINEM "Close" JENIFER LOVE HEWITT "Barebacked" LEANN RIMES "Life" JUSTIN CASEY "Cy"</p>
<p>WKSZ/Appleton, WI * PD: Dayton Kane MD: Joel Makone 1 WHITNEY HOUSTON "Whatchu" 2 NAPPY ROOTS "Fols" LEANN RIMES "Life"</p>	<p>WKOL/Chattanooga, TN * APD/MD: Tripper MD: Dana Deasler 1 UNCLER KRACKER "Life" 2 ANGIE MARTINEZ "Coud" 3 ASHANTI "Happy" NAPPY ROOTS "Fols"</p>	<p>WRTS/Erie, PA PD: Beth Ann McBride MD: Karen Black NAPPY ROOTS "Fols" LEANN RIMES "Life" WHITNEY HOUSTON "Whatchu"</p>	<p>WHKF/Harrisburg, PA * PD: Jason Barley 10 JENIFER LOVE HEWITT "Barebacked" 11 VANESSA CARLTON "Ordinary" NAPPY ROOTS "Fols"</p>	<p>WBLI/Nassau-Suffolk, NY * Interim PD: J.J. Rice APD/MD: Al Levine No Adds</p>	<p>WJWS/Roanoke-Lynchburg, VA * PD: David Lee Michaels APD: Melissa Morgan MD: Rich Minor 12 WHITNEY HOUSTON "Whatchu" 2 LEANN RIMES "Life"</p>	<p>WBRV/Richmond, VA * PD: Billy Surf MD: Jake Glenn 1 ASHANTI "Happy" OUR LADY PEACE "There"</p>	<p>WTOG/Springfield, MO DM/PD: Dave DeFranco 17 NO DOUBT FLADY SAW "Underneath" 5 SLENDER "Later" 15 ASHANTI "Happy" DANIEL BEDINGFIELD "Gota" JENIFER LOVE HEWITT "Barebacked" THE CORPS "FROM "Blue"</p>	<p>WHTT/Washington, OC * PD: Jeff Wyatt MD: Albie Dee 29 BIG TIMERS "By" 22 ANGIE MARTINEZ "Coud" 10 UNCLER KRACKER "Life" 12 CRED "Breath"</p>	
<p>KGOT/Anchorage, AK PD: Bill Stewart MD: Moe Rock 10 NO DOUBT FLADY SAW "Underneath" 10 ASHANTI "Happy" 5 AMY STUDT "Life" 5 GOO GOO DOLLS "Big" 5 IRV GOTTI PRESENTS "Down"</p>	<p>WNKS/Charlotte, NC * DM/PD: John Reynolds MD: Jason McCormick 53 NELY KELLY ROWLAND "Dilemma" EMINEM "Close" HOOBASTANK "Running" MONICA "Eyez" LEANN RIMES "Life"</p>	<p>XHTO/El Paso, TX * DM/MD: Francisco Aguirre 9 DIDDY FGINJAWNE "Need" 1 JIMMY EAT WORLD "Sweet" 1 BEENIE MAN FJANET "Feet" DAVE MATTHEWS BAND "Gong" SAMANTHA LUMBA "Right" N.E.R.D. "Star" OAKENFOLD "Eyez"</p>	<p>WHKF/Harrisburg, PA * PD: Jason Barley 10 JENIFER LOVE HEWITT "Barebacked" 11 VANESSA CARLTON "Ordinary" NAPPY ROOTS "Fols"</p>	<p>WRRW/Nashville, TN * PD: Rich Davis MD: Tom Pasco No Adds</p>	<p>WJWS/Roanoke-Lynchburg, VA * PD: David Lee Michaels APD: Melissa Morgan MD: Rich Minor 12 WHITNEY HOUSTON "Whatchu" 2 LEANN RIMES "Life"</p>	<p>WBRV/Richmond, VA * PD: Billy Surf MD: Jake Glenn 1 ASHANTI "Happy" OUR LADY PEACE "There"</p>	<p>WTOG/Springfield, MO DM/PD: Dave DeFranco 17 NO DOUBT FLADY SAW "Underneath" 5 SLENDER "Later" 15 ASHANTI "Happy" DANIEL BEDINGFIELD "Gota" JENIFER LOVE HEWITT "Barebacked" THE CORPS "FROM "Blue"</p>	<p>WHTT/Washington, OC * PD: Jeff Wyatt MD: Albie Dee 29 BIG TIMERS "By" 22 ANGIE MARTINEZ "Coud" 10 UNCLER KRACKER "Life" 12 CRED "Breath"</p>	
<p>WKSZ/Appleton, WI * PD: Dayton Kane MD: Joel Makone 1 WHITNEY HOUSTON "Whatchu" 2 NAPPY ROOTS "Fols" LEANN RIMES "Life"</p>	<p>WKOL/Chattanooga, TN * APD/MD: Tripper MD: Dana Deasler 1 UNCLER KRACKER "Life" 2 ANGIE MARTINEZ "Coud" 3 ASHANTI "Happy" NAPPY ROOTS "Fols"</p>	<p>WRTS/Erie, PA PD: Beth Ann McBride MD: Karen Black NAPPY ROOTS "Fols" LEANN RIMES "Life" WHITNEY HOUSTON "Whatchu"</p>	<p>WHKF/Harrisburg, PA * PD: Jason Barley 10 JENIFER LOVE HEWITT "Barebacked" 11 VANESSA CARLTON "Ordinary" NAPPY ROOTS "Fols"</p>	<p>WBLI/Nassau-Suffolk, NY * Interim PD: J.J. Rice APD/MD: Al Levine No Adds</p>	<p>WJWS/Roanoke-Lynchburg, VA * PD: David Lee Michaels APD: Melissa Morgan MD: Rich Minor 12 WHITNEY HOUSTON "Whatchu" 2 LEANN RIMES "Life"</p>	<p>WBRV/Richmond, VA * PD: Billy Surf MD: Jake Glenn 1 ASHANTI "Happy" OUR LADY PEACE "There"</p>	<p>WTOG/Springfield, MO DM/PD: Dave DeFranco 17 NO DOUBT FLADY SAW "Underneath" 5 SLENDER "Later" 15 ASHANTI "Happy" DANIEL BEDINGFIELD "Gota" JENIFER LOVE HEWITT "Barebacked" THE CORPS "FROM "Blue"</p>	<p>WHTT/Washington, OC * PD: Jeff Wyatt MD: Albie Dee 29 BIG TIMERS "By" 22 ANGIE MARTINEZ "Coud" 10 UNCLER KRACKER "Life" 12 CRED "Breath"</p>	
<p>WKSZ/Appleton, WI * PD: Dayton Kane MD: Joel Makone 1 WHITNEY HOUSTON "Whatchu" 2 NAPPY ROOTS "Fols" LEANN RIMES "Life"</p>	<p>WKOL/Chattanooga, TN * APD/MD: Tripper MD: Dana Deasler 1 UNCLER KRACKER "Life" 2 ANGIE MARTINEZ "Coud" 3 ASHANTI "Happy" NAPPY ROOTS "Fols"</p>	<p>WRTS/Erie, PA PD: Beth Ann McBride MD: Karen Black NAPPY ROOTS "Fols" LEANN RIMES "Life" WHITNEY HOUSTON "Whatchu"</p>	<p>WHKF/Harrisburg, PA * PD: Jason Barley 10 JENIFER LOVE HEWITT "Barebacked" 11 VANESSA CARLTON "Ordinary" NAPPY ROOTS "Fols"</p>	<p>WBLI/Nassau-Suffolk, NY * Interim PD: J.J. Rice APD/MD: Al Levine No Adds</p>	<p>WJWS/Roanoke-Lynchburg, VA * PD: David Lee Michaels APD: Melissa Morgan MD: Rich Minor 12 WHITNEY HOUSTON "Whatchu" 2 LEANN RIMES "Life"</p>	<p>WBRV/Richmond, VA * PD: Billy Surf MD: Jake Glenn 1 ASHANTI "Happy" OUR LADY PEACE "There"</p>	<p>WTOG/Springfield, MO DM/PD: Dave DeFranco 17 NO DOUBT FLADY SAW "Underneath" 5 SLENDER "Later" 15 ASHANTI "Happy" DANIEL BEDINGFIELD "Gota" JENIFER LOVE HEWITT "Barebacked" THE CORPS "FROM "Blue"</p>	<p>WHTT/Washington, OC * PD: Jeff Wyatt MD: Albie Dee 29 BIG TIMERS "By" 22 ANGIE MARTINEZ "Coud" 10 UNCLER KRACKER "Life" 12 CRED "Breath"</p>	
<p>WKSZ/Appleton, WI * PD: Dayton Kane MD: Joel Makone 1 WHITNEY HOUSTON "Whatchu" 2 NAPPY ROOTS "Fols" LEANN RIMES "Life"</p>	<p>WKOL/Chattanooga, TN * APD/MD: Tripper MD: Dana Deasler 1 UNCLER KRACKER "Life" 2 ANGIE MARTINEZ "Coud" 3 ASHANTI "Happy" NAPPY ROOTS "Fols"</p>	<p>WRTS/Erie, PA PD: Beth Ann McBride MD: Karen Black NAPPY ROOTS "Fols" LEANN RIMES "Life" WHITNEY HOUSTON "Whatchu"</p>	<p>WHKF/Harrisburg, PA * PD: Jason Barley 10 JENIFER LOVE HEWITT "Barebacked" 11 VANESSA CARLTON "Ordinary" NAPPY ROOTS "Fols"</p>	<p>WBLI/Nassau-Suffolk, NY * Interim PD: J.J. Rice APD/MD: Al Levine No Adds</p>	<p>WJWS/Roanoke-Lynchburg, VA * PD: David Lee Michaels APD: Melissa Morgan MD: Rich Minor 12 WHITNEY HOUSTON "Whatchu" 2 LEANN RIMES "Life"</p>	<p>WBRV/Richmond, VA * PD: Billy Surf MD: Jake Glenn 1 ASHANTI "Happy" OUR LADY PEACE "There"</p>	<p>WTOG/Springfield, MO DM/PD: Dave DeFranco 17 NO DOUBT FLADY SAW "Underneath" 5 SLENDER "Later" 15 ASHANTI "Happy" DANIEL BEDINGFIELD "Gota" JENIFER LOVE HEWITT "Barebacked" THE CORPS "FROM "Blue"</p>	<p>WHTT/Washington, OC * PD: Jeff Wyatt MD: Albie Dee 29 BIG TIMERS "By" 22 ANGIE MARTINEZ "Coud" 10 UNCLER KRACKER "Life" 12 CRED "Breath"</p>	
<p>WKSZ/Appleton, WI * PD: Dayton Kane MD: Joel Makone 1 WHITNEY HOUSTON "Whatchu" 2 NAPPY ROOTS "Fols" LEANN RIMES "Life"</p>	<p>WKOL/Chattanooga, TN * APD/MD: Tripper MD: Dana Deasler 1 UNCLER KRACKER "Life" 2 ANGIE MARTINEZ "Coud" 3 ASHANTI "Happy" NAPPY ROOTS "Fols"</p>	<p>WRTS/Erie, PA PD: Beth Ann McBride MD: Karen Black NAPPY ROOTS "Fols" LEANN RIMES "Life" WHITNEY HOUSTON "Whatchu"</p>	<p>WHKF/Harrisburg, PA * PD: Jason Barley 10 JENIFER LOVE HEWITT "Barebacked" 11 VANESSA CARLTON "Ordinary" NAPPY ROOTS "Fols"</p>	<p>WBLI/Nassau-Suffolk, NY * Interim PD: J.J. Rice APD/MD: Al Levine No Adds</p>	<p>WJWS/Roanoke-Lynchburg, VA * PD: David Lee Michaels APD: Melissa Morgan MD: Rich Minor 12 WHITNEY HOUSTON "Whatchu" 2 LEANN RIMES "Life"</p>	<p>WBRV/Richmond, VA * PD: Billy Surf MD: Jake Glenn 1 ASHANTI "Happy" OUR LADY PEACE "There"</p>	<p>WTOG/Springfield, MO DM/PD: Dave DeFranco 17 NO DOUBT FLADY SAW "Underneath" 5 SLENDER "Later" 15 ASHANTI "Happy" DANIEL BEDINGFIELD "Gota" JENIFER LOVE HEWITT "Barebacked" THE CORPS "FROM "Blue"</p>	<p>WHTT/Washington, OC * PD: Jeff Wyatt MD: Albie Dee 29 BIG TIMERS "By" 22 ANGIE MARTINEZ "Coud" 10 UNCLER KRACKER "Life" 12 CRED "Breath"</p>	
<p>WKSZ/Appleton, WI * PD: Dayton Kane MD: Joel Makone 1 WHITNEY HOUSTON "Whatchu" 2 NAPPY ROOTS "Fols" LEANN RIMES "Life"</p>	<p>WKOL/Chattanooga, TN * APD/MD: Tripper MD: Dana Deasler 1 UNCLER KRACKER "Life" 2 ANGIE MARTINEZ "Coud" 3 ASHANTI "Happy" NAPPY ROOTS "Fols"</p>	<p>WRTS/Erie, PA PD: Beth Ann McBride MD: Karen Black NAPPY ROOTS "Fols" LEANN RIMES "Life" WHITNEY HOUSTON "Whatchu"</p>	<p>WHKF/Harrisburg, PA * PD: Jason Barley 10 JENIFER LOVE HEWITT "Barebacked" 11 VANESSA CARLTON "Ordinary" NAPPY ROOTS "Fols"</p>	<p>WBLI/Nassau-Suffolk, NY * Interim PD: J.J. Rice APD/MD: Al Levine No Adds</p>	<p>WJWS/Roanoke-Lynchburg, VA * PD: David Lee Michaels APD: Melissa Morgan MD: Rich Minor 12 WHITNEY HOUSTON "Whatchu" 2 LEANN RIMES "Life"</p>	<p>WBRV/Richmond, VA * PD: Billy Surf MD: Jake Glenn 1 ASHANTI "Happy" OUR LADY PEACE "There"</p>	<p>WTOG/Springfield, MO DM/PD: Dave DeFranco 17 NO DOUBT FLADY SAW "Underneath" 5 SLENDER "Later" 15 ASHANTI "Happy" DANIEL BEDINGFIELD "Gota" JENIFER LOVE HEWITT "Barebacked" THE CORPS "FROM "Blue"</p>	<p>WHTT/Washington, OC * PD: Jeff Wyatt MD: Albie Dee 29 BIG TIMERS "By" 22 ANGIE MARTINEZ "Coud" 10 UNCLER KRACKER "Life" 12 CRED "Breath"</p>	
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DONTAY THOMPSON
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T Man: A Star On The Rise

■ KUBE/Seattle's morning man dominates

T Man's road to success in radio isn't a story you hear too often. While in college, he didn't really know what he wanted to do with his life. "I wasn't a very good student," he says. "I was the one who got the letters sent home saying that I had the ability, if I would only apply myself. I always had a G.P.A. that was just enough to keep me afloat."

While in college, T Man had an internship at a local TV station in Hartford, which eventually landed him a job at WFAN, a Sports/Talk station in New York City. "They hired me out of college to be a tape cutter," he says. "I watched a lot and picked up some good habits. I realized that this is something where you can be an idiot and make good money."

With little experience in radio besides the WFAN job, T Man decided to become an on-air personality, but he quickly found out that there was little chance that a new talent was going to get on the air for the very first time in the No. 1 market in the country. "When I asked the PD if he'd put me on, he thought I was crazy," says T Man. "He was like, 'That's not the way it happens. You've got to go out of town.'"

T Man sent out tapes until he landed the on-air position he'd been looking for. He got a phone call from the PD at KVEG/Las Vegas (then Sports/Talk) about filling the vacant morning-show position.

T Man packed his bag and moved to Vegas, but that experience was short-lived. "It was my big break; I was all excited," he says. "I got fired after 10 shows. The dude I was working for was a little bit out there, and he thought I wasn't listening to his directions. He was a real control freak. He was the GM, the owner of the station and the PD all rolled into one."

After heading back home to New York, T Man got a call from the PD of Sportsfan Radio Network, who wanted him as an overnight host. Working at Sportsfan and being syndicated was a good break. T Man started getting job offers from well-known stations in the Sports/Talk world, which led him to move to Seattle and work for KJR (950 AM), doing late-night sports.

A few months into this job, he was approached by the PD and GM of the station about another gig. T Man says, "They came to me and said,



T Man

"Your sports talk is good, but when you talk to people about other things, just about their lives, that's some of the best stuff you do. We're thinking of making you the morning host on KUBE, our bigger station in Seattle."

"I was like, 'I don't know anything about that. All I've done is sports. I love sports, but you're right, I also love delving into people's lives.'" T Man became morning host at KUBE, and the rest is history. His fascination with tapping into people's lives has made him a success in Seattle.

After six months on the air T Man's morning show took KUBE's morning slot from being tied for sixth with the station's target demo to holding down the No. 1 position — and it's stayed in that spot for 6 1/2 years. He's been No. 1 18-34 for 26 consecutive books and recently struck a syndication deal. I spoke to the talented morning man about his accomplishments.

R&R: *How was the transition from being a host on a Sports/Talk station to hosting mornings at a CHR/Rhythmic?*

"A lot of radio shows forget how interesting people are. They use callers as 30-second fillers."

T Man: Honestly, I thought it was going to be a lot tougher. I didn't change that much, because my show on Sports/Talk radio was 40% sports and 60% talking about people's lives and relationships. I just switched it to 90% relationships, and if there was a big sports story, I would talk about it.

I didn't realize that it would be as seamless as it was. I'm always into

current events. I'm always into people's relationships. I'm always into people's lives. As far as changing my style, there wasn't much of a change. I pretty much just took a big part of what my show already was and made it a bigger part.

R&R: *What do you enjoy most about your show?*

T Man: The thing I love about doing the show is taking calls. A lot of radio shows forget how interesting people are. They use callers as 30-second fillers. I love putting people on and letting them talk. We've made the listeners the stars, as big as we are. I think that's one of the biggest successes of the show. People will tune in looking forward to hearing Dump Truck Guy, who is one of our regular callers, as much as they look forward to hearing us.

R&R: *What special features do you have on your show?*

T Man: We don't try to do too many reliable staples, because I get bored if that happens. We just let it go and let the chips fall where they may every morning.

But there are some bits that we like to work in from time to time. Everyone got into the *Survivor* craze, so, three years ago, we came up with *Sin City Survivor*, where we put six listeners in an RV. We started them in Seattle, and every day a listener got voted off by the audience. They were making their way to Las Vegas, and every day somebody got kicked off, until there was only one person left.

When someone got voted off, they had to get their stuff off the RV and find their own way home. We made sure we got them to the most desolate area, with tumbleweeds. They agreed to that when they came on. That was the deal: You have a chance of winning \$5,000 if you make it to Las Vegas, and you get a free weekend in Vegas, but if you get voted off, you've got to find your own way home.

R&R: *You've had so much success doing mornings at KUBE that it led you to a syndication deal.*

T Man: Everyone in radio wants to be syndicated. Once the challenge of taking on Seattle had been satisfied



DANIEL BEDDINGFIELD AT WPYM

On a recent promo stop in Florida to promote his single "Gotta Get Thru This," Island/Def Jam recording artist Daniel Beddingfield stopped by South Florida's Pure Dance Channel, WPYM (Party 93.1)/Miami for a visit. Pictured here are (l-r) Island/Def Jam's Marthe Reynolds; Beddingfield's manager, Neale Easterby; WPYM PD Phil Michaels; and Beddingfield.

in my mind, I felt the next step, logically, was to try to take on other cities. When my last contract was up, that was one of the key things I wanted to do.

I had an opportunity to begin syndication with Premiere Radio, and Westwood One was also interested. We decided that the best thing was to

"I watched a lot and picked up some good habits. I realized that this is something where you can be an idiot and make good money."

stay at KUBE, where I was very happy. We came up with a really good deal where I can have the show syndicated out of Seattle with Premiere Radio Networks.

R&R: *What stations are you on?*

T Man: The syndication is less than a year old, but we're on KUJ-FM/Tri Cities, WA; WPKF/Poughkeepsie, NY; KYWL (Wild 103.9)/Spokane; KFAT/Anchorage, AK; KWWV (Wild 106.1)/San Luis Obispo, CA; and KHHK (Hot 99.7)/Yakima, WA, and we just got on WDKF/Dayton. We're about to add a couple more in the next few weeks. The stations we're on are doing well. We went to No. 1 in Yakima in the first ratings book.

R&R: *How is your relationship with KUBE OM Shellie Hart and PD Eric Powers? Do you guys have weekly meetings to discuss your show?*

T Man: It's very important that I stay an integral part of KUBE. I don't

want to ever lose sight of that. My office is right next to Eric's and Shelly's. Julie Pilat doesn't have an office on our floor, but she's always walking around. I make it clear that I want to be an integral part of their planning and their promotions.

R&R: *Now that your show is syndicated and your numbers continue to be great at KUBE, what do you see yourself wanting to do in the future?*

T Man: I always have my eye on the next move. Right now I have 2 1/2 years on my existing contract. After this one, I certainly want to make sure that I'm ready before I move on. I want to spend a few years doing syndication and feeling that I have left my stamp on every city. I'm not really ready at this time in my career to be thinking strongly about anything other than syndicated radio and local radio in Seattle.

R&R: *Is there any advice that you would like to share with those who are doing mornings and who have less experience than you?*

T Man: Go with your instincts. Don't be disrespectful of management. You've got to do it as much as you can your way. If you fail, you have no one to blame other than yourself. If you have only yourself to blame, you can live with that. But if you curtailed your style to please others or didn't go with your instincts, you may start kicking yourself.

You have to walk the fine line of being respectful so that you don't become a dick in this business, but you still have to go with what you feel is the way to do it.

TALK BACK TO R&R!

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

Call me at 310-788-1677

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R&R CHR/Rhythmic Top 50

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August 9, 2002

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
2	1	NELLY F/KELLY ROWLAND Dilemma (Fo' Reel/Universal)	5417	+401	777579	6	49/8
1	2	P. DIDDY F/GINUWINE I Need A Girl (Part II) (Bad Boy/Arista)	4955	-146	641096	11	81/1
3	3	NELLY Hot In Herre (Fo' Reel/Universal)	4712	-261	716142	16	80/1
4	4	IRV GOTTI Down 4 U (Murder Inc./IDJMG)	4496	-41	595117	10	78/0
5	5	MARIO Just A Friend 2002 (J)	3784	-23	492091	15	72/0
8	6	ASHANTI Happy (Murder Inc./IDJMG)	3694	+405	543870	13	77/0
6	7	BIG TYMERS Still Fly (Cash Money/Universal)	3653	-121	463912	17	78/0
9	8	EVE F/ALICIA KEYS Gangsta Lovin' (Ruff Ryders/Interscope)	3320	+319	442817	6	77/1
7	9	CAM'RON Oh Boy (Roc-A-Fella/IDJMG)	3118	-323	386177	18	79/0
10	10	N.O.R.E. Nothin' (Def Jam/IDJMG)	3027	+317	564034	11	74/2
11	11	EMINEM Cleanin' Out My Closet (Shady/Aftermath/Interscope)	2892	+331	358771	7	68/3
13	12	ANGIE MARTINEZ If I Could Go (EastWest/EEG)	2281	+160	337479	11	62/0
12	13	JENNIFER LOPEZ F/NAS I'm Gonna Be Alright (Epic)	1949	-275	248797	18	58/0
17	14	AMERIE Why Don't We Fall In Love (Rise/Columbia)	1915	+272	207941	12	66/9
15	15	TRUTH HURTS F/RAKIM Addictive (Aftermath/Interscope)	1837	-64	316460	19	73/0
14	16	EMINEM Without Me (Shady/Aftermath/Interscope)	1829	-279	262158	15	65/1
16	17	CLIPSE Grindin' (Star Trak/Arista)	1792	+98	251911	11	62/0
19	18	LUDACRIS Move Bitch (Def Jam South/IDJMG)	1736	+181	353117	11	59/12
22	19	BEENIE MAN F/JANET Feel It Boy (Virgin)	1674	+309	203866	4	69/2
18	20	ASHANTI Foolish (Murder Inc./IDJMG)	1485	-148	197684	28	78/1
25	21	NAPPY ROOTS Po' Folks (Atlantic)	1418	+170	109597	8	58/3
23	22	LIL' WAYNE Way Of Life (Cash Money/Universal)	1410	+84	171743	7	70/3
24	23	TRICK DADDY In Da Wind (Slip 'N Slide/Atlantic)	1383	+124	140291	9	56/0
28	24	FABOLOUS F/P. DIDDY & JAGGED... Trade It All (Part II) (Epic)	1347	+248	211337	4	53/3
26	25	MONICA All Eyez On Me (J)	1229	+14	111153	6	61/3
38	26	CAM'RON Hey Ma (Roc-A-Fella/IDJMG)	1139	+316	171960	3	9/2
31	27	3LW I Do (Wanna Get Close To You) (Epic)	1132	+95	124672	5	50/1
21	28	B2K Gots Ta Be (Epic)	1086	-358	118862	16	56/0
39	29	STYLES Goodtimes (Interscope)	1068	+268	262213	5	43/11
29	30	USHER Can U Help Me (LaFace/Arista)	1060	-7	89554	5	51/0
27	31	WYCLEF JEAN Two Wrongs (Columbia)	1050	-69	129779	10	43/0
34	32	GINUWINE Stingy (Epic)	1005	+76	150159	7	49/0
32	33	KHIA My Neck, My Back (Lick It) (Dirty Down/Artemis)	1004	-13	163947	19	55/1
37	34	DANIEL BEDINGFIELD Gotta Get Thru This (Island/IDJMG)	980	+146	109780	6	30/2
35	35	ASHANTI Baby (Murder Inc./IDJMG)	941	+50	115351	8	3/0
36	36	YASMEEN Blue Jeans (Magic Johnson/MCA)	930	+57	81172	5	46/1
33	37	JA RULE Down Ass Chick (Murder Inc./IDJMG)	867	-108	88844	19	45/0
48	38	BONE THUGS-N-HARMONY Get Up And Get It (Epic)	851	+318	88022	2	45/9
30	39	BRANDY Full Moon (Atlantic)	755	-302	79093	18	50/0
45	40	SLUM VILLAGE Tainted (Barak/Capitol)	725	+103	96386	3	42/2
41	41	NAS F/AMERIE Rule (Columbia)	712	+10	68390	3	35/0
47	42	NIVEA Don't Mess With My Man (Jive)	645	+100	71856	3	43/8
46	43	DJ SAMMY & YANOU Heaven (Robbins)	643	+89	92607	2	15/4
44	44	FAITH EVANS Burnin' Up (Bad Boy/Arista)	639	-19	151029	4	39/2
43	45	MUSIQ Halfcrazy (Def Soul/IDJMG)	612	-47	123231	20	34/0
40	46	TWEET Call Me (Gold Mind/Elektra/EEG)	581	-201	128014	15	50/1
—	47	JENE Get Into Something (Motown)	433	-3	26236	6	21/1
Debut	48	AALIYAH I Care 4 U (BlackGround/Virgin)	426	+44	93255	1	4/0
Debut	49	SCARFACE On My Block (Def Jam South/IDJMG)	418	+107	59744	1	35/1
49	50	SMILEZ AND SOUTHSTAR Who Wants This? (ARTISTdirect)	390	-119	27665	11	32/0

Most Added®

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ARTIST TITLE LABEL(S)	ADDS
WHITNEY HOUSTON Whatchulookinat (Arista)	32
LYRIC F/LOON Young & Sexy (J)	21
LUDACRIS Move Bitch (Def Jam South/IDJMG)	12
XZIBIT Multiply (Loud)	12
STYLES Goodtimes (Interscope)	11
ERYKAH BADU F/COMMON Love... (Magic Johnson/MCA)	11
AMERIE Why Don't We Fall In Love (Rise/Columbia)	9
BONE THUGS-N-HARMONY Get Up And Get It (Epic)	9
NELLY F/KELLY ROWLAND Dilemma (Fo' Reel/Universal)	8
NIVEA Don't Mess With My Man (Jive)	8
MUSIQ Dontchange (Def Soul/IDJMG)	8

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
ASHANTI Happy (Murder Inc./IDJMG)	+405
NELLY F/KELLY ROWLAND Dilemma (Fo' Reel/Universal)	+401
EMINEM Cleanin' Out... (Shady/Aftermath/Interscope)	+331
EVE F/ALICIA KEYS Gangsta... (Ruff Ryders/Interscope)	+319
BONE THUGS-N-HARMONY Get Up And Get It (Epic)	+318
N.O.R.E. Nothin' (Def Jam/IDJMG)	+317
CAM'RON Hey Ma (Roc-A-Fella/IDJMG)	+316
BEENIE MAN F/JANET Feel It Boy (Virgin)	+309
AMERIE Why Don't We Fall In Love (Rise/Columbia)	+272
STYLES Goodtimes (Interscope)	+268

New & Active

- LIL' FLIP The Way We Ball (Suckafree/Loud/Columbia)
Total Plays: 378, Total Stations: 26, Adds: 5
- BIG TYMERS Oh Yeah (Cash Money/Universal)
Total Plays: 375, Total Stations: 11, Adds: 2
- PASTOR TROY Are We Cuttin' (Universal)
Total Plays: 345, Total Stations: 27, Adds: 4
- BRITNEY SPEARS Boys (Maverick/Reprise)
Total Plays: 328, Total Stations: 18, Adds: 3
- MACK 10 Connected For Life (Cash Money/Universal)
Total Plays: 310, Total Stations: 15, Adds: 0
- KYLIE MINOGUE Love At First Sight (Capitol)
Total Plays: 293, Total Stations: 14, Adds: 1
- TRINA F/TWEET No Panties (Slip 'N Slide/Atlantic)
Total Plays: 288, Total Stations: 28, Adds: 2
- MASTER P Rock It (No Limit/Universal)
Total Plays: 275, Total Stations: 14, Adds: 1
- LIL BOW WOW F/JD... Basketball (So So Def/Columbia)
Total Plays: 263, Total Stations: 20, Adds: 1
- MS. JADE Ching Ching Ching (Beatclub/Interscope)
Total Plays: 220, Total Stations: 8, Adds: 6

Songs ranked by total plays

R&R Station Playlists have moved to the web.
See all of our monitored reporters at
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83 CHR/Rhythmic reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 7/28-8/3. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 20 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from the Arbitron Company (copyright 2002, The Arbitron Company). (C) 2002, R&R, Inc.

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THE YEARS IN REVIEW

R&R Rhythmic Mix Show Top 30

August 9, 2002

RANK ARTIST TITLE LABEL

- 1 N.O.R.E. Nothin' (Def Jam/IDJMG)
- 2 P. DIDDY f/GINUWINE I Need A Girl (Part 2) (Bad Boy/Arista)
- 3 NELLY Hot In Herre (Fo' Reel/Universal)
- 4 LUDACRIS Move Bi**h (Def Jam South/IDJMG)
- 5 BIG TYMERS Still Fly (Cash Money/Universal)
- 6 MARIO Just A Friend 2002 (J)
- 7 ASHANTI Happy (Murder Inc./Def Jam/IDJMG)
- 8 CLIPSE Grindin' (Star Trak/Arista)
- 9 NELLY f/KELLY ROWLAND Dilemma (Fo' Reel/Universal)
- 10 IRV GOTTI PRESENTS Down 4 U (Murder Inc./Def Jam/IDJMG)
- 11 CAM'RON Hey Ma (Roc-A-Fella/IDJMG)
- 12 FABOLOUS F/P. DIDDY & JAGGED EDGE Trade It All Part II (Elektra/EEG)
- 13 STYLES Goodtimes (Ruff Ryders/Interscope)
- 14 EVE f/ALICIA KEYS Gangsta Lovin' (Ruff Ryders/Interscope)
- 15 AMERIE Why Don't We Fall In Love (Rise/Columbia)
- 16 FAITH EVANS f/MISSY ELLIOTT Burnin' Up (Bad Boy/Arista)
- 17 LIL' WAYNE Way Of Life (Cash Money/Universal)
- 18 TRUTH HURTS f/RAKIM Addictive (Aftermath/Interscope)
- 19 CAM'RON Oh Boy (Roc-A-Fella/IDJMG)
- 20 BEENIE MAN f/JANET Feel It Boy (Virgin)
- 21 ANGIE MARTINEZ If I Could Go (EastWest/EEG)
- 22 EMINEM Cleanin' Up My Closet (Shady/Aftermath/Interscope)
- 23 LL COOL J Love You Better (Def Jam/IDJMG)
- 24 ASHANTI Foolish (Murder Inc./Def Jam/IDJMG)
- 25 CLIPSE When The Last Time... (Arista)
- 26 PASTOR TROY Are We Cuttin' (Universal)
- 27 KHIA My Neck, My Back (Dirty Down/Artemis)
- 28 NAS f/AMERIE Rule (Columbia)
- 29 SCARFACE Guess Who's Back (Def Jam South/IDJMG)
- 30 3LW I Do (Wanna Get...) (Epic)

Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 7/23-7/29/02.

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PHAT MIX SIX

- CAM'RON Hey Ma (Roc-A-Fella/IDJMG)
- MS. JADE f/TIMBALAND & NELLY FURTADO Ching Ching (Beatclub/Interscope)
- XZIBIT Multiply (Loud/Columbia)
- CLIPSE When The Last Time (Star Trak/Arista)
- WC f/NATE DOGG The Streets (Def Jam/IDJMG)
- LIL' FLIP The Way We Ball (Suckafree/Loud/Columbia)



P. Diddy's "And We" (Bad Boy/Arista) has Foxy Brown, G. Dep and Black Rob on it. It's crazy, and I think it will be the next hot club record. The clubs will jump off to this right away; it will be a big one! The Beenie Man & Janet's "Feel It Boy" (Virgin) is radio-friendly, and the clubs can relate to it. It's going to hit on both of those ends right away. And you can't miss on Beenie Man, Janet Jackson and The Neptunes; you've got the hottest artists with a tight beat. Last but not least is N.O.R.E.'s next single, "Full Mode" (Def Jam/IDJMG). Once again, you have The Neptunes on the track, and the beat is another hot one for the clubs. The song is crazy!

DJ Buck



What up, peoples? Here are the top three mix-show records, according to Warren Peace, CEO of the world's largest hip-hop website and record store, HipHopSite.com, and KLUC/Las Vegas mixer Friday nights 10pm-2am. Pay attention: Ashanti's "Happy (Remix)" (Murder Inc./IDJMG) featuring the Murder Inc. family. This remix uses The Gap Band's "Outstanding" sample with increased beats per minute. Not that original an idea, but Irv Gotti knows what keeps the party moving. West Coast, make some noise! In "Connected 4 Life" (Cash Money/Universal), Manny Fresh gives Mack 10, Ice Cube and WC a club banger. I hope this is a sign of things to come from the Westside Connection. N.O.R.E.'s "Nothin'" (Def Jam/IDJMG) remix features everybody and their mom; it has the same beat with numerous guest appearances. I still have no idea what N.O.R.E. is talking about. That is it, take it for what it's worth! I have to spread some love to Jeff G, for having Dontay give me a call to get in R&R: my Friday Vibe crew and the whole KLUC staff: everyone at www.hiphopste.com; and my twin boys due in November — and big shouts to the BFC! I'm out like Sisqo.

Warren Peace, KLUC/Las Vegas

I've been tracking through the new N.O.R.E. album, and there are one or two tracks that really stand out. The one I've been playing more is the one featuring Kelis, "Consider This" (Def Jam/IDJMG). This is hot and a bottom-line heater! I love the new Clipse, "When the Last Time" (Star Trak/Arista). Dunno if it will be as big as "Grindin'", but I'm not sure — because who would have thought that "Grindin'" would be creeping up the charts like it has? I think the new LL Cool J record is a nice record for the ladies. "Love U Better" (Def Jam/IDJMG) will definitely be a huge female record.



Eric V., The Baka Boyz Hip-Hop Master Mix

Eric V.



E-Man

Right now I'm playing DJ Quik's next single every morning in the mix on Big Boy's show. It's called "Murder One Case," it features Pharoahe Monche, and it's definitely going to be some hot shit. I love "Ching Ching" (Beat Club/Interscope) by Ms. Jade and Nelly Furtado — it will be huge. This song is ridiculous and will break out of the mix for us. I love Xzibit's "Multiply" (Loud/Columbia), and I'm already hitting it heavy in the mix. I know a lot of cats have to get open to it, but I think this is a very hot record.

E-Man, KPWR/Los Angeles

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ON THE RECORD

This Week's Hottest Music

Fisher

PD, WHZT/Greenville, SC

N.O.R.E.'s "Nothin'" (Def Jam/IDJMG): This is hot!

Beenie Man featuring Janet's "Feel It Boy" (Virgin): This is a great record with a hot track.

Jo Jo Collins

MD, KOGS/Wichita

Bone Thugs-N-Harmony featuring 3LW's "Get Up & Get It" (Epic): This is, hands down, a hot record. The boys from Cleveland are back!

Mack 10's "Hittin' Switches" (Cash Money/Universal): The West Side is back!

Trick Daddy featuring Big Boi & Cee-lo's "In Da Wind" (Slip-N-Slide/Atlantic): This has a totally different sound. It's a "good" different sound.

JB King

MD, KLUC/Las Vegas

Angie Martinez's "If I Could Go!" (EastWest/EEG): We are happily surprised with how well this song tests. It's doing well for us.

Paulina Rubio's "The One You Love" (Universal): At first I thought it was just a pop record, but after more listens it fits us perfectly and sounds great on the air.

Usher's "Can U Help Me" (LaFace/Arista): This will end up being a strong KLUC record.

Fabulous featuring P. Diddy & Jagged Edge's "Trade It All (Pt. 2)" (Epic): Made huge noise out of the mix. It's a bit early, but we expect great things.

Mark Adams

PD, KXJM/Portland, OR

Nappy Roots' "Po' Folks" (Atlantic): The only thing holding this back is the success of "Awnah." I think it's gonna be hot.

Eminem's "My Dad's Gone Crazy" and "Business" (Shady/Aftermath/Interscope): With "Without Me" in recurrent, and when "Cleaning Out My Closet" starts to burn, either one or both of these are going to blow up in their places. (Or we could all just track the CD on-air for a week or two!)

Ms. Jade featuring Timberland & Nelly

Furtado's "Ching, Ching" (Beatclub/Interscope): Strange. Cool. Hot. Different. On it!

Nelly featuring Toya's "Stick Out Your Wrist" (Universal): This is from the XXX soundtrack. Holy shit!

Erik Bradley

MD, WBBM/Chicago

Westlife's "World of Our Own" (RCA): This is pure pop. I am feeling it. It should break through big time by the time it's all said and done.

True Enuff's "On My Momma!" (Universal): Chicago-based hip-hop — and it's a total smash. Universal recently signed them, and I'm sure they're gonna have a big time with them.

Big Tymers' "Oh Yeah" (Cash Money/Universal): We love this cut. It sounds perfect on B-96 — slick production and a killer hook. Another No. 1 record for the C.M.M.!

ODM

MD, KGGI/Riverside

Skillz's "Crew Deep" (Rawkus/MCA): I'm sure this is great on the East Coast, but it could work on the West Coast as well. You got to give this record a spin.

Jagged Edge's "All Out of Love" (Hollywood): Air Supply remake. This is gonna be huge!

N.O.R.E.'s "Nothin'": This is hot for us. We've been spinning it in the mix, and we just took it out of the mix and put it in rotation.

Eve featuring Alicia Keys' "Gangsta Lovin'" (Ruff Ryders/Interscope): Blowin' up for us, and it's No. 3 on my countdown at night.

Phil Michaels

PD, WPTM/South Beach, FL

Ian Van Dahl's "Reason" (Robbins): I predict this will be one of their biggest hits. I couldn't wait to add it.

Pink's "Just Like a Pill (Al B Rich Remix)" (Arista): Mainstream hit with a wicked remix. Riddler does it again.

Sophie Ellis Bextor's "Murder on the Dance Floor" (Universal): Wicked track! Good early phones and reaction.

Liz Dixon

MD, WHHH/Indianapolis

Nelly featuring Kelly's "Dilemma" (Universal): The song is the most requested song ever. It has received the most requests a song has received in a long time.

Beenie Man featuring Janet Jackson's "Feel It Boy": This record is hot as hell.

Erykah Badu featuring Common's "Love of My Life (An Ode to Hip-Hop)" (Magic Johnson/MCA): What a way to return to the fans.

Amerie featuring Ludacris' "Why Don't We Fall in Love" (Rise/Columbia): The remix has brought the song to life for us. Ludacris is definitely disturbin' the peace on this one.

Kevin Akitake

MD, XXME/Honolulu

N.O.R.E.'s "Nothin' (Remix)": The ladies come back with the remix to the hottest club record this summer. On fire!

Lil' Flip's "The Way We Ball" (Suckafree/Loud/Columbia): Might be a huge mainstream smash. The hook seems to get stuck in your head for days.

Xzibit's "Multiply" (Loud/Columbia): Like, whoa! A personal favorite.

Orlando

PD, WLLD/Tampa

Slum Village's "Tainted" (Barak/Capitol): The hook got stuck in my head. This is just some get-right music, so I had to put it in.

Nappy Roots' "Po' Folks": I'm feeling this. This is finally getting to show its head.

Ms. Jade featuring Timberland & Nelly Furtado's "Ching Ching": This is off the Ric. This shit is hot!

MusiQ's "Dontchange" (Def Soul/IDJMG): This was a sleeper on me at first. I think this will be a serious smash. Women will go crazy over this song if it gets the right exposure. I'm waiting to find a slot to put it in.

Julie Pilat

Asst. PD/MD, KUBE/Seattle

Cam'ron's "Hey Ma" (Roc-A-Fella/IDJMG): It just went in, and everyone is singing it in the hallways.

Mario's "Come On" and "Braid My Hair" (J): Tremendous album. I'm expecting big things all year from Mario. He was amazing live at Summer Jam.

Ms. Jade featuring Timberland & Nelly Furtado's "Ching, Ching": A fun, exciting, blazin' hot new record for the mix.

Murph Dawg

MD, WHZT/Greenville, SC

Ms. Jade featuring Timberland & Nelly Furtado's "Ching, Ching": Oh my god, this is my jam. Timberland hook up a sick track on this one. This is, without a doubt, one of my favorites.

Styles' "Goodtimes" (Interscope): This song has grown on me.

Daniel Beddingfield's "Gotta Get Thru This" (Island/IDJMG): Excellent two-step beat. This is bringing two-step to the forefront.

Mark Medina

PD, KZZP/Phoenix

Ms. Jade featuring Timberland & Nelly Furtado's "Ching, Ching": Props to Dontay for putting this one out there. It's different, but it's catchy and it works. Give it a few listens and don't be scurred.

Cam'ron's "Hey Ma": This track is a smash. Sounds great in Phoenix on Kiss.

Amerie featuring Ludacris' "Why Don't We Fall in Love": The Ludacris remix finally put this on my radar. It's hot.

Tony Tecate

MD, KSFN/Sacramento

Lyric featuring Loon's "Young & Sexy" (J): This looks promising. The beat is knocking!

Big Tymers' "Oh Yeah": This is another smash. Play it and say it. Oh yeah!

Zac Davis

MD/PA, WBVD/Melbourne

Amerie featuring Ludacris' "Why Don't We Fall in Love": I didn't hear it at first, but it's starting to develop. The buzz is picking up on it.

Cam'ron's "Hey Ma": Another top 10, maybe top five, hit. Sounds good.

3LW's "I Do (Wanna...)" (Epic): Nice reinvention. They're all grown up.

Da Nutz (Joey & Johnny)

MD, KKFR/Phoenix

Xzibit's "Multiply": Starting to bubble here in the PHX. The mixers are feeling it; the Nutz are feeling it. Xzibit has some straight "Carumphian" West Coast heat. Can't be mad at X to the Z.

WC featuring Nate Dogg's "The Streetz" (Def Jam/IDJMG): The Nutz say that you can't go wrong with the West Coast joints, man. This is killing 'em in a battle feature that we have in the afternoon. Dub C is good peoples and has an off-the-wall record in this one.

Ms. Jade featuring Timberland & Nelly Furtado's "Ching, Ching": Love to Big Chauncy for the show. The Nutz loved when he was in PHX and showed us the song. Since then we've been waiting to get this joint. Timb beat and Nelly Furtado? Can go wrong. Some "Carumph" music, man.

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Wakin' Up With Frank Ski

What it takes to stay on top in the morning

Frank Ski came to WVEE (V-103)/Atlanta from WERQ/Baltimore a little over three years ago — with one mission: to take the morning show to No. 1. I recently had an opportunity to chat with Ski about his morning-show style.

R&R: How did you get your start in radio?

FS: I was in law school in Washington, doing parties around the campus and around Washington, DC. The guy who was running the college radio station approached me, one thing led to another, and he offered me a job to work on the air.

R&R: So being on the air wasn't a lifelong dream of yours?

FS: I remember as a kid listening to Frankie Crocker in New York, but when I was doing parties I never thought I had the talent to get on the radio. Starting in college radio gave me the opportunity to be creative and create my image without having to see if it worked or not, since college radio is not rated.

R&R: Did you grow up in New York?

FS: I actually grew up in South Florida, but my mother and my family lived in New York, so I would always go back and forth.

R&R: Describe a typical Frank Ski morning show.

FS: Black radio has to be everything to all black people, so we encompass every aspect of the black experience, and we're a lifestyle morning show. I read scriptures. I play gospel music, old school music and new music as well. I could be interviewing Jesse Jackson one day and Jay-Z the next. I'll premiere a jazz album today, and the next day I'll premiere Nelly's album. I don't like to be pigeonholed as being a 25-34, 18-34 or 12+ morning show; I like to be the mainstream morning show that everyone can listen to in the car.

R&R: That's one of the things that make your show different from any other show in the market. Is there anything else that sets your show apart?

FS: I came from a hip-hop background, but I'm a lot older now, so I can hit very mature subjects on the air. I can really get into them and discuss them. At the same time, I'm hip-hop enough to still be able to be in the clubs.

I play in the clubs two or three nights a week. I travel across the country and do all of the big parties. If Magic Johnson or Kevin Liles is throwing a party, I'm there. I'll be in



Frank Ski

New Orleans at the Super Bowl one weekend doing all of the parties, and the very next weekend I'm at the NBA All-Star Game doing Michael Jordan's party.

Being a DJ enables me to stay connected with the street better than any of my competition. Jermaine Dupri said it best: He respects me because I don't just talk about the lifestyle — I also live it. The bottom line is, I'd rather not read it in the trades and tell it; I'd rather be there and tell it.

R&R: Tell me a little about the rest of the crew on the show.

FS: My co-host, Wanda Smith, is a BET comedienne. She's very talented. She's out of Miami, and she's a natural comedienne. She's not someone who writes a lot of material and then practices it over and over. She's a very off-the-cuff, very funny person.

Then I have another co-host, Chuck Smith. Chuck is the former Captain of the Atlanta Falcons football team. He was placed on injured reserve last year with Carolina. I knew that he had gone to college for journalism, so I reached out to him and offered him a job on the air, and he's been incredible. Chuck is able to get any sports figure we want.

Next, we have the show's producer, Tara Thomas. Tara is a very detail-oriented, well-read and research-oriented type of person. When we get into a subject, it's good to have her on my team. She really helps me out a lot now that we're syndicated.

R&R: What markets are you syndicated in?

FS: We're in Baltimore at the new station, WXYV, the competition of one of my old stations [WERQ]. Getting syndicated in Baltimore was special, because leaving was a bitter-sweet thing to me. It was hard, because I'd gotten my start there. But leaving to come to Atlanta was a great thing.

The good part is that now the city of Baltimore gets to hear us again; the bad part is we have to go there all the time. We're on planes two or three times a week with the morning show. We travel wherever there's a major event. We made a pact that we were

going to be the morning show that would cover everything better than the others did. Any awards show, any sporting event, any boxing match — we'll broadcast from outside if we have to. It's like a guerrilla morning show. It's like the old days.

We have a list of several other stations that we're going to add to the syndication, but I really wanted to do it for several months to get it down. The hard thing is to sound like you're having fun and that you're real but not sound like you're always rushed because you have to get this break at this certain time.

R&R: When you moved from Baltimore to Atlanta, did you have to adjust your on-air style?

"If the only thing you can do is send shout-outs for four hours, you'll never get to that next level. You have to perfect your craft."

FS: Last week I did an interview with *60 Minutes* on the black migration to the South — 65% of Atlantans aren't from Atlanta. You can come down here and emulate the Southern style, but most of the people here aren't Southern.

I came to Atlanta thinking that this was a Southern city and that they were going to be country. My first week here I found it to be everything but that. The biggest black businesses are here; the biggest black entertainers are here. Everyone has a home in Atlanta, whether they live here or not.

After New York and Los Angeles, Atlanta is it. I was able to come up here and retain my style, and it worked. There were so many people here who were waiting for a change, especially the people from Chicago, DC, New York and New Jersey. When we came and got on the radio,



HANGIN' WITH LADY TEE

KHHT/Los Angeles morning show host Sinbad poses with Summerfest artist Teena Marie.

the reaction was great. It was really a great transition.

R&R: What about the transition from nights to mornings?

FS: That was a difficult adjustment. I had been on the radio at night in Baltimore for 14 years, and it was a tough market, but I always did well there. When I started doing mornings, I tried to do what I did at night, and it offended a lot of people, especially women. The woman who listens at night is not the same woman who's getting up in the morning, trying to get herself together for work, trying to find out what's happening in the world.

Luckily, I was able to jump into mornings with Jean Ross, who had been doing them for a while. She taught me the art of doing what I do but skimming it down some to fit in the morning. I was able to learn the art of getting into who I am, having people respect me for the job I do in the morning. No matter what else I do, it's OK, because they've accepted me for who I am. That's the beauty of doing black radio.

R&R: Tell me about the Frank Ski Kids Foundation.

FS: As I started becoming successful in radio, I always wanted to give back. I used to give a lot of time to Little League teams in Baltimore.

One day my team was getting ready to play, and I saw the opposing team get off the bus with brand-new uniforms. When my team got off the bus, they had on hand-me-down uniforms, and they looked bad. It was really a sad sight. I vowed to change that.

There's something wrong when successful people come out of these neighborhoods and do everything but come back and support the place that gave them their start. My foundation is based on the principle of exposing kids to their future. Right now there are 10 kids at NASA Space Camp because I paid for them to go. This weekend I have 25 orphaned kids leaving to go to the Delta Airlines Pilot Camp. Speaking from an African-American perspective, in order for our kids to want to aspire to be engineers, doctors, scientists, etc., they have to see someone who does those things.

R&R: What advice would you

give a night personality who is just itching for a shot at mornings?

FS: When black radio became not black-owned anymore, we started getting into this mindset that it was cool to just be "street." Even though I came from the street, I was taught the ABCs of doing radio.

There are so many young people jumping into radio, and no one's teaching them how to do a break, how long to talk, what not to talk about, etc. Yeah, you sound like you're having a good time, but you'll never get looked at for anything else but nights, because people will always think you're the dumb, young black kid who can't step up to the next level.

You have to be able to do a good radio show. You must be able to read. You've got to be able to do show prep. The biggest test was when 9/11 hit. It was amazing how uneducated a lot of the jocks on the air sounded when they started talking about this tragedy, and it caused a lot of people to turn off the radio and turn on the television.

If the only thing you can do is send shout-outs for four hours, you'll never get to that next level. You have to perfect your craft. The future morning show hosts are nighttime DJs, but it won't happen unless you have a PD who is willing to take an interest and teach you. That's our other problem: There are a lot of PDs who are just figureheads, because there's some national PD programming the station.

R&R: You must have a really hectic schedule. How do you find time for your personal life?

FS: Once a month I try to take a weekend to do family stuff. I also try to take at least one night during the week for my family. It's all about spending quality time. Quality time is going to dinner, going for ice cream and things like that.

You have to enjoy the fruits of your labor — eat at nicer restaurants, take trips and get massages. The harder you work, the better you should treat yourself. You have to balance it out. If you don't, you are in for a life of frustration. There are so many people who live for radio; their whole life is radio. Don't give your whole life to radio. Do it, enjoy it, but live your life.

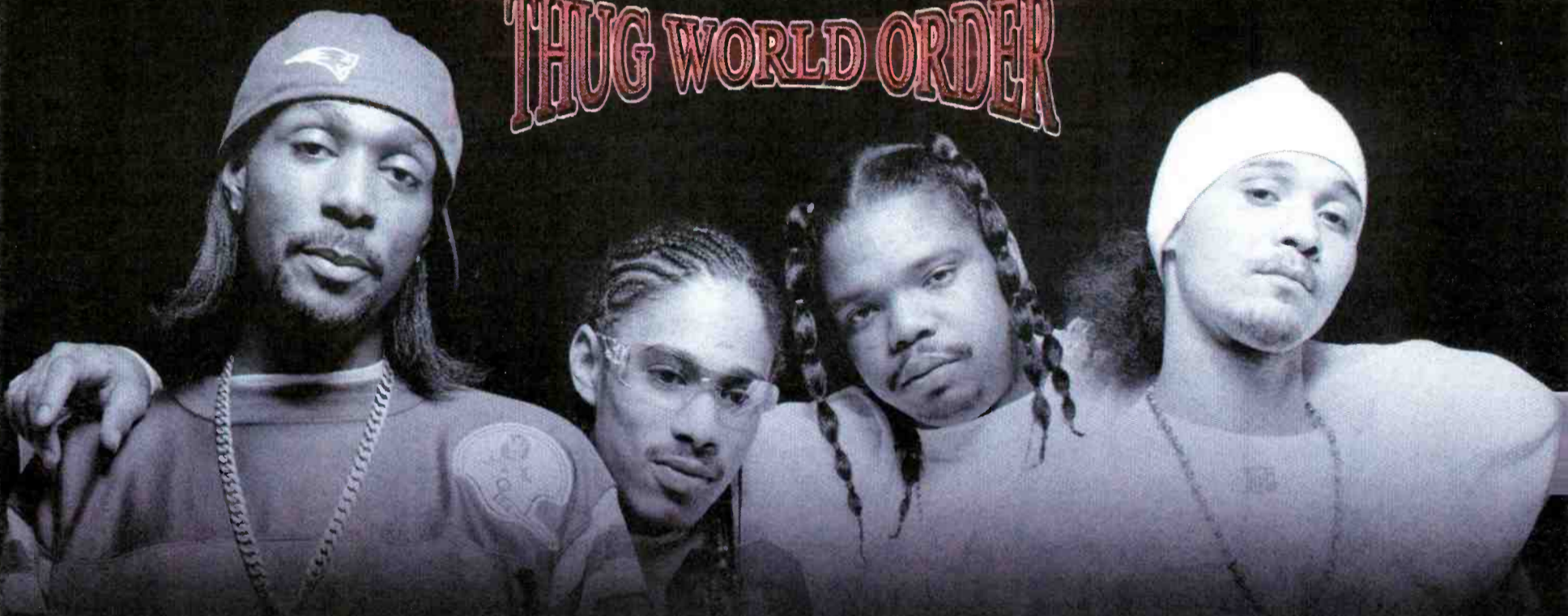
"Thuggish Ruggish Bone" "1st Of Tha Month" "Tha Crossroads"
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"Get Up & Get It" (Featuring 3LW)

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


www.epicrecords.com



www.bonethugsnharmony.com

Produced by The Platinum Brothers • Mixed by Aaron Connor • 3LW appear courtesy of Epic Records • Executive Producers: Tomica Wright & Bone thugs-n-harmony

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R&R Urban Top 50

August 9, 2002

Powered By



LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	NELLY Hot In Herre (Fo' Reel/Universal)	2805	-141	515881	15	64/1
2	2	MARIO Just A Friend 2002 (J)	2529	-6	409766	14	63/0
5	3	N.O.R.E. Nothin' (Def Jam/IDJMG)	2467	+240	401248	9	63/1
8	4	NELLY F/KELLY ROWLAND Dilemma (Fo' Reel/Universal)	2404	+476	424887	4	5/1
4	5	IRV GOTTI Down 4 U (Murder Inc./IDJMG)	2330	-45	390940	8	62/0
3	6	P. DIDDY F/GINUWINE I Need A Girl (Part II) (Bad Boy/Arista)	2276	-142	391036	10	49/0
6	7	AMERIE Why Don't We Fall In Love (Rise/Columbia)	2088	-7	329118	12	61/0
9	8	ASHANTI Happy (Murder Inc./IDJMG)	1969	+134	344470	11	64/1
12	9	CLIPSE Grindin' (Star Trak/Arista)	1778	+30	288100	12	60/0
14	10	LUDACRIS Move Bitch (Def Jam South/IDJMG)	1719	+14	318606	13	52/0
11	11	MUSIQ Halfcrazy (Def Soul/IDJMG)	1697	-93	305791	25	65/0
17	12	ASHANTI Baby (Murder Inc./IDJMG)	1626	+113	272478	8	5/0
16	13	GINUWINE Stingy (Epic)	1618	+77	253540	7	58/0
7	14	CAM'RON Oh Boy (Roc-A-Fella/IDJMG)	1608	-326	281436	17	58/0
10	15	TWEET Call Me (Gold Mind/Elektra/EEG)	1593	-206	271902	15	62/0
13	16	TRUTH HURTS F/RAKIM Addictive (Aftermath/Interscope)	1518	-215	282382	17	63/1
18	17	EVE F/ALICIA KEYS Gangsta Lovin' (Ruff Ryders/Interscope)	1424	+116	204433	4	57/2
15	18	BIG TYMERS Still Fly (Cash Money/Universal)	1397	-232	213240	20	60/1
21	19	MONICA All Eyez On Me (J)	1283	+129	168311	5	59/0
19	20	NAPPY ROOTS Po' Folks (Atlantic)	1252	+26	148995	8	56/3
28	21	STYLES Goodtimes (Interscope)	1187	+188	157447	6	40/2
23	22	LIL' WAYNE Way Of Life (Cash Money/Universal)	1158	+71	158150	9	52/0
20	23	WYCLEF JEAN Two Wrongs (Columbia)	1142	-16	190871	9	52/3
24	24	R. KELLY Heaven I Need A Hug (Jive)	1110	+58	172141	6	48/0
25	25	TRICK DADDY In Da Wind (Slip 'N Slide/Atlantic)	1104	+63	133804	8	52/0
27	26	SLUM VILLAGE Tainted (Barak/Capitol)	1067	+65	152039	6	54/0
22	27	B2K Gots Ta Be (Epic)	955	-193	137629	20	56/0
26	28	KHIA My Neck, My Back (Lick It) (Dirty Down/Artemis)	948	-81	156222	14	45/1
30	29	TANK One Man (BlackGround)	839	+30	123538	4	50/1
29	30	BRANDY Full Moon (Atlantic)	827	-118	126606	18	56/0
34	31	AALIYAH I Care 4 U (BlackGround)	826	+74	157792	6	4/0
35	32	BEENIE MAN F/JANET Feel It Boy (Virgin)	811	+128	120023	3	52/3
33	33	FAITH EVANS Burnin' Up (Bad Boy/Arista)	806	+39	138395	4	36/0
31	34	LIL BOW WOW F/JD & FABOLOUS Basketball (So So Def/Columbia)	781	-19	131722	7	43/1
36	35	FABOLOUS F/P. DIDDY & JAGGED.. Trade It All (Part II) (Epic)	707	+58	97882	3	52/5
43	36	SCARFACE On My Block (Def Jam South/IDJMG)	665	+114	96474	2	47/5
32	37	DONELL JONES You Know That I Love You (Untouchables/Arista)	649	-130	147633	20	44/0
39	38	NIVEA Don't Mess With My Man (Jive)	598	+17	68568	7	38/1
38	39	AVANT Don't Say No, Just Say Yes (Magic Johnson/MCA)	580	-22	99830	3	44/0
42	40	USHER Can U Help Me (LaFace/Arista)	567	+10	83298	5	45/1
Debut	41	EMINEM Cleanin' Out My Closet (Shady/Aftermath/Interscope)	558	+240	69314	1	37/4
40	42	ARCHIE EVERSOLE We Ready (MCA)	543	-30	64166	9	38/1
41	43	RL Good Man (J)	541	-28	90057	12	34/0
47	44	3LW I Do (Wanna Get Close To You) (Epic)	503	+57	75458	2	39/4
Debut	45	MUSIQ Dontchange (Def Soul/IDJMG)	493	+233	84364	1	52/3
37	46	EMINEM Without Me (Shady/Aftermath/Interscope)	486	-119	64883	13	37/1
48	47	E-40 Rep Your City (Sick Wid' It/Jive)	470	+45	52901	2	27/0
49	48	KEITH SWEAT One On One (Elektra/EEG)	463	+41	86342	3	37/0
44	49	JERZEE MONET Most High (DreamWorks)	424	-100	47984	13	27/0
50	50	YASMEEN Blue Jeans (Magic Johnson/MCA)	398	+5	41008	2	28/3

66 Urban reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 7/28-8/3. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 20 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from the Arbitron Company (copyright 2002, The Arbitron Company). (C) 2002, R&R, Inc.

Most Added®

www.rradds.com

ARTIST TITLE LABEL(S)	ADDS
FLOETRY Floetic (DreamWorks)	42
ERYKAH BADU F/COMMON Love... (Magic Johnson/MCA)	39
WHITNEY HOUSTON Whatchulookinat (Arista)	34
LYRIC F/LOON Young & Sexy (J)	26
YING YANG TWINS By Myself (Koch)	21
RAPHAEL SAADIO Still Ray (Pookie/Universal)	13
MAGIC What (No Limit/Universal)	10
FABOLOUS F/P. DIDDY & JAGGED.. Trade It All (Part II) (Epic)	5
SCARFACE On My Block (Def Jam South/IDJMG)	5
LEGIT BALLAZ Tattoo (Independent)	5

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
NELLY F/KELLY ROWLAND Dilemma (Fo' Reel/Universal)	+476
N.O.R.E. Nothin' (Def Jam/IDJMG)	+240
EMINEM Cleanin' Out... (Shady/Aftermath/Interscope)	+240
MUSIQ Dontchange (Def Soul/IDJMG)	+233
STYLES Goodtimes (Interscope)	+188
BIG TYMERS Oh Yeah (Cash Money/Universal)	+137
ASHANTI Happy (Murder Inc./IDJMG)	+134
MONICA All Eyez On Me (J)	+129
BEENIE MAN F/JANET Feel It Boy (Virgin)	+128
EVE F/ALICIA KEYS Gangsta... (Ruff Ryders/Interscope)	+116

New & Active

LIL' FLIP The Way We Ball (Suckafree/Loud/Columbia)	Total Plays: 371, Total Stations: 26, Adds: 2
DONELL JONES Put Me Down (Untouchables/LaFace/Arista)	Total Plays: 332, Total Stations: 27, Adds: 1
MYSTIKAL If It Ain't Live It Ain't Me (Big Boy/No Limit/Jive)	Total Plays: 326, Total Stations: 14, Adds: 0
BOYZ II MEN/FAITH EVANS Relax Your Mind (Arista)	Total Plays: 310, Total Stations: 31, Adds: 1
ANGIE MARTINEZ If I Could Go (EastWest/EEG)	Total Plays: 284, Total Stations: 24, Adds: 0
BIG TYMERS Oh Yeah (Cash Money/Universal)	Total Plays: 246, Total Stations: 34, Adds: 4
PASTOR TROY Are We Cuttin' (Universal)	Total Plays: 244, Total Stations: 21, Adds: 1
ERYKAH BADU F/COMMON Love... (Magic Johnson/MCA)	Total Plays: 225, Total Stations: 40, Adds: 39
WHITNEY HOUSTON Whatchulookinat (Arista)	Total Plays: 218, Total Stations: 34, Adds: 34
GERALD LEVERT Funny (Elektra/EEG)	Total Plays: 218, Total Stations: 28, Adds: 1

Songs ranked by total plays

R&R Station Playlists have moved to the web.
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www.radioandrecords.com.

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ON THE RECORD

With **Michael Soul**
PD, WFXE/Columbus, GA



These days in our ever-changing business you have budget cuts and downsizing and not enough room to play as much new music as you want. Being in a smaller market makes that even more of a challenge. Add to that mix being in a military city where you constantly have people from across the county moving in and out. When you find the common thread among these people, you adapt to it. • I've found that, when

you break it down, the songs that win are the ones that allow the listeners to feel like they were made specifically for them. When I play Monica's "All Eyez on Me," females of all ages want to hear it again and again. Is it the familiarity of the sample, the audacious and confident lyrics or both? • Wyclef Jean's "Two Wrongs" and Nelly's "Dilemma" are two more songs that listeners can't get enough of. The appeal of these two songs may have been enhanced by the addition of female vocals — Claudette Ortiz in "Two Wrongs" and Kelly Rowland in "Dilemma". • At the clubs, it's Lyric's "Young & Sexy" featuring Loon. With scantily clad females competing for the attention of the guys, this song provides the type of track to show off the goods. And when Mario's "Just a Friend 2002" is on, it's over! Males and females alike are losing their minds to the nostalgia of Biz Markie and the new energy of Mario.

While Eminem does familial spring cleaning, Musiq realizes the love he has is just as he wants it to be. Debuting on the Urban chart at 41* is "Cleanin' Out My Closet" (Shady/Aftermath/Interscope) with a +240, and at 45* is "Dontchange" (Def Soul/IDJMG) with a +233 ... This week's biggest chart movers are both rap acts, and they tie, springing seven positions each. Scarface's "On My Block" (Def Jam South/IDJMG) jumps from 43-36*, and Styles' "Goodtimes" (Interscope) leaps from 28-21*. No, this is not a reprint from last week ... Nelly's "Dilemma" (featuring Kelly Rowland) gains the most airplay this week. The Fo' Reel/Universal artist picks up 476 plays, which repositions him from 8-4* ... Tied with Eminem for second Most Increased with +240 is N.O.R.E. with "Nothin'" (Def Jam/IDJMG); he enters the top five, landing at No. 3* ... Three acts enter the Urban AC chart: Remy Shand's "Rocksteady" (Motown) debuts at 29*, Streetwize's "Rock the Boat" (Shanachie) enters at 28*, and Prince's "She Loves Me 4 Me" (Redline) enters the Urban AC chart at 27* ... Wow! A +201 catapults Gerald Levert's "One on One" (Elektra/EEG) from 24-14*. This tune is not only the Most Increased this week, it wins the award for biggest chart move. Congratulations, Elektra! A representative may pick up the award at 10100 Santa Monica Blvd., No. 300 ... Second in line are Epic's Ruff Endz, whose single "Someone to Love You" is up 143 spins, raising it from 5-2*.



— Tanya O'Quinn/Asst. Editor

PHUNDAMENTALLY phat

ARTIST: Lyric

LABEL: J

By TANYA O'QUINN / ASSISTANT EDITOR

Musically, we're kinda edgy. Image-wise, we're more into baggy clothing and fitted caps than high fashion. Our attitude is very urban, and, no question, people who are our age can relate to us," say the female trio known as Lyric. The ladies claim this is what sets them apart from other artists of similar styling. Though the trio have been a group for less than a year, each member has been hard at work, dedicated to making their debut project something to be remembered.

Dancing in school shows is how group member Fendi got her start in the entertainment business. She learned to play the drums and trumpet in junior high and discovered that others appreciated her vocal skills when she auditioned for a talent show. Her performance of a tune by SWV resulted in a grand reception from the audience. After uniting with producer-songwriter Hennessy, she found that songwriting was another of her musical blessings.

Fendi met Hennessy while hanging out with a friend in New York's Times Square. "I thought he was just trying to talk to me until he told me about some of the things he had done, like the song 'Monica' for Before Dark," she says. The next day curiosity killed the cat, and Fendi called Hennessy. The two began working together on their first project "Hot and Tipsy." Though the collaboration started out as a songwriting team, Hennessy posed the idea of developing a female group. Though Fendi was apprehensive about joining a group, she remembered her mom saying, "When opportunities come along, you should take them."

The second leg of this triangle is Detroit-born Thema. Through familial ties (her brother, Carlos, worked with Hennessy), she was brought on board. However, it is through vocal strength that she remains on board. This church-singing sista, whose musical influences include



Lyric

Stevie Wonder, Smokey Robinson and Mary J. Blige, loves "anyone who ain't afraid to scream!"

Two legs are enough to stand on (in many cases), but as a triangle needs three, the search for a third member was on — from the East Coast to the Midwest to, finally, the West. Los Angeles native Jackie was chosen to complete the group. As a sophomore in high school she joined the choir and traveled with the Palmdale Choral Ensemble to England for an international competition. Whitney Houston, Celine Dion and Mariah Carey (artists "who sing with a lot of emotion") are among this young lady's influences. Her work on a solo demo with producer D Jam Hassan led to her introduction to Hennessy. Lyric was now a musical triangle ready for a label home. They found it at J Records.

The debut single, "Young & Sexy," demonstrates a full harmony surfacing on a rhythmically inciting track. A club joint for real, this song contains lyrics that exude attitude and confidence. This joint is a good way to introduce Lyric, but it doesn't set them apart from what's already floating around. They admit that they will probably be compared to all of the girl groups out now, but they see themselves as a breath of fresh air. The ladies plan to come out strong and ride the waves of their vocal inflections rather than the curves of their feminine characteristics, and they are starting with their name, which means "meant to be sung; songlike."

Urban AC Reporters

Stations and their adds listed alphabetically by market

WALR/Atlanta, GA * DM: Tracia Chamont PD: Ron Davis No Adds	WVAZ/Chicago, IL * PD: Eroy Smith APD: Armando Rivera No Adds	WXMJ/Detroit, MI * PD: Janet G. APD: Oneil Stevens MD: Sheila Little WHITNEY HOUSTON "Whatchu"	WKJJ/Jackson, MS * PD/MD: Stan Branson WHITNEY HOUSTON "Whatchu"	KJLH/Los Angeles, CA * PD/MD: Cliff Winston 1 WILL DOWNING "Talk" FOURPLAY "Make"	WYBC/New Haven, CT * DM: Wayne Schmidt APD/MD: Juan Castillo APD: Steven Richardson MD: Doc-P 3 FOURPLAY "Make" WYCLEF JEAN "Wrongs"	WFXC/Raleigh-Durham, NC * DM/PO: Cy Young APD/MD: Jodi Berry No Adds	WLVI/Savannah, GA PD: Gary Young 18 R. KELLY "Hug"				
WWIN/Baltimore, MD * VP/Prog.: Kathy Brown PD: Tim Watts MD: Keith Fisher RL "Man"	WZAK/Cleveland, OH * PD: Kim Johnson 2 RAH-SAAN PATTERSON "One"	WUKS/Fayetteville, NC * PD: Rod Cruise APD: Garrett Davis MD: Calvin Pee 6 RL "Man" KAREN CLARK-SHEARD "Sure" LATHUN "BBO" ANN NESBY "Can't"	WSOL/Jacksonville, FL * PD: Russ Allen APD/MD: K. J. No Adds	WRBV/Macon, GA PD/MD: Lisa Charles BALDWIN FERRY "Late"	WYLD/New Orleans, LA * DM: Carla Boatner PD/APU/MD: Aaron "A.J." Apple PD: Toya Beasley MD: Julie Gustines No Adds	WKJS/Richmond, VA * PD/MD: Kevin Kotax No Adds	WIMX/Toledo, OH * DM/PO: Rocky Love MD: Denise Brooks VICTOR FIELDS "Wak" WHITNEY HOUSTON "Whatchu" TREQ "Groove"				
KQXL/Baton Rouge, LA * DM: James Alexander PD/MD: Mya Vernon No Adds	WLXC/Columbia, SC * Int. PD: Doug Williams MD: Tre Taylor No Adds	WFLM/Ft. Pierce, FL * PD/MD: Michael James 3 WHITNEY HOUSTON "Whatchu" BRYAN BADI FCOMMON "Life" BALDWIN FERRY "Late" SEK "Right" TYLER (T.Y.) WOODS "Maybelline"	KMJK/Kansas City, MO * PD: Greg Love MD: Trey Michaels 9 ERIKAL BADI FCOMMON "Life" 6 FOURPLAY "Make" ABENNA "Start" GLENN JONES "Wonder" PRINCE "I Loves" NARAD "Truly"	KJMS/Memphis, TN * PD: Nate Bell MD: Eileen Nathaniel No Adds	WRKS/New York, NY * PD: Toya Beasley MD: Julie Gustines No Adds	WVBE/Roanoke-Lynchburg, VA * PD: Walt Ford BALDWIN FERRY "Late"	WHUR/Washington, DC * PD/MD: David A. Dickinson 8 RAPHAEL SAAQI "SNI" BALDWIN FERRY "Late" KENNY G F.C. MOORE "Time" TINA MOORE "Fig"				
WBHK/Birmingham, AL * PD: Jay Dixon MD: Darryl Johnson 5 KEITH SWEAT "One"	WAGH/Columbus, GA PD: Rasheeda MD: Ed Lewis 5 MARY MARY "Morning" TRIN-I-TEE 5.7 "Lord" BALDWIN FERRY "Late" KEITH SWEAT "One"	WQMG/Greensboro, NC * PD: Alvin Stowe TRIN-I-TEE 5.7 "Lord"	KNEK/Lafayette, LA * DM: James Alexander PD/MD: Darlene Prejean 2 KIRK FRANKLIN "Brighter"	WHQT/Miami, FL * PD: Derrick Brown APD/MD: Karen Vaughn 14 FLOETRY "Roeitic"	WVSV/Norfolk, VA * PD/MD: Michael Mauzone WILL DOWNING "Talk" MUSIC "Dont"	KMJM/St. Louis, MO * DM/PO: Chuck Atkins MD: Brian Anthony No Adds	WMMJ/Washington, DC * VP/Prog.: Kathy Brown DM/PO: Mike Chase MD: James Pair 2 TANK "One"				
WMGL/Charleston, SC * PD: Terry Base APD/MD: Beinda Parker BALDWIN FERRY "Late" WHITNEY HOUSTON "Whatchu"	KRNB/Dallas-Ft. Worth, TX * PD: Al Payne MD: Rudy "V" No Adds	KMJK/Houston-Galveston, TX * PD: Carl Conner MD: Sam Choice No Adds	KOKY/Little Rock, AR * PD: Mark Dylan MD: Jamal Quarles BALDWIN FERRY "Late" WHITNEY HOUSTON "Whatchu"	WJMR/Milwaukee-Racine, WI * PD/MD: Lauri Jones 1 WHITNEY HOUSTON "Whatchu" GERALD LEVERT "Fummy"	WVWL/Norfolk, VA * PD/MD: DC 1 GERALD LEVERT "Fummy"	WBAV/Charlotte, NC * PD/MD: Terri Avery 2 THEO "Groove" BRANDY "He" KENNY G F.C. MOORE "Time"	WDMK/Detroit, MI * VP/Prog.: Lance Patton DM/PO: Monica Stam APD: Benita "Lady B" Gray MD: Sunny Anderson BOYZ II MEN/ EVANS "Relax"	WDLT/Mobile, AL * PD: Steve Crumbley MD: Kathy Barlow NORMAN BROWN "Soy" WILL DOWNING "Talk"	WCFB/Orlando, FL * PD: Steve Holbrook MD: Joe Davis 9 USHER "Call" BONEY JAMES FUAHEIM "Ride" ANGE STONE "Woman"	WQOC/Nashville, TN * PD/MD: Jim Kennedy APD: Bruce Lowe No Adds	WDCS/Philadelphia, PA * Sin. Mgr./PD: Joe Tamburro MD: Joann Gamble No Adds
WLOV/Chattanooga, TN * PD: Terry Styles MD: Jimmy Rush WILL DOWNING "Talk"	WTLC/Indianapolis, IN * DM/PO: Brian Wallace MD: Garth Adams 1 KEITH SWEAT "One"	WHHT/Los Angeles, CA * PD: Michelle Santosuosso No Adds									

***Monitored Reporters**
48 Total Reporters
44 Total Monitored
4 Total Indicator
3 Current Indicator Playlists
Reported Frozen Playlist (1):
WMCS/Milwaukee-Racine, WI

R&R Urban AC Top 30

Powered By



August 9, 2002

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
	➔	1 MUSIQ Halfcrazy (Def Soul/IDJMG)	1098	+7	187247	20	43/0
5	2	RUFF ENDZ Someone To Love You (Epic)	1052	+143	163944	21	37/0
2	3	LUTHER VANDROSS I'd Rather (J)	967	-44	137148	29	40/0
4	4	JOE What If A Woman (Jive)	913	-9	135065	22	41/0
3	5	JAHEIM Anything (Divine Mill/WB)	847	-140	124450	34	33/0
6	6	ANGIE STONE Wish I Didn't Miss You (J)	723	-84	110718	22	42/0
7	7	DONELL JONES You Know That I Love You (Untouchables/Arista)	672	-21	104169	20	33/0
11	8	MARY MARY In The Morning (Columbia)	558	+90	66407	11	32/0
9	9	DAVE HOLLISTER Keep Lovin' You (MCA)	551	+29	75857	13	30/0
8	10	MAXWELL Lifetime (Columbia)	513	-20	85410	57	34/0
10	11	YOLANDA ADAMS I'm Gonna Be Ready (Elektra/EEG)	435	-44	59729	15	36/0
14	12	KEITH SWEAT One On One (Elektra/EEG)	424	+36	57064	5	31/2
13	13	ASHANTI Foolish (Murder Inc./IDJMG)	385	-28	72434	18	22/0
24	14	GERALD LEVERT Funny (Elektra/EEG)	380	+201	56476	2	31/3
16	15	RL Good Man (J)	366	+26	51744	12	23/2
15	16	REGINA BELLE F/GLENN JONES From Now On (Peak)	363	-9	37531	19	26/0
12	17	BOYZ II MEN The Color Of Love (Arista)	362	-92	40900	17	28/0
19	18	KIRK FRANKLIN Brighter Days (Gospo Centric/Jive)	354	+46	33456	6	30/1
18	19	R. KELLY Heaven I Need A Hug (Jive)	329	+14	47002	6	21/0
20	20	USHER U Don't Have To Call (LaFace/Arista)	314	+17	72788	17	10/1
22	21	TONY TERRY In The Shower (Golden Boy)	296	+39	15318	9	14/0
17	22	YOLANDA ADAMS The Battle Is The Lords (Verity)	289	-28	37737	16	15/0
21	23	BONEY JAMES F/JAHEIM Ride (Warner Bros.)	266	-28	33540	8	23/1
23	24	SIR CHARLES JONES Is There Anybody Lonely... (Independent)	210	+13	15760	15	15/0
26	25	LATHUN BBQ (Motown)	209	+40	26379	3	19/1
25	26	JERZEE MONET Most High (DreamWorks)	186	+9	32487	7	12/0
Debut	27	PRINCE She Loves Me 4 Me (Redline)	175	+34	12580	1	15/1
Debut	28	STREETWIZE Rock The Boat (Shanachie)	161	+35	29471	1	14/0
Debut	29	REMY SHAND Rocksteady (Motown)	160	+61	19598	1	13/0
29	30	WYCLEF JEAN Two Wrongs (Columbia)	159	+11	24991	3	12/1

Most Added

www.radds.com

ARTIST TITLE LABEL(S)	ADDS
WHITNEY HOUSTON Watchulookinat (Arista)	7
WILL DOWNING Don't Talk To Me Like That (GRP/VMG)	5
BOB BALOWIN F/PHIL PERRY Too Late (Narada)	5
GERALD LEVERT Funny (Elektra/EEG)	3
FOURPLAY Let's Make Love (Bluebird/RCA Victor)	3
KEITH SWEAT One On One (Elektra/EEG)	2
RL Good Man (J)	2
KENNY G F/CHANTE MOORE One More Time (Arista)	2
THEO Get Your Groove On (TWP Productions)	2
ERYKAH BAOU F/COMMON Love... (Magic Johnson/MCA)	2

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
GERALD LEVERT Funny (Elektra/EEG)	+201
RUFF ENDZ Someone To Love You (Epic)	+143
MARY MARY In The Morning (Columbia)	+90
WILL DOWNING Don't Talk To Me Like That (GRP/VMG)	+71
SUNSHINE ANDERSON Heard It All...e (Soulife/Atlantic)	+67
REMY SHAND Rocksteady (Motown)	+61
CARL THOMAS I Wish (Bad Boy/Arista)	+57
LUTHER VANDROSS Take You Out (J)	+51
INDIA.ARIE Video (Motown)	+49
KIRK FRANKLIN Brighter Days (Gospo Centric/Jive)	+46
KENNY G F/CHANTE MOORE One More Time (Arista)	+46

Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
LUTHER VANDROSS Take You Out (J)	360
GLENN LEWIS Don't You Forget It (Epic)	301
ANN NESBY F/AL GREEN Put It On Paper (Universal)	288
REMY SHAND Take A Message (Motown)	273
FAITH EVANS I Love You (Bad Boy/Arista)	265
MAXWELL This Woman's Work (Columbia)	262
ANGIE STONE Brotha (J)	252
GERALD LEVERT Made To Love Ya (EastWest/EEG)	248
JILL SCOTT The Way (Hidden Beach/Epic)	228
JAHEIM Just In Case (Divine Mill/WB)	225
MICHAEL JACKSON Butterflies (Epic)	222
GINUWINE Differences (Epic)	220
ALICIA KEYS Fallin' (J)	214

44 Urban AC reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 7/28-8/3. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 15 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from the Arbitron Company (copyright 2002, The Arbitron Company). (C) 2002, R&R, Inc.

New & Active

FOURPLAY Let's Make Love (Bluebird/RCA Victor)
Total Plays: 150, Total Stations: 16, Adds: 3

USHER Can U Help Me (LaFace/Arista)
Total Plays: 144, Total Stations: 15, Adds: 0

DARIUS RUCKER Wild One (Hidden Beach/Epic)
Total Plays: 128, Total Stations: 11, Adds: 0

KAREN CLARK-SHEARD Be Sure (Elektra/EEG)
Total Plays: 118, Total Stations: 13, Adds: 1

BOYZ II MEN/FAITH EVANS Relax Your Mind (Arista)
Total Plays: 117, Total Stations: 7, Adds: 1

WILL DOWNING Don't Talk To Me Like That (GRP/VMG)
Total Plays: 114, Total Stations: 19, Adds: 5

THEO Get Your Groove On (TWP Productions)
Total Plays: 93, Total Stations: 11, Adds: 2

NORMAN BROWN Won't You Stay (Warner Bros.)
Total Plays: 78, Total Stations: 11, Adds: 1

TANK One Man (BlackGround)
Total Plays: 76, Total Stations: 6, Adds: 1

KENNY G F/CHANTE MOORE One More Time (Arista)
Total Plays: 58, Total Stations: 11, Adds: 2

Songs ranked by total plays

R&R Station Playlists have moved to the web.
See all of our monitored reporters at
www.radioandrecords.com.

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LON HELTON

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Tommy Kramer's Tips For Talent

Effective truisms today that can help you tomorrow

Lots of air talent coaching tips cross my desk and show up in my e-mail box. Some of the best come from Dallas-based consultant **Tommy Kramer**. I like his ideas because they're totally actionable. In a concise, one-page format, they tell you how you can be better on the air tomorrow.

For this Morning Show Boot Camp edition of R&R, I asked Kramer to narrow down his advice to what he considers his top five tips. We'll get to his list in a minute. First, though, I asked him for a talent-coaching overview. Is there an area or two that he finds himself talking to most personalities about? "It's not that I look to say the same things to everybody, but there are a couple of prevalent problems," he said. "I say problems because I like to be honest.



Tommy Kramer

"The first problem is that too often it's not about the listener, it's about the host. It has to be about the listener. The whole game is looking through the other end of the binoculars and seeing the listener's life. Instead of starting from the control room and broadcasting out, I like to start right next to the listener in the car, see what his or her life is about and then work our way back to the control room, talk about it and reflect it.

"It's the whole thing of being stuck in the control room instead of beside me in the car or in the office or in the kitchen. As long as you're stuck in that control room, you're really not in my world — and that will reveal itself. But if you can put your mind with me in the kitchen, the car or the workplace, then we can talk. And it is about talking, not announcing."

How do you do that? "It's really simple," said Kramer. "You have to see the listener very clearly first and then take ego out of the equation. The death of disc jockeys — indeed, the death of radio — is ego. It's often overlooked. Who was the least funny guy on The Andy Griffith Show? It was Andy. Who was the least funny guy on The Bob Newhart Show? It was Bob Newhart. But all you remember is how great Andy and Bob were. It's all about giving — not sharing, giving — the spotlight to your partner or the listener.

"I also say to a lot of people, 'Kill the disc jockey.' Every time I hear someone using an affected voice, I say, 'Kill the disc jockey.' I want air talent to sound like real people, like the buddy next door. It's like a backyard barbecue. I invited you over because you're interesting; I know lots of good conversations will happen around you.

Just talk like you would around the backyard."

Kramer said that when he works with talent, he doesn't cookie-cutter anything — his advice is geared to the individual talent. He noted, "It's really about finding what they do well and encouraging them and showing them ways to do it better."

While the individual approach is no doubt the most effective way to go about it, there are some truisms that hold for talent everywhere. Here are Kramer's top five tips.

It's My First Time

I once put up a sign on the control room door that said: "I just got into town. I got into the car, turned the radio on and hit the 'scan' button. It landed on your station. I don't know what station it is, what the format is, what the dial position is or who you are. You have 30 seconds."

I base everything I coach on "first time" listening. If I just tuned in for the first time, can I get what's going on here? Are you making references to things that I don't understand, since I'm not a regular listener to the show?

The whole game is looking through the other end of the binoculars and seeing the listener's life.

All too often the air talent assumes that the listener has been there for a few minutes or that everyone knows what he or she is talking about. I call this "The Eminent Danger of the Assumption." Reset the stage for the listener every couple of minutes. If you run an interview, for instance, I'd better be told who you're talking to pretty soon, or I'm gone.

Think of the "FOX Block," the little box in the top left of the screen when you watch a football game on

FOX TV that tells you the teams, the score, the situation and what network you're watching. Radio doesn't have the visual dimension to use as a tool like television does, so we have to do it verbally.

As you listen to tape with your talent, if you hear the "assumption" mentality, simply ask, "Who is this? What station am I listening to? What's going on here?" The talent will get it immediately and start to police himself. Plus, he'll start to ask those questions when he hears his competitors, and he'll think they're lame for not knowing what he knows.

Be The Moon, Not The Sun

The sun gives our solar system light. The moon reflects light from the sun. Just put that away in a corner of your mind for now; we'll get back to it in a minute.

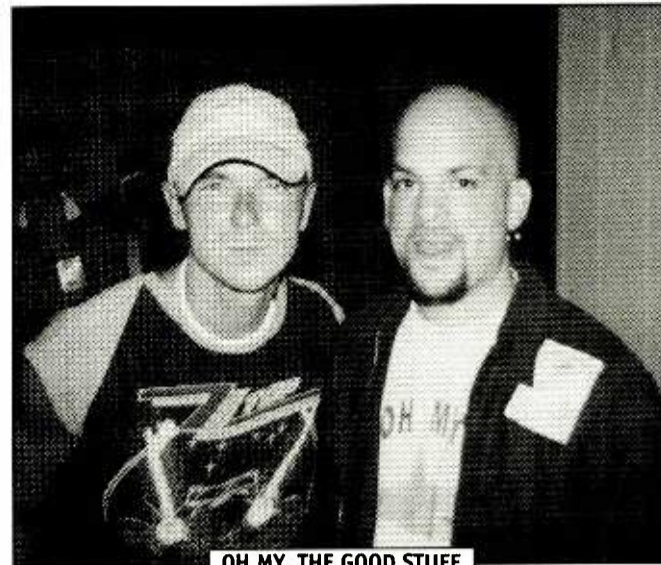
It's easy for an air talent to think that her job is to bring things to the table that the listener doesn't know — things that the listener would not normally care about, stuff that wouldn't ordinarily come up in the listener's everyday conversations in the hallway or at lunch.

That's why so many talents resort to kicker stories and "News of the Weird." But is that what the listener wants to hear? Of course not. The listener wants to hear about the things that matter in his or her life today. Period.

Your job as a talent is not to try to be the sun and create light. Your job is to be the moon and reflect what your listener is already thinking about — what's already on your listener's mind.

Steven Spielberg didn't just decide to make people ponder UFOs and alien life when he made *Close Encounters of the Third Kind*. He reflected the consciousness that was already there and creatively brought it to a thirsty audience. That's the key. Once you plug into what the listener cares about, direct all your creative energy to making it come alive in a unique way on the air.

Martha Stewart, Rush Limbaugh, Dr. Laura and James Dobson — all in different ways — reflect what their audiences care about. That's why they're so successful. None of them does anything new, but each does what he or she does creatively and is extremely focused. As an air talent, you



OH MY, THE GOOD STUFF

Two cowboys are seen here partying it up backstage after a recent country show at Los Angeles' Greek Theater. Pictured (l-r) are BNA recording artist Kenny Chesney and R&R Assistant Editor Mark "The Shark" Brower.

want to be the moon. You'll beat the guy across the street who's trying to be the sun every time.

The Five Subjects

Besides things that your station wants to promote and, in music formats, things that apply to the music and artists, there are five basic subject headings for stuff to do on the air:

Job Stuff. Everyone has a job, wants a job or has to deal with a spouse's job. With that job comes all sorts of job-related stuff that you — and the listener — can relate to.

buzz over Dennis Miller's first broadcast the night before as part of the announcer crew of ABC's *Monday Night Football*.

Things That Grow Out Of The Show. From characters you create to personal quirks and idiosyncrasies that become part of the tapestry of the show, "things that grow out of the show" can't really be planned. But when they happen, cultivate and take advantage of them.

If it doesn't fit under one of these subject headings, don't do it.

The key to using all of these correctly is to find some way to connect them to the listener's life and interests. As a talent, if you have questions about your listener, see the PD and get the listener in focus now. If you're the PD, help your talent with this ASAP.

The Three Questions

This tip is part of a "basics review" to get your station ready for the next Arbitron. Coach your talent to embrace this, and you can't be very far off target. Ask yourself these three questions about everything you want to talk about on the air:

1. **Why is it on?** Does it relate to your listener's life and interests? Does it fit under one of the five main subject headings (Jobs, Entertainment, The Buzz, Relationships or Things That Grow out of the Show)? If the answer is "Because it'll be funny," that's not a reason to do it. If it's not something the listener cares about, it doesn't really matter whether or not it's funny. Plus, although funny is fine, sometimes the buzz is about something that isn't funny — and if you ignore that buzz subject or only service it in the news, you're not going to be as relevant to the listener as you can be (or your competitor will be).

2. **Where are you going with it?** What's the payoff? Is there a way to take it to the listener and get feedback? The idea is either to take something small and personal and make it universal or to take something big and expansive and bring that down to something very specific to you and the listener.

The death of disc jockeys — indeed, the death of radio — is ego.

Entertainment. We're an entertainment-driven nation. *People* magazine and *Entertainment Tonight* and *Inside Edition*-type shows can't totally satisfy our thirst. Example: With all of the serious issues and real-life stories available at the end of 1999, nothing matched America's obsession with the TV quiz show *Who Wants to Be a Millionaire*.

Relationships. It's all about relationships. Man to woman, parent to child, friend to friend. There's a reason that women watch *Oprah* and rent Julia Roberts movies. Think it's different for men? What do you think *Field of Dreams* or *Butch Cassidy and the Sundance Kid* were about? (They weren't about baseball or robbing banks.)

The Buzz. Every day there's some buzz topic that people will be talking about around the water cooler. What is it today? If you don't talk about it, you're missing the boat. Example: No matter which stories were available on Aug. 1, 2000, nothing matched the

Continued on Page 62

SHE'S GOT
HATTITUDE!

TERRI CLARK

I JUST WANNA BE MAD

ADD DATE
AUGUST 19TH

SHE LOOKS GREAT,
SHE SOUNDS GREAT,
SHE KICKS ASS!





CALVIN GILBERT
cgilbert@radioandrecords.com

Bigger Show, Smaller Price

□ Brooks & Dunn's Neon Circus tour targets families

It's only August, so it's too early to determine where Brooks & Dunn's Neon Circus and Wild West Show tour will rank on the year-end list of concert grosses. However, the duo mounted the tour with the same family friendly attitude that served Garth Brooks well in the '90s.

This year Brooks & Dunn kept their ticket prices lower than the going rate for most of this year's major tours. Maybe that's not saying much when you consider that it would be easy to spend \$250 or more to see one of the arena shows on the Rolling Stones or Paul McCartney tours this fall.

Brooks & Dunn, however, made every effort to keep the ticket prices at amphitheaters as affordable as possible for families. In most markets children under 12 were admitted free with parents who had purchased lawn seats. Family four-packs of reserved-seat tickets went for an average of \$40.

The tour featured Dwight Yoakam, Gary Allan, Trick Pony, Chris Cagle, Cledus T. Judd and an array of newer acts and circus performers. By the time the 42-city tour closed on July 28, Brooks & Dunn had further solidified an already strong relationship with their fan base while boosting ticket sales.

Tour promoter Brian J. O'Connell noted, "It was really important to the guys that people could bring their kids, so we set out to make this the most affordable family option out there. And while money's important, they have other priorities that their approach to touring reflects, which

may also be why this year's sales outpaced the first year's — significantly."

Eclectic Show

Montgomery Gentry join Hank Williams III and two top rock acts — Nickelback and Filter — for the Rock the Rackhouse concert, set for Sept. 20 at Broadbent Arena in Louisville. The show is the culmination of this year's Jim Beam-sponsored tours for Montgomery Gentry and Nickelback, and some 100 contest winners will be flown to Kentucky for the show.

All of the musicians will be visiting the Jim Beam distillery prior to the concert, which should restock their respective tour buses. The rackhouse, by the way, is the area of the distillery where bourbon is bottled.

Regarding the unusual talent lineup for the concert, Troy Gentry says, "Nickelback kick ass. Those guys make heavy music. They're not afraid to rock, and they know how to really put it over. I've never seen Filter, but their records are more of that heavy, heavy music that we like so much. And Hank III ... well, his daddy's such a good pal that I think it's really cool that we get to be the ones to take him to the

rackhouse for his first time. It seems right, in a way."

Speaking Of Alcohol

What better way to get noticed than with free beer? Gary Allan recently commissioned the delivery of more than 75 "Party in a Bucket" packages to offices all along Music Row. In addition to the buckets of beer, Allan saw to it that the offices also received surfboard-designed bottle openers and copies of his latest MCA album, *Alright Guy*.

"Sometimes I think people work so hard, they forget to have fun," Allan said. "I wanted to remind them that it is OK to put your heart into your work, but every now and then it is definitely OK to put your heart and soul into having some fun. If this helps them sit back and remember that it was the love of music that got us all into this business, that's alright. Music is the common thread we all have."

Of course, for an afternoon, beer was a common thread too.

Dwight & Earl

Country Music Hall of Fame member Earl Scruggs was the surprise guest during Dwight Yoakam's recent return to the Ryman Auditorium in Nashville. The banjo pioneer and his son, guitarist-producer Randy Scruggs, joined Yoakam for three songs, including "Borrowed Love," a track from the recent *Earl Scruggs and Friends* CD.

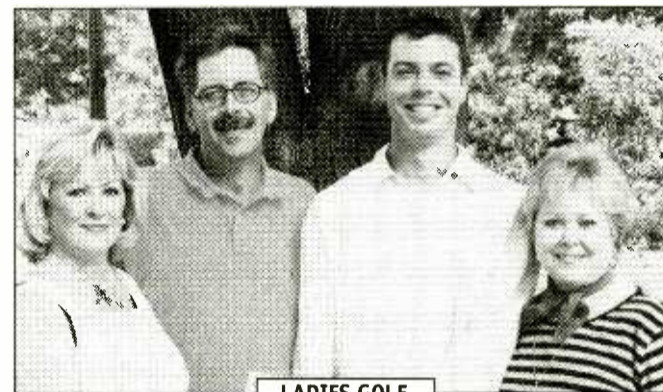
The Gibson musical instruments company recently presented Scruggs with its latest banjo model, appropriately called "The Earl." The deluxe banjo features 14-carat gold plating and gold outlines around its green abalone inlays. Scruggs, who never misses an opportunity to reach a younger audience, recently performed in Colorado with the alternative jam band String Cheese Incident.

Yoakam has exited Reprise Records to form his own company, Electrodisc Sights and Sounds. Yoakam will finance the business, which will focus on his music. However, he is also looking for film scripts, following his success in Jodie Foster's *Panic Room*.



HOLIDAY GIFT

Sara Evans looks for familiar faces while celebrating Independence Day with an old-fashioned homecoming in New Franklin, MO, where she was born and raised. The hometown hero was honored with an ice cream social before local officials unveiled a new sign noting, "Welcome to New Franklin, Hometown of country star Sara Evans."



LADIES GOLF

This year's Music Row Ladies Golf Tournament raised more than \$50,000 for United Cerebral Palsy of Middle Tennessee. In its 15-year history the tournament has raised more than \$500,000 for the charity. This year's event was sponsored by ASCAP, Capitol/Nashville, Sony Music and Tim McGraw. Pictured are (l-r) ASCAP's Connie Bradley and Herky Williams, UCP's John Pickett and ASCAP's Pat Rolfe.



URBAN RENEWAL

Capitol/Nashville's Keith Urban played music from his upcoming album at his recent appearance at the all-star Country Fest 2002 in Cadott, WI. Following the show Urban had a chance to visit with KEEY/Minneapolis Wake-Up Crew member Donna Valentine.

C O U N T R Y FLASHBACK

1 YEAR AGO

• No. 1: "Austin" — Blake Shelton

5 YEARS AGO

• No. 1: "Come Cryin' To Me" — Lonestar

10 YEARS AGO

• No. 1: "We Tell Ourselves" — Clint Black

15 YEARS AGO

• No. 1: "Why Does It..." — Restless Heart (second week)

20 YEARS AGO

• No. 1: "Nobody" — Sylvia

25 YEARS AGO

• No. 1: "Way Down/Pledging My Love" — Elvis Presley

Not Main Street

It's time to buy a new street map of Wellsville, KS, as Main Street has been renamed Chely Wright Way. Wellsville is Wright's hometown, and she grew up on Main Street. City officials renamed the street and unveiled a sign proclaiming "Welcome to Wellsville — Home of Chely Wright." The ceremonies took place on Aug. 3, while Wright was in the area for an appearance at the Douglas County Fair in Lawrence, KS.

Grizzly Gig

En route to a concert at Frontier Days in Cheyenne, WY, Kenny Chesney and his band decided at the last minute to work on what would

have been their night off. Sitting in a hotel bar in Denver, Chesney and his bandmembers began talking about the good times they had playing at a local honky-tonk, the Grizzly Rose. Chesney recalls, "It's probably been five years or so since we last played there, but those crowds are always so good, and we always had so much fun, that we figured what the hell."

Chesney called the club and a local radio station to see if he could perform that night. Less than two hours after he made the calls, 1,100 people were outside the club for the show. Rather than concentrate on his own hits, Chesney centered on playing old rock and country material. Or, as he noted, "Everything we like to hear when we're in a bar."

R&R Country Top 50

Powered By



August 9, 2002

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL POINTS	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	KENNY CHESNEY The Good Stuff (BNA)	17556	16	151/0
2	2	TOBY KEITH Courtesy Of The Red, White... (DreamWorks)	16198	13	151/0
3	3	GARY ALLAN The One (MCA)	15121	30	150/0
4	4	DIXIE CHICKS Long Time Gone (Monument)	14814	11	151/0
5	5	TIM MCGRAW Unbroken (Curb)	14218	12	151/0
6	6	DARRYL WORLEY I Miss My Friend (DreamWorks)	14035	22	151/0
7	7	ANDY GRIGGS Tonight I Wanna Be Your Man (RCA)	12216	29	151/0
9	8	TRACY BYRD Ten Rounds With Jose Cuervo (RCA)	11900	19	151/0
10	9	SARA EVANS I Keep Looking (RCA)	11866	23	151/0
11	10	JOE NICHOLS The Impossible (Universal South)	11269	21	150/4
13	11	MARK CHESNUTT She Was (Columbia)	9503	28	148/3
14	12	DIAMOND RIO Beautiful Mess (Arista)	9103	17	149/4
15	13	BLAKE SHELTON Ol' Red (Warner Bros.)	8564	20	139/1
19	14	KEITH URBAN Somebody Like You (Capitol)	8269	7	147/2
16	15	BRAD MARTIN Before I Knew Better (Epic)	8043	27	142/0
17	16	PHIL VASSAR American Child (Arista)	7728	16	146/3
20	17	MARTINA MCBRIDE Where Would You Be (RCA)	7129	15	145/3
22	18	ALAN JACKSON Work In Progress (Arista)	6907	8	143/5
21	19	LEE ANN WOMACK Something Worth Leaving Behind (MCA)	6122	12	141/2
23	20	GARTH BROOKS Thicker Than Blood (Capitol)	6009	9	140/4
24	21	PINMONKEY Barbed Wire And Roses (BNA)	5136	19	136/3
25	22	JO DEE MESSINA Dare To Dream (Curb)	4905	14	132/2
26	23	MONTGOMERY GENTRY My Town (Columbia)	4877	10	131/7
27	24	REBECCA LYNN HOWARD Forgive (MCA)	4127	13	119/5
28	25	RASCAL FLATTS These Days (Lyric Street)	4059	8	120/7
29	26	SIXWIRE Look At Me Now (Warner Bros.)	3750	16	113/2
31	27	ANTHONY SMITH If That Ain't Country (Mercury)	3130	17	105/9
30	28	CHRIS CAGLE Country By The Grace Of God (Capitol)	3036	15	103/0
32	29	TAMMY COCHRAN Life Happened (Epic)	2771	10	107/3
33	30	SHEDAISY Mine All Mine (Lyric Street)	2701	13	109/4
Breaker	31	TRAVIS TRITT Strong Enough To Be Your Man (Columbia)	2081	4	92/14
34	32	KEVIN DENNEY Cadillac Tears (Lyric Street)	2049	9	89/5
37	33	EMERSON DRIVE Fall Into Me (DreamWorks)	1873	5	84/11
35	34	RODNEY ATKINS Sing Along (Curb)	1716	12	77/0
41	35	CAROLYN DAWN JOHNSON One Day Closer To You (Arista)	1256	3	67/9
38	36	ERIC HEATHERLY The Last Man Committed (DreamWorks)	1248	6	67/3
44	37	JOHN MICHAEL MONTGOMERY 'Til Nothing... (Warner Bros.)	1203	3	62/11
45	38	WILLIE NELSON Maria... (Lost Highway/Mercury)	1193	6	34/3
39	39	GEORGE STRAIT Stars On The Water (MCA)	1190	4	8/3
40	40	LITTLE BIG TOWN Everything Changes (Monument)	1100	5	70/1
46	41	J. MICHAEL HARTER Hard Call To Make (Broken Bow)	952	8	42/1
47	42	JAMES OTTO The Ball (Mercury)	855	6	46/5
50	43	STEVE AZAR Waitin' On Joe (Mercury)	737	2	51/9
Debut	44	KELLIE COFFEY At The End Of The Day (BNA)	720	1	45/14
—	45	TRISHA YEARWOOD I Don't Paint Myself Into... (MCA)	670	2	37/1
48	46	DARYLE SINGLETARY That's Why I Sing This Way (Audium)	651	8	34/1
49	47	TOBY KEITH Who's Your Daddy (DreamWorks)	614	2	3/3
Debut	48	SHANNON LAWSON Dream Your Way To Me (MCA)	589	1	45/10
43	49	TOMMY SHANE STEINER Tell Me Where It Hurts (RCA)	578	6	49/0
Debut	50	MICHAEL PETERSON Modern Man (Monument)	539	1	43/7

Most Added

www.rradds.com

ARTIST TITLE LABEL(S)	ADDS
BRAD PAISLEY I Wish You'd Stay (Arista)	24
TRAVIS TRITT Strong Enough To Be Your Man (Columbia)	14
KELLIE COFFEY At The End Of The Day (BNA)	14
JENNIFER HANSON Beautiful Goodbye (Capitol)	12
EMERSON DRIVE Fall Into Me (DreamWorks)	11
JOHN MICHAEL MONTGOMERY 'Til Nothing... (Warner Bros.)	11
AARON LINES You Can't Hide Beautiful (RCA)	11
AARON TIPPIN If Her Lovin' Don't Kill Me (Lyric Street)	11
SHANNON LAWSON Dream Your Way To Me (MCA)	10
ANTHONY SMITH If That Ain't Country (Mercury)	9
CAROLYN DAWN JOHNSON One Day Closer To You (Arista)	9
STEVE AZAR Waitin' On Joe (Mercury)	9

Most Increased Points

ARTIST TITLE LABEL(S)	POINT INCREASE
DARRYL WORLEY I Miss My Friend (DreamWorks)	+1710
KEITH URBAN Somebody Like You (Capitol)	+1258
SARA EVANS I Keep Looking (RCA)	+1147
ALAN JACKSON Work In Progress (Arista)	+995
MARTINA MCBRIDE Where Would You Be (RCA)	+968
ANDY GRIGGS Tonight I Wanna Be Your Man (RCA)	+964
TRACY BYRD Ten Rounds With Jose Cuervo (RCA)	+903
TIM MCGRAW Unbroken (Curb)	+897
MARK CHESNUTT She Was (Columbia)	+876
DIAMOND RIO Beautiful Mess (Arista)	+856

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
DARRYL WORLEY I Miss My Friend (DreamWorks)	+606
TIM MCGRAW Unbroken (Curb)	+374
KEITH URBAN Somebody Like You (Capitol)	+363
ALAN JACKSON Work In Progress (Arista)	+351
DIAMOND RIO Beautiful Mess (Arista)	+318
ANDY GRIGGS Tonight I Wanna Be Your Man (RCA)	+314
TRACY BYRD Ten Rounds With Jose Cuervo (RCA)	+305
MARTINA MCBRIDE Where Would You Be (RCA)	+282
MONTGOMERY GENTRY My Town (Columbia)	+277
JOE NICHOLS The Impossible (Universal South)	+274

Breakers

TRAVIS TRITT
Strong Enough To Be Your Man (Columbia)
14 Adds • Moves 36-31

Songs ranked by total plays

R&R Station Playlists have moved to the web.
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151 Country reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total points for the airplay week of 7/28-8/3. Bullets appear on songs gaining in points or remaining flat from previous week. If two songs are tied in total points, the song with the larger increase in points is placed first. Songs below No. 1 and down in points for three consecutive weeks are moved to recurrent. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Points lists the songs with the greatest week-to-week increases in total points. Breaker status is awarded to songs reported by 60% of the panel for the first time. Station Weight = AQH Persons + (Market rank X 10) divided by 4180. Gross impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from the Arbitron Company (copyright 2002, The Arbitron Company). (C) 2002, R&R, Inc.

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Country Top 50 Indicator

August 9, 2002

R&R'S EXCLUSIVE REPORTED OVERVIEW OF NATIONAL AIRPLAY

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL POINTS	+/- POINTS	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	KENNY CHESNEY The Good Stuff (BNA)	3592	+57	2831	+52	15	74/1
4	2	DIXIE CHICKS Long Time Gone (Monument)	3432	+221	2713	+164	10	75/0
5	3	DARRYL WORLEY I Miss My Friend (DreamWorks)	3263	+80	2568	+75	21	74/0
6	4	TIM MCGRAW Unbroken (Curb)	3227	+188	2543	+162	10	75/0
2	5	GARY ALLAN The One (MCA)	3075	-159	2434	-74	31	69/0
7	6	SARA EVANS I Keep Looking (RCA)	3033	+118	2383	+87	25	74/0
9	7	JOE NICHOLS The Impossible (Universal South)	3031	+195	2391	+173	21	74/0
3	8	TOBY KEITH Courtesy Of The Red, White... (DreamWorks)	2955	-262	2351	-175	13	68/0
8	9	ANDY GRIGGS Tonight I Wanna Be Your Man (RCA)	2931	+88	2271	+72	30	69/1
10	10	TRACY BYRD Ten Rounds With Jose Cuervo (RCA)	2855	+31	2272	+32	20	73/0
12	11	BLAKE SHELTON Ol' Red (Warner Bros.)	2474	+8	1973	+7	19	73/1
13	12	DIAMOND RIO Beautiful Mess (Arista)	2372	+128	1876	+109	18	75/1
15	13	MARK CHESNUTT She Was (Columbia)	2255	+126	1767	+85	29	69/2
17	14	ALAN JACKSON Work In Progress (Arista)	2225	+180	1761	+145	7	75/1
14	15	PHIL VASSAR American Child (Arista)	2204	+29	1765	+38	14	72/0
16	16	MARTINA MCBRIDE Where Would You Be (RCA)	2138	+19	1693	+17	15	74/0
21	17	KEITH URBAN Somebody Like You (Capitol)	2072	+242	1623	+188	6	75/1
20	18	GARTH BROOKS Thicker Than Blood (Capitol)	2004	+64	1553	+46	8	72/0
19	19	LEE ANN WOMACK Something Worth Leaving Behind (MCA)	1991	+22	1603	+31	10	73/0
22	20	JO DEE MESSINA Dare To Dream (Curb)	1723	+80	1393	+41	15	73/2
23	21	BRAD MARTIN Before I Knew Better (Epic)	1678	+37	1336	+29	27	59/2
26	22	MONTGOMERY GENTRY My Town (Columbia)	1644	+225	1307	+175	8	72/3
25	23	PINMONKEY Barbed Wire And Roses (BNA)	1495	+21	1223	+28	16	63/0
28	24	RASCAL FLATTS These Days (Lyric Street)	1467	+152	1164	+142	6	70/1
27	25	REBECCA LYNN HOWARD Forgive (MCA)	1459	+78	1162	+55	14	68/1
29	26	CHRIS CAGLE Country By The Grace Of God (Capitol)	1107	+14	896	+10	15	57/0
31	27	SIXWIRE Look At Me Now (Warner Bros.)	1064	+74	853	+58	14	54/3
32	28	ANTHONY SMITH If That Ain't Country (Mercury)	1057	+75	874	+56	18	57/5
30	29	KEVIN DENNEY Cadillac Tears (Lyric Street)	1047	+29	835	+31	9	53/1
33	30	SHEDAISY Mine All Mine (Lyric Street)	918	+20	766	+15	11	51/1
34	31	TRAVIS TRITT Strong Enough To Be Your Man (Columbia)	916	+161	739	+131	3	58/7
35	32	TAMMY COCHRAN Life Happened (Epic)	849	+102	703	+96	9	52/6
36	33	EMERSON DRIVE Fall Into Me (DreamWorks)	832	+86	689	+80	5	50/3
39	34	CAROLYN DAWN JOHNSON One Day Closer To You (Arista)	748	+221	623	+180	2	54/10
40	35	JOHN MICHAEL MONTGOMERY 'Til Nothing... (Warner Bros.)	646	+174	521	+153	3	44/12
38	36	TRISHA YEARWOOD I Don't Paint Myself Into... (MCA)	628	+86	506	+68	5	37/0
43	37	ERIC HEATHERLY The Last Man Committed (DreamWorks)	441	+44	353	+22	6	33/2
41	38	J. MICHAEL HARTER Hard Call To Make (Broken Bow)	414	-43	347	-36	13	24/0
37	39	RODNEY ATKINS Sing Along (Curb)	383	-189	329	-140	11	23/0
48	40	STEVE AZAR Waitin' On Joe (Mercury)	335	+105	296	+97	2	29/6
42	41	TOMMY SHANE STEINER Tell Me Where It Hurts (RCA)	325	-130	274	-96	5	22/0
47	42	WILLIE NELSON Maria... (Lost Highway/Mercury)	294	+45	237	+33	4	24/4
46	43	JAMES OTTO The Ball (Mercury)	273	+2	246	+4	5	25/1
Debut	44	BRAD PAISLEY I Wish You'd Stay (Arista)	272	+252	201	+183	1	24/17
50	45	SHANNON LAWSON Dream Your Way To Me (MCA)	261	+99	241	+88	2	26/5
49	46	LITTLE BIG TOWN Everything Changes (Monument)	241	+61	200	+48	2	18/3
45	47	DARYLE SINGLETARY That's Why I Sing This Way (Audium)	240	-53	193	-31	7	18/1
Debut	48	GEORGE STRAIT Stars On The Water (MCA)	210	+55	155	+55	1	10/3
Debut	49	MICHAEL PETERSON Modern Man (Monument)	182	+80	164	+74	1	20/7
Debut	50	RADNEY FOSTER Everyday Angel (Dualtone)	167	+13	130	+13	1	10/1

75 Country Indicator reports. Songs ranked by total plays for the airplay week of Sunday 7/28-Saturday 8/3.
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Most Added®

ARTIST TITLE LABEL(S)	ADDS
BRAD PAISLEY I Wish You'd Stay (Arista)	17
JOHN MICHAEL MONTGOMERY 'Til Nothing... (Warner Bros.)	12
CAROLYN DAWN JOHNSON One Day Closer To You (Arista)	10
KELLIE COFFEY At The End Of The Day (BNA)	8
AARON LINES You Can't Hide Beautiful (RCA)	8
TRAVIS TRITT Strong Enough To Be Your Man (Columbia)	7
MICHAEL PETERSON Modern Man (Monument)	7
TAMMY COCHRAN Life Happened (Epic)	6
STEVE AZAR Waitin' On Joe (Mercury)	6
ANTHONY SMITH If That Ain't Country (Mercury)	5
SHANNON LAWSON Dream Your Way To Me (MCA)	5
LONESTAR Unusually Unusual (BNA)	5
WILLIE NELSON Maria... (Lost Highway/Mercury)	4
JOSH TURNER She'll Go On You (MCA)	4
MONTGOMERY GENTRY My Town (Columbia)	3
SIXWIRE Look At Me Now (Warner Bros.)	3
EMERSON DRIVE Fall Into Me (DreamWorks)	3
LITTLE BIG TOWN Everything Changes (Monument)	3
GEORGE STRAIT Stars On The Water (MCA)	3
AARON TIPPIN If Her Lovin' Don't Kill Me (Lyric Street)	3

Most Increased Points

ARTIST TITLE LABEL(S)	POINT INCREASE
BRAD PAISLEY I Wish You'd Stay (Arista)	+252
KEITH URBAN Somebody Like You (Capitol)	+242
MONTGOMERY GENTRY My Town (Columbia)	+225
CAROLYN DAWN JOHNSON One Day Closer To You (Arista)	+221
DIXIE CHICKS Long Time Gone (Monument)	+221
JOE NICHOLS The Impossible (Universal South)	+195
TIM MCGRAW Unbroken (Curb)	+188
ALAN JACKSON Work In Progress (Arista)	+180
JOHN MICHAEL MONTGOMERY 'Til Nothing... (Warner Bros.)	+174
TRAVIS TRITT Strong Enough To Be Your Man (Columbia)	+161

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
KEITH URBAN Somebody Like You (Capitol)	+188
BRAD PAISLEY I Wish You'd Stay (Arista)	+183
CAROLYN DAWN JOHNSON One Day Closer To You (Arista)	+180
MONTGOMERY GENTRY My Town (Columbia)	+175
JOE NICHOLS The Impossible (Universal South)	+173
DIXIE CHICKS Long Time Gone (Monument)	+164
TIM MCGRAW Unbroken (Curb)	+162
JOHN MICHAEL MONTGOMERY 'Til Nothing... (Warner Bros.)	+153
ALAN JACKSON Work In Progress (Arista)	+145
RASCAL FLATTS These Days (Lyric Street)	+142
TRAVIS TRITT Strong Enough To Be Your Man (Columbia)	+131
DIAMOND RIO Beautiful Mess (Arista)	+109
STEVE AZAR Waitin' On Joe (Mercury)	+97
TAMMY COCHRAN Life Happened (Epic)	+96
SHANNON LAWSON Dream Your Way To Me (MCA)	+88
SARA EVANS I Keep Looking (RCA)	+87
MARK CHESNUTT She Was (Columbia)	+85
EMERSON DRIVE Fall Into Me (DreamWorks)	+80
DARRYL WORLEY I Miss My Friend (DreamWorks)	+75
MICHAEL PETERSON Modern Man (Monument)	+74

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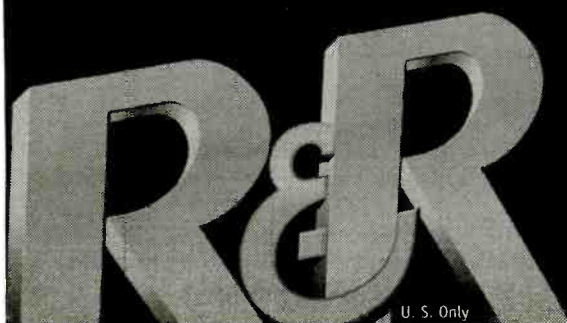
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EXCLUSIVE NATIONAL MUSIC RESEARCH ESTIMATES August 9, 2002

BULLSEYE® song selection is based on the top 35 titles from the R&R Country chart for the airplay week of July 1-7.



ARTIST Title (Label)	LIKE A LOT	TOTAL POSITIVE	NEUTRAL	FAMILIARITY	DISLIKE	BURN
ANDY GRIGGS Tonight I Wanna Be Your Man (RCA)	31.5%	76.0%	15.8%	99.3%	4.3%	3.3%
BROOKS & DUNN My Heart Is Lost To You (Arista)	41.0%	74.3%	17.8%	99.0%	4.8%	2.3%
LONESTAR Not A Day Goes By (BNA)	37.5%	74.3%	15.8%	98.8%	3.3%	5.5%
DARRYL WORLEY I Miss My Friend (DreamWorks)	34.3%	72.3%	15.5%	97.8%	4.5%	5.5%
JOE NICHOLS The Impossible (Universal/South)	29.5%	72.0%	18.8%	98.0%	4.5%	2.8%
TOBY KEITH Courtesy Of The Red White And Blue (DreamWorks)	34.8%	71.8%	13.8%	99.3%	8.0%	5.8%
DIAMOND RIO Beautiful Mess (Arista)	30.8%	71.8%	20.0%	97.5%	3.5%	2.3%
TIM MCGRAW Unbroken (Curb)	27.5%	71.0%	21.3%	97.5%	4.5%	0.8%
MARK CHESNUTT She Was (Columbia)	29.5%	70.8%	20.3%	98.3%	4.3%	3.0%
TRACE ADKINS Help Me Understand (Capitol)	33.3%	70.5%	17.0%	97.0%	5.8%	3.8%
KENNY CHESNEY The Good Stuff (BNA)	29.8%	68.5%	21.3%	99.0%	5.8%	3.5%
TRACY BYRD Ten Rounds With Jose Cuervo (RCA)	25.8%	68.3%	16.0%	99.0%	8.0%	6.8%
PHIL VASSAR American Child (Arista)	28.5%	67.5%	22.3%	97.3%	5.3%	2.3%
GARY ALLAN The One (MCA)	26.3%	67.5%	22.5%	99.0%	5.0%	4.0%
MARTINA MCBRIDE Where Would You Be (RCA)	29.5%	66.5%	20.8%	97.3%	6.5%	3.5%
DIXIE CHICKS Long Time Gone (Monument)	32.0%	66.3%	19.5%	99.5%	11.3%	2.5%
BRAD MARTIN Before I Knew Better (Epic)	21.3%	66.0%	24.5%	97.3%	4.8%	2.0%
SARA EVANS I Keep Looking (RCA)	31.5%	64.5%	20.5%	99.0%	9.0%	5.0%
ALAN JACKSON Work In Progress (Arista)	24.0%	62.5%	19.0%	90.8%	7.8%	1.5%
PINMONKEY Barbed Wire And Roses (BNA)	24.8%	62.0%	18.5%	97.8%	10.8%	6.5%
BLAKE SHELTON Ol' Red (Warner Bros.)	27.8%	60.8%	23.3%	97.5%	6.5%	7.0%
JO DEE MESSINA Dare To Dream (Curb)	23.0%	59.5%	24.0%	95.8%	8.8%	3.5%
SIXWIRE Look At Me Now (Warner Bros.)	22.0%	59.3%	21.3%	92.3%	6.8%	5.0%
LEE ANN WOMACK Something Worth Leaving Behind (MCA)	21.5%	59.3%	21.0%	91.3%	10.0%	1.0%
SHEDAISY Mine All Mine (Lyric Street)	22.0%	56.5%	25.8%	94.0%	10.3%	1.5%
GARTH BROOKS Thicker Than Blood (Capitol)	22.3%	55.8%	20.5%	90.5%	10.8%	3.5%
KEITH URBAN Somebody Like You (Capitol)	19.5%	54.8%	24.8%	91.8%	10.0%	2.3%
RODNEY ATKINS Sing Along (Curb)	20.8%	52.5%	19.8%	84.5%	9.0%	3.3%
ANTHONY SMITH If That Ain't Country (Mercury)	19.8%	52.5%	22.8%	94.0%	14.0%	4.8%
TAMMY COCHRAN Life Happened (Epic)	16.8%	51.8%	24.0%	89.0%	10.3%	3.0%
MONTGOMERY GENTRY My Town (Columbia)	17.3%	51.3%	26.0%	88.0%	9.5%	1.3%
RASCAL FLATTS These Days (Lyric Street)	18.0%	51.0%	21.5%	85.5%	10.0%	3.0%
REBECCA LYNN HOWARD Forgive (MCA)	16.0%	50.8%	24.5%	85.8%	8.3%	2.3%
CHRIS CAGLE Country By The Grace Of God (Capitol)	20.0%	48.5%	27.8%	88.5%	9.5%	2.8%
KEVIN DENNEY Cadillac Tears (Lyric Street)	17.0%	41.0%	21.8%	81.5%	14.3%	4.5%

Password of the Week: Williams
Question of the Week: Think about the patriotic songs by country singers after the 9/11 attacks on New York and The Pentagon. On a scale of 1 to 5, how do you feel about those types of songs on the radio?

- 5. Like them/want to hear more
- 4. Like them
- 3. Neutral
- 2. Somewhat tired of them
- 1. Tired of them/don't want to hear more

Total

- 5: 25%
- 4: 22%
- 3: 27%
- 2: 15%
- 1: 11%

P1

- 5: 19%
- 4: 23%
- 3: 28%
- 2: 16%
- 1: 14%

P2

- 5: 37%
- 4: 22%
- 3: 25%
- 2: 11%
- 1: 5%

Male

- 5: 19%
- 4: 23%
- 3: 32%
- 2: 14%
- 1: 12%

Female

- 5: 33%
- 4: 21%
- 3: 22%
- 2: 15%
- 1: 9%

Total sample size is 400 persons weekly with a +/- 5% margin of error. Scoring is done each week using live interviewers conducting the interview with each respondent. Scores are: a) I Like It A Lot, In Fact It's One Of My Favorites b) I Like It c) It's Okay...Just So-So d) I Don't Like It e) I'm Tired Of Hearing It On The Radio f) I Don't Recognize It. To be included in the weekly callout songs must enter the top 40 positions on R&R's Country airplay chart. The sample is composed of 400 25-54 year-old persons who identify Country as their favorite music and who listen daily to competitive country radio in the sample markets. The sample is 50% male/female ... 1/3rd each in the 25-34, 35-44, and 45-54 demos. The sample is balanced by region, and markets within that region. Bullseye Callout is conducted in these regions and markets. Market selection is determined by Bullseye. NORTHEAST: Washington, DC., Harrisburg, PA., Providence, Rochester, NY., Springfield, MA., Hartford, Portland, ME., Portsmouth, NH. SOUTHEAST: Charlotte, Atlanta, Tampa, Nashville, Chattanooga, Mobile, AL., Charleston, SC., Jackson, MS. MIDWEST: Milwaukee, Cincinnati, Cleveland, Kansas City, Lansing, MI., Ft Wayne, IN., Rockford, IL., Indianapolis. SOUTHWEST: Dallas-Ft. Worth, Tucson, Albuquerque, Oklahoma City, Houston-Galveston, Phoenix, Lafayette LA., San Antonio. WEST: Portland, OR., Salt Lake City, Fresno, Bakersfield, Spokane, WA., Riverside-San Bernardino, Boise, Denver, Monterey-Salinas. © 2002 R&R Inc. © 2002 Bullseye Marketing Research Inc.

Country Crossroads

Top country hits and artist interviews along with Grammy winner Bill Mack's comments about living.

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For The Week Ending 8/9/02.

Artist Title (Label)	TW	LW	Familiarity	Burn	TD	Familiarity	Burn
KENNY CHESNEY The Good Stuff (BNA)	4.40	4.33	99%	20%	4.40	98%	19%
TOBY KEITH Courtesy Of... (DreamWorks)	4.37	4.33	99%	22%	4.32	99%	24%
JOE NICHOLS The Impossible (Universal South)	4.29	4.16	90%	15%	4.15	91%	19%
GARY ALLAN The One (MCA)	4.28	4.21	97%	20%	4.26	97%	21%
DIAMOND RIO Beautiful Mess (Arista)	4.26	4.16	92%	11%	4.16	91%	13%
MARK CHESNUTT She Was (Columbia)	4.25	4.15	94%	12%	4.14	94%	15%
TRACE ADKINS Help Me Understand (Capitol)	4.20	4.23	91%	11%	4.05	90%	15%
TRACY BYRD Ten Rounds With Jose Cuervo (RCA)	4.20	4.30	96%	19%	4.13	96%	21%
DARRYL WORLEY I Miss My Friend (DreamWorks)	4.18	4.24	99%	23%	4.02	98%	26%
GEORGE STRAIT Living And Living Well (MCA)	4.17	4.13	99%	28%	3.93	98%	37%
BRAD MARTIN Before I Knew Better (Epic)	4.15	4.02	89%	12%	4.08	90%	14%
TIM MCGRAW Unbroken (Curb)	4.15	4.15	93%	13%	4.13	92%	15%
SARA EVANS I Keep Looking (RCA)	4.10	4.17	93%	16%	4.07	91%	16%
MARTINA MCBRIDE Where Would You Be (RCA)	4.10	4.09	93%	17%	3.98	93%	20%
BROOKS & DUNN My Heart Is Lost To You (Arista)	4.09	4.14	98%	25%	3.90	96%	28%
KEITH URBAN Somebody Like You (Capitol)	4.09	4.05	71%	7%	4.14	69%	6%
RASCAL FLATTS These Days (Lyric Street)	4.08	-	74%	8%	4.17	71%	6%
ALAN JACKSON Work In Progress (Arista)	4.08	4.13	85%	8%	3.87	83%	11%
ANDY GRIGGS Tonight I Wanna Be Your Man (RCA)	4.07	4.10	98%	25%	3.89	97%	28%
BLAKE SHELTON Ol' Red (Warner Bros.)	4.05	3.98	97%	24%	3.90	97%	29%
LONESTAR Not A Day Goes By (BNA)	4.04	4.06	98%	32%	3.83	98%	39%
MONTGOMERY GENTRY My Town (Columbia)	4.03	4.10	77%	8%	4.07	77%	7%
DIXIE CHICKS Long Time Gone (Monument)	4.02	3.93	98%	21%	3.97	97%	23%
SIXWIRE Look At Me Now (Warner Bros.)	3.97	3.87	68%	8%	3.96	66%	8%
REBECCA LYNN HOWARD Forgive (MCA)	3.96	-	61%	6%	3.93	65%	9%
PHIL VASSAR American Child (Arista)	3.90	3.88	93%	19%	3.90	91%	20%
LEE ANN WOMACK Something Worth... (MCA)	3.80	3.85	84%	17%	3.82	85%	15%
JO DEE MESSINA Dare To Dream (Curb)	3.76	3.80	85%	15%	3.72	85%	17%
GARTH BROOKS Thicker Than Blood (Capitol)	3.75	3.72	82%	15%	3.72	81%	16%
PINMONKEY Barbed Wire And Roses (BNA)	3.74	3.65	80%	20%	3.55	82%	22%

Total sample size is 654 respondents. 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. Sample composition is based on persons 12+. TD = Target Demo (Males 18-34). Persons are screened via the Internet. Once passed, they can take the music test based on their format/music preference. RateTheMusic.com results are not meant to replace callout research. The results are intended to show opinions of participants on the Internet only. RateTheMusic is a registered trademark of RateTheMusic.com. The RTM system is available for local radio stations by calling 818/377-5300. RateTheMusic.com data is provided by Mediabase Research, A division of Premiere Radio Networks.

Tips For Talent

Continued from Page 56

3. **What does it mean to your listener here — today?** Is it local? Nobody cares about something that happened in Japan unless there's a way to relate it to something here. An exception would be if you can create an umbrella heading that gives you a way to do stuff that isn't really local — the "Idiot of the Day" award or something. But even then, drawing a comparison to something here is a better way to go.

In every city there's someone who manages to stay at or near the top of the ratings for eons (sometimes to a lot of radio programmers' surprise) by excelling at being local. This person can be you. Try to be clearly your city in every way possible. You really can't be too local. There should be stuff in your show every day that a listener can only understand if he lives here.

The good news is that this is really easy to do.

Stay Singular

We've all heard about staying one-on-one with the listener, but many air talents overlook the most obvious ingredient in doing this, and PDs tend to listen for the big things and let little things slide. Connection with the listener is such a fragile thing. Little things make or break it. So coach your air talent to avoid using plural terms like "the audience" or "the listeners."

It's not "Some of you might have seen her last night on Jay Leno." Instead, say, "You might have seen her last night on Leno." Not "We'll take your phone calls." Instead, say, "You can call now." Stay singular — talk to me, the listener. I don't want to be made part of a collective. Like Groucho Marx said, "I don't want to be a member of any club that would have me as a member."

Tommy Kramer can be reached at 972-661-5685 or coachtommy@goodratings.com.

PLEASE SEND YOUR PHOTOS

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

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

R&R, c/o Heidi Van Alstyne: 10100 Santa Monica Blvd., 5th Floor, Los Angeles, CA 90067

The New Album Gallery



Deana Carter

The Deana Carter Col. (Capitol)

She's newly signed to Arista/Nashville, and Deana Carter's first single at her new label home could arrive later this summer. Her debut Arista album is being produced by Dann Huff (Faith Hill, Lonestar, Jewel) for release around the first of the year. In the

meantime, Carter's previous label — Capitol/Nashville — has compiled a greatest-hits package that includes tracks from her last two albums, *Everything's Gonna Be Alright* and *Did I Shave My Legs for This?* The latter, of course, was Carter's breakthrough album, and it's now certified quintuple-Platinum by the RIAA. *The Deana Carter Collection* features "Strawberry Wine," "We Danced Anyway," "Count Me In," "Absence of the Heart" and "Did I Shave My Legs For This?" The compilation also includes "Rita Valentine," a track previously released only in Europe.



Nickel Creek

This Side (Sugar Hill)

When Nickel Creek signed to Sugar Hill Records, expectations were high — at least by bluegrass standards, where an album that sells 75,000 copies is considered a success. Little did anyone know that the trio's self-titled album would go Gold, much less that it would

hit its current sales level of 700,000 copies. While much has been written about their blend of bluegrass, pop, jazz and folk, the band's producer, Alison Krauss, notes, "It's just Nickel Creek music." At the age of 25, guitarist Sean Watkins is the senior member of a band that includes two 21-year-olds, Sara Watkins on fiddle and Chris Thile on mandolin. On *This Side*, their fine musicianship is still evident, as are the group's breathtaking vocal harmonies. Thile says, "Musically, this band never stays the same. We love to grow. There are moments on stage where I look over and think, 'This is why I've been in this band since I was 8.' It's so comfortable, and yet we're all focused on bettering ourselves on a solo level. Sean and I are writing and pushing each other to come up with better stuff." Explaining the band's sound on the new album, Thile says, "It's like having paintbrushes in all different sizes and shapes. Each brush paints color in a different way. What we're trying to do is grab a really interesting brush and then blend all the various colors of all the genres of music we love."

New & Active

RADNEY FOSTER Everyday Angel (Dualtone)

Total Plays: 181, Total Stations: 16, Adds: 1

JENNIFER HANSON Beautiful Goodbye (Capitol)

Total Plays: 160, Total Stations: 37, Adds: 12

DUSTY DRAKE And Then (Warner Bros.)

Total Plays: 125, Total Stations: 14, Adds: 3

AARON LINES You Can't Hide Beautiful (RCA)

Total Plays: 120, Total Stations: 42, Adds: 11

DEAN MILLER Love Is A Game (Universal South)

Total Plays: 120, Total Stations: 18, Adds: 1

AARON TIPPIN If Her Lovin' Don't Kill Me (Lyric Street)

Total Plays: 108, Total Stations: 23, Adds: 11

DAVID NAIL Memphis (Mercury)

Total Plays: 93, Total Stations: 10, Adds: 0

BRAD PAISLEY I Wish You'd Stay (Arista)

Total Plays: 74, Total Stations: 29, Adds: 24

BLACKHAWK I Will (Columbia)

Total Plays: 30, Total Stations: 12, Adds: 6

Songs ranked by total points.

Stations and their adds listed alphabetically by market

KEAN/Abilene, TX PD/MD: Rudy Fernandez No Adds	WKNN/Biloxi-Gulfport, MS * PD: Kipp Gregory MD: DeAnna Lee 2 GARTH BROOKS "Blood" 2 RASCAL FLATTS "These"	WCOS/Columbia, SC * DM/MD: Ron Brooks MD: Glen Garrett 3 PINMONKEY "Bliss" 2 BRAD PAISLEY "Stays"	KAFF/Flagstaff, AZ PD: Chris Halstead MD: Hugh James 2 NICKEL CREEK "Side" 2 JOSH TURNER "She'll"	WTCR/Huntington, KY PD: Chuck Black MD: Dave Poole 5 AARON LINES "Beautiful" 5 JENNIFER HANSON "Goodbye" 5 KELLIE COFFEY "End" 5 BRAD PAISLEY "Stays" 5 RADNEY FOSTER "Angel" 5 LEN DOOLIN "Grit"	KZIO/Lincoln, NE PD: Brian Jennings MD: Carol Turner 2 BRAD PAISLEY "Stays"	WCMS/Norfolk, VA * 4 JO DEE MESSINA "Date" TRAVIS TRITT "Strong"	KBUT/Rapid City, SD PD/MD: Mark Houston 11 TAMMY COCHRAN "Life" 11 JOHN M. MONTGOMERY "Nothing"	KRAZ/Santa Barbara, CA PD/MD: Rick Barker 10 BRAD PAISLEY "Stays"	WTCM/Traverse City, MI Interim PD/MD: Ryan Dohy-Hun 42 KENNY CHESNEY "Good" 10 BRAD PAISLEY "Stays"
WQMX/Akron, OH * OM/MD: Kevin Mason No Adds	WHWK/Binghamton, NY PD/MD: Ed Walker 10 BRAD PAISLEY "Stays" 10 STEVE AZAR "Joe" 10 CAROLYN DAWN JOHNSON "Closer"	WCOL/Columbus, OH * PD: John Crenshaw MD: Dan E. Zuklo No Adds	WFBE/Flint, MI * PD/MD: Chip Miller 7 KID ROCK/SHERYL CROW "Picture" 2 STEVE AZAR "Joe" AARON LINES "Beautiful" JENNIFER HANSON "Goodbye" AARON TIPPIN "Her"	WDRM/Huntsville, AL * DM/MD: Wes McShay APD: Stuart Langston MD: Dan McClain 5 GARTH BROOKS "Blood" 1 TRAVIS TRITT "Strong"	KSSN/Little Rock, AR * PD/MD: Bill Dolsen 1 CAROLYN DAWN JOHNSON "Closer" 1 STEVE AZAR "Joe" JENNIFER HANSON "Goodbye" SHANNON LAWSON "Dream" MICHAEL PETERSON "Modern"	KNFM/Oessa-Midland, TX PD: John Moesch MD: Dan Travis REBECCA LYNN HOWARD "Forgive" ANTHONY SMITH "Country"	KBUL/Reno, NV * DM/MD: Tom Jordan APD/MD: Chuck Reeves 6 KEVIN DENNEY "Cadillac" 3 RASCAL FLATTS "These"	KSNM/Santa Maria, CA PD/MD: Tim Brown 13 BRAD MARTIN "Better" 6 AARON LINES "Beautiful" 5 JOSH TURNER "She'll"	KIM/Tucson, AZ * PD: Buzz Jackson MD: John Collins 8 BRAD PAISLEY "Stays" 8 RADNEY FOSTER "Angel" 1 TRAVIS TRITT "Strong"
WGNA/Albany, NY * MD: Bill Earley 3 TAMMY COCHRAN "Life" 1 BRAD PAISLEY "Stays"	WZZK/Birmingham, AL * PD/MD: Brian Driver 5 MARTINA MCBRIDE "Where" 5 PHIL VASSAR "Child" 5 KEITH URBAN "Somebody" 3 ALAN JACKSON "Progress"	WHOK/Columbus, OH * PD: Charley Lake MD: George Wolf No Adds	WXFL/Florence, AL PD/MD: Gary Murdock JOHN M. MONTGOMERY "Nothing" SHANNON LAWSON "Dream" MICHAEL PETERSON "Modern"	WFMS/Indianapolis, IN * PD: Bob Richards MD: J.D. Cannon No Adds	KZLA/Los Angeles, CA * DM/MD: R.J. Curtis APD/MD: Tanya Campos No Adds	KTST/Oklahoma City, OK * PD: L.J. Smith APD/MD: Crash ANTHONY SMITH "Country"	WKH/Richmond, VA * PD: Jim Tice 1 MONTGOMERY GENTRY "Town"	WJCL/Savannah, GA PD/MD: Bill West SHANNON LAWSON "Dream"	KVOD/Tulsa, OK * DM: Moon Mullins APD/MD: Scott Woodson 3 TRAVIS TRITT "Strong"
KBQI/Albuquerque, NM * PD: Tommy Carrera MD: Sammy Cruise BRAD PAISLEY "Stays"	WPSK/Blacksburg, VA PD: Jack Douglas MD: Nicole Williams 14 BRAD PAISLEY "Stays" 14 CAROLYN DAWN JOHNSON "Closer"	WGSQ/Cookeville, TN MD: Gator Harrison MD: Stewart James ANTHONY SMITH "Country" TAMMY COCHRAN "Life"	KUAD/Fl. Collins, CO * PD: Mark Callaghan MD: Brian Gary 6 J. MICHAEL HARTER "Call" REBECCA LYNN HOWARD "Forgive" AARON LINES "Beautiful" BRAD PAISLEY "Stays" RASCAL FLATTS "These"	WMSJ/Jackson, MS * PD: Rick Adams MD: Van Haze No Adds	WAMZ/Louisville, KY * PD: Coyote Calhoun MD: Nightrain Lane 7 KELLIE COFFEY "End"	KOXY/Oklahoma City, OK * PD: L.J. Smith APD/MD: Bill Reed 2 MONTGOMERY GENTRY "Town" JOHN M. MONTGOMERY "Nothing"	WLSL/Roanoke-Lynchburg, VA * PD: Brett Sharp MD: Robin James CAROLYN DAWN JOHNSON "Closer" JOHN M. MONTGOMERY "Nothing" SIXWIRE "Now"	WJMP/Seattle-Tacoma, WA * PD: Becky Brenner MD: Tony Thomas 2 JO DEE MESSINA "Date" EMERSON DRIVE "Fall"	KNUE/Tyler-Longview, TX PD/MD: Larry Kent CAROLYN DAWN JOHNSON "Closer"
KRRV/Alexandria, LA PD/MD: Steve Casey 5 ANTHONY SMITH "Country" 3 TAMMY COCHRAN "Life" 3 KEVIN DENNEY "Cadillac"	WBWN/Bloomington, IL PD: Dan Westhoff MD: Buck Stevens 10 MONTGOMERY GENTRY "Town" 10 TAMMY COCHRAN "Life"	KPLX/Dallas-Ft. Worth, TX * PD: Paul Williams APD: Smokey Rivers MD: Cody Alan 18 TANYA TUCKER "Memory" 3 AARON LINES "Beautiful"	WCKT/Fl. Myers, FL * PD: Kerry Babb MD: Dave Logan 1 AARON TIPPIN "Her" LONESTAR "Unusual"	WQJK/Jacksonville, FL * MD: John Scott 3 MONTGOMERY GENTRY "Town" JOHN M. MONTGOMERY "Nothing"	WWQM/Madison, WI * PD: Mark Gradin MD: Mel McKenzie NICKEL CREEK "Side"	KOKT/Omaha, NE * PD: Tom Goodwin MD: John Glenn No Adds	WYD/Roanoke-Lynchburg, VA * PD: Chris D'Kelley 2 GARTH BROOKS "Blood" 2 AARON LINES "Beautiful" BLACKHAWK "Wii" KELLIE COFFEY "End" SHANNON LAWSON "Dream"	KRM/DShreveport, LA * Acting PD/MD: James Anthony 1 ANTHONY SMITH "Country" TRAVIS TRITT "Strong"	KJUG/Visalia, CA * PD: Dave Daniels BRAD PAISLEY "Stays"
WCTD/Allentown, PA * PD: Chuck Geiger APD/MD: Bobby Knight No Adds	WHOK/Bluefield, WV PD/MD: Bill Brock 10 GEORGE STRAIT "Stars" JAMES OTTO "Ball"	KSCS/Dallas-Ft. Worth, TX * Interim PD: Ted Stecker APD/MD: Jeff Huff 2 KEVIN DENNEY "Cadillac" 1 JOEY ... MONTGOMERY "Nothing"	WWGR/Fl. Myers, FL * PD: Mark Phillips MD: Steve Hart No Adds	WRDD/Jacksonville, FL * MD: Dixie Jones No Adds	KIAI/Mason City, IA PD/MD: J. Brooks 5 TRAVIS TRITT "Strong" CHAD BROCK "Gotta"	KHAY/Oxnard, CA * PD/MD: Mark Hill 14 PINMONKEY "Bliss" 1 ANTHONY SMITH "Country" JOHN M. MONTGOMERY "Nothing"	WBEE/Rochester, NY * DM: Dave Symonds PD/MD: Coyote Collins 12 DERAILERS "More"	WMZQ/Washington, DC * OM/MD: Jeff Whyratt APD/MD: Jon Anthony 1 EMERSON DRIVE "Fall" TRAVIS TRITT "Strong"	WACD/Waco, TX PD/MD: Zack Owen 10 CAROLYN DAWN JOHNSON "Closer" 10 BRAD PAISLEY "Stays"
KGNC/Amarillo, TX PD: Tim Butler APD/MD: Patrick Clark 13 GEORGE STRAIT "Leave" 10 TRAVIS TRITT "Strong"	KIZN/Boise, ID * DM: Rich Summers PD/MD: Spencer Burke 2 STEVE AZAR "Joe" KELLIE COFFEY "End" JENNIFER HANSON "Goodbye" SHANNON LAWSON "Dream" MICHAEL PETERSON "Modern"	WYZZ/Ft. Worth, TX * Interim PD: Ted Stecker APD/MD: Jeff Huff 2 KEVIN DENNEY "Cadillac" 1 JOEY ... MONTGOMERY "Nothing"	WYBZ/Ft. Walton Beach, FL PD: Laura Hussey MD: Cindy Blake No Adds	WMTZ/Johnstown, PA PD: Steve Walker MD: Lara Mosby 3 EMERSON DRIVE "Fall"	KJAX/Mason City, IA PD/MD: J. Brooks 5 TRAVIS TRITT "Strong" CHAD BROCK "Gotta"	WYD/Roanoke-Lynchburg, VA * PD: Chris D'Kelley 2 GARTH BROOKS "Blood" 2 AARON LINES "Beautiful" BLACKHAWK "Wii" KELLIE COFFEY "End" SHANNON LAWSON "Dream"	WYZZ/Rochester, NY * DM: Dave Symonds PD/MD: Coyote Collins 12 DERAILERS "More"	WXXQ/Rockford, IL DM/MD: Jesse Garcia MD: Kathy Hess 7 SIXWIRE "Now" JOHN M. MONTGOMERY "Nothing"	WZLZ/Wichita, KS * DM: Scott Rusik PD/MD: Paul Neumann 4 LONESTAR "Unusual" 1 AARON TIPPIN "Her" BRAD PAISLEY "Stays" BLACKHAWK "Wii"
KBRJ/Anchorage, AK PD: Matt Valley MD: Justin Case 4 WILLIE NELSON "Maria"	KQFC/Boise, ID * DM: Rich Summers PD: Lance Tidwell MD: Cory Michaels No Adds	WYZZ/Ft. Worth, TX * Interim PD: Ted Stecker APD/MD: Jeff Huff 2 KEVIN DENNEY "Cadillac" 1 JOEY ... MONTGOMERY "Nothing"	WQHK/Fl. Wayne, IN * DM/MD: Dean McNeil APD/MD: Mark Allen No Adds	KRWO/Medford, OR PD: Larry Neal MD: Scott Schuler WILLIE NELSON "Maria"	WYD/Roanoke-Lynchburg, VA * PD: Chris D'Kelley 2 GARTH BROOKS "Blood" 2 AARON LINES "Beautiful" BLACKHAWK "Wii" KELLIE COFFEY "End" SHANNON LAWSON "Dream"	WYZZ/Rochester, NY * DM: Dave Symonds PD/MD: Coyote Collins 12 DERAILERS "More"	WXXQ/Rockford, IL DM/MD: Jesse Garcia MD: Kathy Hess 7 SIXWIRE "Now" JOHN M. MONTGOMERY "Nothing"	WZLZ/Wichita, KS * DM: Scott Rusik PD/MD: Paul Neumann 4 LONESTAR "Unusual" 1 AARON TIPPIN "Her" BRAD PAISLEY "Stays" BLACKHAWK "Wii"	WYZZ/Rochester, NY * DM: Dave Symonds PD/MD: Coyote Collins 12 DERAILERS "More"
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KID KELLY

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Real Radio Personalities

□ The dial needs more of them!

I hope you're enjoying the R&R Air Personalities theme issue. Prepare yourself for some solid and usable information from a few of our leading AC and Hot AC specialists.

This week's tips come from the wildly successful syndicated morning show of **Bob & Sheri**, newly appointed Jones Radio Networks Hot AC nighttime expert **Alan Kabel**, radio legend and WLTW (Lite FM)/New York midday personality **AI "Bernie" Bernstein** and perennial market-leading WMAS/Springfield, MA PD/morning host **Paul Cannon**.

R&R: How do you make the emotional connection with your audience?

PC: By being the listeners' favorite radio station and being their favorite personality. That only happens after working crowds at station events, talking to them about what interests them and being involved with their lives. Superserve your audience with contests that they find fun. Answer the phone in the studio. You'd be surprised how many jocks don't and how frustrating that can be to a listener on the other end. Even clearing your phones after you've gotten a winner can make a personal connection with your audience and will make a big impact simply because no one else does that type of customer-focused stuff.

AK: By being emotional. By expressing emotion and relating to the strong lyrics of the music with empathy and humor and by being a great listener. People can tell when you are listening. I try to make the listener the star by bringing out what they already have inside. They are funnier and more passionate than me, because when they call, they talk about what they are experiencing right then. I lead them and make them feel comfortable, then they open up.

AB: I like to relate to the common elements. I like to key into something a listener can identify with, something that will make them say, "Hey, I've done that before," something that would make the listener want to give me a high-five and say, "Wow, that's happened to me too." People are people. My job is to find out what makes them tick and relate it back to them based upon specific experiences they, too, have experienced.

I also like to relate the subject matter of the songs and identify the titles and artists. I realize that I have the ability to make people feel good about themselves. A successful personality should develop some kind of friendship with the audience and become the person they'd like to go on a date with,

play cards with or to go to the movies with. You have to become a buddy and develop a kinship.

R&R: Bob & Sheri, is it possible for you to define the chemistry of your show?

B&S: Chemistry can make or break your radio show. Some consultants think it can be created or manipulated by pairing a male and a female or putting together a cast of characters like *Friends* or building a Zoo. Then they'll sit back and watch in bafflement as their custom-built morning show falls apart.

Why? Because chemistry, like attraction, can't be forced.

It either exists or it doesn't, and no amount of consulting, cajoling or threatening can change this simple truth. Chemistry is wild and unpredictable. The most likely candidates refuse to be compatible while the oddest pairings turn into successful partnerships. How do you define it? I wish I had the answer. Chemistry defies control.

In the case of our show, our chemistry comes from the fact that Bob and I are genuinely interested in each other's lives. We're best friends off the air, so there is no need to switch on a persona when we switch on the mike. This is what our listeners say they hear, and they respond to it.

When individuals have chemistry, they share more than affection and respect. Their differences and similarities mesh in a way that makes both voices more appealing. It's about compatible gifts, shared sensibilities, trust and confidence. Two strong talents who share that kinetic bond in essence create a third persona on the show. And that elephant in the room is what keeps listeners coming back for more.

R&R: Al, share a few tricks you use to get into performance mindset.

AB: You have to leave all the worries and concerns of your personal life behind on the way to the studio. If you're not having a particularly good day, you have to remember that people are relying on you to entertain them and brighten their day. A trick I use before my first break — which establishes the show rhythm for me — is to picture myself somewhere in the Virgin Islands. It's 7am, the sun has just come up, and I'm about to jump into the water for a swim. Painting these kinds of pictures allows me to relieve tension

and, above all, avoid being uptight.

R&R: Do you use any special prep for your show?

PC: We use several sources for show prep, but most are used as thought-starters. We always try to take ideas and improve on them if we can. There are not many new ideas, but there are plenty of old ones that can be given a new twist.

AB: I watch the news and surf the TV channels the night before and listen to News radio in the morning. I also read the local newspapers on the train ride in, make sure I know the headlines on the front and back page and utilize my personal life experiences to bring my entire self to the microphone.

AK: I use the TV, Internet, newspapers, magazines such as *People* and whatever I can get my hands on. I listen to my wife and her girlfriends often and tell the stories on the air. There is never such a thing as too much prep. The more you know, the better, and the more you can tie yourself to what is top of mind now, the more relevant you appear. It is your unique view that separates you from someone else.

R&R: Al, what's the most rewarding thing about your job?

AB: The spontaneity of radio and the intimacy of radio are beautiful, but making people feel good really does it for me. If you get the chance to meet some of the people who listen to you on the radio, be sure you listen to them in return. There will always be that little certain something about those individuals that they want the world to know about them. Acknowledge what that something is, and make them feel good about themselves.

R&R: Alan, does doing a syndicated daypart differ greatly from doing a shift locally in a market?

AK: Not really, because the Jones Radio Network presentation allows us to be local by using the recorded breaks to promote station events, benchmarks, the morning show and local events. There is an incredible opportunity for the local station to use me in any way it chooses. I can be a complete staff member of the radio station. I think of myself as a staff member, and I'm proud to be a part of each and every radio station.

R&R: Paul, have you noticed a difference in today's AC listener?

PC: Music tastes are changing and


Alan Kabel

Paul Cannon

"You are a mirror on the radio, and you reflect back what most people feel by being yourself. If you don't want the listeners to say you talk too much, say something that captures their attention."

Alan Kabel

getting more contemporary, and so is the AC listener. Make sure you know about the hot artists hitting your format. Know what the big television shows and the latest movies are before the curve, and implement that knowledge at the appropriate time. Pepper your playlist with the correct amount of retro. That type of stuff is fine, but no one wants to be made to feel like a dinosaur. Don't assume that your listeners don't want to know about the hottest trends, even though they may not actually be trendsetters themselves.

R&R: Alan, do you treat listeners differently, and do they react differently, because you are not originating from their particular city?

AK: No. We are female-targeted, so I have always pictured one woman — the one I am talking to. Most listeners believe that I am right there in their market, but when they recognize that I am not, they don't really care. It's still all about show biz, entertainment and making the listener feel something so that you connect and become a habit or a friend to them.

R&R: Alan, can you define the expectations of today's Hot AC listeners?

AK: I think about CHR for adults, and adults are interested in music and movie stars, children, jobs, cars, makeup, clothes, vacations, relationships, marriage, animals, money and their parents. When you do a break over a record, it should make sense for the song; when it ties into the lyrics, that is real magic.

I hear most jocks talking about the same thing: what you can win, how you can win and what number to call. Listeners don't care about that because they know they won't win, and they don't bother to call. You've got to entertain them, romance them, humor them and tell them the names of the songs — that's it.

R&R: What are your tricks for being an informative and entertaining air personality without coming off too chatty?

PC: Know the exact target and demo you are talking to. Know the target audience that you want to attract and endear yourself to. Be sure to zero in on the topics that your audience finds entertaining. After you've researched the topics, edit yourself by eliminating repeated information and home in on what you think is the most usable and important subject matter to the audience. Keep your information easy to digest, with a single thought or topic.

After you've edited your material down, edit it again to get to the real meat of the subject. Use drops from TV shows and movies to help accentuate

your point. If at all possible, be sure to put a local twist on a national story. Just remember to get to the point while informing and entertaining.

AK: Word economy and mass appeal. Using the record ramp to paint a picture with the fewest words possible, and making certain that each listener will see that same picture in their heads. Also, tying in the experiences that we all have, such as a great kiss, a new car, a good friend or being cold after getting out of the pool. There are thousands of these relatables.

You are a mirror on the radio, and you reflect back what most people feel by being yourself. If you don't want the listeners to say you talk too much, say something that captures their attention. Every time the mike opens it is an opportunity to connect and to identify yourself in a uniquely entertaining way.


Bob & Sheri

R&R: Al, is there anyone you'd like to credit for their inspiration?

AB: Yes, WCBS/New York's Dan Daniel. We worked together on WYNY/New York in the late '70s, and I've picked up more from him about being relatable, natural and one-on-one than from anyone else. It's ironic that we are now on against each other, but we're still friends. I feel he does it better than anyone I've ever heard before.

Bill St. James (who currently voices for the Discovery Channel) is also an inspiration, as is Les Davis, who is really witty. He was the funniest and most intelligent personality I had ever heard. I believe he currently tapes a specialty jazz show for WQCD/New York.

Last but not least is, of course, my current PD, Jim Ryan, because, in regard to the questions you're asking me, if the music isn't in place, we aren't going anywhere. Jim is incredible at putting and tying music together here at Lite-FM. He is exceptional at weaving songs together, better than any of the other 19 New York PDs I've worked for. I'm blown away by his musical ability and by his being able to tie songs together. I swear he somehow manages to match the key of the song that's ending with that of the song that's starting.


Al Bernstein

August 9, 2002

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LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	CELINE DION A New Day Has Come (Epic)	2285	-120	277850	26	119/0
2	2	JOSH GROBAN To Where You Are (143/Reprise)	2250	-91	262756	19	114/0
3	3	FIVE FOR FIGHTING Superman (It's Not Easy) (Aware/Columbia)	2238	-74	272094	38	118/0
6	4	BRYAN ADAMS Here I Am (A&M/Interscope)	2086	+125	259972	11	109/1
4	5	DARYL HALL & JOHN OATES Do It For Love (BMG/Heritage)	2076	-28	274270	12	110/3
9	6	VANESSA CARLTON A Thousand Miles (A&M/Interscope)	1864	+163	273800	15	100/4
5	7	ENRIQUE IGLESIAS Hero (Interscope)	1857	-123	244914	42	119/0
7	8	MARC ANTHONY I Need You (Columbia)	1808	-151	221636	25	109/0
8	9	JO DEE MESSINA Bring On The Rain (Curb)	1653	-165	159726	26	105/0
10	10	LONESTAR I'm Already There (BNA)	1323	+16	167261	48	107/0
11	11	SHERYL CROW Soak Up The Sun (A&M/Interscope)	1316	+74	177588	13	77/3
12	12	CELINE DION I'm Alive (Epic)	1306	+74	225080	8	100/4
15	13	JAMES TAYLOR On The 4th Of July (Columbia)	1041	+252	127407	6	83/7
13	14	MICHAEL BOLTON Only A Woman Like You (Jive)	871	-102	97620	23	105/1
14	15	CAROLYN DAWN JOHNSON So Complicated (Arista)	828	-61	75698	21	89/0
18	16	JOHN MAYER No Such Thing (Aware/Columbia)	749	+124	110694	11	59/4
17	17	ELTON JOHN Original Sin (Rocket/Universal)	731	+79	136444	10	81/1
16	18	JENNIFER LOPEZ Alive (Epic)	569	-112	57896	13	64/0
19	19	MARC ANTHONY I've Got You (Columbia)	525	+23	102994	7	57/1
20	20	CALLING Wherever You Will Go (RCA)	512	+38	115632	17	30/2
21	21	TAMARA WALKER Angel Eyes (Curb)	501	+47	47968	9	68/0
22	22	BRUCE SPRINGSTEEN The Rising (Columbia)	447	+81	77216	4	47/7
24	23	BONNIE RAITT Silver Lining (Capitol)	438	+127	43936	2	70/8
23	24	NORAH JONES Don't Know Why (Blue Note/Virgin)	411	+95	51447	2	48/11
28	25	KATHY MATTEA They Are The Roses (Narada)	282	+27	21984	4	48/2
29	26	BEN GREEN Two To One (ASRC/Artemis)	279	+43	20440	3	37/2
25	27	LUTHER VANDROSS I'd Rather (J)	267	-41	100556	20	36/0
26	28	ENRIQUE IGLESIAS Escape (Interscope)	251	-44	85338	14	21/0
Debut	29	AVRIL LAVIGNE Complicated (Arista)	213	+43	42213	1	13/3
—	30	MICHELLE BRANCH All You Wanted (Maverick/WB)	202	+4	39106	4	15/1

121 AC reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 7/28-8/3. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs between No. 11 and No. 15 are moved to recurrent after 50 weeks. Songs below No. 15 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from the Arbitron Company (copyright 2002, The Arbitron Company). (C) 2002, R&R, Inc.

New & Active

STEVE HOLY Good Morning Beautiful (Curb)

Total Plays: 190, Total Stations: 32, Adds: 1

STEELY Simple Girl (NFE)

Total Plays: 172, Total Stations: 31, Adds: 0

CHER A Different Kind Of Love Song (Warner Bros.)

Total Plays: 167, Total Stations: 37, Adds: 6

SOLUNA For All Time (DreamWorks)

Total Plays: 164, Total Stations: 27, Adds: 4

KENNY G F/CHANTE MOORE One More Time (Arista)

Total Plays: 144, Total Stations: 36, Adds: 11

THE CORRS F/BONO When The Stars Go Blue (143/Lava/Atlantic)

Total Plays: 135, Total Stations: 17, Adds: 5

JIM BRICKMAN F/JANE KRAKOWSKI You (Windham Hill/RCA Victor)

Total Plays: 130, Total Stations: 49, Adds: 47

JACK RUSSELL For You (Knight)

Total Plays: 77, Total Stations: 20, Adds: 3

CHRIS EMERSON All Because Of You (Monomoy)

Total Plays: 39, Total Stations: 19, Adds: 7

LEANN RIMES Life Goes On (Curb)

Total Plays: 22, Total Stations: 15, Adds: 15

Songs ranked by total plays

Most Added

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ARTIST TITLE LABEL(S)	ADDS
J. BRICKMAN F/J. KRAKOWSKI You (Windham Hill/RCA Victor)	47
KELLIE COFFEY When You Lie Next To Me (BNA)	22
LEANN RIMES Life Goes On (Curb)	15
NORAH JONES Don't Know Why (Blue Note/Virgin)	11
KENNY G F/CHANTE MOORE One More Time (Arista)	11
SERAH Crazy Love (Great Northern)	10
BONNIE RAITT Silver Lining (Capitol)	8
JAMES TAYLOR On The 4th Of July (Columbia)	7
BRUCE SPRINGSTEEN The Rising (Columbia)	7
CHRIS EMERSON All Because Of You (Monomoy)	7
CHER A Different Kind Of Love Song (Warner Bros.)	6

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
JAMES TAYLOR On The 4th Of July (Columbia)	+252
BBMAK Back Here (Hollywood)	+215
VANESSA CARLTON A Thousand Miles (A&M/Interscope)	+163
BONNIE RAITT Silver Lining (Capitol)	+127
BRYAN ADAMS Here I Am (A&M/Interscope)	+125
JOHN MAYER No Such Thing (Aware/Columbia)	+124
KENNY G F/CHANTE MOORE One More Time (Arista)	+124
DIDO Thankyou (Arista)	+116
CHER A Different Kind Of Love Song (Warner Bros.)	+107
J. BRICKMAN F/J. KRAKOWSKI You (Windham Hill/RCA Victor)	+96

Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
MATCHBOX TWENTY If You're Gone (Lava/Atlantic)	1384
DIDO Thankyou (Arista)	1277
LEE ANN WOMACK I Hope You Dance (MCA/Universal)	1223
ENYA Only Time (Reprise)	1213
TRAIN Drops Of Jupiter (Tell Me) (Columbia)	1087
SAVAGE GARDEN I Knew I Loved You (Columbia)	913
FAITH HILL There You'll Be (Warner Bros.)	851
H. LEWIS & G. PALTROW Cruisin' (Hollywood)	850
'N SYNC This I Promise You (Jive)	838
FAITH HILL The Way You Love Me (Warner Bros.)	831
UNCLE KRACKER Follow Me (Top Dog/Lava/Atlantic)	766
CELINE DION That's The Way It Is (Epic)	752
LEANN RIMES I Need You (Curb)	729

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America's Best Testing AC Songs 12+
For The Week Ending 8/9/02.

Artist Title (Label)	TW	LW	Familiarity	Burn	TD	Familiarity	Burn
CELINE DION I'm Alive (Epic)	4.03	4.14	89%	19%	3.99	91%	21%
MATCHBOX TWENTY If You're Gone (Lava/Atlantic)	3.98	3.89	95%	40%	4.02	95%	39%
CELINE DION A New Day Has Come (Epic)	3.95	3.99	98%	30%	3.91	98%	29%
JOSH GROBAN To Where You Are (143/Reprise)	3.95	4.02	85%	20%	4.00	85%	19%
HALL & OATES Do It For Love (BMG Heritage)	3.93	4.03	81%	15%	3.99	82%	14%
BRYAN ADAMS Here I Am (A&M/Interscope)	3.92	4.00	87%	13%	3.96	90%	11%
CALLING Wherever You Will Go (RCA)	3.89	3.88	87%	25%	3.92	85%	24%
LONESTAR I'm Already There (BNA)	3.85	4.02	97%	38%	3.96	98%	36%
FIVE FOR FIGHTING Superman (It's Not Easy) (Aware/Columbia)	3.84	3.85	95%	36%	3.79	94%	35%
ENRIQUE IGLESIAS Hero (Interscope)	3.83	3.80	98%	42%	3.85	99%	42%
ENRIQUE IGLESIAS Escape (Interscope)	3.78	3.78	87%	23%	3.88	87%	21%
MARC ANTHONY I Need You (Columbia)	3.78	3.79	94%	30%	3.91	93%	29%
SHERYL CROW Soak Up The Sun (A&M/Interscope)	3.78	3.74	92%	25%	3.82	91%	23%
VANESSA CARLTON A Thousand Miles (A&M/Interscope)	3.75	3.85	84%	24%	3.77	81%	22%
LUTHER VANDROSS I'd Rather (J)	3.75	3.75	74%	17%	3.84	77%	15%
JOHN MAYER No Such Thing (Aware/Columbia)	3.75	3.79	65%	11%	3.81	63%	10%
MARC ANTHONY I've Got You (Columbia)	3.72	3.76	83%	19%	3.81	84%	16%
ELTON JOHN Original Sin (Rocket/Universal)	3.63	3.76	73%	16%	3.67	76%	15%
MICHAEL BOLTON Only A Woman Like You (Jive)	3.60	3.71	88%	26%	3.67	90%	26%
JO DEE MESSINA Bring On The Rain (Curb)	3.59	3.63	87%	29%	3.60	90%	29%
MICHELLE BRANCH All You Wanted (Maverick/WB)	3.58	3.71	71%	19%	3.58	68%	17%
GARTH BROOKS When You Come Back To Me Again (Capitol)	3.52	3.72	62%	17%	3.63	65%	15%
CAROLYN DAWN JOHNSON Complicated (Arista)	3.50	3.60	73%	21%	3.52	72%	20%
AVRIL LAVIGNE Complicated (Arista)	3.49	-	67%	18%	3.55	63%	16%
BRUCE SPRINGSTEEN The Rising (Columbia)	3.48	3.50	54%	11%	3.42	50%	12%
TAMARA WALKER Angel Eyes (Curb)	3.37	3.44	53%	14%	3.44	56%	12%
JAMES TAYLOR On The 4th Of July (Columbia)	3.37	3.55	59%	18%	3.41	60%	15%
JENNIFER LOPEZ Alive (Epic)	3.25	3.32	73%	26%	3.24	74%	26%
BONNIE RAITT Silver Lining (Capitol)	3.24	-	42%	12%	3.35	44%	12%
KATHY MATTEA They Are The Roses (Narada)	3.24	-	41%	11%	3.29	46%	12%

Total sample size is 295 respondents. 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. Sample composition is based on persons 12+. TD = Target Demo (Females 25-54). Persons are screened via the Internet. Once passed, they can take the music test based on their format/music preference. RateTheMusic.com results are not meant to replace callout research. The results are intended to show opinions of participants on the Internet only. RateTheMusic is a registered trademark of RateTheMusic.com. The RTM system is available for local radio stations by calling 818/377-5300. RateTheMusic.com data is provided by Mediabase Research, A division of Premiere Radio Networks.

Indicator

Most Added®

- NORAH JONES Don't Know Why (Blue Note/Virgin)
- BRUCE SPRINGSTEEN The Rising (Columbia)
- JIM BRICKMAN F/JANE KRAKOWSKI You (Windham Hill/RCA Victor)
- JOHN MAYER No Such Thing (Aware/Columbia)
- LONESTAR I'm Already There (BNA)
- KENNY G F/CHANTE MOORE One More Time (Arista)
- MICHAEL DAMIAN Shadows In The Night (Modern Voices/Weir Bros.)
- VANESSA CARLTON Ordinary Day (A&M/Interscope)
- LEANN RIMES Life Goes On (Curb)

PLEASE SEND YOUR PHOTOS

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

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

R&R c/o Mike Davis:
10100 Santa Monica Blvd., 3rd Floor
Los Angeles, CA 90067

Reporters

<p>WYJB/Albany, NY * OM: Michael Morgan PD: Chris Holmberg MD: Chad O'Hara No Adds</p> <p>KMGA/Albuquerque, NM * No Adds MD: Jenna James</p> <p>WLEW/Allentown, PA * PD: Chuck Gelger APDMD: Sam Malone No Adds</p> <p>KYMG/Anchorage, AK MD: Dave Flavin 4 BRUCE SPRINGSTEEN "Rising" 2 NORAH JONES "Know"</p> <p>WPCB/Atlanta, GA * PD: Dave Dillon 7 JAMES TAYLOR "July" 1 NORAH JONES "Know"</p> <p>WFPG/Atlantic City, NJ * PD: Gary Guide MD: Marlene Aqua 1 BRICKMAN F/KRAKOWSKI "You"</p> <p>WBBQ/Augusta, GA * PD: John Patrick No Adds</p> <p>KKM/Austin, TX * PD: Alex O'Neil MD: Shelly Knight No Adds</p> <p>KGFM/Bakersfield, CA * OM: Bob Lewis PDMD: Chris Edwards Kenny G F/C. Moore "Time"</p> <p>KKDJ/Bakersfield, CA * PDMD: Kenn McCloud 2 SHERYL CROW "Soak" 1 BRICKMAN F/KRAKOWSKI "You"</p> <p>WLIF/Baltimore, MD * MD: Mark Thoner No Adds</p> <p>WBEE/Baton Rouge, LA * PD: Don Gossett MD: Michelle Southern KELLIE COFFEY "Lie" LEANN RIMES "Life" SERAH "Crazy" BRICKMAN F/KRAKOWSKI "You"</p> <p>WMJY/Biloxi-Gulfport, MS * PD: Walter Brown 8 MARC ANTHONY "Got" 1 BRICKMAN F/KRAKOWSKI "You" 1 SOLUNA "Time" KELLIE COFFEY "Lie" CHRIS EMERSON "Because" SERAH "Crazy" JACK RUSSELL "For" TRACY LYONS "Love"</p> <p>WYSF/Birmingham, AL * PD: Jeff Tyson APDMD: Valerie Vining LEANN RIMES "Life"</p> <p>KKLT/Boise, ID * PD: Tobin Jeffries 1 BRICKMAN F/KRAKOWSKI "You" 1 NORAH JONES "Know"</p>	<p>WMJX/Boston, MA * PD: Don Kelly APD: Candy O'Terry MD: Mark Lawrence THE CORRS "Blue" HALL & OATES "Love"</p> <p>WEBE/Bridgeport, CT * PD: Curtis Hanson MD: Denny Lyons 9 JAMES TAYLOR "July" WEZN/Bridgeport, CT * PDMD: Steve Marcus No Adds</p> <p>WJYE/Buttalo, NY * PD: Joe Chille 1 BRICKMAN F/KRAKOWSKI "You" 1 VANESSA CARLTON "Miles"</p> <p>WHBC/Canton, OH * PD: Terry Simmons MD: Kayleigh Kriss 1 BRICKMAN F/KRAKOWSKI "You"</p> <p>WSUY/Charleston, SC * PD: Loyd Ford MD: Randy Wilcox No Adds</p> <p>WDEF/Chattanooga, TN * PD: Danny Howard LEANN RIMES "Life" BRICKMAN F/KRAKOWSKI "You"</p> <p>WLIT/Chicago, IL * PD: Bob Kaake MD: Eric Richeke No Adds</p> <p>WNND/Chicago, IL * PD: Mark Hamlin MD: Haynes Johns 12 BRICKMAN F/KRAKOWSKI "You"</p> <p>WRMR/Cincinnati, OH * OM/MD: T.J. Holland APDMD: Ted Morro 2 KELLIE COFFEY "Lie"</p> <p>WDOO/Cleveland, OH * PD: Scott Miller 1 BRICKMAN F/KRAKOWSKI "You" KELLIE COFFEY "Lie"</p> <p>KKLI/Colorado Springs, CO * PD: Jack Hamilton MD: Joel Navarro No Adds</p> <p>WTCB/Columbia, SC * PDMD: Brent Johnson 3 LEANN RIMES "Life" 3 DARIUS RUCKER "Wild" 2 BRUCE SPRINGSTEEN "Rising" 2 BRICKMAN F/KRAKOWSKI "You"</p> <p>WAJL/Fl. Wayne, IN * OM: Leo Tobin PD: Barb Richards MD: Jim Barron 3 BRICKMAN F/KRAKOWSKI "You" AVRIL LAVIGNE "Complicate" TRACY LYONS "Love"</p> <p>WSNY/Columbus, OH * PD: Jeff Tyson MD: Steve Cherry No Adds</p> <p>KKBA/Corpus Christi, TX * PD: Jason Reed No Adds</p>	<p>KVIL/Dallas-Ft. Worth, TX * PD: Don Johnson 3 LEANN RIMES "Life" CHER "Different"</p> <p>WLQT/Dayton, OH * PDMD: Sandy Collins No Adds</p> <p>KOSI/Denver-Boulder, CO * PD: Rick Martini APDMD: Steve Hamilton BRICKMAN F/KRAKOWSKI "You" KELLIE COFFEY "Lie" NORAH JONES "Know" JACK RUSSELL "For"</p> <p>KLTV/Des Moines, IA * PDMD: Tim White 1 BRICKMAN F/KRAKOWSKI "You" 1 CELINE DION "Ave"</p> <p>WNIC/Detroit, MI * PD: Lori Bennett No Adds</p> <p>WOOD/Dothan, AL GMPD: Leigh Simpson KENNY G F/C. MOORE "Time" LEANN RIMES "Life" BRICKMAN F/KRAKOWSKI "You"</p> <p>KTSM/El Paso, TX * PDMD: Bill Toke APD: Sam Cassiano BRICKMAN F/KRAKOWSKI "You" JOHN MAYER "Such" LEANN RIMES "Life"</p> <p>WKY/Evansville, IN PDMD: Mark Baker BRUCE SPRINGSTEEN "Rising"</p> <p>KEZA/Fayetteville, AR PD: Chip Arledge No Adds</p> <p>WCRZ/Flint, MI * OM/MD: J. Patrick MD: George McIntyre No Adds</p> <p>KTRR/Fl. Collins, CO * PDMD: Mark Callaghan CHER "Different" NORAH JONES "Know" KENNY G F/C. MOORE "Time"</p> <p>WGYL/Ft. Pierce, FL * PD: Mike Fitzgerald APDMD: Juan O'Reilly 1 BRICKMAN F/KRAKOWSKI "You" KELLIE COFFEY "Lie" SERAH "Crazy"</p> <p>WAJL/Fl. Wayne, IN * OM: Leo Tobin PD: Barb Richards MD: Jim Barron 3 BRICKMAN F/KRAKOWSKI "You" AVRIL LAVIGNE "Complicate" TRACY LYONS "Love"</p> <p>WAFY/Frederick, MD MD: Norman Henry Schmidt BRICKMAN F/KRAKOWSKI "You" MICHAEL DAMIAN "Stations" VANESSA CARLTON "Ordinary"</p>	<p>WKTK/Gainesville, FL * PD: Briton Jon APD: Kevin Ray 1 BRICKMAN F/KRAKOWSKI "You"</p> <p>WLHT/Grand Rapids, MI * PD: Bill Bailey APDMD: Mary Turner 2 BRICKMAN F/KRAKOWSKI "You" 1 AVRIL LAVIGNE "Complicate" KATHY MATTEA "Roses"</p> <p>WOOD/Grand Rapids, MI * PD: John Patrick No Adds</p> <p>WMAG/Greensboro, NC * PDMD: Nick Allen 1 BRICKMAN F/KRAKOWSKI "You" 1 VANESSA CARLTON "Miles"</p> <p>WMYI/Greenville, SC * PD: Greg McKinney 9 JAMES TAYLOR "July" JOHN MAYER "Such"</p> <p>WSPA/Greenville, SC * GMPD: Leigh Simpson KELLIE COFFEY "Lie" CHRIS EMERSON "Because" CHRIS EMERSON "Because"</p> <p>WRCH/Hartford, CT * PD: Allan Camp MD: Joe Hann 6 BRICKMAN F/KRAKOWSKI "You" 2 KELLIE COFFEY "Lie"</p> <p>KRTR/Honolulu, HI * PD: Wayne Marla MD: Chris Hart WHITNEY HOUSTON "Whatchu" SERAH "Crazy"</p> <p>KSSK/Honolulu, HI * PDMD: Paul Wilson No Adds</p> <p>WAHR/Huntsville, AL * PD: Rob Harder MD: Bonny O'Brien KELLIE COFFEY "Lie" CHRIS EMERSON "Because" GLORIA GAYNOR "Knew" TRACY LYONS "Love" SERAH "Crazy" BRUCE SPRINGSTEEN "Rising"</p> <p>WTP/Indianapolis, IN * PD: Gary Havens MD: Steve Cooper BRICKMAN F/KRAKOWSKI "You"</p> <p>WXKB/Indianapolis, IN * PD: Greg Durkin APDMD: Jim Cerone NORAH JONES "Know"</p> <p>WTFM/Indianapolis, IN * VP/Prog: Mark E. McKinney KELLIE COFFEY "Lie" TRACY LYONS "Love"</p> <p>WKYE/Johnstown, PA PD: Jack Michaels MD: Brian Wolfe No Adds</p> <p>WOLR/Kalamazoo, MI OM: Ken Lanphear PD: Brian Wertz No Adds</p>	<p>KSRC/Kansas City, MO * OM/MD: Jon Zellner MD: Jeanne Ashley BRICKMAN F/KRAKOWSKI "You"</p> <p>KUDL/Kansas City, MO * PD: Dan Hurst 1 BRICKMAN F/KRAKOWSKI "You" 1 NORAH JONES "Know" 1 BONNIE RAITT "Lining"</p> <p>WJXB/Knoxville, TN * PDMD: Vance Dillard 2 BRICKMAN F/KRAKOWSKI "You" KENNY G F/C. MOORE "Time"</p> <p>KTOY/Lafayette, LA * MD: C.J. Clements MD: Steve Wiley 1 ELTON JOHN "Sin" JOE COCKER "Niles"</p> <p>WFMK/Lansing, MI * PD: Chris Reynolds KELLIE COFFEY "Lie" BRICKMAN F/KRAKOWSKI "You" LEANN RIMES "Life" SERAH "Crazy"</p> <p>KMZQ/Las Vegas, NV * OM/MD: Cat Thomas No Adds</p> <p>KSNE/Las Vegas, NV * OM: Cat Thomas MD: Tom Chase MD: John Berry 23 BRYAN ADAMS "Here" 16 CELINE DION "Ave" 5 JAMES TAYLOR "July"</p> <p>KBIG/Los Angeles, CA * PD: Jhani Kaye APDMD: Robert Archer No Adds</p> <p>KOST/Los Angeles, CA * PD: Jhani Kaye APDMD: Stella Schwartz 7 VANESSA CARLTON "Miles" 1 NORAH JONES "Know"</p> <p>WVEZ/Louisville, KY * APDMD: Joe Fedele No Adds</p> <p>WPEZ/Macon, GA PD: Laura Worth No Adds</p> <p>WNGM/Madison, WI * VP/Prog: Pat O'Neill APDMD: Mark Van Allen 3 BRUCE SPRINGSTEEN "Rising" DAVE MATTHEWS BAND "Going" BONNIE RAITT "Lining"</p> <p>KVLY/McAllen, TX * PDMD: Alex Duran 16 MICHELLE BRANCH "Wanted" 11 THE CORRS "Blue" 8 CELS VS. JAL "Lie" KELLIE COFFEY "Lie" CHRIS EMERSON "Because" GLORIA GAYNOR "Knew" WHITNEY HOUSTON "Whatchu"</p>	<p>WLRQ/Melbourne, FL * PD: Jeff McKeel 2 BRICKMAN F/KRAKOWSKI "You" KELLIE COFFEY "Lie" KENNY G F/C. MOORE "Time" SERAH "Crazy"</p> <p>WRWR/Memphis, TN * OM: Jerry Dean PDMD: Kay Manley No Adds</p> <p>WMGQ/Middlesex, NJ * PD: Tim Tefft MD: Lou Russo 8 MICHAEL BOLTON "Only" JOHN MAYER "Such" BONNIE RAITT "Lining" SERAH "Crazy"</p> <p>WTKI/Milwaukee, WI * OM: Rick Belcher PD: Bob Walker No Adds</p> <p>WLTQ/Milwaukee, WI * PDMD: Stan Atkinson 3 BRICKMAN F/KRAKOWSKI "You" KELLIE COFFEY "Lie" LEANN RIMES "Life"</p> <p>WLTE/Minnneapolis, MN * PDMD: Gary Nolan 1 BRICKMAN F/KRAKOWSKI "You" CHRIS EMERSON "Because" JACK RUSSELL "For"</p> <p>WMXC/Mobile, AL * PD: Dan Mason MD: Mary Booth 3 BRUCE SPRINGSTEEN "Rising" 3 BRICKMAN F/KRAKOWSKI "You"</p> <p>KJSM/Modesto, CA * PDMD: Gary Michaels No Adds</p> <p>WOBM/Monmouth-Ocean, NJ * PD: Jhani Kaye 1 BRICKMAN F/KRAKOWSKI "You" 1 BONNIE RAITT "Lining"</p> <p>KWAV/Monterey-Salinas, CA * PDMD: Bernie Moody 1 BRICKMAN F/KRAKOWSKI "You" KELLIE COFFEY "Lie" SERAH "Crazy" THE CORRS "Blue" 2 "Angel"</p> <p>WALK/Nassau-Suffolk, NY * PDMD: Rob Miller No Adds</p> <p>WKJY/Nassau-Suffolk, NY * PD: Bill George MD: Jodi Vale BRICKMAN F/KRAKOWSKI "You" GLORIA GAYNOR "Knew"</p> <p>WLMG/New Orleans, LA * PDMD: Steve Suter BRICKMAN F/KRAKOWSKI "You"</p> <p>WLTW/New York, NY * OM: Jim Ryan 2 SOLUNA "Time"</p> <p>WWOE/Norfolk, VA * OM/MD: Don London APDMD: Jeff Moreau No Adds</p>	<p>KMGL/Oklahoma City, OK * PD: Jeff Couch MD: Steve O'Brien NORAH JONES "Know" LEANN RIMES "Life"</p> <p>KEFM/Omaha, NE * PDMD: Steve Albertsen APD: Jeff Larson No Adds</p> <p>7 JAMES TAYLOR "July" BONNIE RAITT "Lining" BRUCE SPRINGSTEEN "Rising"</p> <p>WMGF/Oroville, FL * PD: Ken Payne MD: Brenda Matthews 2 BRICKMAN F/KRAKOWSKI "You" KELLIE COFFEY "Lie" KENNY G F/C. MOORE "Time"</p> <p>WMEZ/Pensacola, FL * PDMD: Kevin Peterson 2 BRICKMAN F/KRAKOWSKI "You" KATHY MATTEA "Roses"</p> <p>WBEB/Philadelphia, PA * PD: Chris Conley No Adds</p> <p>KEZS/Phoenix, AZ * PD: Shaun Holly No Adds</p> <p>KKLT/Phoenix, AZ * PD: Ken Payne 15 LEANN RIMES "Life"</p> <p>WLJT/Pittsburgh, PA * PD: Chuck Stevens KELLIE COFFEY "Lie"</p> <p>WSHH/Pittsburgh, PA * APDMD: Ron Antill 1 CHRIS EMERSON "Because"</p> <p>WHOM/Portland, ME PD: Tim Moore No Adds</p> <p>KKCW/Portland, OR * PDMD: Bill Minkler MD: Dave Horn 16 NORAH JONES "Know"</p> <p>WWLI/Providence, RI * PDMD: Tom Holt CALLING "Wherever" CHER "Different" LEANN RIMES "Life"</p> <p>WRAL/Raleigh-Durham, NC * OM/MD: Joe Wade Formicola MD: Jim Kelly No Adds</p> <p>WRSN/Raleigh-Durham, NC * PD: Bob Bronson MD: Kenny G 1 BRICKMAN F/KRAKOWSKI "You" 1 KELLIE COFFEY "Lie"</p> <p>KRNO/Reno, NV * PD: Dan Fritz 1 VANESSA CARLTON "Miles" 2 BRICKMAN F/KRAKOWSKI "You" 1 CHRIS EMERSON "Because"</p> <p>WTVR/Richmond, VA * PD: Bill Cahill 10 NORAH JONES "Know"</p>	<p>WSLQ/Roanoke-Lynchburg, VA * MD/MD: Dick Daniels BONNIE RAITT "Lining"</p> <p>WRMM/Rochester, NY * MD: Terese Taylor No Adds</p> <p>WGBF/Rockford, IL PDMD: Anthony Bannon No Adds</p> <p>KGBY/Sacramento, CA * PDMD: Brad Waldo 3 HALL & OATES "Love" 2 SHERYL CROW "Soak" 1 BEN GREEN "Two" BRICKMAN F/KRAKOWSKI "You" KATHY MATTEA "Roses"</p> <p>KYMX/Sacramento, CA * Dir/Prog: Mark Evans PD: Bryan Jackson MD: Dave Diamond No Adds</p> <p>KEZS/Salt Lake City, UT * PD: Smokey Rivers MD: Jim Doyle No Adds</p> <p>KBEE/Salt Lake City, UT * PD: Rusky Keys LEANN RIMES "Life"</p> <p>KSF/Salt Lake City, UT * OM/MD: Alan Hague APDMD: Lance Balance BRICKMAN F/KRAKOWSKI "You" KENNY G F/C. MOORE "Time"</p> <p>KOXT/San Antonio, TX * PD: Ed Scarborough MD: Tom Graye 2 BRICKMAN F/KRAKOWSKI "You" CELINE DION "Ave" KENNY G F/C. MOORE "Time"</p> <p>KBAY/San Jose, CA * PD: Jim Murphy MD: Bob Koitz No Adds</p> <p>KLSY/Seattle-Tacoma, WA * PD: Tony Coles MD: Daria Thomas LEANN RIMES "Life"</p> <p>KRWV/Seattle-Tacoma, WA * PD: Tony Coles MD: Laura Dane 1 BRICKMAN F/KRAKOWSKI "You"</p> <p>KVKI/Shreveport, LA * PD: Stephanie Huffman 2 BRICKMAN F/KRAKOWSKI "You" KELLIE COFFEY "Lie"</p> <p>WNSN/South Bend, IN PDMD: Jim Roberts 10 NORAH JONES "Know"</p> <p>KISC/Spokane, WA * PD: Rob Harder MD: Dawn Marcel CALLING "Wherever"</p>	<p>KXLY/Spokane, WA * MD: Beau Tyler MD: Steve Knight 6 BRUCE SPRINGSTEEN "Rising" BONNIE RAITT "Lining"</p> <p>WMAS/Springfield, MA * PD: John McCrae MD: Rob Anthony 2 HALL & OATES "Love" AVRIL LAVIGNE "Complicate"</p> <p>KGBA/Springfield, MO PD: Paul Kelley APDMD: Dave Roberts 14 LONESTAR "Already" JOHN MAYER "Such"</p> <p>KJOY/Stockton, CA * PD: Julie Logan 1 SHERYL CROW "Soak" KELLIE COFFEY "Lie" SERAH "Crazy" BRUCE SPRINGSTEEN "Rising"</p> <p>WMTX/Tampa, FL * PD: Tony Florentino MD: Bobby Hill No Adds</p> <p>WRVF/Toledo, OH * PD: Cary Pal MD: Mark Andrews BRICKMAN F/KRAKOWSKI "You" JAMES TAYLOR "July"</p> <p>WJBR/Wilmington, DE * MD: Michael Waite MD: Katy Hill 2 NORAH JONES "Know" LEANN RIMES "Life"</p> <p>WGN/Wilmington, NC PD: Mike Farrow MD: Craig Thomas No Adds</p> <p>WRSR/Worcester, MA * PD: Steve Peck MD: Jackie Brush 9 JAMES TAYLOR "July" 2 BRICKMAN F/KRAKOWSKI "You" KELLIE COFFEY "Lie"</p> <p>WARM/York, PA * PD: Kelly West MD: Rick Sten 1 BRICKMAN F/KRAKOWSKI "You"</p>
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* Monitored Reporters
138 Total Reporters

121 Total Monitored

17 Total Indicator
14 Current Indicator Playlists

Did Not Report, Playlist Frozen (2):
WSWT/Peoria, IL
KSBL/Santa Barbara, CA

Did Not Report For Two Consecutive Weeks; Data Not Used (1):
WXKC/Erie, PA



We started playing Josh Groban's "To Where You Are" at Christmas, and it still receives phones every time it's played. We recently switched to the remix. • It's great to have records with tempo and texture from superstars, like Hall & Oates' "Do It for Love," Celine Dion's "I'm Alive" and Bryan Adams' "Here I Am." Add those to the CHR crossovers from Sheryl Crow

("Soak Up the Sun") and Vanessa Carlton ("A Thousand Miles"), and there is no reason your AC should sound sluggish. • Kathy Mattea is from Charleston, so we are having success with "They Are the Roses," a song about cherishing children — very appropriate, considering the recent abductions making news. If you are like me and lament the fact that Billy Joel hasn't had a true hit since 1994, then you might want to check out *An All-Star Tribute to Brian Wilson*, the TNT TV special that is now on DVD. I dubbed the Billy Joel performance of "Don't Worry, Baby" and have had lots of success with it. • From the brand-new stack: The Corrs with Bono's "When the Stars Go Blue" and Darius Rucker's "Wild One," which has a cool Bobby Caldwell feel, have me the most excited.

Avril Lavigne's "Complicated" (Arista) sits in the No.1 spot for the third consecutive week ... **The Goo Goo Dolls'** "Big Machine" (Warner Bros.) continues its rocket ride, as it moves 24-19* and bests better than half the chart in less than three weeks. It also snags most increased Hot AC honors again (up 332 plays). Debbie Cerchione and crew continue solid growth, with **Michelle Branch's** "Goodbye to You" (Maverick/WB) also heading north, 31-26* ... Great article in August's *Time* magazine about **Bruce Springsteen & The E Street Band**, who move 17-15* with the "The Rising," which rises an additional 223 plays ... **Norah Jones**, who's enjoying dual chart action with "Don't Know Why" (BlueNote/Virgin), moves 19-16* ... **Creed's** "One Last Breath" (Wind-up) takes over the No. 9 spot ... Debuting this week: **Pink** "Just Like a Pill" (Arista) ... During a very tight chart week at AC, **James Taylor's** "On the 4th of July" continues to prove it's more than just a holiday tune; for the second week in a row it nabs most increased honors. It picks up 252 plays and moves 15-13* ... **Vanessa Carlton's** "A Thousand Miles" (A&M/Interscope) moves 9-6* ... **Hall & Oates'** "Do It for Love" (BMG/Heritage) shows ample strength with men, testing No.1 25-34 (Pop Score) in Rate the Music ... Avril Lavigne makes her AC debut at No. 29 with "Complicated."



— Kid Kelly, AC/Hot AC Editor

artist activity

ARTIST: Hall & Oates
LABEL: BMG/Heritage

By **KID KELLY**/AC-HOT AC EDITOR

Hall & Oates: Their names say it all. Since Daryl Hall and John Oates met as students at Philadelphia's Temple University in the '70s, they've sold millions of albums and become one of the most recognizable duos in the history of pop music. Throughout the '80s their music provided perfect songs for the special moments in the lives of millions of people.

In case you hadn't noticed, Hall & Oates' song for *this* moment is called "Do It for Love," and, as of this writing, it's at No. 4 on the R&R AC chart and just a few plays away from moving up to No. 1. Yes, that's a very real possibility; not bad for a pair of musical icons whom many industry experts had considered to be as over as the dot-com boom.

Though, like any blue chip stock, Hall & Oates have seen some ups and downs, right now they're once again proving their musical worth, and the public is cashing in on their trademark style and soulful sound.



Hall & Oates

With their current chart status, even a WorldCom accountant could see that Hall & Oates are back.

I decided to look around a few fan websites and message boards, and what I found was a rabidly loyal and very vocal bunch wanting to hear more of their favorites on the radio in their hometowns. Many fans are upset that the artists they grew up with are not receiving attention from radio.

It doesn't take a lot of library testing or market research to see that Hall & Oates still hold a place in the hearts of many adult radio listeners. Ask today's adult women — or men — how they feel about Hall & Oates, and you'll invariably get a big thumbs-up. The duo offer a proven formula for success, complete with a built-in comfort zone and a fan base already in place. It's refreshing to know that H&O still have what it takes to survive and thrive. Refreshing — but not surprising.

TELL US WHAT YOU THINK!

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R&R Hot AC Top 40

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August 9, 2002

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	AVRIL LAVIGNE Complicated (Arista)	3931	+84	404436	17	87/0
2	2	SHERYL CROW Soak Up The Sun (A&M/Interscope)	3495	-20	337898	24	86/0
3	3	JIMMY EAT WORLD The Middle (DreamWorks)	3380	+14	346257	21	83/0
6	4	JOHN MAYER No Such Thing (Aware/Columbia)	2972	+27	307164	25	81/0
5	5	C. KROEGER F.J. SCOTT Hero (Roadrunner/Columbia/IDJMG)	2930	-9	262787	13	78/0
4	6	VANESSA CARLTON A Thousand Miles (A&M/Interscope)	2918	-155	295535	23	82/0
7	7	CALLING Wherever You Will Go (RCA)	2463	-67	257684	46	83/0
8	8	DAVE MATTHEWS BAND Where Are You Going (RCA)	2363	+42	241806	12	82/1
10	9	CREED One Last Breath (Wind-up)	2195	+159	171927	11	74/2
11	10	NO DOUBT Hella Good (Interscope)	2044	+26	179119	15	60/1
9	11	NICKELBACK How You Remind Me (Roadrunner/IDJMG)	1971	-84	185059	40	79/0
12	12	PUDDLE OF MUDD Blurry (Flawless/Geffen/Interscope)	1778	-47	184194	28	59/0
14	13	JACK JOHNSON Flake (Enjoy/Universal)	1726	+81	183801	13	70/1
13	14	MICHELLE BRANCH All You Wanted (Maverick/WB)	1635	-80	176392	30	63/0
17	15	BRUCE SPRINGSTEEN The Rising (Columbia)	1329	+155	156177	6	68/3
19	16	NORAH JONES Don't Know Why (Blue Note/Virgin)	1296	+191	139539	7	63/3
18	17	ALANIS MORISSETTE Precious Illusions (Maverick/Reprise)	1295	+109	108901	9	64/0
16	18	PINK Don't Let Me Get Me (Arista)	1240	-110	107704	16	37/0
24	19	GOO GOO DOLLS Big Machine (Warner Bros.)	1201	+332	130049	3	74/8
21	20	DIRTY VEGAS Days Go By (Capitol)	1116	+93	98079	9	52/1
20	21	THE CORRS F/BONO When The Stars Go Blue (143/Lava/Atlantic)	1059	-50	122822	14	55/0
23	22	OUR LADY PEACE Somewhere Out There (Columbia)	1050	+147	100239	8	55/4
22	23	DISHWALLA Somewhere In The Middle (Immergent)	877	-22	58579	13	47/0
27	24	ELVIS VS. JXL A Little Less Conversation (RCA)	761	+77	68322	4	37/2
25	25	COUNTING CROWS American Girls (Geffen/Interscope)	725	-113	75187	11	52/0
31	26	MICHELLE BRANCH Goodbye To You (Maverick/WB)	719	+182	45736	3	49/6
29	27	311 Amber (Volcano)	689	+62	57521	6	34/4
32	28	BBMAK Out Of My Heart (Into Your...) (Hollywood)	617	+87	59069	5	34/1
34	29	SPLENDER Save It For Later (J)	501	+51	38659	4	37/1
30	30	NICKELBACK Too Bad (Roadrunner/IDJMG)	501	-33	31391	13	15/0
26	31	DROPLINE Fly Away From Here (...Day) (143/Reprise)	485	-234	33937	12	44/0
36	32	COLDPLAY In My Place (Capitol)	468	+92	44628	3	32/4
33	33	SEVEN AND THE SUN Walk With Me (Atlantic)	449	-65	40299	8	31/0
40	34	DUNCAN SHEIK On A High (Atlantic)	443	+115	59643	2	37/2
35	35	ENRIQUE IGLESIAS Escape (Interscope)	439	-2	68012	13	9/0
Debut	36	PINK Just Like A Pill (Arista)	408	+96	29310	1	14/2
37	37	JEWEL This Way (Atlantic)	398	+28	34943	2	26/1
28	38	RUBYHORSE Sparkle (Island/IDJMG)	362	-311	29401	14	39/0
38	39	CAROLYN DAWN JOHNSON So Complicated (Arista)	357	-13	26009	6	27/0
Debut	40	JENNIFER LOVE HEWITT BareNaked (Jive)	346	+48	25450	1	31/2

88 Hot AC reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 7/28-8/3. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 15 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from the Arbitron Company (copyright 2002, The Arbitron Company). (C) 2002, R&R, Inc.

Most Added

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ARTIST TITLE LABEL(S)	ADDS
SHERYL CROW Steve McQueen (A&M/Interscope)	31
DANA GLOVER Thinking Over (DreamWorks)	11
LEANN RIMES Life Goes On (Curb)	11
GOO GOO DOLLS Big Machine (Warner Bros.)	8
SILVERCRUSH Who Is Me? (Redline)	8
JOHN MAYER Your Body Is A Wonderland (Aware/Columbia)	8
MICHELLE BRANCH Goodbye To You (Maverick/WB)	6
STRETCH PRINCESS Freakshow (Wind-up)	6
SCAPEGOAT WAX Lost Cause (Hollywood)	6

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
GOO GOO DOLLS Big Machine (Warner Bros.)	+332
NORAH JONES Don't Know Why (Blue Note/Virgin)	+191
MICHELLE BRANCH Goodbye To You (Maverick/WB)	+182
CREED One Last Breath (Wind-up)	+159
NINE DAYS Good Friend (Epic)	+158
BRUCE SPRINGSTEEN The Rising (Columbia)	+155
OUR LADY PEACE Somewhere Out There (Columbia)	+147
DUNCAN SHEIK On A High (Atlantic)	+115
ALANIS MORISSETTE Precious Illusions (Maverick/Reprise)	+109
PINK Just Like A Pill (Arista)	+96

Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
TRAIN Drops Of Jupiter (Tell Me) (Columbia)	1443
LIFHOUSE Hanging By A Moment (DreamWorks)	1380
GOO GOO DOLLS Here Is Gone (Warner Bros.)	1298
FIVE FOR FIGHTING Superman... (Aware/Columbia)	1224
JEWEL Standing Still (Atlantic)	1116
CREED My Sacrifice (Wind-up)	950
DEFAULT Wasting My Time (TVT)	894
SUGAR RAY When It's Over (Lava/Atlantic)	794
STAIN'D It's Been Awhile (Flip/Elektra/EEG)	791
DIDO Thankyou (Arista)	787
UNCLE KRACKER Follow Me (Top Dog/Lava/Atlantic)	748
INCUBUS Drive (Immortal/Epic)	744
ALANIS MORISSETTE Hands Clean (Maverick/Reprise)	734
3 DOORS DOWN Be Like That (Republic/Universal)	733
DAVE MATTHEWS BAND The Space Between (RCA)	725
LENNY KRAVITZ Again (Virgin)	684

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America's Best Testing Hot AC Songs 12+ For The Week Ending 8/9/02.

Table with 8 columns: Artist Title (Label), TW, LW, Familiarity, Burn, TD, Familiarity, Burn. Lists top songs like 'OUR LADY PEACE Somewhere Out There' and 'GOO GOO DOLLS Here Is Gone'.

Total sample size is 699 respondents. 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.

Indicator Most Added. Lists songs like 'SHERYL CROW Steve McQueen' and 'GOO GOO DOLLS Big Machine'.

New & Active. Lists songs like 'JOHN MAYER Your Body Is A Wonderland' and 'NINE DAYS Good Friend'.

Reporters

Grid of reporter information for various radio stations across the US, including station name, reporter name, and phone number.

Monitored Reporters 98 Total Reporters 88 Total Monitored 10 Total Indicator 9 Current Indicator Playlists Did Not Report, Playlist Frozen (1): KRUZ/Santa Barbara, CA



CAROL ARCHER

carcher@radioandrecords.com

From Entrepreneur To Ratings King

□ KJJZ/Palm Springs, CA PD Jim Fitzgerald brings Smooth Jazz to the desert

KJJZ/Palm Springs, CA signed on as a Jones Radio Network Smooth Jazz affiliate 5 1/2 years ago. Today the station is JRN's top-rated Smooth Jazz outlet. There's no question that Jones provides a quality product, but KJJZ's astonishing ratings are also the work of PD/morning personality Jim "Fitz" Fitzgerald.

Entrepreneurship, event promotion and radio all intersect in Fitzgerald's success story. "I probably made some stupid moves along the way, because I wasn't thinking about money, just about being a creative spirit," he says.

Before we trace Fitz's extraordinary journey, let's take a look at KJJZ's numbers. Ranked market No. 158, Palm Springs has 20 radio signals, several in Spanish. KJJZ is particularly strong among women 35-64. In that demo, according to the fall '01 Arbitron, KJJZ was No. 3 with a 9.9 share and tied for No. 2 middays with a 10.7.

Using the same data, the Smooth Jazz format's dramatic qualitative story is undeniable: Among women 35-64 in households with income over \$75,000, KJJZ is No. 1 with a 24 share. Pretty incredible. And, in morning drive in the same demo, Fitz earned an 8.5 — second among English-language stations in the market.

Jones Radio Network's Smooth Jazz PD Steve Hibbard says, "Fitz is a great air talent, and he's one of those people who has made a huge commitment to Smooth Jazz. Following his tour at the late SW Networks' Smooth FM format, Fitz has spent years hosting the morning show at KJJZ, and he's been a key player in promoting smooth jazz concerts in Palm Springs."

From Groupie To Air Talent

"I was born in the Washington, DC suburbs," Fitz says. "My first interaction with radio was as a groupie for a local R&B station, WUST. There was a jock there — 'Soul Poppa the bebopper, the prognosticator, the love-maker, the heartbreaker' — and I was a high school reporter for him. He was on the air when my mom would wake me up. I'd tell him what was going on at Walter Johnson High School in Bethesda, MD. That was when I became fascinated with radio.

"I left home when I was 17 and went to broadcast school a couple of years later. I got a gig at Washington's first progressive Rock station, WHMC-AM/Gaithersburg, MD. It was my first paying gig. I sold during the week, and they allowed me to go on the air during weekends for \$100 a week.

"This was progressive — every-

thing from Roy Head to Steve Stills' *Manassas*. My first time ever on the air I filled in as the newsmen in afternoon drive for this guy Barry Richards, who was an idol of mine. Brian Ferry and Roxy Music were in the studio, dressed in drag and smokin' weed during my first newscast.

"From there I got into Country radio, working at WWOK/Miami, then I worked part-time at WWDC/Washington. I got into promoting country

"The potential for Smooth Jazz success in Palm Springs is based on the fact that the city is a melting pot with great demos — people who left cold-weather markets with great Smooth Jazz stations."

Jim Fitzgerald

concerts too. First it was in clubs, and then I produced some very successful shows at the Capital Center, which was a 19,000-seat arena. I was just 24 years old, and I ended up selling NBC on doing a big country television special with Kenny Rogers, Dottie West, Larry Gatlin and The Oak Ridge Boys called *The World's Largest Indoor Country Show*."

TV And Beyond

Turning points in life are seldom recognized when they are happening, but Fitz's penchant for entrepreneurial entertainment showed itself at this point and would later provide the underpinning of a successful radio career. A series of other projects moved him forward in the meantime, however.

"I did television, including several specials for Showtime, like one with

Crystal Gayle," he says. "I was represented by William Morris. I was the youngest executive producer of a primetime network television special. I made the first pay-per-view movie shot on videotape, *Don't Miss the Boat*, which was a spoof on old Humphrey Bogart and Charlie Chan movies.

"It was a lot of fun, but I missed the music. In 1980 I produced a concert at Giants Stadium called Country Sunday, with Johnny Cash, Waylon Jennings, Eddie Rabbitt, Tammy Wynette, Larry Gatlin and The Oak Ridge Boys, whom I ended up going on the road with for a year. I recorded rock records with their backup band.

"We were just having fun, but APA made me an offer I couldn't refuse as an agent in New York, working with Rodney Dangerfield. They were grooming me to be a big muckety-muck, but after a year I told my bosses that I didn't see being an agent as my life's work, so they fired me that day.

Fitz continued his recording career and landed a deal with an Italian label. "I had a dance-pop hit called 'Audio Video' in Europe," he says. "I produced a couple of videos and became the first unsigned artist to air on MTV. I was supposed to open for Joe Cocker in Europe, but my dad died. Then my mother died six months later; it was the very week my record went to No. 2 in Italy, just as my dreams were coming true. It was the worst.

"I kicked around New York for a while teaching broadcast announcing at the Center for Media Arts, which is where I met my wife, Wendy. I'd been a successful producer and agent and threw it all away for music. I was still making music, but I decided that it was more important to throw my lot in life in with my wife rather than be a starving musician."

Coast To Coast

Fitz re-entered the pay-per-view world. "Wendy had a friend who was producer of *Manhattan Centerstage*, which was the forerunner to *Entertainment Tonight*," he says. "Her partner wanted to get into pay-per-view, and she knew Howard Stern. Wendy and I ended up producing and directing Howard's first pay-per-view, *The*



GUITARS & SAXES & FITZ

Seen here are Richard Elliot, Marc Antoine, Jim Fitzgerald, Warren Hill and Jeff Golub.

Negilgee and Underpants Party, in 1988."

After the Stern special, the couple moved to California. "We moved there with the idea to do a music special for ABC featuring new country artists with rock influences, but that ended up on pay-per-view after a shakeup at Procter & Gamble. Around the same time I hosted a show for Westwood One called *Rockin' the Night Away*. Sonny Bono was a big supporter of the show, and the Palm Springs Tourism Department was its main-title sponsor.

"The show was eventually canceled, and I did more pay-per-view producing. But Wendy wanted to be closer to her folks in New York, who were getting on in age, so we moved back. SW Networks was just starting up, and [then-Smooth FM execs] Paul Goldstein and Mike Fischer liked my voice and music background, so I got the gig. I was well-aware of the format from living in Los Angeles and felt I would be suited to it. I loved the experience.

"After SW downsized, I had offers from a New York Classic Rocker. There was also some discussion about a Smooth Jazz gig in Boston and some film marketing offers in L.A., none of which interested me much."

Community And Concerts

Through networking, Fitz found his way to Palm Springs. He says, "Through the years I kept up my relationships with friends in Palm Springs, including Todd Marker of RM Broadcasting, which bought Classic Rock KCLB in the market. I was trying to convince him on Smooth Jazz from the start of SW Smooth FM. Wendy and I moved back to the desert, and as soon as SW got out of the business, Jones created its Smooth Jazz format and picked up many former SW affiliates.

"I pushed Todd, because the potential for Smooth Jazz success in Palm Springs is based on the fact that the city is a melting pot with great demos — people who left cold-weather markets with great Smooth Jazz stations. Todd agreed to take Jones and offered me a job as an independent contractor who did morning drive and had a vested interest in making the station go.

"Wendy and I love the town, and the job allows me to call my own shots, program the music on my show, run my own deal and create a Smooth

Jazz franchise based on what I already knew."

Fitz's workday doesn't end at the station, however. "I work my tail off," he says. "I produce all the jazz concerts at [the very prestigious] McCallum Theater [including Diana Krall, Jane Monheit, *Colors of Christmas* and Richard Elliot & Marc Antoine]. We get out in the community a lot and are involved with many charities, like the American Cancer Society, City of Hope, Guidedogs for the Desert, Coachella Valley Boys and Girls Clubs, the Desert AIDS Project and Variety Club's Children's charities.

"I produce a breast cancer fund-raiser at Saks Fifth Avenue plus a music series there, which has included female artists like Joyce Cooling and Gabriela Anders. We do another American Cancer Society event — the Relay for Life — which is a 24-hour walk."

Fitz At The Ritz

Fitz also puts together a small listener-appreciation party at the Ritz Carlton hotel called, appropriately enough, Fitz at the Ritz. "Warren Hill was at the first one," he says. "It's a small listener-appreciation party that we hold in the ballroom. Khanie Cole and Marion Meadows appeared at the second one.

"The series has been going on for over four years — the first weekend in April, Memorial Day weekend and the Fourth of July. The hotel is now called the Lodge at Rancho Mirage."

"This is one of the most beautiful venues in Southern California for an outdoor smooth jazz event. It's the only cliffside resort in the area — 650 feet above sea level — with lighted palm trees and the mountains in the background. For Guitars & Saxos we got close to 1,000 attendees.

"The McCallum Theater box office sells tickets to Fitz at the Ritz, which is a tremendous help. Craig Chaquico, Tom Scott, Jeff Kashiwa, Harvey Mason, Hiroshima and Jeff Golub have all performed."

Fitz notes that the audience is comprised of fans of all ages. "From 30-year-olds to retirees, all diggin' it and all rockin'," he says. "There's a dance floor outdoors, and it's always packed. The other thing I do is present live music at regular Fitz at the Ritz After-Work Social Soirees, because what's more fun than having a cocktail and listening to jazz?"

R&R Smooth Jazz Top 30

August 9, 2002

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
	1	JOE SAMPLE X Marks The Spot (PRA/GRP/VMG)	863	+24	120096	13	42/0
	2	BONEY JAMES RPM (Warner Bros.)	758	-58	110230	18	36/0
	3	CRAIG CHAQUICO Luminosa (Higher Octave)	719	-22	83929	17	37/0
	4	SPECIAL EFX Cruise Control (Shanachie)	703	+68	101070	11	40/1
	5	DOWN TO THE BONE Electra Glide (GRP/VMG)	681	+20	99192	15	38/0
	6	JOYCE COOLING Daddy-O (GRP/VMG)	680	-44	93645	19	37/0
	7	LARRY CARLTON Morning Magic (Warner Bros.)	674	+89	111915	11	41/1
	8	KIM WATERS In The House (Shanachie)	648	+50	102767	14	38/0
	9	NORAH JONES Don't Know Why (Blue Note/Virgin)	550	-26	68009	16	38/0
	10	PETER WHITE Bueno Funk (Columbia)	534	-95	68351	21	34/0
	11	NORMAN BROWN Just Chillin' (Warner Bros.)	485	+13	72242	8	42/0
	12	EUGE GROOVE Slam Dunk (Warner Bros.)	449	+39	71123	7	38/1
	13	BRAXTON BROTHERS Whenever I See You (Peak)	446	0	70508	18	33/0
	14	BRIAN CULBERTSON Without Your Love (Warner Bros.)	431	-13	37591	13	32/0
	15	GERALD ALBRIGHT Ain't No Stoppin' (GRP/VMG)	428	+21	66876	9	37/1
	16	CHUCK LOEB Sarao (Shanachie)	375	+39	58414	7	34/1
	17	JONATHAN BUTLER Wake Up (Warner Bros.)	369	+23	54319	7	32/1
	18	LUTHER VANDROSS I'd Rather (J)	351	+18	42287	10	23/0
Debut	19	KENNY G F/CHANTE MOORE One More Time (Arista)	338	+214	53461	1	31/7
	20	FOURPLAY Rollin' (Bluebird/RCA Victor)	320	+14	45196	5	34/3
	21	JOE MCBRIDE Woke Up This Morning (Heads Up)	305	+6	36908	9	29/2
	22	GREG ADAMS Roadhouse (Ripa)	304	+8	52552	6	29/3
	23	SADE Somebody Already Broke My... (Epic)	290	-11	25863	8	21/2
	24	DAVID BENOIT Then The Morning Comes (GRP/VMG)	279	+64	68693	3	27/3
	25	JULIA FORDHAM F/INDIA.ARIE Concrete Love (Vanguard)	228	+12	9813	4	16/0
	26	JEFF KASHIWA 3-Day Weekend (Native Language)	198	+24	19466	3	20/0
	27	3RD FORCE I Believe In You (Higher Octave)	172	-20	9341	5	18/0
Debut	28	JEFF GOLUB Cold Duck Time (GRP/VMG)	161	+44	26556	1	17/3
Debut	29	RICHARD ELLIOT Q.T. (GRP/VMG)	159	+42	37220	1	20/4
	30	CHRIS BOTTI Lisa (Columbia)	157	+28	21834	2	13/0

42 Smooth Jazz reporters. Songs ranked by total plays for the airplay week of 7/28-8/3. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the most stations is placed first. Songs below No. 15 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from the Arbitron Company (copyright 2002, The Arbitron Company). (C) 2002, R&R, Inc.

New & Active

BOYZ II MEN The Color Of Love (Arista)

Total Plays: 156, Total Stations: 12, Adds: 2

MARC ANTOINE Cruisin' (GRP/VMG)

Total Plays: 113, Total Stations: 12, Adds: 0

MICHAEL MANSON Outer Drive (A440 Music Group)

Total Plays: 111, Total Stations: 14, Adds: 2

STEVE OLIVER High Noon (Native Language)

Total Plays: 103, Total Stations: 13, Adds: 1

MIKE PHILLIPS Will You Stick With Me (Hidden Beach)

Total Plays: 102, Total Stations: 10, Adds: 0

PAUL HARDCASTLE Desire (Trippin' 'n Rhythm)

Total Plays: 95, Total Stations: 8, Adds: 0

MARILYN SCOTT Loving You (Prana)

Total Plays: 82, Total Stations: 7, Adds: 2

THOM ROTELLA A Day In The Life (Trippin' 'n Rhythm)

Total Plays: 66, Total Stations: 7, Adds: 0

CHRIS STANDRING Through The Looking Glass (Instinct)

Total Plays: 65, Total Stations: 5, Adds: 0

KIRK WHALUM F/PETER WHITE Playing With Fire (Warner Bros.)

Total Plays: 56, Total Stations: 5, Adds: 0

Songs ranked by total plays

Most Added

ARTIST TITLE LABEL(S)	ADDS
KENNY G F/CHANTE MOORE One More Time (Arista)	7
NESTOR TORRES Rhythm Is Gonna Get You (Shanachie)	6
AL JARREAU & JOE COCKER Lost And Found (GRP/VMG)	5
RICHARD ELLIOT Q.T. (GRP/VMG)	4
LEE RITENOUR Module 105 (GRP/VMG)	4
BOB BALDWIN She's Single, Ready To Mingle (Narada)	4
FOURPLAY Rollin' (Bluebird/RCA Victor)	3
GREG ADAMS Roadhouse (Ripa)	3
DAVID BENOIT Then The Morning Comes (GRP/VMG)	3
JEFF GOLUB Cold Duck Time (GRP/VMG)	3
MAYSA Friendly Pressure (N-Coded)	3

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
KENNY G F/CHANTE MOORE One More Time (Arista)	+214
LARRY CARLTON Morning Magic (Warner Bros.)	+89
SPECIAL EFX Cruise Control (Shanachie)	+68
DAVID BENOIT Then The Morning Comes (GRP/VMG)	+64
KIM WATERS In The House (Shanachie)	+50
JEFF GOLUB Cold Duck Time (GRP/VMG)	+44
RICHARD ELLIOT Q.T. (GRP/VMG)	+42
EUGE GROOVE Slam Dunk (Warner Bros.)	+39
CHUCK LOEB Sarao (Shanachie)	+39
CHRIS BOTTI Lisa (Columbia)	+28
DAVID LANZ Walk On Water (Decca)	+28

Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
STEVE COLE So Into You (Atlantic)	297
ALFONZO BLACKWELL Funky Shuffle (Shanachie)	236
BOZ SCAGGS Miss Riddle (Virgin)	224
JEFF GOLUB Cut The Cake (GRP/VMG)	196
JIMMY SOMMERS Lowdown (Higher Octave)	178
RICHARD ELLIOT Shotgun (GRP/VMG)	140
CELINE DION A New Day Has Come (Epic)	124
PIECES OF A DREAM Night Vision (Heads Up)	109
DAVID BENOIT Snap! (GRP/VMG)	108
ERIC MARIENTHAL Lefty's Lounge (Peak)	100
GREGG KARUKAS Night Shift (N-Coded)	86
JEFF LORBER Ain't Nobody (Samson/Gold Circle)	72
ENYA Only Time (Reprise)	69
KIRK WHALUM I Try (Warner Bros.)	68
SADE Lovers Rock (Epic)	64
LARRY CARLTON Deep Into It (Warner Bros.)	63
GERALD VEASLEY Do I Do (Heads Up)	62

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Reporters

Stations and their adds listed alphabetically by market

WZMR/Albany, NY PD/MD: Tim Durkee <small>BOB BALDWIN "Single"</small>	KEZL/Fresno, CA PD/MD: J. Weidenheimer <small>2 KENNY G F/C MOORE "Time"</small>	WJZV/Richmond, VA OM/MD: Tommy Fleming <small>DAVID BENOIT "Comes"</small>
KRQS/Albuquerque, NM PD: Paul Lavoie MD: Jeff Young <small>BOYZ II MEN "Color" MARILYN SCOTT "Loving" KENNY G F/C MOORE "Time" SUNNIE FANTON "Save" GROUP 3 "Roll" DAVID LANZ "Water" MARION MEADOWS "Gypsy" WARREN HILL "Faiim" OLETA ADAMS "Spoken"</small>	WYJZ/Indianapolis, IN PD/MD: Carl Frye <small>SADE "Somebody" RICHARD ELLIOT "Q.T."</small>	KSSJ/Sacramento, CA PD: Lee Hanson APD: Ken Jones <small>BROWN & McDONALD "Believe" JARREAU & COCKER "Lost" JOE MCBRIDE "Morning"</small>
KNK/Anchorage, AK OM: Aaron Wallender PD: J.J. Michaels MD: Jennifer Summers <small>No Adds</small>	KCIY/Kansas City, MO PD: Mark Edwards MD: Michelle Chase <small>MAYSA "Pressure"</small>	WSSM/St. Louis, MO OM: Mark Edwards PD: David Myers <small>GREG ADAMS "Roadhouse" JARREAU & COCKER "Lost" DAVID LANZ "Water"</small>
WJZZ/Atlanta, GA PD/MD: Nick Francis <small>2 NESTOR TORRES "Gonna" 2 BOYZ II MEN "Color" 1 RICHARD ELLIOT "Q.T."</small>	KOAS/Las Vegas, NV PD/MD: Erik Foxx <small>No Adds</small>	KBZN/Salt Lake City, UT PD/MD: Rob Riesen <small>RICHARD ELLIOT "Q.T."</small>
KSMJ/Bakersfield, CA PD/MD: Chris Townshend <small>JARREAU & COCKER "Lost" KENNY G F/C MOORE "Time"</small>	KTWV/Los Angeles, CA PD: Chris Brodie APD/MD: Ralph Stewart <small>No Adds</small>	KIFM/San Diego, CA PD: Mike Vasquez APD/MD: Kelly Cole <small>No Adds</small>
WNUA/Chicago, IL PD: Bob Kaake APD/MD: Carl Anderson <small>MICHAEL MANSON "Drive" JARREAU & COCKER "Lost"</small>	WJZN/Memphis, TN PD: Norm Miller <small>MARILYN SCOTT "Loving" MICHAEL MANSON "Drive"</small>	KMGQ/Santa Barbara, CA PD: Mark De Anda APD/MD: Steve Bauer <small>GERALD ALBRIGHT "Stoppin" GREG ADAMS "Roadhouse" KENNY G F/C MOORE "Time"</small>
WNWV/Cleveland, OH PD/MD: Bernie Kimble <small>2 NESTOR TORRES "Gonna" JEFF GOLUB "Cold" SADE "Somebody"</small>	WLVE/Miami, FL PD: Rich McMillan <small>KENNY G F/C MOORE "Time" DAVID BENOIT "Comes" JARREAU & COCKER "Lost" NESTOR TORRES "Gonna"</small>	KJZY/Santa Rosa, CA PD: Gordon Zlot APD/MD: Rob Singleton <small>2 STEVE OLIVER "High"</small>
WJZA/Columbus, OH OM/MD: Bill Harman APD: Gary Wolter <small>No Adds</small>	WJZL/Milwaukee, WI Int. PD: Steve Scott <small>GREG ADAMS "Roadhouse" JARREAU & COCKER "Lost"</small>	KWJZ/Seattle-Tacoma, WA PD: Carol Handley MD: Dianna Rose <small>JEFF GOLUB "Cold"</small>
KOAI/Dallas-Ft. Worth, TX PD: Maxine Todd APD/MD: Bret Michael <small>LARRY CARLTON "Magic"</small>	KSBK/Mission Viejo, CA OM/MD: Terry Wedel MD: Logan Parris <small>GROUP 3 "Roll" BOB BALDWIN "Single"</small>	WEIB/Springfield, MA PD: Ben Casey MD: Darrel Cutting <small>5 MAYSA "Pressure" 3 PRINCE "Loves" 3 SHAKATAK "Sunrise" 1 BOB BALDWIN "Single" 1 LEE RITENOUR "Module" 1 NESTOR TORRES "Gonna" 1 SHERRY WINSTON "Star"</small>
KJCD/Denver-Boulder, CO PD/MD: Steve Williams <small>16 KENNY G F/C MOORE "Time" JONATHAN BUTLER "Water" NESTOR TORRES "Gonna" LEE RITENOUR "Module"</small>	WQCD/New York, NY OM: John Mullen PD/MD: Charley Connolly <small>KENNY G F/C MOORE "Time" JEFF GOLUB "Cold" NESTOR TORRES "Gonna" MAYSA "Pressure"</small>	WSJT/Tampa, FL OM/MD: Ross Block MD: Kathy Curtis <small>CHUCK LOEB "Samo" JOE MCBRIDE "Morning" FOURPLAY "Rollin" EUGE GROOVE "Sam"</small>
KVJZ/Des Moines, IA PD: Mike Blakemore MD: Becky Taylor <small>FOURPLAY "Rollin" DAVID BENOIT "Comes"</small>	WJCD/Norfolk, VA MD: Larry Hollowell <small>No Adds</small>	WJZW/Washington, DC OM: Kenny King <small>FOURPLAY "Rollin" SPECIAL EFX "Control"</small>
WVMV/Detroit, MI PD: Tom Steeker MD: Sandy Kovach <small>No Adds</small>	WJZ/Philadelphia, PA OM: Anne Gress PD: Michael Tozzi MD: Joe Proke <small>No Adds</small>	JRN/(Jones NAC)/National PD: Steve Hibbard MD: Cheri Marquart <small>2 LEE RITENOUR "Module" BOB BALDWIN "Single"</small>
KUJZ/Eugene, OR PD: Chris Crowley <small>RICHARD ELLIOT "Q.T."</small>	KYOT/Phoenix, AZ PD: Shaun Holly APD/MD: Greg Morgan <small>No Adds</small>	42 Total Reporters
	KJZS/Reno, NV PD: Jay Davis <small>No Adds</small>	40 Current Playlists
		Did Not Report, Playlist Frozen (2): WLOQ/Orlando, FL KKSF/San Francisco, CA

ON THE RECORD

With
Dianna Rose
 MD, KWJZ/Seattle



Vocals — Smooth Jazz's hot button. Are they too AC? Urban AC? Why do we wait for songs to be successful in other formats before touching them? Is the familiarity factor more important than developing vocalists and a sound of our own? Now that Smooth Jazz has become so strong, can we allow ourselves to take some risks, or do we play it safer than ever? Is Norah Jones the exception or the new rule? • AC vocalists create familiarity within the format for our P2s, but many of yesterday's P2s are today's P1s. So, are we weaning ourselves off "format vocals" completely? • Instrumentally speaking, Smooth Jazz continues to evolve and incorporate more progressive sounds, including deeper and edgier grooves and some ambient and "chill" influences. But we don't seem to be progressing with vocals in our format. We seem reactionary instead of visionary. • The format's vintage artists include Al Jarreau, Randy Crawford, Michael Franks, Enya, Sade and George Benson, but are we truly developing and nurturing future vocalists in this format? As the younger audience moves into our core demo, we need to acknowledge their musical exposure and make the format welcome them. • Some of those aforementioned vocalists will continue to thrive, but we may also start to hear more hits from India.Arie, Diana Krall, Will Downing, Dido, Maxwell, Erykah Badu and Alicia Keys seeping into the mix. There is a strong but delicate balance between radio and listeners. We should expose them to new sounds and new artists yet respond to their likes and dislikes. • You've heard the story of the DJ who believed in a song so passionately that, despite an initial negative response, he continued to play it until the listeners got what the DJ had heard and embraced it. Are there songs you've played that fall into that category but disappeared after initial research? Research is important, but don't forget your gut instincts. • Next week I'll be more vocal on vocals.

X Marks the Spot" (GRP/VMG) — No. 1, that is, for Joe Sample, for the second week ... Special EFX's "Cruise Control" (Shanachie) makes a decisive 6-4* move with an increase of 68 plays and becomes a prime contender. But that's not without fierce competition from Larry Carlton's "Morning Magic" (Warner Bros.), which has the advantage of +89 plays and a move from 9-7* and is on 41 of 42 total reporters; that's more than any track in the top 10 except Sample ... Adults make 24.7% of music purchases, and 50% of those purchases are made online from such outlets as Amazon and Barnes & Noble — a figure that's destined to increase. On R&R's SJ E-chart, Norah Jones holds No. 1 for the fourth week, and her CD *Come Away With Me* (Blue Note) is the No. 5 best-selling title in national sales ... I assumed that Smooth Jazz's stellar spring '02 book would inspire stations with less impressive numbers to emulate their counterparts in Chicago, Detroit, Seattle, Los Angeles and other markets by taking a more aggressive approach to new music. Silly me — it's mostly business as usual. However, Al Jarreau's mind-bending duet with Joe Cocker, "Lost and Found" (GRP/VMG), earns seven new adds, including those in Chicago, San Diego (with six plays) and Miami. R&R Street Talk Daily maven Kevin Carter added it to the United Airlines "Top Pop" format he programs — and put it on Air Force One! ... Nestor Torres' striking arrangement of "Rhythm Is Gonna Get You" (Shanachie) earns five new adds, including New York, Atlanta, Miami and Denver.



— Carol Archer, Smooth Jazz Editor



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CYNDEE MAXWELL
cmaxwell@radioandrecords.com

Aspects Of Great Talent And Crappy Talent

Industry experts reveal both

For this Air Personalities theme Issue, I asked several industry executives, "What makes a great personality?" The responses to that question begin with one from a person known in our industry specifically for developing radio personalities. In addition, I found other industry execs to answer the flipside question, "What makes a crappy air talent?"

Lorna Ozmon

President, Ozmon Media

A great air personality does not present content in its original, literal form. Literal reality is seldom compelling entertainment. Entertainment lives in the gap between reality and fantasy. Great radio personalities, like great comedians, commentators, etc., always process each idea to find unique relatable insights into subject matter, and then they perform in that gap.

Dave Richards

PD, KISW/Seattle

1. Know something about everything and everything about something.

2. Know that for every 10 people who wing it, one great personality is preparing 10 hours of material for a four-hour show.

3. Know that there are no original ideas; there are only markets where bits haven't been done before and names for bits that haven't been used.

4. Know your market. What plays in Portland, ME and what plays in Portland, OR are two different things.

5. Know your market, part two: If



Lorna Ozmon



Dave Richards

the rest of the world is syndicated and voicetracked, use it to your advantage on the air and off. Be local.

6. Know that not listening to your own radio station is a surefire way to eventually look really foolish and really unrelatable.

7. Know that content is everything, voice is nothing.

8. Know that being inspired by someone is good, but gimmick infringement is not.

9. Know that the only way to grow is to take chances.

10. Hound your boss for feedback.

It's only the truly committed who will truly succeed, and saying you're committed and being committed are two different things.

Bruce Patrick

PD, KEZO/Omaha

A great personality is real, a real person speaking to real people. Of course, they are able to relate to the audience. They share their lives with their listeners. The personality they emanate while being themselves gives the audience a character to love, hate, cheer for or dislike, but they are not playing a role or reading a script; they are real.

It can't be easily faked when trying to generate any degree of success. There's no need for a great personality to try to be someone, because great personalities *are* someone: themselves. If you're not yourself on the air, you're an actor, not a personality.

Gary Schoenwetter

OM/PD, KSJO/San Francisco

A great air personality, regardless of format or daypart, understands what the listeners expect, what they want and what they'll remember and knows how to speak a language that creates an immediate rapport with the audience. A great air personality also knows that "peanuts" is not a euphemism.

John Paul

PD, WBUF & WYRK/Buffalo

A great air personality must be real. Be yourself. Don't be afraid to be the butt of your own jokes. You must be relatable and involved in the same things the audience is. While it's nice to be funny, the audience doesn't need a wacky punch line for every joke. A simple, real reaction will go a lot farther. You must also have fun, which has to come across on the air.

Jim Richards

Clear Channel Rock Brand Manager & Director/FM Programming, San Diego

Great personalities share similar characteristics: They all have egos (which isn't a bad thing), a desire to be liked, varying degrees of self-esteem (or lack thereof), an ability to be coached and to accept outside advice and, ideally, some smarts. The very best ones also come equipped with a



A GIG IN KC

After getting their fill of Kansas City's famous BBQ, Roadrunner artists Nickelback and Jerry Cantrell spent some face time with KQRC. Oh, yeah, they played a show there too. Standing (l-r) are Nickelback's Mike Kroeger, Cantrell, Nickelback's Ryan Peake and KQRC Asst. PD/MD Don Jantzen.

lack of shame that encourages them to steal great ideas they didn't originate. Great personalities attract people to the stories they're telling even when they're not on the air. They are fun to be around. They are funny. They are plugged into the tastes, desires and lifestyles of the audience they are targeting. They have lives of their own. Their potential for alcohol or drug dependency is unmatched only by their ability to honk off the GM.

people in our industry, "What makes a crappy air personality?" Here are their responses.

Bill Jacobs

Consultant, Jacobs Media

The jock who doesn't remember why he or she got into the business in the first place makes for a crappy air talent. Sure, some got into it because they couldn't think of anything else to do, but most got into it because they loved being at and working for a radio station (especially those who work at formats they like).

Those who don't remember why they got into the business tend to be lazy, overly critical of the changes that have occurred in the business over the past few years and have simply lost their passion. Without the passion, there's no way you can be entertaining. Without the entertainment factor, you're no longer useful to the radio station. At that point you're no longer an air personality, you're a disc jockey — and a crappy one at that.

Don Anthony

President, Talentmasters

Laziness makes for a crappy morning show. People who don't put a lot of effort into their show, who wing their shows and are more focused on their tee time than the hot topics of the day are the crappiest; it shows, and it's very transparent.

Shows that aren't updated are crappy. If your show currently sounds the way it did in 1990 or 1995, it's just like a television rerun. The minute something newer, better and fresher comes along in your market, listeners will kiss you goodbye. Morning shows have to constantly look at ways to reinvent themselves — not every year or every six months, but constantly. You have to always look at your show from a product point of view to see if it's fresh and contemporary enough and if it matches up to the expectations of listeners.

Crappy morning shows don't fully utilize or manage each personality's unique role on the show. Every person

"The great ones don't suffer from paranoia and a fear of failure; they quite enjoy it. They are loud and boisterous, but only to drown out the voices inside their head."

Jim Richards

They all have a penchant for money, and most will do everything they can to earn as much of it as possible. The great ones don't suffer from paranoia and a fear of failure; they quite enjoy it. They are loud and boisterous, but only to drown out the voices inside their head. They tend to have pretty girlfriends, and their wives don't look bad either. The really good ones know they live a life that most of their audience would kill to live.

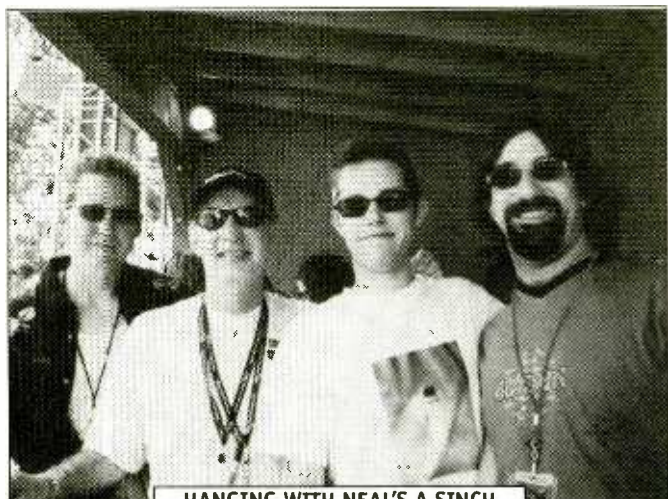
John Lassman

Clear Channel Rock Brand Manager; PD, WRXL/Richmond

Self-deprecation with an uncanny ability to relate one-on-one with their audience members.

On The Other Side

To get the other end of the equation, I also asked some prominent



HANGING WITH NEAL'S A SINCH

At a show in Kansas City, Roadrunner's Jason Martin and Mark Abramson brought KQRC PD Neal Mirsky together with Tony Lannutti, a member of their new band Sinch. Seen here (l-r) are Martin, Mirsky, Lannutti and Abramson.

Continued on Page 76

R&R Rock Top 30

Powered By



August 9, 2002

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
	1	RED HOT CHILI PEPPERS By The Way (Warner Bros.)	753	+2	68147	10	33/0
	2	PUDDLE OF MUDD Drift & Die (Flawless/Geffen/Interscope)	699	-9	64562	16	33/0
	3	C. KROEGER F/J. SCOTT Hero (Roadrunner/Columbia/IDJMG)	509	-131	49307	16	33/0
	4	DEFAULT Deny (TVT)	489	-5	38381	18	31/0
	5	NICKELBACK Never Again (Roadrunner/IDJMG)	484	+97	44006	4	31/0
	6	GODSMACK I Stand Alone (Republic/Universal)	432	-12	41777	27	18/0
	7	CREED One Last Breath (Wind-up)	428	+6	42250	17	27/0
	8	PAPA ROACH She Loves Me Not (DreamWorks)	396	+13	29786	12	25/0
	9	TOMMY LEE Hold Me Down (MCA)	394	-12	35872	21	25/0
	10	RUSH Secret Touch (Atlantic)	346	+10	24591	8	26/0
	11	DEF LEPPARD Now (Island/IDJMG)	335	+35	28137	4	22/0
	12	BRUCE SPRINGSTEEN The Rising (Columbia)	332	+2	31584	5	21/0
	13	PUDDLE OF MUDD Blurry (Flawless/Geffen/Interscope)	324	-39	31557	40	32/0
	14	NICKELBACK Too Bad (Roadrunner/IDJMG)	304	-2	34155	36	25/0
	15	FILTER Where Do We Go From Here (Reprise)	303	+18	20730	6	23/0
	16	AUDIOVENT The Energy (Atlantic)	291	-4	21960	13	27/1
	17	HOOBASTANK Running Away (Island/IDJMG)	283	+13	24509	13	20/0
	18	ROBERT PLANT Darkness, Darkness (Universal)	277	-32	26157	9	24/0
	19	SYSTEM OF A DOWN Aerials (American/Columbia)	257	-6	21241	8	18/0
	20	TRUSTCOMPANY Downfall (Geffen/Interscope)	216	+7	17104	9	19/0
Debut	21	THEORY OF A DEADMAN Nothing... (Roadrunner/IDJMG)	215	+90	16361	1	25/0
Debut	22	PUDDLE OF MUDD She Hates Me (Flawless/Geffen/Interscope)	213	+151	20237	1	27/2
	23	KORN Thoughtless (Immortal/Epic)	188	-13	12350	5	15/0
	24	EARSHOT Get Away (Warner Bros.)	177	-64	13327	18	21/0
	25	AEROSMITH Girls Of Summer (Columbia)	174	-21	17399	11	16/0
	26	MUST Freechild (Wind-up)	165	+13	11800	2	14/0
Debut	27	LIFEHOUSE Spin (DreamWorks)	161	+66	13479	1	19/2
	28	TOOL Parabola (Volcano)	159	-32	14714	15	15/0
	29	SINCH Something More (Roadrunner/IDJMG)	157	+1	11392	4	18/0
	30	ROB ZOMBIE Demon Speeding (Geffen/Interscope)	153	+17	10616	3	16/0

37 Rock reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 7/28-8/3. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 15 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from the Arbitron Company (copyright 2002, The Arbitron Company). (C) 2002, R&R, Inc.

New & Active

SEETHER Fine Again (Wind-up)
Total Plays: 142, Total Stations: 16, Adds: 0

CHEVELLE The Red (Epic)
Total Plays: 123, Total Stations: 17, Adds: 2

BREAKING BENJAMIN Polyamorous (Hollywood)
Total Plays: 96, Total Stations: 9, Adds: 0

DISTURBED Prayer (Reprise)
Total Plays: 80, Total Stations: 12, Adds: 12

COLOR RED Sore Throat (RCA)
Total Plays: 78, Total Stations: 10, Adds: 0

MARC COPELY Surprise (RCA)
Total Plays: 77, Total Stations: 13, Adds: 2

30 SECONDS TO MARS Capricorn (Immortal/Virgin)
Total Plays: 75, Total Stations: 9, Adds: 1

BUZZHORN Ordinary (Atlantic)
Total Plays: 69, Total Stations: 12, Adds: 1

GOO GOO DOLLS Big Machine (Warner Bros.)
Total Plays: 59, Total Stations: 5, Adds: 0

GAVIN ROSSDALE Adrenaline (Universal)
Total Plays: 39, Total Stations: 11, Adds: 5

Songs ranked by total plays

Most Added

www.rradds.com

ARTIST TITLE LABEL(S)	ADDS
DISTURBED Prayer (Reprise)	12
GAVIN ROSSDALE Adrenaline (Universal)	5
P.O.D. Satellite (Atlantic)	5
INCUBUS Circles (Immortal/Epic)	4
DRIVE-BY TRUCKERS Let There... (Lost Highway/IDJMG)	3
PUDDLE OF MUDD She... (Flawless/Geffen/Interscope)	2
LIFEHOUSE Spin (DreamWorks)	2
CHEVELLE The Red (Epic)	2
MARC COPELY Surprise (RCA)	2
BLINDSIDE Pitiful (Elektra/EEG)	2
STONE SOUR Bother (Roadrunner/IDJMG)	2

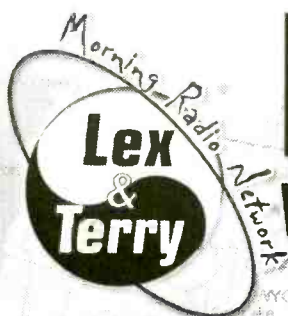
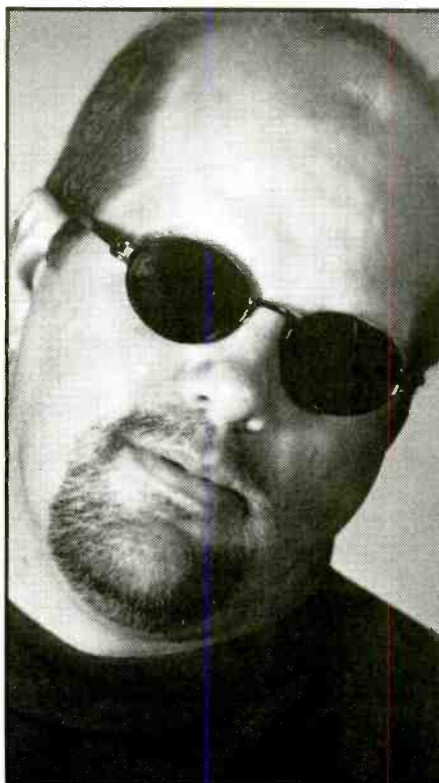
Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
PUDDLE OF MUDD She... (Flawless/Geffen/Interscope)	+151
NICKELBACK Never Again (Roadrunner/IDJMG)	+97
THEORY OF A DEADMAN Nothing... (Roadrunner/IDJMG)	+90
DISTURBED Prayer (Reprise)	+80
LIFEHOUSE Spin (DreamWorks)	+66
PRIMUS W/OZZY N.I.B. (Divine/Priority)	+41
GAVIN ROSSDALE Adrenaline (Universal)	+37
DEF LEPPARD Now (Island/IDJMG)	+35
MARC COPELY Surprise (RCA)	+34
CREED My Sacrifice (Wind-up)	+26

Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
STAIN'D For You (Flip/Elektra/EEG)	292
NICKELBACK How You Remind Me (Roadrunner/IDJMG)	274
LINKIN PARK In The End (Warner Bros.)	254
DEFAULT Wasting My Time (TVT)	240
CREED My Sacrifice (Wind-up)	222
STAIN'D It's Been Awhile (Flip/Elektra/EEG)	197
DISTURBED Down With The Sickness (Giant/Reprise)	188
PUDDLE OF MUDD Control (Flawless/Geffen/Interscope)	184
PRIMUS W/OZZY N.I.B. (Divine/Priority)	178
TOOL Schism (Volcano)	177
3 DOORS DOWN Kryptonite (Republic/Universal)	169
INCUBUS I Wish You Were Here (Immortal/Epic)	163
3 DOORS DOWN Loser (Republic/Universal)	138

R&R Station Playlists have moved to the web. See all of our monitored reporters at www.radioandrecords.com.



Lex & Terry

WINNING COAST 2 COAST

Jacksonville-WFYV #1 12+ for over 6 years #1 M25-54 for 8+ years

Bakersfield-KKBB Now Top 5 Men 25-54 88% growth in under a year

Tulsa-KTRQ Now Top 3 M18-34 Station best ratings ever

Seattle-KFNK Now Top 10 M18-34 +167% growth in one year

Chattanooga-WRXR Still #1 Men 18-34 #2 Adults 18-34

Also winning them over in New Orleans, Charlotte, Springfield, Greenville, Pensacola, Virginia Beach, Ft. Myers, Roanoke, and many more!!



Peter Welpton at 214-528-4160, or peter@lexandterry.com



Reporters

WDNE/Akron, OH * PD: T.K. O'Grady APD: Tim Daugherty CHEVELLE "Red" DISTURBED "Prayer"	WKGB/Binghamton, NY PD: Jim Free MD: Tim Boland 2 DISTURBED "Prayer"	KNCN/Corpus Christi, TX * PD: Paula Newell MD: Monte Montana MAD AT GRAVITY "Away" GAVIN ROSSDALE "Adrenaline"	WCLG/Morgantown, WV PD: Jeff Miller MD: Dave Murdock 7 DISTURBED "Prayer" 1 THEORY OF A DEADMAN "Nothing" 1 BLINDSIDE "Pitiful" INCUBUS "Circles"	WMMR/Philadelphia, PA * PD: John McCrae MD: Dave Kane BLINDSIDE "Pitiful" INCUBUS "Circles" P.O.D. "Satellite" STONE SOUR "Bother"	WCMF/Rochester, NY * PD: John McCrae MD: Dave Kane BLINDSIDE "Pitiful" INCUBUS "Circles" P.O.D. "Satellite" STONE SOUR "Bother"	KXUS/Springfield, MO PD: Tony Matteo MD: Mark McClain 3 BRUCE SPRINGSTEEN "Rising" DEF LEPPARD "Now"	KMOD/Tulsa, OK * PDMD: Rob Hurt 30 SECONDS TO MARS "Capricorn" BLIZZARD "Ordinary" DRIVE-BY TRUCKERS "Rock"
KZRR/Abuquerque, NM * Dir/Prog: Bill Mey PD: Phil Mahoney MD: Rob Brothers No Adds	WBUF/Bufalo, NY * PD: John Paul No Adds	WTUE/Dayton, OH * PD: Tony Tilford APD/MD: John Beaulieu PUDDLE OF MUDD "Hates"	WQHA/Morristown, NJ * PDMD: Terrie Carr 3 KID ROCK/SHERYL CROW "Picture"	KOKB/Phoenix, AZ * PD: Joe Bonadonna MD: Dock Ellis LIFEHOUSE "Spin"	WXRK/Rockford, IL PDMD: Jim Stone 15 DISTURBED "Prayer"	WAQX/Syracuse, NY * PDMD: Bob O'Dell APD: Dave Frisina INCUBUS "Circles"	WMZK/Wausau, WI PDMD: Nick Summers 19 EARSHOT "Get" DISTURBED "Prayer" TED NUGENT "Crave"
KZMZ/Alexandria, LA PD: Terry Manning MD: Pat Cloud 5 AUDIOVENT "Energy" GAVIN ROSSDALE "Adrenaline"	WRQK/Canton, OH * PDMD: Todd Downerd No Adds	KLAQ/El Paso, TX * PD: Magic Mike Ramsey APD/MD: Glenn Garza GREENWHEEL "Breathe" LERNY KRAVITZ "Coulid" GAVIN ROSSDALE "Adrenaline"	WBAB/Nassau-Suffolk, NY * PD: John Olsen APD/MD: John Parise No Adds	WHEB/Portsmouth, NH * PDMD: Alex James 1 DISTURBED "Prayer" P.O.D. "Satellite"	KBER/Salt Lake City, UT * OM: Bruce Jones PD: Kelly Hammer APD/MD: Helen Powers DISTURBED "Prayer"	WIOT/Toledo, OH * OM: Cary Pall PDMD: Dave Rossi LIFEHOUSE "Spin"	WRQR/Wilmington, NC OM: John Stevens APD/MD: Gregg Stepp No Adds
WZZO/Allentown, PA * PD: Robin Lee MD: Keith Moyer No Adds	WPXC/Cape Cod, MA OM: Steve McVie PD: Suzanne Tonsire DEF LEPPARD "Now"	WPHO/Elmira-Corning, NY GM: George Harris MD: Jay Wulf 32 DEF LEPPARD "Now" 31 BRUCE SPRINGSTEEN "Rising" 30 NICKELBACK "Never" DRAGPIPE "Simple"	KFZX/Odessa-Midland, TX PDMD: Steve Driscoll 13 KORN "Thought" SYSTEM OF A DOWN "Aerials" DRAGPIPE "Simple" MUST "Frechild"	WHJY/Providence, RI * PD: Joe Benicacqua APD: Doug Palmeri MD: John Laurenti 6 SYSTEM OF A DOWN "Chop" 5 P.O.D. "Satellite" 5 DISTURBED "Prayer" 1 STONE SOUR "Bother" MARC COPELY "Surprise"	KJSJ/San Francisco, CA * OM: Gary Schoenwetter MD: Zakk Tyler 8 DISTURBED "Prayer" AUDIOVENT "Energy"	WKL/Traverse City, MI PDMD: Terri Rey GREENWHEEL "Breathe" DRIVE-BY TRUCKERS "Rock" DRAGPIPE "Simple"	KATS/Yakima, WA OM: Ron Harris 6 PUDDLE OF MUDD "Hates" 6 DISTURBED "Prayer"
WYBB/Charleston, SC * PDMD: Mike Allen DRIVE-BY TRUCKERS "Rock"	WVBB/Charleston, WV PDMD: Mike Rappaport INCUBUS "Circles" GLASSJAW "Blood" INJECTED "Bullet" P.O.D. "Satellite"	KLOL/Houston, TX * OMPD: Vince Richards MD: Steve Flax No Adds	KEZO/Dmaha, NE * PDMD: Bruce Patrick No Adds	WRXL/Richmond, VA * PD: John Lessman MD: Casey Krukowsk 6 DISTURBED "Prayer" CHEVELLE "Red"	KZQZ/San Luis Obispo, CA APD: London Fields MD: Jordan Black P.O.D. "Satellite" CREEPING EYE "Naked" DRIVE-BY TRUCKERS "Rock" DRAGPIPE "Simple"	KLPX/Tucson, AZ * PDMD: Jones Hunter APD: Chita No Adds	WNCD/Youngstown, OH * PD: Chris Patrick P.O.D. "Satellite" GAVIN ROSSDALE "Adrenaline"
KWHL/Anchorage, AK PD: Larry Snider MD: Kathy Mitchell P.O.D. "Satellite" INCUBUS "Circles"	WVBN/Cincinnati, OH * OM: Scott Reinhart PD: Michael Walter MD: Rick "The Dude" Vaske 11 DISTURBED "Prayer" 8 GAVIN ROSSDALE "Adrenaline" 1 BLINDSIDE "Pitiful"	WRKR/Kalamazoo, MI PD: Mike McKelly APD/MD: Jay Deacon THEORY OF A DEADMAN "Nothing"	KCLB/Palm Springs, CA PDMD: Tish Lacy 8 INCUBUS "Circles" 6 DISTURBED "Prayer"	KCAL/Riverside, CA * PD: Steve Hoffman MD: M.J. Matthews No Adds	KXFX/Santa Rosa, CA * PD: Don Harrison MD: Howard Freese No Adds	KISW/Seattle-Tacoma, WA * PD: Dave Richards APD/MD: Kylee Brooks 3 DISTURBED "Prayer" 2 GAVIN ROSSDALE "Adrenaline"	KTUX/Shreveport, LA * No Adds
WAPL/Appleton, WI * PD: Joe Calgano APD/MD: Cramer TED NUGENT "Crave"	WVRR/Columbus, GA OM: Brian Waters DISTURBED "Prayer"	WQBZ/Macon, GA PD: Erich West MD: Sarina Scott No Adds	WRRX/Pensacola, FL * OMPD: Dan McClintock 14 DISTURBED "Prayer" 2 INCUBUS "Circles"	WVRO/Roanoke-Lynchburg, VA * PD: Aaron Roberts MD: Heidi Krummert DISTURBED "Prayer" PUDDLE OF MUDD "Hates"	*Monitored Reporters 57 Total Reporters 37 Total Monitored 20 Total Indicator Note: KTUX/Shreveport, LA moves from Active Rock to Rock. Note: WBBB/Raleigh-Durham, NC moves from Rock to Active Rock.		
KIOG/Beaumont, TX * Dir/Prog: Debbie Wyde PD/MD: Mike Davis 1 DISTURBED "Prayer"	KLBJ/Austin, TX * OM: Jeff Carrol MD: Loris Lowe MARC COPELY "Surprise"	KFRQ/McAllen, TX * PD: Alex Duran MD: Keith West DRAGPIPE "Simple" INCUBUS "Circles" P.O.D. "Satellite" DISTURBED "Prayer" DRIVE-BY TRUCKERS "Rock"	WWCT/Peoria, IL PD: Jamie Markley MD: Debbie Hunter 4 DISTURBED "Prayer" INCUBUS "Circles" P.O.D. "Satellite"				

Aspects Of Talent...

Continued from Page 74

son on the show should have a very specific purpose to which they stay true. Duplication of roles makes the show sound diluted, which results in very little incentive for listeners to tune in.

Other things that make for crappy shows: those who try to sound too cool for the room; those who talk over their listener's heads; those who use too much inside banter; personalities who don't update their shows constantly — they assume people are listening to them for two hours straight through, which is, obviously, a wrong assumption.

You have to constantly update listeners about what's going on throughout your show. You can't as-

sume that people understand what you're doing or what you're talking about. Being uninformed is not good, especially when personalities talk about things they don't understand and make comments on things in the news that they don't fully grasp.

Great personalities do their homework in order to create great shows. They take the extra steps to go online, pull up the newspapers and gain a good understanding of the issues. If you have the knowledge and can expand on the topics, you come off as smarter and cooler. And listeners will benefit from your knowledge of those issues.

People who are not plugged into their listeners' world make for crappy show hosts. You can be out of the demo, but it doesn't mean that your producer or somebody else on the

"Don't try to be funnier than comedians when they are guests on the show. And don't try to out-Hollywood your celebrity guests."

Don Anthony

show can't do the homework on the things that are most popular with your listeners: the movies, TV shows, concerts, etc.

You have to be fully aware of what's going on. More often than not, you yourself have to go watch those movies and TV shows. You may not personally like them, but you must have a real understanding of them so you can comment on them intelligently. It's very important for personalities to live in and have a strong grasp of their listeners' world.

Lastly, don't try to be funnier than comedians when they are guests on the show. And don't try to out-Hollywood your celebrity guests.

Neal Mirsky

PD, KQRC/Kansas City

One of the characteristics that makes for a crappy air talent is spewing out cliches and "radioisms" that make him sound like a disc jockey rather than a real person communicating one-on-one with his listeners.

I also hate when a jock comes across like she thinks she is more important than the music she plays. Very rarely does a listener tune in because a particular jock is on the air. The listeners are tuning in to hear Metallica, Creed, Limp Bizkit, Godsmack, etc.

Perhaps my biggest talent-related pet peeve is when I invest my time going over an aircheck with a jock, pointing out crutches and

offering suggestions and techniques for improvement, then I hear him on the air the next day, and I hear absolutely no attempt at improvement. I find myself asking, "Was he in that meeting? I know that I was there. Was he?" It's very frustrating.

The Good And The Crappy

In general, personalities are usually not 100% great or 100% crappy. Those who possess more of the great qualities have to avoid the trap of being content with the success they already have and not striving to improve. Those personalities with more weaknesses need to be wary of the urge to simply give up. Both have room to grow, and both should be encouraged to continue developing.

"There's no need for a great personality to try and be someone, because great personalities are someone: themselves. If you're not yourself on the air, you're an actor and not a personality."

Bruce Patrick

"Without the passion, there's no way you can be entertaining. Without the entertainment factor, you're no longer useful to the radio station. At that point, you're no longer an air personality, you're a disc jockey. And a crappy one at that."

Bill Jacobs

R&R Active Rock Top 50

Powered By



August 9, 2002

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
	1	RED HOT CHILI PEPPERS By The Way (Warner Bros.)	1884	+44	152369	10	60/0
	2	PUDDLE OF MUDD Drift & Die (Flawless/Geffen/Interscope)	1663	-61	123410	19	58/0
	3	PAPA ROACH She Loves Me Not (DreamWorks)	1656	+94	130081	14	60/0
	4	SYSTEM OF A DOWN Aerials (American/Columbia)	1595	+148	138958	11	58/1
	5	GODSMACK I Stand Alone (Republic/Universal)	1495	+19	140259	27	54/0
	6	EARSHOT Get Away (Warner Bros.)	1343	-33	124056	24	56/0
	7	KORN Thoughtless (Immortal/Epic)	1268	+117	103299	9	59/0
	8	NICKELBACK Never Again (Roadrunner/IDJMG)	1167	+135	97590	6	56/1
	9	HOOBASTANK Running Away (Island/IDJMG)	1119	+36	77972	18	51/1
	10	TRUSTCOMPANY Downfall (Geffen/Interscope)	1092	+94	92919	14	58/0
	11	FILTER Where Do We Go From Here (Reprise)	1037	+59	75170	7	53/1
	12	TOOL Parabola (Volcano)	1024	-10	86834	19	52/0
	13	STAIN'D For You (Flip/Elektra/EEG)	1000	+19	80770	33	56/0
	14	AUDIOVENT The Energy (Atlantic)	955	+46	72891	15	54/1
	15	ROB ZOMBIE Demon Speeding (Geffen/Interscope)	836	+61	70862	7	56/1
	16	KORN Here To Stay (Immortal/Epic)	792	-99	90660	21	52/0
	17	DEFAULT Deny (TVT)	772	-83	55527	19	42/0
	18	C. KROEGER F/J. SCOTT Hero (Roadrunner/Columbia/IDJMG)	706	-242	38948	16	39/0
Debut	19	DISTURBED Prayer (Reprise)	701	+699	68420	1	56/56
	20	P.O.D. Boom (Atlantic)	654	-122	52165	17	43/0
	21	CHEVELLE The Red (Epic)	647	+71	56637	6	54/2
	22	PUDDLE OF MUDD She Hates Me (Flawless/Geffen/Interscope)	589	+292	46988	2	52/8
	23	SINCH Something More (Roadrunner/IDJMG)	503	+18	42220	8	48/0
	24	VINES Get Free (Capitol)	493	+61	40528	9	40/1
	25	CREED One Last Breath (Wind-up)	492	-61	39595	18	31/0
	26	BREAKING BENJAMIN Polyamorous (Hollywood)	480	+52	38744	5	48/0
	27	SEETHER Fine Again (Wind-up)	450	+43	32393	5	43/3
	28	THEORY OF A DEADMAN Nothing... (Roadrunner/IDJMG)	445	+202	34576	3	44/5
	29	EPIDEMIC Walk Away (Elektra/EEG)	410	+12	26687	8	42/0
	30	HIVES Hate To Say I Told You So (Burning/Epitaph/Sire/Reprise)	407	+39	23990	7	29/2
	31	INJECTED Bullet (Island/IDJMG)	359	+3	32781	5	38/2
	32	BLINDSIDE Pitiful (Elektra/EEG)	331	+86	27364	2	45/6
	33	JERRY CANTRELL Anger Rising (Roadrunner/IDJMG)	317	-61	38342	18	36/0
	34	ADEMA Freaking Out (Arista)	301	-106	25560	12	31/0
	35	COLOR RED Sore Throat (RCA)	268	+35	17102	4	33/2
	36	OUR LADY PEACE Somewhere Out There (Columbia)	259	-65	18191	17	21/0
	37	30 SECONDS TO MARS Capricorn (Immortal/Virgin)	255	+105	20266	2	31/4
	38	NONPOINT Your Signs (MCA)	252	-66	20277	11	23/0
	39	LIFEHOUSE Spin (DreamWorks)	248	+63	11631	2	19/1
	40	SOIL Breaking Me Down (J)	242	-16	21030	11	24/0
	41	STAIN'D Epiphany (Flip/Elektra/EEG)	240	-59	16860	16	24/0
	42	MAD AT GRAVITY Walk Away (ARTISTdirect)	231	+21	17427	6	27/3
	43	SEVENDUST Crucified (TVT)	226	+13	18218	6	18/0
	44	BUZZHORN Ordinary (Atlantic)	223	-2	15451	5	27/1
	45	LOSTPROPHETS Fake Sound Of Progress (Columbia)	188	+14	20553	4	19/0
	46	LINKIN PARK Runaway (Warner Bros.)	186	-6	25088	20	9/0
	47	JIMMY EAT WORLD Sweetness (DreamWorks)	181	+54	10843	6	8/1
	48	AARON LEWIS Black (Label/Elektra/EEG)	174	-52	14119	12	10/0
	49	INCUBUS Warning (Immortal/Epic)	163	-55	10301	17	15/0
Debut	50	STONE SOUR Bother (Roadrunner/IDJMG)	162	+57	15305	1	12/10

60 Active Rock reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 7/28-8/3. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 20 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from the Arbitron Company (copyright 2002, The Arbitron Company). (C) 2002, R&R, Inc.

Most Added[®]

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ARTIST TITLE LABEL(S)	ADDS
DISTURBED Prayer (Reprise)	56
P.O.D. Satellite (Atlantic)	20
INCUBUS Circles (Immortal/Epic)	14
DRAGPIPE Simple Minded (Interscope)	11
STONE SOUR Bother (Roadrunner/IDJMG)	10
PUDDLE OF MUDD She... (Flawless/Geffen/Interscope)	8
GLASSJAW Cosmopolitan Bloodloss (Warner Bros.)	7
BLINDSIDE Pitiful (Elektra/EEG)	6
GAVIN ROSSDALE Adrenaline (Universal)	6
THEORY OF A DEADMAN Nothing... (Roadrunner/IDJMG)	5

Gavin Rossdale "Adrenaline" Most Added Second Week

XXX Soundtrack In Stores Now
Movie Opens this Friday, August 9th



Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
DISTURBED Prayer (Reprise)	+699
PUDDLE OF MUDD She... (Flawless/Geffen/Interscope)	+292
THEORY OF A DEADMAN Nothing... (Roadrunner/IDJMG)	+202
SYSTEM OF A DOWN Aerials (American/Columbia)	+148
NICKELBACK Never Again (Roadrunner/IDJMG)	+135
GAVIN ROSSDALE Adrenaline (Universal)	+124
KORN Thoughtless (Immortal/Epic)	+117
30 SECONDS TO MARS Capricorn (Immortal/Virgin)	+105
PAPA ROACH She Loves Me Not (DreamWorks)	+94
TRUSTCOMPANY Downfall (Geffen/Interscope)	+94

Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
DISTURBED Down With The Sickness (Giant/Reprise)	625
LINKIN PARK In The End (Warner Bros.)	609
SYSTEM OF A DOWN Toxicity (American/Columbia)	587
TOMMY LEE Hold Me Down (MCA)	575
DEFAULT Wasting My Time (TVT)	555
NICKELBACK Too Bad (Roadrunner/IDJMG)	525
LINKIN PARK Crawling (Warner Bros.)	504
P.O.D. Youth Of The Nation (Atlantic)	502
PUDDLE OF MUDD Blurry (Flawless/Geffen/Interscope)	500
HOOBASTANK Crawling In The Dark (Island/IDJMG)	492
TOOL Schism (Volcano)	466
P.O.D. Alive (Atlantic)	461

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August 9, 2002



America's Best Testing Active Rock Songs 12+
For The Week Ending 8/9/02.

Artist Title (Label)	TW	LW	Familiarity	Burn	TD	Familiarity	Burn
SYSTEM OF A DOWN Aerials (American/Columbia)	4.08	3.92	90%	18%	4.11	91%	16%
ROB ZOMBIE Demon Speeding (Geffen/Interscope)	4.00	3.98	76%	10%	3.98	79%	11%
TOOL Parabola (Volcano)	3.96	3.95	88%	20%	3.92	89%	22%
GODSMACK I Stand Alone (Republic/Universal)	3.95	3.99	97%	41%	4.04	97%	40%
SYSTEM OF A DOWN Toxicity (American/Columbia)	3.94	3.81	97%	38%	3.95	96%	36%
JERRY CANTRELL Anger Rising (Roadrunner/IDJMG)	3.91	4.03	85%	17%	3.93	88%	16%
KORN Here To Stay (Immortal/Epic)	3.84	3.86	93%	26%	3.87	92%	24%
EARSHOT Get Away (Warner Bros.)	3.83	3.90	81%	22%	3.82	84%	25%
KORN Thoughtless (Immortal/Epic)	3.82	3.78	82%	16%	3.85	81%	15%
STAIN'D For You (Flip/Elektra/EEG)	3.73	3.80	95%	43%	3.55	95%	46%
TRUSTCOMPANY Downfall (Interscope)	3.70	3.81	69%	14%	3.65	72%	14%
NICKELBACK Never Again (Roadrunner/IDJMG)	3.69	3.81	82%	21%	3.66	85%	21%
HOOBASTANK Running Away (Island/IDJMG)	3.69	3.78	94%	31%	3.51	94%	35%
PUDDLE OF MUDD Drift & Die (Flawless/Geffen/Interscope)	3.68	3.67	95%	38%	3.58	95%	41%
RED HOT CHILI PEPPERS By The Way (Warner Bros.)	3.67	3.66	96%	28%	3.50	96%	32%
STAIN'D Epiphany (Flip/Elektra/EEG)	3.67	3.78	91%	33%	3.45	90%	36%
FILTER Where Do We Go From Here (Reprise)	3.66	3.72	73%	14%	3.61	74%	15%
NONPOINT Your Signs (MCA)	3.66	3.78	56%	9%	3.65	58%	10%
DEFAULT Deny (TVT)	3.60	3.70	84%	24%	3.43	84%	28%
AUDIOVENT The Energy (Atlantic)	3.59	3.85	63%	14%	3.58	70%	16%
ADEMA Freaking Out (Arista)	3.58	3.67	71%	16%	3.49	74%	18%
CHAD KROEGER F/JOSEY SCOTT Hero (Roadrunner/Columbia/IDJMG)	3.58	3.66	96%	48%	3.43	97%	52%
PAPA ROACH She Loves Me Not (DreamWorks)	3.57	3.61	93%	26%	3.47	92%	27%
CHEVELLE The Red (Epic)	3.56	-	46%	8%	3.50	50%	9%
OUR LADY PEACE Somewhere Out There (Columbia)	3.54	3.58	75%	22%	3.35	75%	25%
P.O.D. Boom (Atlantic)	3.48	3.47	95%	35%	3.54	94%	35%
TOMMY LEE Hold Me Down (MCA)	3.43	3.48	86%	29%	3.35	88%	31%
CRED One Last Breath (Wind-up)	3.27	3.35	94%	39%	3.14	94%	43%
VINES Get Free (Capitol)	3.19	3.23	60%	19%	2.97	60%	21%

Total sample size is 698 respondents. 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. Sample composition is based on persons 12+. TD = Target Demo (Females 18-34). Persons are screened via the Internet. Once passed, they can take the music test based on their format/music preference. RateTheMusic.com results are not meant to replace callout research. The results are intended to show opinions of participants on the Internet only. RateTheMusic is a registered trademark of RateTheMusic.com. The RTM system is available for local radio stations by calling 407/523-7272. RateTheMusic.com data is provided by Mediabase Research, A division of Premiere Radio Networks.

New & Active

- FLIPP** Freak (Artemis)
Total Plays: 152, Total Stations: 19, Adds: 4
- P.O.D.** Satellite (Atlantic)
Total Plays: 144, Total Stations: 30, Adds: 20
- STEA** Aquarium (Locomotive)
Total Plays: 136, Total Stations: 14, Adds: 0
- GAVIN ROSSDALE** Adrenaline (Universal)
Total Plays: 130, Total Stations: 16, Adds: 6
- MUST** Freechild (Wind-up)
Total Plays: 120, Total Stations: 13, Adds: 1
- LINKIN PARK** Pts Of Athrty (Remix) (Warner Bros.)
Total Plays: 118, Total Stations: 6, Adds: 1
- INCUBUS** Circles (Immortal/Epic)
Total Plays: 93, Total Stations: 20, Adds: 14
- HATEBREED** I Will Be Heard (Universal)
Total Plays: 88, Total Stations: 10, Adds: 0
- WHITE STRIPES** Dead Leaves And... (Third Man/V2)
Total Plays: 64, Total Stations: 8, Adds: 0
- GREENWHEEL** Breathe (Island/IDJMG)
Total Plays: 61, Total Stations: 9, Adds: 1

Songs ranked by total plays

Indicator

Most Added

- DISTURBED** Prayer (Reprise)
- P.O.D.** Satellite (Atlantic)
- DRAGPIPE** Simple Minded (Interscope)
- PUDDLE OF MUDD** She Hates Me (Flawless/Geffen/Interscope)
- INCUBUS** Circles (Immortal/Epic)
- GAVIN ROSSDALE** Adrenaline (Universal)
- THEORY OF A DEADMAN** Nothing Could Come Between Us (Roadrunner/IDJMG)
- GLASSJAW** Cosmopolitan Bloodloss (Warner Bros.)

Reporters

WQBK/Albany, NY * TD/MD: Dave Hill 2 DISTURBED "Prayer" 3 DRIVE BY TROUBADORS "Rock" 4 GLASSJAW "Blood" 5 INCUBUS "Circles" P.O.D. "Satellite"	KRQR/Chico, CA PD/MD: Dain Sandoval 20 DISTURBED "Prayer" 7 GAVIN ROSSDALE "Adrenaline" 8 BREAKING BENJAMIN "Poly" 9 GLASSJAW "Blood" P.O.D. "Satellite"	WVBN/Fint, MI * PD: Brian Beedow MD: Tony LaBrie 4 DISTURBED "Prayer" 5 GLASSJAW "Blood" P.O.D. "Satellite"	WCCC/Hartford, CT * PD: Michael Piccozzi APD/MD: Mike Karolyi 22 DISTURBED "Prayer" 8 STONE SOUR "Bother" 9 NONPOINT "Sevens" 10 DRAGPIPE "Simple" 11 EARSHOT "Ariad"	WXZZ/Lexington-Fayette, KY * OMPD: Lee Reynolds MD: Suzy Boe 6 DISTURBED "Prayer" 7 INCUBUS "Circles"	WRAT/Monmouth-Ocean, NJ * PD: Carl Craft APD/MD: Robyn Lane 17 PUDDLE OF MUDD "Hates" 12 DISTURBED "Prayer" P.O.D. "Satellite"	KUFO/Portland, OR * PD: Dave Lumme APD/MD: Al Scott No Adds	KURQ/San Luis Obispo, CA PD/MD: Adam Burnes DISTURBED "Prayer" PUDDLE OF MUDD "Hates" P.O.D. "Satellite"	WXTB/Tampa, FL * OM: Brad Hardin PD: Rick Schmidt APD: Carl Harris MD: Laura Phillips 14 DISTURBED "Prayer"
KZRK/Amarillo, TX PD/MD: Eric Slayter 5 DISTURBED "Prayer" 6 INCUBUS "Circles" P.O.D. "Satellite"	WMMS/Cleveland, OH * PD: Jim Trapp 30 HIVES "Hate" 2 DISTURBED "Prayer"	KRZR/Fresno, CA * OMPD: E. Curtis Johnson MD: Rick Roddam 14 DISTURBED "Prayer" 15 THEORY OF A DEADMAN "Nothing" 18 DRAGPIPE "Simple" P.O.D. "Satellite"	KPOL/Honolulu, HI * Interim PD: Kid Leo 22 NICKELBACK "Never" 17 THEORY OF A DEADMAN "Nothing" 18 DISTURBED "Prayer" 19 DRAGPIPE "Simple" 20 MARK COMPTON "Surprise" 9 30 SECONDS TO MARS "Capricorn" 9 SPATIA "Rabbit" 9 BLUESIDE "Phru" 6 FLIPP "Freak" 7 PUDDLE OF MUDD "Hates" 6 GREENWHEEL "Breathe" 9 DRAGPIPE "Simple" 9 GLASSJAW "Blood" 11 INJECTED "Bullet" OFF BY ONE "Alone"	KIBZ/Lincoln, NE PD: E.J. Marshall APD: Sparky MD: Samantha Knight 8 DISTURBED "Prayer" 9 DRAGPIPE "Simple" P.O.D. "Satellite" BLIZZARD "Ordinary"	WKQZ/Myrtle Beach, SC PD: Brian Rickman APD/MD: Charley 13 DISTURBED "Prayer" 12 THEORY OF A DEADMAN "Nothing" 12 GREEN DAY "Dookie" 9 COLORPLAY "Place" 6 GAVIN ROSSDALE "Adrenaline" P.O.D. "Satellite" STONE SOUR "Bother"	KORB/Quad Cities, IA-IL * OM: Danny Sullivan PD: Darren Pitra 1 DISTURBED "Prayer" 2 INCUBUS "Circles" P.O.D. "Satellite"	WBBS/Raleigh-Durham, NC * OM: Andy Meyer 13 HOOBASTANK "Running" 13 JIMMY EAT WORLD "Sweet" 3 SYSTEM OF A DOWN "Aerials" MUST "Freeschool" SYSTEM OF A DOWN "Toxicity"	KHTQ/Spokane, WA * OM: Brew Michaels PD: Ken Richards MD: Barry Bennett 14 DISTURBED "Prayer" 15 DRAGPIPE "Simple" GLASSJAW "Blood" INCUBUS "Circles"
WMMX/WAXX/Appleton-Green Bay, WI * PD/MD: Guy Dark 10 DISTURBED "Prayer" 1 P.O.D. "Satellite"	KILO/Colorado Springs, CO * PD: Ross Ford APD: Matt Gearty 15 DISTURBED "Prayer"	WRQC/Ft. Myers, FL * PD/MD: Fritz P.O.D. "Satellite" THEORY OF A DEADMAN "Nothing"	WTFX/Louisville, KY * OM: Michael Lee MD: Frank Webb 2 TOMMY LEE "Sunday" 2 BLUESIDE "Phru" DISTURBED "Prayer" FLAW "Strong"	WNOR/Norfolk, VA * PD: Harvey Kojan APD/MD: Tim Parker 21 DISTURBED "Prayer" 12 DISTURBED "Prayer" 13 GLASSJAW "Blood" INCUBUS "Circles"	WNDR/Norfolk, VA * PD: Harvey Kojan APD/MD: Tim Parker 21 DISTURBED "Prayer" 12 DISTURBED "Prayer" 13 GLASSJAW "Blood" INCUBUS "Circles"	KOOT/Reno, NV * PD: Jave Patterson MD: Martina Davis 23 DISTURBED "Prayer" 1 BLUESIDE "Phru"	WOLZ/Springfield, IL PD: Scott Laudani MD: Becky Pohotsky 15 DISTURBED "Prayer" 1 30 SECONDS TO MARS "Capricorn"	KRTQ/Tulsa, OK * PD: Chris Kelly APD: Kelly Garrett 15 DISTURBED "Prayer" BLUESIDE "Phru" SEETHER "Fine"
WCHZ/Augusta, GA * OM: Harley Drew PD/MD: Chuck Williams DISTURBED "Prayer" PUDDLE OF MUDD "Hates" STONE SOUR "Bother"	WBZC/Columbus, OH * PD: Hal Fish APD/MD: Ronni Hunter 10 DISTURBED "Prayer"	WBYR/Ft. Wayne, IN * OM: Jim Fox 18 DISTURBED "Prayer" 10 P.O.D. "Satellite" 2 DRAGPIPE "Simple" 1 STONE SOUR "Bother"	WAMX/Huntington, WV PD/MD: Paul Oslund 19 DISTURBED "Prayer" 6 INCUBUS "Circles" 7 DISTURBED "Prayer" P.O.D. "Satellite"	WJQQ/Lubbock, TX OM: Wes Nessmann 14 HOOBASTANK "Crawling" 10 PUDDLE OF MUDD "Hates" 6 INCUBUS "Circles" 7 DISTURBED "Prayer" DRAGPIPE "Simple" P.O.D. "Satellite"	WNRD/Norfolk, VA * PD: Harvey Kojan APD/MD: Tim Parker 21 DISTURBED "Prayer" 12 DISTURBED "Prayer" 13 GLASSJAW "Blood" INCUBUS "Circles"	KATT/Oklahoma City, OK * OM: Chris Baker MD: Jake Daniels 19 DISTURBED "Prayer" 13 ROB ZOMBIE "Demon"	WLNVE/Rochester, NY * PD: Jave Patterson MD: Martina Davis 23 DISTURBED "Prayer" 1 BLUESIDE "Phru"	KICT/Wichita, KS * PD: D.C. Carter MD: Rick Thomas 1 DISTURBED "Prayer"
WYTY/Baltimore, MD * PD: Rick Strauss APD/MD: Rob Heckman No Adds	KEGL/Dallas-Ft. Worth, TX * PD: Max Dugan APD: Chris Ryan MD: Cindy Scull 10 DISTURBED "Prayer" 4 FLIPP "Freak" 1 THEORY OF A DEADMAN "Nothing"	WRUF/Gainesville-Ocala, FL * PD: Harry Guscott MD: Ryan North 11 DISTURBED "Prayer" INCUBUS "Circles"	WRIT/Huntsville, AL * OM: Rob Harder PD/MD: Jimbo Wood 1 DISTURBED "Prayer" DRAGPIPE "Simple" GLASSJAW "Blood" INCUBUS "Circles" P.O.D. "Satellite"	WJJO/Madison, WI * PD: Randy Hawke APD/MD: Blake Patton 24 DISTURBED "Prayer" DRAGPIPE "Simple" P.O.D. "Satellite" THEORY OF A DEADMAN "Nothing"	WNRD/Norfolk, VA * PD: Harvey Kojan APD/MD: Tim Parker 21 DISTURBED "Prayer" 12 DISTURBED "Prayer" 13 GLASSJAW "Blood" INCUBUS "Circles"	KRXQ/Sacramento, CA * Stn. Mgr.: Curtiss Johnson PD: Pat Martin MD: Paul Marshall 34 STONE SOUR "Bother" 24 DISTURBED "Prayer"	WLNVE/Rochester, NY * PD: Jave Patterson MD: Martina Davis 23 DISTURBED "Prayer" 1 BLUESIDE "Phru"	WBSX/Wilkes-Barre, PA * PD/MD: Chris Lloyd 9 DISTURBED "Prayer" 1 STONE SOUR "Bother" P.O.D. "Satellite"
WCRP/Biloxi-Gulfport, MS * OM: Wayne Watkins PD: Scot Fox MD: Mitch Cry 1 INCUBUS "Circles" 6 GLASSJAW "Blood" 1 DISTURBED "Prayer" P.O.D. "Satellite"	KAZR/Des Moines, IA * PD: Sean Elliott MD: Jo Michaels 24 DISTURBED "Prayer" INCUBUS "Circles" GAVIN ROSSDALE "Adrenaline"	WZOR/Green Bay, WI PD: Roxanne Steele 17 DISTURBED "Prayer" INCUBUS "Circles"	WJWX/Milwaukee, WI * Interim PD/MD: Tommy Wide No Adds	WGR/Manchester, NH PD: Valerie Knight MD: Meegan Collier 16 DISTURBED "Prayer" 1 LOSTPROPHETS "Progress" 1 SEETHER "Fine" STONE SOUR "Bother"	WTKX/Pensacola, FL * Dir/Prog: Joel Sampson APD/MD: Mark "The Shark" Dybe 22 DISTURBED "Prayer" 1 FILTER "Where" 1 LOSTPROPHETS "Progress" 1 P.O.D. "Satellite"	WQKZ/Saginaw, MI * Dir/Prog: Joel Sampson APD/MD: Mark "The Shark" Dybe 22 DISTURBED "Prayer" 1 FILTER "Where" 1 LOSTPROPHETS "Progress" 1 P.O.D. "Satellite"	WLBH/Salisbury, MD PD: Shawn Murphy APD/MD: Miki Hunter 15 DISTURBED "Prayer" P.O.D. "Satellite" INCUBUS "Circles"	KISS/San Antonio, TX * OM: Tim Sabean MD: Nancy Palumbo 12 DISTURBED "Prayer" 1 PUDDLE OF MUDD "Hates"
WAAF/Boston, MA * PD: Keith Hastings MD: Mike Brangfortie 26 DISTURBED "Prayer" 8 AUDIOKENT "Energy" BLUESIDE "Phru" BLIZZARD "Ordinary" INCUBUS "Circles" MAD AT GRAVITY "Away" P.O.D. "Satellite" STONE SOUR "Bother" THEORY OF A DEADMAN "Nothing" BLUESIDE "Phru"	WRIF/Detroit, MI * OMPD: Doug Podell APD/MD: Mark Pennington 13 DISTURBED "Prayer" 1 30 SECONDS TO MARS "Capricorn" P.O.D. "Satellite" FLIPP "Freak" SEETHER "Fine"	WTPX/Greenville, SC * PD/MD: Mark Hendrix 6 DISTURBED "Prayer" 4 GAVIN ROSSDALE "Adrenaline" FLIPP "Freak" INCUBUS "Circles" P.O.D. "Satellite"	WJXQ/Lansing, MI * OM: Bob Olson MD: Kevin Conrad 9 DISTURBED "Prayer" 1 MAD AT GRAVITY "Away"	WJWX/Milwaukee, WI * PD: Mike Stern MD: Marilyn Mee 15 DISTURBED "Prayer"	WYSP/Philadelphia, PA * OM: Tim Sabean MD: Nancy Palumbo 12 DISTURBED "Prayer" 1 PUDDLE OF MUDD "Hates"	WQKZ/Saginaw, MI * Dir/Prog: Joel Sampson APD/MD: Mark "The Shark" Dybe 22 DISTURBED "Prayer" 1 FILTER "Where" 1 LOSTPROPHETS "Progress" 1 P.O.D. "Satellite"	KISS/San Antonio, TX * OM: Tim Sabean MD: Nancy Palumbo 12 DISTURBED "Prayer" 1 PUDDLE OF MUDD "Hates"	KIOZ/San Diego, CA * Dir/Prog: Jim Richards PD: Shaun Moran APD/MD: Shannon Lader 13 DISTURBED "Prayer" 7 COLOR FED "Thru" 5 P.O.D. "Satellite"
WRXN/Chattanooga, TN * PD: Chon MD: Dave Spain 14 DISTURBED "Prayer" 2 BLUESIDE "Phru"	WRQC/Fayetteville, NC * Interim PD: Al Field 4 DISTURBED "Prayer" INCUBUS "Circles"	WQXA/Harrisburg, PA * PD: Claudine DeLorenzo MD: Nixon 11 DISTURBED "Prayer" 2 SEETHER "Fine" 1 STONE SOUR "Bother" LINKIN PARK "Pts" PUDDLE OF MUDD "Hates" GAVIN ROSSDALE "Adrenaline" LIFEHOUSE "Spit"	KOMP/Las Vegas, NV * PD: John Griffin MD: Big Marty 2 DISTURBED "Prayer" 1 GAVIN ROSSDALE "Adrenaline" LIFEHOUSE "Spit"	KMRQ/Moesto, CA * APD/MD: Jack Paper PD: Matt Foley 19 DISTURBED "Prayer" INCUBUS "Circles" 6 DISTURBED "Prayer" CHEVELLE "Red" COLOR RED "Thru"	KUPD/Phoenix, AZ * PD: J.J. Jeffries MD: Larry McFeele 6 DISTURBED "Prayer" CHEVELLE "Red" COLOR RED "Thru"	WZBH/Salisbury, MD PD: Shawn Murphy APD/MD: Miki Hunter 15 DISTURBED "Prayer" P.O.D. "Satellite" INCUBUS "Circles"	KISS/San Antonio, TX * OM: Tim Sabean MD: Nancy Palumbo 12 DISTURBED "Prayer" 1 PUDDLE OF MUDD "Hates"	KIOZ/San Diego, CA * Dir/Prog: Jim Richards PD: Shaun Moran APD/MD: Shannon Lader 13 DISTURBED "Prayer" 7 COLOR FED "Thru" 5 P.O.D. "Satellite"

* Monitored Reporters
 76 Total Reporters
 60 Total Monitored
 16 Total Indicator
 14 Current Indicator Playlists
 New Reporter (1):
 KPOI/Honolulu, HI
 Note: KTUX/Shreveport, LA
 moves from Active Rock to Rock.
 Note: WBBS/Raleigh-Durham, NC
 moves from Rock to Active Rock.
 Did Not Report, Playlist Frozen (1):
 KZRQ/Springfield, MO
 Did Not Report For Three Consecutive
 Weeks; Data Not Used (1):
 WRBR/South Bend, IN

ON THE RECORD

with
E. Curtis Johnson
Clear Channel Director/Programming
KALZ, KBOS, KCBL, KRZR & KVBL/Fresno

In nautical terms the phrase is "Damn the torpedoes and full speed ahead!" In a radio station the phrase is "We don't have any room for adds this week, your band is brand-new and unheard of, and there's a lot of traffic out there from proven and superstar bands, but I'm adding your song anyway." • It's so easy to program a radio station with all the tools and resources available that one forgets his gut. It's a magical moment for me when



I hear a band or song that just grabs me by the ears and won't let me get it out of my head. That happened recently with a band called **Blindside**. Al Tavera and Lida Galka from Elektra dropped by the radio station and played it. I fell in love with it immediately, which is rare for me. • After listening to it about 20 times I've come to appreciate Christian's voice and the fact that the band has a meat-and-potatoes sound, but one that is still very fresh and 2002.

But that's not why I added it; I added it because it grabbed me on one listen. I don't care that Chris Lord-Alge mixed it or that somebody in P.O.D. likes them or that Elektra's behind them or that they're from Sweden or anything. I just know that it grabbed me and hasn't let go. • Will it be a hit? I don't know. Damn the torpedoes and full speed ahead!

ACTIVE ROCK: **Disturbed** debut at a cool No. 19 on the Active chart with an amazing +699 spins. No one else had a "Prayer" to best them for No. 1 Most Added as well ... **Puddle Of Mudd** take their love loss to No. 22 as "She Hates Me" gains +292 plays ... **Theory Of A Deadman** were also winners this week, with "Nothing Could Come Between Us" climbing from 38-28 ... It tells you how tight the top of the chart is when a song gets 148 new spins and rises just one notch. That's the case with **System Of A Down's** "Aerials," which moved 5-4. Similarly, **Korn's** "Thoughtless" remained at No. 7 even with +117 plays ... The audience can't get enough of **Nickelback**, and Chad and company rise 10-8 with +135 spins on "Never Again" ... **Gavin Rossdale** gets a surge of "Adrenaline" thanks to +124 plays ... **30 Seconds To Mars** clock in with +105 on "Capricorn," which makes a planetary landing at No. 37 ... **ROCK:** **Puddle Of Mudd** find equal opportunity for love lost at this side of the format. "She Hates Me" leads the charge for Most Increased Plays at +151 ... **Nickelback's** "Never Again" rides +97 spins to No. 5 on the chart ... **Theory Of A Deadman** make their Rock debut at No. 21 as "Nothing Could Come Between Us" gains +90 plays ... **Disturbed's** "Prayer" picked up 80 spins ... **Lifeshouse** debut at No. 27 as the format takes a "Spin" with 66 new spins this week ... "She Loves Me Not" is taking **Papa Roach** 10-8 on the chart ... "Redemption" was always the track that caught my ear on the **3rd Strike** album *Lost Angel*. Having spent the summer on the Warped and OzzFest tours, the band is winning fans from coast to coast. You can see the result in the sales figures. "Redemption" continues the familiar sound that listeners will recognize from "No Light." **MAX PIX: 3RD STRIKE** "Redemption" (Hollywood)

— Cyndee Maxwell, Active Rock/Rock Editor

Active Rock/Rock ON THE RADIO

Record Of The Week

The light that burns twice as bright burns half as long, and the El Paso, TX outfit **At The Drive-In** burned so damn bright with 2000's *Relationship of Command* that it was only a short while before the circuitry burned out. Fortunately, three ATDI group members took advantage of this "hiatus" to form **Sparta**, who have delivered a must-have album with *Wiretap Scars*. Their DreamWorks debut retains the urgency of their former band; it's just not as high-strung. Certain moments show the band focusing on the beauty rather than the beast within. The verses of "Air" hover through the headphones before the chorus comes through with gale-force guitars and Jim Ward's impassioned wail. Other highlights include, well, the whole damn album. It's an intelligent mix of melody and melancholy in which the songs are given room to breathe and develop their own personalities.



— Frank Correia

active INSIGHT

ARTIST: **Disturbed**

LABEL: **Reprise**

By **FRANK CORREIA** / ROCK SPECIALTY EDITOR



Disturbed

Most of the time, new singles at Rate-a-Record panels don't inspire the audience to cheer like they're at a rock concert. That all changed at this year's R&R Convention when Reprise's Raymond McGlamery brought **Disturbed's** "Prayer" to the Active Rock "Rate-a-Record, Rate-a-Wine" panel. Immediately following the song, voices, glasses and even a few devil signs were raised in appreciation. As Warner Bros.' Mike Rittberg observed, "Anyone who didn't think that was a good record needs to get their ears checked."

Featuring **Disturbed's** trademark syncopated sounds, "Prayer" shows an even stronger side of the band, who sold over 2.5 million with their debut, *The Sickness*. Frontman David Draiman is better than ever at his craft, effortlessly shifting between soaring vocals and a rhythmic, rapid-fire delivery. On top of that, he probably has the best scream out there today. After the panel I was lucky enough to get a preview of the entire album from Draiman himself as we traveled to the KROQ Weenie Roast. If "Prayer" opened your eyes, the rest of *Believe* will make you bow before the great rock altar.

With such a strong track record at the format — "Down With the Sickness" is still at the top of Most Played Recurrents — **Disturbed** were preaching to the Active Rock choir with

"Prayer." The single had a huge first week, debuting at No. 19 on the Active Rock chart. "The new single is probably the song of the year," says KAZR/Des Moines PD **Sean Elliott**. "We put it right into heavy. It's a no-brainer and will be a giant hit for us. The phones have been huge: No. 1 right out of the gate. After seeing the band at the R&R Convention, I think they're ready to take over the world. They're the next big band in line with Metallica and that sort of thing. It's their time."

As for the Rate-a-Record panel, has Elliott ever seen such a strong response to a new single? "No, I couldn't believe it," he says. "It was awesome — I was leading the cheers!" And, with such a strong album, it's safe to say that **Disturbed** will have both programmers and fans cheering well into next year.

R&R Top 20 Specialty Artists

August 9, 2002

1. **STONE SOUR** (Roadrunner/IDJMG) "Get Inside," "Orchids"
2. **SOULFLY** (Roadrunner/IDJMG) "Enterfaith," "Call To Arms"
3. **OTEP** (Capitol) "Battle Ready," "Blood Pigs"
4. **KORN** (Immortal/Epic) "Thoughtless," "Blame"
5. **MESHUGGAH** (Century Media) "Glints Collide," "Rational Gaze"
6. **SKINLAB** (Century Media) "Slave The Way," "Come Get It"
7. **GLASSJAW** (Warner Bros.) "Cosmopolitan Bloodloss," "Pink Roses"
8. **FILTER** (Reprise) "Where Do We Go...," "So I Quit"
9. **HALFORD** (Sanctuary/SRG) "Betrayal," "Crucible"
10. **KILLSWITCH ENGAGE** (Roadrunner/IDJMG) "Numbered Days," "My Last ..."
11. **SUPERJOINT RITUAL** (Sanctuary/SRG) "Fuck Your Enemy," "Ozena"
12. **BRAND NEW SIN** (Now Or Never) "SPP," "My World"
13. **BLINDSIDE** (Elektra/EEG) "Pitiful," "Caught A Glimpse"
14. **QUEENS OF THE STONE AGE** (Interscope) "Millionaire," "No One Knows"
15. **LOLLIPOP LUST KILL** (Artemis) "Black All Over," "Like A Disease"
16. **HATEBREED** (Universal) "I Will Be Heard," "Perseverance"
17. **DOWN** (Elektra/EEG) "Beautifully Depressed," "The Seed"
18. **DIO** (Spitfire) "Push," "Killing The Dragon"
19. **CHEVELLE** (Epic) "The Red," "Wonder What's Next"
20. **PULSE ULTRA** (Atlantic) "Big Brother," "Glass Door"

Ranked by total number of shows reporting the artist, with titles listed in order of most airplay.



JIM KERR
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Jessie's Book Club

Continued from page 1

Jessup's book club that has become a key element of her show and a significant part of the Dallas literary community.

I first realized how big an impact Jessup's show has had on Dallas when I entered a Borders and saw a pile of the book *Notable American Women* at the information desk. I knew that this was Jessie's Book Club's selection for the month, but I asked the person behind the desk why it was there.

"I don't know. People just keep asking about it," the bookstore employee said, but he would not remain uninformed for long. In a little over a year Jessie's Book Club has hosted the mayor of Dallas on KDGE, was featured in a cover story in *Publisher's Weekly* and has been the talk of New York publishing.

And it all started by accident.

Hey Pretty

"It really all started when we added Poe's 'Hey Pretty,'" says Jessup. "It was the new version that featured her brother, Mark Danielewski, reading excerpts from his book *House of Leaves*. When we started playing it, the phones just exploded, so I did some research to find out where the dramatic reading came from.

"I realized that it had been a book that I had seen previously in a bookstore but was afraid to pick up because of the different fonts and the strange way it was set up. The book doesn't follow a typical read from front to back. You're jumping around. Sometimes there are only one or two words per page.

"It really looked freaky, and I was afraid of it. Still, when we started playing the song, I felt like I had to read it so I could explain to people what was happening in the song — or at least give them my interpretation."

That desire to give the listeners some background on a song was the first step to what has become Jessie's Book Club. "The Poe song really opened a door," Jessup says. "Because it incorporated music, it made the material more accessible to listeners. However, if I had just talked about a book, I would have been afraid that people who aren't into reading would have tuned out."

Meanwhile, the audience response kept getting bigger and bigger. "It was brilliant, and it was amazing how many people wanted to hear more," Jessup says. "There aren't words to describe how big it was getting. The publicist at Random House said that what was happening in Dallas was the topic of their meetings for weeks."

Jessup continued to talk to her listeners about *House of Leaves*, and eventually she realized that something special was happening: The listeners were responding so well that 19 of Amazon.com's top 20 sales areas for the book were within KDGE's broadcast range.

The Next Step

The next step came when Jessup interviewed Poe and Danielewski together on the air. It was a logical move for someone who had been discussing their work on the air for weeks, but it wasn't necessarily easy to set up the interview.

"I contacted Random House first, because I wasn't getting any help from Atlantic, and I didn't think getting an interview with Poe was an option," Jessup says. "Random House sent me a bunch of books to give away and arranged an interview with Danielewski. Well, he's Poe's brother, and one thing led to another, and I was able to interview them together."

Jessup's excitement regarding the project led her to invite Poe and Danielewski to perform at the station's summer festival show in Dallas. What started as a desire to simply give her audience background on a cool song led to the first-ever appearance of an author at Edgefest. Poe and Danielewski also did an acoustic show and an in-store appearance that weekend and talked further with Jessup on the air.

This is where our story could end. If things went as things usually do, "Hey Pretty" would be dropped into recurrent or rested, Jessup would go back to talking about alternative music, and on-air discussions about books would once again be relegated to NPR. But that's not what happened.

More Rock Stars, More Books

Jessup's next foray into the world of radio book clubs didn't actually involve the radio. It came when she realized that she could use her portion of the KDGE website to host a book club filled with cool books. The inspiration was, appropriately enough, another alternative rock star.

"I was sitting here at the station combing websites for show prep, and I ran across a site dedicated to Stephan Jenkins, the lead singer of Third Eye Blind," Jessup says. "But this site was a book club. I remember thinking, 'This guy must get razzed since he's got the same name as the lead singer of Third Eye Blind!' Well, it turns out that it was the website of the lead singer of Third Eye Blind, and he has a book club.

"I found out that he was the valedictorian of his class at Berkeley, which was just astonishing to me. It was sort of fun to talk about. I was really inspired by his book club and set up an interview with him."

With motivation from Jenkins, Jessup set up her book club on the KDGE website. At the same time, during her show she was using elements of a book she was reading. "I was reading a book about the poet Byron, who everyone has held up as the quintessential romantic," she says. "This book completely changes that perception. I had no idea that the guy had a clubfoot and used that as a license for being the biggest asshole who ever lived on the face of the earth.

"The way he behaved is repulsive, like the fact that he drank wine out of the skulls of his ancestors after raiding the tombs on his family estate. It was perfect fodder for the radio, because it fed into the somewhat demented mindset of your basic Alternative listener."

Her provocative on-air comments about Byron and the book — as well as her audience's response — led to an interview with the author of the Byron bio. "It was the perfect opportunity to correct so many misconceptions that listeners were taught in high school," says Jessup.

"What was interesting was the number of college-level professors who called and said they didn't know — and were never taught — that Byron wrote most of his romantic poetry for his sister, whom he was fucking on the sofa. Those were great calls, because they're teaching English in college, and they didn't know this information."

It All Comes Together

The audience response to her comments and discussion about Byron was strong enough that Jessup felt that she should try again. She chose a book she thought had warped and strange enough content that her listeners would enjoy hearing about it, even if they didn't read it, Ben Marcus' *Notable American Women*. Jessup also continued to point listeners to her web page, which now included Jessie's Book Club.

"I thought the content of *Notable American Women* lent itself to the alternative lifestyle," says Jessup. "Listeners really freaked out when I talked about excerpts from the book. I interviewed Marcus and produced a 15-minute bit, but I related every single thing that Ben talked about to music.

"When he is talking about a man buried in the backyard, I played 'Man in the Box.' I interviewed him on five or six occasions and got about four



JESSIE AND HER BOOKS

Here is KDGE (The Edge)/Dallas afternoon drive host and originator of Jessie's Book Club Jessie Jessup with some of her books.

hours of raw material, which I edited down to 15 minutes."

Jessup's idea of creating musical montages around author interviews brought everything together. The content of the books she chose lent themselves to her audience's lifestyle, and now she had an on-air approach for author interviews that complemented the sound of the radio station. Jessie's Book Club hit its stride.

Support System

Every month Jessup chooses a book for discussion. She features it on her page at the KDGE website and discusses it on the air. She works hard to get author interviews, which occur more often than not. The support from the New York-based publishing houses has been extremely strong, even if the initial support from Dallas-based companies was not.

Jessup says, "One of the salespeople went to a large chain here called Half Price Books and told them, 'This is what we're doing. What do you think?' Their comment was, and I quote, 'Your listeners don't read.'

"What really kills me is that they then started advertising on our Active Rock sister station, 'The Eagle' [KEGL]. I was really angry, because these were people who clearly had not done their homework."

It was not long, however, before the grass-roots movement that Jessup had created spread throughout the city. A major explosion in exposure for Jessie's Book Club was initiated by a simple communique to the mayor's office.

Jessup says, "I had seen the mayor on TV, promoting her summer reading program, and she was talking about how Mark Cuban had donated \$10,000 for shirts and someone else had given her Britney Spears tickets.

"I thought I could help her reach a few kids with that program by sending over tickets from The Edge, so I sent an e-mail to her office. I heard back from her chief-of-staff, and one thing led to another, and we set up an on-air interview.

"I was a bit terrified, because it was the first time I had ever interviewed someone in the political arena, but it was great. It was all about the books, and it was awesome. I think it helped the book club. My hope is that hav-

ing her on the show will lend my club credibility. It will be interesting to see what the long-term effects of it are."

The Risk Pays Off

While having the mayor on the air was a big deal and added a significant amount of credence to what Jessup was doing, it wasn't until her efforts were noted in a cover story in *Publisher's Weekly* that the local book merchants took notice.

"Early on, one of the salespeople approached Borders, but they just kind of yawned and stretched and said, 'Whatever,'" Jessup recalls. "Well, after the *Publisher's Weekly* column, they got a letter from their corporate headquarters, and now they're all excited about it and want to start a Jessie's Book Club display in all of their stores within our listening area."

The *Publisher's Weekly* column was a fitting culmination to all the work that Jessup had put into her book club. "David Hyde, who's in Random House's publicity department, put the article in motion," she says. "I got an e-mail from a writer at *Publisher's Weekly* saying that David had talked his ear off about me so he was writing to find out what the hubbub was all about, and it went from there. I was floored when I saw how long the article was."

The article was extremely flattering and included comments from authors Jessup had interviewed. One of the authors the magazine talked with was Katherine Dunn, who told them that when Jessup pointed out the connections between her book *Geek Love* and Shakespeare's *The Tempest*, it was the first time in 13 years that anyone had picked up on the link.

Jessup's book club is something that almost seems like it couldn't have been created for radio. It's too risky, too intellectual, too different. But it did happen, and that's a testament to Jessup's dedication and attention to her audience.

The results have been dramatic for the Dallas reading community. As for the radio station, the outcome hasn't been half bad either: After Jessup started talking about books, KDGE was No. 1 in afternoon drive for the first time in its history.

STONE SOUR

bother

WXRK 30x
WXDX 40x #1!
KRXQ 30x #3!
CIMX 22x
WXTB 21x
KPNT 13x
WMRQ 23x
WHRL 20x
KAZR 35x #1!
WRAT 31x #2!
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WRAX	WWDX	WBUZ	WHJY
WHRL	WSFM	WZZI	WRAT
KUCD	KMYZ	WMRQ	

Taken from their self-titled debut.
IN STORES AUGUST 27

Also available on the Platinum Spider-Man soundtrack
 Produced by Tom Tatman and Stone Sour
 Mixed by Toby Wright

“Stone Sour’s ‘Brother’ is the Cinderella song of the summer. It’s lit up the phones from specialty airplay to power rotation crushing all in its path. It’s hard to imagine such subtle, smoldering anger from an unmasked man and a guitar.”
 - *Vinnie Ferguson MD, WXDX Pittsburgh*

“‘Brother’ has been #1 phones for 8 weeks running. It’s in Power, and we still can’t play it enough!”
 - *Sean Elliot PD, KAZR Des Moines*

“‘Brother’ generates phones every time we play it and we are playing it 50+ per week. Who says bands need to scream at the top of their lungs about killing their family to get reaction from listeners? This one is a winner! We put it right into heavy because our listeners love it...and so do we!”
 - *Todd Thomas, WMRQ Hartford*

“As I was tracking through the *Spiderman* soundtrack, I heard this amazing song called ‘Brother,’ only to find out that it was the lead singer from Slipknot. Who knew this guy could sing? This song is not only a big surprise but a SMASH! What’s next a metal song by Nelly?”
 - *Mike Peer MD, WXRK New York*

“We did our research when we started playing this, chat rooms fan pages...the Slipknot fans have embraced this song. ‘Brother’ is the biggest record on the radio right now (#1 phones) It’s a record you can feel and that is so rare these days.”
 - *Paul Marshall MD, KRXQ Sacramento*

“I actually heard the song on another radio station while I was traveling and I was mesmerized. I HAD TO PLAY IT ON MY STATION. It’s truly stunning in so many ways. It gets instant reaction, phones all over the place and just wait until you tell your listeners that it’s Corey Taylor from Slipknot singing. They’ll shit their pants, just like I did. This will be a smash. If ‘Brother’ from Stone Sour doesn’t go number one... I’m gonna cut my pinky off.”
 - *Lisa Biello PD, WHRL Albany*

“‘Brother’ was instantly the #1 requested song at the station. It is also over 260 cume spins already.”
 - *CIMX Detroit*

“Immediate phones! And now an official add!”
 - *KPNT St. Louis*

R&R **Alternative Top 50**

August 9, 2002

Powered By



LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	RED HOT CHILI PEPPERS By The Way (Warner Bros.)	3104	-63	358643	10	76/0
2	2	JIMMY EAT WORLD Sweetness (DreamWorks)	2595	+28	292078	15	70/0
3	3	HOOBASTANK Running Away (Island/IDJMG)	2547	+38	238508	19	73/0
4	4	INCUBUS Warning (Immortal/Epic)	2314	-105	250537	17	70/0
6	5	SYSTEM OF A DOWN Aerials (American/Columbia)	2214	+212	263543	11	70/1
5	6	PAPA ROACH She Loves Me Not (DreamWorks)	2094	-45	210044	14	74/0
7	7	HIVES Hate To Say I Told You So (Burning/Epitaph/Sire/Reprise)	1893	+17	242681	14	69/0
9	8	NEW FOUND GLORY My Friends Over You (Drive-Thru/MCA)	1848	+83	194921	9	69/0
11	9	TRUSTCOMPANY Downfall (Geffen/Interscope)	1725	+96	211414	12	70/0
10	10	VINES Get Free (Capitol)	1705	+20	189834	11	74/0
8	11	PUDDLE OF MUDD Drift & Die (Flawless/Geffen/Interscope)	1589	-205	155822	20	63/0
12	12	KORN Thoughtless (Immortal/Epic)	1539	+68	195040	8	66/0
13	13	FILTER Where Do We Go From Here (Reprise)	1467	+14	130510	7	70/1
16	14	DEFAULT Deny (TVT)	1352	+57	134177	18	52/1
17	15	311 Amber (Volcano)	1310	+37	191411	24	53/3
19	16	WEEZER Keep Fishin' (Geffen/Interscope)	1255	+82	170169	6	62/1
18	17	AUDIOVENT The Energy (Atlantic)	1234	+33	108614	14	61/0
21	18	UNWRITTEN LAW Up All Night (Interscope)	1155	+135	105722	5	65/1
14	19	BOX CAR RACER I Feel So (MCA)	1147	-274	109319	15	65/0
15	20	C. KROEGER F/J. SCOTT Hero (Roadrunner/Columbia/IDJMG)	1082	-238	88922	16	57/0
23	21	CREED One Last Breath (Wind-up)	946	-39	98942	16	37/0
24	22	JACK JOHNSON Flake (Enjoy/Universal)	892	+58	107734	24	38/0
27	23	COLDPLAY In My Place (Capitol)	836	+35	111600	6	54/0
22	24	OUR LADY PEACE Somewhere Out There (Columbia)	831	-129	77097	18	43/0
28	25	CHEVELLE The Red (Epic)	815	+33	79387	6	59/3
30	26	NICKELBACK Never Again (Roadrunner/IDJMG)	787	+62	55058	4	46/1
26	27	STAINED Epiphany (Flip/Elektra/EEG)	762	-25	89116	15	29/0
25	28	EMINEM Without Me (Shady/Aftermath/Interscope)	722	-92	88150	14	40/0
41	29	PUDDLE OF MUDD She Hates Me (Flawless/Geffen/Interscope)	703	+281	78340	2	60/12
32	30	LINKIN PARK Pts Of Atrhty (Remix) (Warner Bros.)	645	+50	102375	4	31/2
33	31	BEN KWELLER Wasted And Ready (ATO/RCA)	633	+63	54479	6	40/2
Debut	32	DISTURBED Prayer (Reprise)	572	+572	79598	1	63/63
35	33	SEETHER Fine Again (Wind-up)	568	+61	51056	5	41/2
34	34	N.E.R.D. Rock Star (Virgin)	555	-27	66298	9	36/1
47	35	LIFEHOUSE Spin (DreamWorks)	553	+205	48953	2	36/4
31	36	P.O.D. Boom (Atlantic)	538	-157	72015	18	47/0
38	37	WHITE STRIPES Dead Leaves And Dirty Ground (Third Man/V2)	482	-5	81308	4	36/2
40	38	DAVE MATTHEWS BAND Where Are You Going (RCA)	422	-3	46751	12	23/0
50	39	RED HOT CHILI PEPPERS Zephyr Song (Warner Bros.)	396	+117	107832	2	15/3
39	40	HOME TOWN HERO Eighteen (Maverick/Reprise)	394	-75	38105	7	24/0
42	41	ASH Burn Baby Burn (Kinetic)	364	-40	33837	8	27/0
44	42	LINKIN PARK Runaway (Warner Bros.)	349	-37	31745	11	8/0
48	43	SINCH Something More (Roadrunner/IDJMG)	345	+10	28615	4	25/0
36	44	ADEMA Freaking Out (Arista)	338	-168	23791	10	34/0
Debut	45	QUARASHI Mr. Jinx (Time Bomb/Columbia)	321	+62	44545	1	31/2
46	46	TOOL Parabola (Volcano)	321	-19	25358	18	22/0
49	47	STROKES Hard To Explain (RCA)	307	-46	55267	17	19/0
Debut	48	30 SECONDS TO MARS Capricorn (Immortal/Virgin)	304	+96	22445	1	29/2
37	49	TRIK TURNER Sacrifice (RCA)	297	-202	17017	8	26/0
Debut	50	GAVIN ROSSDALE Adrenaline (Universal)	292	+244	79549	1	31/14

76 Alternative reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 7/28-8/3. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 20 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from the Arbitron Company (copyright 2002, The Arbitron Company). (C) 2002, R&R, Inc.

Most Added®

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ARTIST TITLE LABEL(S)	ADDS
DISTURBED Prayer (Reprise)	63
P.O.D. Satellite (Atlantic)	23
STONE SOUR Bother (Roadrunner/IDJMG)	19
STROKES Someday (RCA)	13
GAVIN ROSSDALE Adrenaline (Universal)	14
SOMETHING CORPORATE I Woke Up... (Drive-Thru/MCA)	13
PUDDLE OF MUDD She... (Flawless/Geffen/Interscope)	12
OK GO Get Over It (Capitol)	8
SUGARCULT Pretty Girl (The Way) (Ultimatum/Artemis)	8
OUR LADY PEACE Innocent (Columbia)	7

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Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
DISTURBED Prayer (Reprise)	+572
PUDDLE OF MUDD She... (Flawless/Geffen/Interscope)	+281
GAVIN ROSSDALE Adrenaline (Universal)	+244
SYSTEM OF A DOWN Aerials (American/Columbia)	+212
LIFEHOUSE Spin (DreamWorks)	+205
OK GO Get Over It (Capitol)	+137
UNWRITTEN LAW Up All Night (Interscope)	+135
LINKIN PARK Enth E Nd (Remix) (Warner Bros.)	+119
RED HOT CHILI PEPPERS Zephyr Song (Warner Bros.)	+117
P.O.D. Satellite (Atlantic)	+110

Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
STAINED For You (Flip/Elektra/EEG)	1076
EARSHOT Get Away (Warner Bros.)	965
SYSTEM OF A DOWN Toxicity (American/Columbia)	945
HOOBASTANK Crawling In The Dark (Island/IDJMG)	836
PUDDLE OF MUDD Blurry (Flawless/Geffen/Interscope)	827
UNWRITTEN LAW Seein' Red (Interscope)	813
JIMMY EAT WORLD The Middle (DreamWorks)	756
INCUBUS I Wish You Were Here (Immortal/Epic)	746
KORN Here To Stay (Immortal/Epic)	697
LINKIN PARK In The End (Warner Bros.)	665
P.O.D. Alive (Atlantic)	655
DEFAULT Wasting My Time (TVT)	643
P.O.D. Youth Of The Nation (Atlantic)	619

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I am really into the new Guided By Voices, Lawrence Arms, Dillinger 4, Distillers, Division Of Laura Lee and Guttermouth records. Is that too many? * I can't wait to hear the new Foo Fighters, Transplants and Social Distortion. * The



best shows I've seen lately were The Transplants and The Distillers at the Roxy and the many Warped Tour shows I have seen, where I got to check out The Used, who were really cool, along with all the other great bands that I have seen many times.

After the buzz at the R&R Convention following the **Disturbed** listening party, I knew the band would have a big week when their single finally hit radio — I just didn't realize how big. "Prayer" pulls in an extraordinary 63 adds this week, one of the biggest add weeks in months ... Generally, when a song pulls in that many adds, there isn't enough room on playlists across the format for other songs to have big weeks, but that isn't the case this week. **P.O.D.** pull in 23 adds behind "Satellite." That gives them 34 overall on their official first week out ... Five other bands hit double-digits, from **Stone Sour's** haunting "Bother" to **The Strokes' "Someday"** ... A few cool projects are breaking out regionally, which you don't see that often these days. Indie LMC's **Off By One** are breaking out of Florida and heading into the southeast with "Been Alone." **The Distillers' "City of Angels"** is breaking on both coasts thanks to huge support from stations like KROQ/Los Angeles and WPLY/Philadelphia. Also, **Sugarcult's "Pretty Girl"** is breaking strongly on the entire Atlantic seaboard. Make an effort to check out all three songs. A hit in one area means it could be a hit for you. **RECORD OF THE WEEK: Aimee Allen "Revolution"**



— Jim Kerr, Alternative Editor

COMING RIGHT UP

ARTIST: **Mark Copely**

LABEL: **RCA**

By **KATY STEPHAN**/ALTERNATIVE SPECIALTY EDITOR

If I get fired for absenteeism, it's Marc Copely's fault.

Last week I slid his debut CD, *Limited Lifetime Guarantee*, into my computer at work, as I do with every disc that lands on my desk. But nothing happened. I sent off a hostile message to the MIS people.

First, they pointed out the sticker on the front of the jewel case that says the CD is designed to play on home audio players only. Then they pointed out, helpful as always, that I am an idiot.

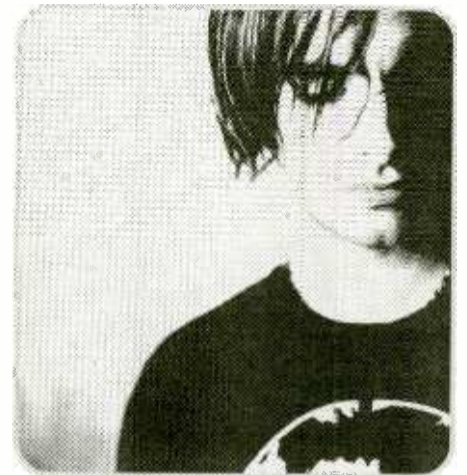
So, the good news is that Marc Copely is copyright-protected — the solution that could save the music industry! The bad news is that my brain is tiny and feeble ... but we'll deal with that problem some other time.

Anyway, I had to go out to my car to hear the Marc Copely CD. That's obvious, right? It was my only option. I am no slacker, people; I am a dedicated professional. So I grabbed my keys and got the hell out of the office.

But sitting in the car listening to music just isn't the same as driving around listening to music, is it? Not the same at all. Plus, you can't just sit there in your car with the stereo on; you'll run down the battery.

Before I reached the end of the first track, "Cellophane," I was two blocks away from the office, and it was apparent that I had a lot more driving to do. Because, in the first place, this is not the kind of lightweight, silly pop-rock artist who is so transparent, you can see straight through to his shirt label. Marc Copely is legit. This is serious guitar rock. And in the second place, this is serious guitar rock! Can you enjoy it while driving around Beverly Hills, dodging baby blue SUVs with license plates that say PRNCESS? No, you cannot.

The CD is over 40 minutes long — perfectly acceptable for a lunch break. But, trust me, when



Mark Copely

you hear *Limited Lifetime Guarantee*, you will agree completely that it's not the kind of album you can listen to just once. Marc Copely's music is thick and solid and real. It has deep currents. It has peaks and valleys. It demands that you keep driving.

Put the CD in your car, and you're going to wind up hundreds of miles away on a beach somewhere on a weekday afternoon, learning the words to "Surprise." Of course, you probably know all the words to that one already, because it's getting tons of spins all over the country — 277 just last week, to be exact.

Much of Copely's early radio support came from the East Coast and Mid-Atlantic states, where he has a huge fan base, due in part to his connection to Boston blues-harp legend James Montgomery. Copely not only played with Montgomery on tour, he also produced one of Montgomery's recent albums. It's clear that the blues have enriched Copely's playing and songwriting in ways that set his music worlds apart from the brainless pop punk the other kids are making.

When it comes to driving long distances during work hours while listening to Marc Copely, consider yourself warned. If you get fired for absenteeism, don't come crying to me.

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August 9, 2002

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12+ For The Week Ending 8/9/02.

Artist Title (Label)	TW	LW	Familiarity	Burn	TD	Familiarity	Burn
JIMMY EAT WORLD Sweetness (DreamWorks)	4.07	4.08	87%	20%	4.05	87%	20%
HOOBASTANK Running Away (Island/IDJMG)	4.06	4.15	93%	26%	4.01	94%	27%
INCUBUS Warning (Immortal/Epic)	4.06	4.06	93%	25%	4.02	94%	27%
TRUSTCOMPANY Downfall (Geffen/Interscope)	4.01	3.97	65%	7%	3.93	64%	7%
RED HOT CHILI PEPPERS By The Way (Warner Bros.)	3.96	3.90	94%	24%	3.90	95%	24%
OUR LADY PEACE Somewhere Out There (Columbia)	3.96	4.02	86%	19%	3.89	87%	20%
SYSTEM OF A DOWN Aerials (American/Columbia)	3.94	3.92	87%	18%	3.90	88%	19%
NEW FOUND GLORY My Friends... (Drive Thru/MCA)	3.94	4.07	73%	15%	3.89	70%	14%
LINKIN PARK ... Authority (Remix) (Warner Bros.)	3.93	-	76%	14%	3.92	75%	16%
STAIN'D For You (Flip/Elektra/EEG)	3.92	3.86	91%	35%	3.91	92%	35%
BOX CAR RACER I Feel So (MCA)	3.90	3.94	83%	24%	3.85	83%	24%
UNWRITTEN LAW Up All Night (Interscope)	3.90	3.91	53%	7%	3.81	57%	8%
STAIN'D Epiphany (Flip/Elektra/EEG)	3.88	3.96	86%	24%	3.87	85%	24%
DEFAULT Deny (TVT)	3.85	3.83	80%	19%	3.83	81%	21%
PAPA ROACH She Loves Me Not (DreamWorks)	3.85	3.80	92%	23%	3.79	94%	22%
AUDIOVENT The Energy (Atlantic)	3.85	3.82	55%	9%	3.82	55%	9%
WEEZER Keep Fishin' (Geffen/Interscope)	3.82	3.79	65%	10%	3.89	64%	8%
PUDDLE... Drift & Die (Flawless/Geffen/Interscope)	3.79	3.76	93%	34%	3.74	92%	35%
EARSHOT Get Away (Warner Bros.)	3.75	3.74	68%	16%	3.75	71%	15%
NICKELBACK Never Again (Roadrunner/IDJMG)	3.74	-	73%	18%	3.62	76%	20%
KORN Thoughtless (Immortal/Epic)	3.73	3.73	73%	13%	3.73	75%	13%
FILTER Where Do We Go From Here (Reprise)	3.72	3.84	67%	10%	3.71	70%	11%
C. KROEGER Hero (Roadrunner/Columbia/IDJMG)	3.71	3.72	97%	53%	3.66	96%	56%
JACK JOHNSON Flake (Enjoy/Universal)	3.69	3.63	52%	12%	3.72	55%	12%
311 Amber (Volcano)	3.66	3.69	85%	27%	3.67	88%	27%
EMINEM Without Me (Shady/Aftermath/Interscope)	3.63	3.75	97%	47%	3.76	97%	44%
HIVES Hate To Say ... (Burning/Epitaph/Sire/Reprise)	3.62	3.66	77%	21%	3.58	78%	22%
CREED One Last Breath (Wind-up)	3.51	3.44	90%	36%	3.42	93%	39%
THE VINES Get Free (Capitol)	3.45	3.55	74%	19%	3.33	75%	21%
COLDPLAY In My Place (Capitol)	3.42	-	52%	10%	3.47	53%	8%

Total sample size is 604 respondents. 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. Sample composition is based on persons 12+. TD = Target Demo (Males 18-34). Persons are screened via the Internet. Once passed, they can take the music test based on their format/music preference. RateTheMusic.com results are not meant to replace callout research. The results are intended to show opinions of participants on the Internet only. RateTheMusic is a registered trademark of RateTheMusic.com. The RTM system is available for local radio stations by calling 818/377-5300. RateTheMusic.com data is provided by Mediabase Research, A division of Premiere Radio Networks.

R&R
Top 20 Specialty Artists

August 9, 2002

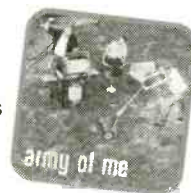
1. OKGO (Capitol) "Get Over It"
2. SONIC YOUTH (Geffen/Interscope) Various
3. NERF HERDER (Honest Don's) "Welcome To My World"
4. BETH ORTON (Astralwerks/Heavenly/Capitol) "Concrete Sky"
5. CLINIC (Domino/Universal) "Walking With Thee"
6. USED (Reprise) "Box Full Of Sharp Objects"
7. VEX RED (Virgin) "Can't Smile"
8. JURASSIC 5 (Interscope) "What's Golden"
9. DISTILLERS (Hellcat/Epitaph) "City Of Angels"
10. BRAD (Redline) "La, La, La"
11. SUPERDRAG (Arena Rock) "Baby Goes To Eleven"
12. SAVES THE DAY (Vagrant) "Freakish"
13. GLASSJAW (Warner Bros.) "Cosmopolitan Blood Loss"
14. SCAPEGOAT WAX (Hollywood) "Lost Cause"
15. SPARTA (DreamWorks) "Cut Your Ribbon"
16. QUEENS OF THE STONE AGE (Interscope) "No One Knows"
17. PRETTY GIRLS MAKE GRAVES (Lookout) "Speakers Push"
18. BOWLING FOR SOUP (Jive) "Girl All The Bad Guys Want"
19. BREAKING BENJAMIN (Hollywood) "Polyamorous"
20. YEAH YEAH YEAHS (Touch & Go) Various

Ranked by total number of shows reporting artist.

Record Of The Week

Artist: ARMY OF ME
Label: Unsigned

I get lots of free stuff. CDs, matchbooks with bands' names on them, T-shirts by the thousand. So why would I go to a band's website and start buying up merch like an eighth-grader at her first rock show? Because the band in question (Army Of Me) is completely do-it-yourself, from recording to promotion to updating their website? Because last year they were the only unsigned band to play WHFS/Washington's battle of the bands — which they won? How about: Because Army Of Me simply kicks ass. Wearing their T-shirt makes me a cooler person. Go to www.armyofmeonline.com and get one of your own.

— Katy Stephan, Alternative Specialty Editor

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WNNX/Atlanta, GA * PD: Leslie Fram APD: Chris Williams MD: Jay Harren 1 GAVIN ROSSDALE "Adrenaline" 1 SPARTA "Ribbon" DISTURBED "Prayer" P.O.D. "Satellite" RED HOT CHILI... "Song" STONE SOUR "Bother"	WAVF/Charleston, SC * PD: Greg Patrick APD/MD: Danny Villalobos No Adds	CIMX/Detroit, MI * PD: Murray Brookshaw APD: Vince Cannova MD: Matt Franklin 21 STONE SOUR "Bother" 600 G00 D0LLS "Big" THEORY OF A DEADMAN "Nothing"	KTZ/Houston-Galveston, TX * PD/MD: Steve Robison APD: Eric Schmidt 4 DISTURBED "Prayer" 2 GAVIN ROSSDALE "Adrenaline" PUDDLE OF MUDD "Hates"	KROQ/Los Angeles, CA * VP/Prog.: Kevin Weatherly APD: Gene Sandblom MD: Lisa Worden 18 DISTURBED "Prayer" 2 EMINEM "Closel" 4 DISTURBED "Prayer" STROKES "Somecay"	KQRX/Odessa-Midland, TX PD: Michael Todd Mobley 22 311 "Amber" 21 COLDPLAY "Place" STROKES "Somecay" STONE SOUR "Bother" BEFORE BRAILLE "24" GLASSJAW "Blood"	WBRU/Providence, RI * PD: Tim Schiavelli MD: Alicia Mullin 19 DISTURBED "Prayer" 1 OK GO "Over" CHEVELLE "Red" BEN KWELLER "Wasted" OUR LADY PEACE "Innocent"	KITS/San Francisco, CA * PD: Sean Demery MD: Aaron Axelsen 1 30 SECONDS TO MARS "Capricorn" CUSTOM "Beat" QUARASHI "Jinx"	KFMA/Tucson, AZ * PD: Libby Carstensen MD: Matt Spry 20 DISTURBED "Prayer" N.E.R.D. "Star"
WJSE/Atlantic City, NJ * PD: Al Parinello MD: Jason Ulanet 4 DISTURBED "Prayer" BEFORE BRAILLE "24" BRAD "La" DRAGONFLIES "Ever" GLASSJAW "Blood" MATTHEW "Down" P.O.D. "Satellite" SOMETHING CORPORATE "Woke" STONE SOUR "Bother" STROKES "Somecay"	WEND/Charlotte, NC * PD: Jack Daniel APD/MD: Kristen Honeycutt CHEVELLE "Red" DISTURBED "Prayer" PUDDLE OF MUDD "Hates" STONE SOUR "Bother"	KNRQ/Eugene-Springfield, OR PD: Chris Crowley APD/MD: Stu Allen DISTURBED "Prayer" OK GO "Over"	WRZX/Indianapolis, IN * PD: Scott Jameson MD: Michael Young 3 DISTURBED "Prayer" 2 GAVIN ROSSDALE "Adrenaline" 1 BREAKING BENJAMIN "Poly"	WLRS/Louisville, KY * Dir./Prog.: J.D. Kunes PD: Lance MD: Anrae Fitzgerald 6 DISTURBED "Prayer" PUDDLE OF MUDD "Hates"	WJRR/Oriando, FL * PD: Pat Lynch MD: Dickerman 26 DISTURBED "Prayer" 11 311 "Amber" 7 OK GO "Over" 5 THEORY OF A DEADMAN "Nothing" 4 STONE SOUR "Bother" 1 SOMETHING CORPORATE "Woke" DOWNSTEM "Door"	KRZQ/Reno, NV * PD: Wendy Rollins MD: Matt Diabolo 7 DISTURBED "Prayer" 1 SUGARCULT "Pretty" LINKIN PARK "Kut" P.O.D. "Satellite" SPARTA "Ribbon"	KJEE/Santa Barbara, CA GM/PD: Eddie Gutierrez MD: Dakota 21 PUDDLE OF MUDD "Hates" 10 USEO "ink" 5 DISTURBED "Prayer" FINCH "Letters" OUR LADY PEACE "Innocent" STROKES "Somecay"	KMYZ/Tulsa, OK * PD: Lynn Barstow MD: Corbin Pierce 14 DISTURBED "Prayer" 7 STONE SOUR "Bother" 12 DISTURBED "Prayer" 1 SUGARCULT "Pretty"
KROX/Austin, TX * PD: Melody Lee MD: Toby Ryan 2 DISTURBED "Prayer" DISTILLERS "City"	WKQX/Chicago, IL * PD: Tim Richards APD/MD: Mary Shuminas MD: Nicole Chuminato 18 DISTURBED "Prayer" LIFEHOUSE "Spin" NICKELBACK "Never" P.O.D. "Satellite" STROKES "Somecay"	KXNA/Fayetteville, AR PD: Margot Smith 15 19 WHEELS "Cool" 5 BRAD "La" 5 BEFORE BRAILLE "24" P.O.D. "Satellite" DISTURBED "Prayer" STROKES "Somecay" GLASSJAW "Blood"	WPLA/Jacksonville, FL * PD: Scott Pelibone APD/MD: Chad Chumley 1 DISTURBED "Prayer"	WMAD/Madison, WI * PD: Pat Frawley MD: Amy Hudson 25 ALANIS MORISSETTE "Precious" DISTURBED "Prayer"	WOCL/Oriando, FL * PD: Alan Amith APD/MD: Bobby Smith 4 DISTURBED "Prayer" 1 BLINDSIDE "Pitiful" STROKES "Somecay"	WDYL/Richmond, VA * PD: Mike Murphy MD: Keith Dakin 4 DISTURBED "Prayer" 1 BLINDSIDE "Pitiful" STROKES "Somecay"	WVVV/Savannah, GA PD/MD: B.J. Kinard P.O.D. "Satellite" THEORY OF A DEADMAN "Nothing"	WHFS/Washington, DC * PD: Robert Benjamin APD: Bob Waugh MD: Pat Ferriase 26 GOOD CHARLOTTE "Famous" 12 DISTURBED "Prayer" 2 FILTER "Where" BOWLING FOR SOUP "Bad" STROKES "Somecay"
KNXX/Baton Rouge, LA * PD/MD: Randy Chase APD: Bill Jackson 11 311 "Amber" 8 PUDDLE OF MUDD "Hates" 3 P.O.D. "Satellite" 2 SUGARCULT "Pretty" 2 BOWLING FOR SOUP "Bad" 2 OK GO "Over" 1 STROKE 9 "100" 3RD STRIKE "Redemption" BLINDSIDE "Pitiful" DISTURBED "Prayer" GREENWHEEL "Breathe" GAVIN ROSSDALE "Adrenaline" SCAPEGOAT WAX "Lost" STROKES "Somecay"	WZNN/Chicago, IL * PD: Bill Gamble APD: Steve Levy MD: James VanDsdol 6 DISTURBED "Prayer" BOX CAR RACER "There" SOMETHING CORPORATE "Woke"	WJWB/Ft. Myers, FL * PD: John Rozz APD: Fitz Madrid MD: Jeff Zito 12 DISTURBED "Prayer" 1 THEORY OF A DEADMAN "Nothing" GAVIN ROSSDALE "Adrenaline"	WRZK/Johnson City, TN * VP/Prog. Dps.: Mark E. McKinn DISTURBED "Prayer" GREENWHEEL "Breathe" PUDDLE OF MUDD "Hates" SUGARCULT "Pretty"	WMFMS/Memphis, TN * PD: Rob Cressman MD: Mike Killabrew 8 DISTURBED "Prayer" P.O.D. "Satellite" RED HOT CHILI... "Song"	WPLY/Philadelphia, PA * PD: Jim McGuinn MD: Dan Fein 10 DISTURBED "Prayer" 10 DISTURBED "Prayer" 10 GOOD CHARLOTTE "Famous" DISTILLERS "City" STONE SOUR "Bother"	WZZI/Roanoke-Lynchburg, VA * PD/MD: Don Walker BEFORE BRAILLE "24" DISTURBED "Prayer" OFF BY ONE "Alone" P.O.D. "Satellite" SOMETHING CORPORATE "Woke" STONE SOUR "Bother" STROKES "Somecay"	KNDD/Seattle-Tacoma, WA * PD: Phil Manning APD: Jim Keller MD: Seth Resler 15 DISTURBED "Prayer" PUDDLE OF MUDD "Hates" GAVIN ROSSDALE "Adrenaline" SEETHER "Fine"	WWDC/Washington, DC * PD: Buddy Pfizer MD: LeeAnn Curtis 2 DISTURBED "Prayer" 1 SOMETHING CORPORATE "Woke" ANDREW W.K. "Beautiful" GREENWHEEL "Breathe"
WRAX/Birmingham, AL * PD: Susan Groves APD: Hurricane Shane MD: Mark Lindsey 1 DISTURBED "Prayer" P.O.D. "Satellite" STONE SOUR "Bother"	WARQ/Columbia, SC * OM/PD/MD: Gina Juliano 16 DISTURBED "Prayer" 4 OUR LADY PEACE "Innocent" 1 SOMETHING CORPORATE "Woke" STROKES "Somecay"	WGRD/Grand Rapids, MI * PD: Bobby Duncan MD: Michael Grey DISTURBED "Prayer" GREENWHEEL "Breathe" SUGARCULT "Pretty"	WRZK/Johnson City, TN * PD: Rob Summers MD: Scott Perrin 15 DISTURBED "Prayer" OUR LADY PEACE "Innocent"	WZTA/Miami, FL * PD: Troy Hanson APD/MD: Lee Daniels 1 WEEZER "Foshin" SUGARCULT "Pretty"	WZZI/Roanoke-Lynchburg, VA * PD/MD: Don Walker BEFORE BRAILLE "24" DISTURBED "Prayer" OFF BY ONE "Alone" P.O.D. "Satellite" SOMETHING CORPORATE "Woke" STONE SOUR "Bother" STROKES "Somecay"	KEDJ/Phoenix, AZ * PD: Nancy Stevens APD: Dead Air Dave MD: Robin Nash 12 DISTURBED "Prayer" GOOD CHARLOTTE "Famous" SOMETHING CORPORATE "Woke"	WZNE/Rochester, NY * OM/PD: Mike Danger MD: Violet 4 DISTURBED "Prayer" 2 P.O.D. "Satellite" BOWLING FOR SOUP "Bad" OK GO "Over" OUR LADY PEACE "Innocent" SOMETHING CORPORATE "Woke"	WZNE/Rochester, NY * OM/PD: Mike Danger MD: Violet 4 DISTURBED "Prayer" 2 P.O.D. "Satellite" BOWLING FOR SOUP "Bad" OK GO "Over" OUR LADY PEACE "Innocent" SOMETHING CORPORATE "Woke"
KQXR/Boise, ID * PD: Jacent Jackson MD: Kallao 13 DISTURBED "Prayer"	WXTM/Cleveland, OH * PD: Kim Monroe MD: Dom Nardella 13 DISTURBED "Prayer" BLINDSIDE "Pitiful" STONE SOUR "Bother"	WGNR/Greenville, NC * PD: Jeff Sanders APD: Turner Watson 20 DISTURBED "Prayer" THEORY OF A DEADMAN "Nothing"	WVFX/Boston, MA * PD: Cruze APD/MD: Kevin Mays 21 DISTURBED "Prayer" 18 P.O.D. "Satellite" 16 LINKIN PARK "Enth" 8 QUARASHI "Jinx" 5 GAVIN ROSSDALE "Adrenaline" GLASSJAW "Blood" SR-71 "Tomorrow"	WRRV/Newburgh, NY PD: Andrew Boris DISTURBED "Prayer" P.O.D. "Satellite" OK GO "Over"	WZZI/Roanoke-Lynchburg, VA * PD/MD: Don Walker BEFORE BRAILLE "24" DISTURBED "Prayer" OFF BY ONE "Alone" P.O.D. "Satellite" SOMETHING CORPORATE "Woke" STONE SOUR "Bother" STROKES "Somecay"	WZNE/Rochester, NY * OM/PD: Mike Danger MD: Violet 4 DISTURBED "Prayer" 2 P.O.D. "Satellite" BOWLING FOR SOUP "Bad" OK GO "Over" OUR LADY PEACE "Innocent" SOMETHING CORPORATE "Woke"	WZNE/Rochester, NY * OM/PD: Mike Danger MD: Violet 4 DISTURBED "Prayer" 2 P.O.D. "Satellite" BOWLING FOR SOUP "Bad" OK GO "Over" OUR LADY PEACE "Innocent" SOMETHING CORPORATE "Woke"	WZNE/Rochester, NY * OM/PD: Mike Danger MD: Violet 4 DISTURBED "Prayer" 2 P.O.D. "Satellite" BOWLING FOR SOUP "Bad" OK GO "Over" OUR LADY PEACE "Innocent" SOMETHING CORPORATE "Woke"
WBCN/Boston, MA * VP/Programming: Dedipus APD/MD: Steven Strick P.O.D. "Satellite"	WVFX/Boston, MA * PD: Cruze APD/MD: Kevin Mays 21 DISTURBED "Prayer" 18 P.O.D. "Satellite" 16 LINKIN PARK "Enth" 8 QUARASHI "Jinx" 5 GAVIN ROSSDALE "Adrenaline" GLASSJAW "Blood" SR-71 "Tomorrow"	WVFX/Boston, MA * PD: Cruze APD/MD: Kevin Mays 21 DISTURBED "Prayer" 18 P.O.D. "Satellite" 16 LINKIN PARK "Enth" 8 QUARASHI "Jinx" 5 GAVIN ROSSDALE "Adrenaline" GLASSJAW "Blood" SR-71 "Tomorrow"	WVFX/Boston, MA * PD: Cruze APD/MD: Kevin Mays 21 DISTURBED "Prayer" 18 P.O.D. "Satellite" 16 LINKIN PARK "Enth" 8 QUARASHI "Jinx" 5 GAVIN ROSSDALE "Adrenaline" GLASSJAW "Blood" SR-71 "Tomorrow"	WVFX/Boston, MA * PD: Cruze APD/MD: Kevin Mays 21 DISTURBED "Prayer" 18 P.O.D. "Satellite" 16 LINKIN PARK "Enth" 8 QUARASHI "Jinx" 5 GAVIN ROSSDALE "Adrenaline" GLASSJAW "Blood" SR-71 "Tomorrow"	WVFX/Boston, MA * PD: Cruze APD/MD: Kevin Mays 21 DISTURBED "Prayer" 18 P.O.D. "Satellite" 16 LINKIN PARK "Enth" 8 QUARASHI "Jinx" 5 GAVIN ROSSDALE "Adrenaline" GLASSJAW "Blood" SR-71 "Tomorrow"	WVFX/Boston, MA * PD: Cruze APD/MD: Kevin Mays 21 DISTURBED "Prayer" 18 P.O.D. "Satellite" 16 LINKIN PARK "Enth" 8 QUARASHI "Jinx" 5 GAVIN ROSSDALE "Adrenaline" GLASSJAW "Blood" SR-71 "Tomorrow"	WVFX/Boston, MA * PD: Cruze APD/MD: Kevin Mays 21 DISTURBED "Prayer" 18 P.O.D. "Satellite" 16 LINKIN PARK "Enth" 8 QUARASHI "Jinx" 5 GAVIN ROSSDALE "Adrenaline" GLASSJAW "Blood" SR-71 "Tomorrow"	WVFX/Boston, MA * PD: Cruze APD/MD: Kevin Mays 21 DISTURBED "Prayer" 18 P.O.D. "Satellite" 16 LINKIN PARK "Enth" 8 QUARASHI "Jinx" 5 GAVIN ROSSDALE "Adrenaline" GLASSJAW "Blood" SR-71 "Tomorrow"

*Monitored Reporters

86 Total Reporters

76 Total Monitored

10 Total Indicator

Note: KRBZ/Kansas City, MO moves from Hot



New & Active

GREEN DAY Desensitized (Reprise)
 Total Plays: 280, Total Stations: 13, Adds: 0

COLOR RED Sore Throat (RCA)
 Total Plays: 278, Total Stations: 26, Adds: 0

FINCH Letters To You (Drive-Thru)
 Total Plays: 272, Total Stations: 24, Adds: 0

EMINEM Cleanin' Out... (Shady/Aftermath/Interscope)
 Total Plays: 263, Total Stations: 21, Adds: 2

BAD RELIGION Sorrow (Epitaph)
 Total Plays: 259, Total Stations: 12, Adds: 0

SPARTA Cut Your Ribbon (DreamWorks)
 Total Plays: 253, Total Stations: 30, Adds: 4

BOWLING FOR SOUP Girl All The... (Silvertone/Jive)
 Total Plays: 252, Total Stations: 21, Adds: 5

BLINDSIDE Pitiful (Elektra/EEG)
 Total Plays: 250, Total Stations: 30, Adds: 5

EPIDEMIC Walk Away (Elektra/EEG)
 Total Plays: 246, Total Stations: 23, Adds: 0

OK GO Get Over It (Capitol)
 Total Plays: 241, Total Stations: 35, Adds: 8

Songs ranked by total plays

Indicator

Most Added®

DISTURBED Prayer (Reprise)

P.O.D. Satellite (Atlantic)

STROKES Someday (RCA)

OK GO Get Over It (Capitol)

BEFORE BRAILLE 24 Minus 18 (Aezra)

BRAD La, La, La (Redline)

GLASSJAW Cosmopolitan Bloodloss (Warner Bros.)

OUR LADY PEACE Innocent (Columbia)

PUDDLE... She Hates Me (Flawless/Geffen/Interscope)

311 Amber (Volcano)

COLDPLAY In My Place (Capitol)

BLINDSIDE Pitiful (Elektra/EEG)

SUGARCULT Pretty Girl (The Way) (Ultimatum/Artemis)

EMINEM Cleanin'... (Shady/Aftermath/Interscope)

RED HOT CHILI PEPPERS Zephyr Song (Warner Bros.)

THEORY OF A DEADMAN Nothing Could Come... (Roadrunner/IDJMG)

FINCH Letters To You (Drive-Thru)

MUST Freechild (Wind-up)

STONE SOUR Bother (Roadrunner/IDJMG)

19 WHEELS So Cool (Independent)

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The KBCO Morning Show

□ Bret Saunders wins big in Denver-Boulder by not forcing it

Just about every successful radio station has a successful morning show. And KBCO, which is celebrating its 25th anniversary this summer, is no exception. Over the years the station has always had one type of morning show or another, but five years ago then-PD Dave Benson felt that it was time to reinvent it. Luckily, he was able to find the right talent in **Bret Saunders**, who was already part of the family.

Saunders began his radio career at the tender age of 14 at his 10-watt high school radio station just outside of Detroit. After high school he got into public radio via the college station at East Michigan University, where he worked for several years.

In his early 20s he decided that he wanted to learn about commercial radio, so he took a job in Cody, WY,

at a Top 40 station. For the next several years Saunders bounced around in small and medium markets in the West getting the experience he needed to progress.

Since the early '90s he's been doing mornings, and he was working at KTCL/Ft. Collins, CO — KBCO's sister station — for four years prior to taking his latest job. "Working at KTCL meant that I was in the same offices as the other Jacor stations," Saunders says. [Jacor owned KBCO and KCTL before Clear Channel]. "I ran into Dave Benson, who was PD of KBCO at the time, in the hallway, and he asked me to join up.

"As many folks now know, Benson's idea for the morning show was to take the attitude of NPR and adapt it to a commercial Triple A station. Dave did a great job of nurturing me in the beginning. I was used to doing a morning show, but it was my first shot at this format, so I needed guidance."

Obviously, Saunders is doing something right. In the spring 2002 Arbitron the KBCO morning show ranked No. 3 12+ with a 6.5, No. 1 18-49 with an 8.9 and No. 1 25-54 with a 9.2.

Mr. Natural

The approach Saunders has developed has evolved since he first went on the air at KBCO. He says he's more human now, not trying to be "on" all the time. Certainly, he tries to be entertaining, funny and informative on the show, but he feels like it is less forced and more natural.

"I am not as interested in being outrageous for outrageousness' sake," he says. "I have found my voice, which



Bret Saunders

is more conversational and less the big, deep radio voice. It's funny, but the years I put in at public radio have really helped me to refine my delivery.

"It's a very commercial radio show, but here's the thing: There are so many shows that do well in this market — and across the country, for that matter — that are based on the fluids that come out of people's bodies. That's great for them. I am a fan of Howard Stern, and I think Lewis & Floorwax on KRFX in this market have an incredible telepathic ability to communicate with each other, and it shows on the radio. But I also realize that is not what makes me funny. There are so many other people who are better than me at being demented, so I don't go down that road."

Because he doesn't focus on sex or crazy antics, Saunders has a much

like at the other end of the radio," he says. "I must always try to remember the purpose that radio serves for people in their daily lives."

In Search Of Diversity

Saunders has a keen understanding of the Triple A mantra: The diversity of the music the format plays translates into a diverse audience. And, for him, having a wide variety of people in the mix each morning makes all the difference. His goal is to translate himself into a talking version of the format between the music he plays.

"The great secret of this format is that it doesn't appeal to just one group of people," he says. "Our listeners are genuinely intelligent and are genuinely interested in what's going on in the world every day when they get up. We have the ability to draw from the audience too. Many call in daily, and I make them an integral part of the show. We can have a younger adult call in about the Dave Matthews concert yesterday, or we can have a stockbroker call in to address the tumultuous stock market, which was a big topic on today's show."

"I am really proud of the fact that, even though I am kind of a liberal-minded person, conservatives still listen to the show. I think they feel that I will allow all points of view to be expressed and that I try to give a balanced view of things whenever I can."

Saunders doesn't have to go it alone, however. He has an on-air partner in Robbyn Hart. She's the news and traffic gal, but she also makes quite a contribution to the overall flow of the show.

"Even though she's in a studio down in Denver, and I am in Boulder, you'd never know that we aren't in the same studio. We were lucky enough to be friends before we worked together, so it was one of those situations where we already knew and understood each other."

The show also has a great producer, Ron Bostwick. His strength is in helping to cultivate ideas and having things ready for Saunders when he goes on the air each day.

Scott Arbough, a 17-year station

veteran and the current PD of KBCO, feels that the members of the morning show make a great team. "I am in awe of the way they work together and how dedicated they are to being the best they can be," he says.

Music Is The Star

Even though a good Triple A morning show is all about lifestyle, news and information, music is still the center of the show. Triple A radio hangs its hat on the music and its continued importance in people's lives. Because of this, Triple A morning shows are

"In no way do I think I am very good at this or that I have it down. I always feel like I can improve."

more music-intensive than those at other formats.

"The music is still the star of the show, as far I am concerned," Saunders says. "We usually play eight records an hour — or seven, if Scott is not watching, but he usually is — and the balance between talk and music is basically intuitive at this point. You sort of just fill in the holes and get in a flow, which is really easy to do when you get on a topic."

"But I have learned to be more concise. You need to get to the point and remain focused on the message you're trying to get across. Most of the interviews we do are just two or three minutes long. What I usually do is prerecord them earlier in the morning — or sometimes just minutes before — and do a quick edit on them before they air."

The Sage of World Class Rock is a bit Saunders has done for years. It's a Wednesday-morning music-trivia contest where listeners call in and ask him questions. "I happen to be a real music geek and know lots of dumb stuff about artists and music, but they do stump me sometimes," he says.

"I qualify it a bit. I won't answer certain types of questions or about certain artists. They're listed on the station website. I usually know the answer, but sometimes I play dumb to make the thing more exciting. Of

course, if I am stumped, the caller wins a prize of some sort."

Saunders reads every prominent rock book that's published and keeps up with all the music magazines to stay on top of things. Since he started the bit almost five years ago, shows like VH1's *Behind the Music* and A&E's *Biography* have made the questions much more sophisticated.

Show Prep

Keeping up on the music world is important, but Saunders also needs to stay in touch with current events nationally and internationally. Plus, it is very important that he be tuned in to what's happening locally.

"The trick is to know everything you can know," he says. "It comes down to reading a lot. For me, it is challenge to stay up on the pop culture side of things. I have to be as knowledgeable about what's happening in movies and TV as I am about what's going on with the government, the economy or some pressing social issue in the Denver and Boulder area. Much of what happens on the air takes a lot of time to research and digest prior to opening the mike that day."

If you want to get an idea of the variety of subjects Saunders and crew address on the morning show, a quick visit to the station's website (www.kbco.com) will amaze you. The morning show link has many pages of information and details about the show's scope.

In spite of the success the show has achieved since it signed on, Saunders remains humble. "I am ready to go each day when the show starts, but I am somewhat humbled about what I do," he says. "In no way do I think I am very good at this or that I have it down. I always feel like I can improve. I have a long way to go."

"When you've done it as long as I have, you simply have to love the show and love what you do each day. For this format, the fact that I am an absolute music fanatic is also a good source of motivation for me. I think about the show and music all the time."

TALK BACK TO R&R!

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

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WXPB, WFPK, KRSH,
WRNX, KOTR, WMVY,
WNCW, KTBG and
20+ more!

"Kim has always been a core artist for XPN and our listeners have been calling for the last year wondering when her next record was coming. Kim has made the album of her career with legendary producer Bill Bottrell. 'This Love' - the entire record in fact - will be booming out of radios through 2003! RISE is a great big welcome back for Kim."

Bruce Warren, WXPB

PERFORMING @ A3 SUMMIT @ FOX THEATER WITH COLDPLAY
FRIDAY 8/16

LOST HIGHWAY

Produced by Bill Bottrell

Mgmt: Jennifer Lasker @ Genuine Artists/212.929.5488

www.kimrichey.com

www.losthighwayrecords.com

www.americanradiohistory.com

R&R Triple A Top 30

Powered By



August 9, 2002

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
	1	DAVE MATTHEWS BAND Where Are You Going (RCA)	654	+10	36242	12	27/0
	2	JACK JOHNSON Flake (Enjoy/Universal)	533	+16	41834	25	27/0
	3	BRUCE SPRINGSTEEN The Rising (Columbia)	516	+34	34880	6	22/0
	4	COUNTING CROWS American Girls (Geffen/Interscope)	498	-11	20992	13	25/0
	5	COLDPLAY In My Place (Capitol)	459	+33	26346	5	26/0
	6	CHUCK PROPHET Summertime Thing (New West/Red Ink)	445	+35	31274	8	23/1
	7	JOHN MAYER Your Body Is A Wonderland (Aware/Columbia)	440	+5	30402	9	23/0
	8	NORAH JONES Don't Know Why (Blue Note/Virgin)	435	+11	34253	14	24/0
	9	JIMMY EAT WORLD The Middle (DreamWorks)	424	-20	27736	21	18/0
	10	SHERYL CROW Soak Up The Sun (A&M/Interscope)	335	+7	22599	24	23/0
	11	SHERYL CROW Steve McQueen (A&M/Interscope)	312	+5	21006	3	22/4
	12	DROPLINE Fly Away From Here (...Day) (143/Reprise)	301	-10	13765	9	18/0
	13	CHRIS ISAAK One Day (Reprise)	282	+5	16782	10	21/0
	14	JOHN MAYER No Such Thing (Aware/Columbia)	261	-38	19747	49	21/0
	15	DAVE PIRNER Never Recover (Ultimatum)	249	+8	14524	6	22/1
	16	GOO GOO DOLLS Here Is Gone (Warner Bros.)	249	-51	15329	21	20/0
	17	HOWIE DAY Ghost (Epic)	247	+44	15795	6	22/4
	18	LUCE Good Day (Nettwerk)	234	+5	13900	10	15/2
	19	BONNIE RAITT Silver Lining (Capitol)	232	+33	16621	2	18/1
	20	RED HOT CHILI PEPPERS By The Way (Warner Bros.)	217	+5	9020	9	9/0
	21	THE CORRS F/BONO When The Stars Go Blue (143/Lava/Atlantic)	193	+2	15805	16	9/0
	22	C. KROEGER F/J. SCOTT Hero (Roadrunner/Columbia/IDJMG)	192	+13	5839	10	7/0
	23	LOS LOBOS Hearts Of Stone (Mammoth)	184	-11	7124	12	13/0
	24	BETH ORTON Concrete Sky (Astralwerks/Heavenly/Capitol)	180	+7	9453	3	17/1
	25	DISHWALLA Somewhere In The Middle (Immergent)	167	-32	4977	19	12/0
	26	TREY ANASTASIO Alive Again (Elektra/EEG)	165	-23	8888	16	15/0
Debut	27	311 Amber (Volcano)	157	+19	13568	1	6/0
	28	ALANIS MORISSETTE Precious Illusions (Maverick/Reprise)	148	-42	3945	6	13/0
Debut	29	MOBY Extreme Ways (V2)	135	+36	9320	1	12/1
Debut	30	OUR LADY PEACE Somewhere Out There (Columbia)	135	+6	2945	1	5/0

28 Triple A reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 7/28-8/3. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 15 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from the Arbitron Company (copyright 2002, The Arbitron Company). (C) 2002, R&R, Inc.

New & Active

PETER STUART With My Heart In Your Hands (Vanguard)

Total Plays: 131, Total Stations: 15, Adds: 3

VAN MORRISON Down The Road (Universal)

Total Plays: 126, Total Stations: 8, Adds: 0

MAIA SHARP Willing To Burn (Concord)

Total Plays: 124, Total Stations: 13, Adds: 1

CREED One Last Breath (Wind-up)

Total Plays: 124, Total Stations: 5, Adds: 0

JACK JOHNSON Bubble Toes (Enjoy/Universal)

Total Plays: 122, Total Stations: 12, Adds: 7

SONIA DADA Baby Woke Up (Calliope/Razor & Tie)

Total Plays: 121, Total Stations: 12, Adds: 1

GOO GOO DOLLS Big Machine (Warner Bros.)

Total Plays: 118, Total Stations: 11, Adds: 1

DAVID BAERWALD Nothing's Gonna... (Lost Highway/IDJMG)

Total Plays: 118, Total Stations: 10, Adds: 1

ELVIS COSTELLO 45 (Island/IDJMG)

Total Plays: 113, Total Stations: 14, Adds: 2

HOOBASTANK Running Away (Island/IDJMG)

Total Plays: 111, Total Stations: 4, Adds: 0

Songs ranked by total plays

Most Added

www.radds.com

ARTIST TITLE LABEL(S)	ADDS
JACK JOHNSON Bubble Toes (Enjoy/Universal)	7
PETER GABRIEL The Barry Williams... (Geffen/Interscope)	7
SHERYL CROW Steve McQueen (A&M/Interscope)	4
HOWIE DAY Ghost (Epic)	4
ALICE PEACOCK I'll Be The One (Aware/Columbia)	4
RHETT MILLER Come Around (Elektra/EEG)	4
PETER STUART With My Heart In Your Hands (Vanguard)	3
LIFEHOUSE Spin (DreamWorks)	3
BRAD La, La, La (Redline)	3
RUSTED ROOT Blue Diamonds (Island/IDJMG)	3

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
AIMEE MANN Humpty Dumpty (SuperEgo/Red Ink)	+91
PETER GABRIEL The Barry Williams... (Geffen/Interscope)	+70
PETER STUART With My Heart In Your Hands (Vanguard)	+55
ELVIS COSTELLO 45 (Island/IDJMG)	+54
LENNY KRAVITZ If I Could Fall In Love (Virgin)	+48
HOWIE DAY Ghost (Epic)	+44
DAVID BAERWALD Nothing's... (Lost Highway/IDJMG)	+37
DUNCAN SHEIK On A High (Atlantic)	+37
MOBY Extreme Ways (V2)	+36
BRUCE SPRINGSTEEN Lonesome Day (Columbia)	+36

Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
PETE YORN Strange Condition (Columbia)	164
DAVE MATTHEWS BAND Everyday (RCA)	160
TRAIN Drops Of Jupiter (Tell Me) (Columbia)	157
U2 In A Little While (Interscope)	155
AFRO-CELT... F/P. GABRIEL When... (Real World/Virgin)	153
PUDDLE OF MUDD Blurry (Flawless/Geffen/Interscope)	151
LIFEHOUSE Hanging By A Moment (DreamWorks)	150
DAVID GRAY Babylon (ATO/RCA)	137
U2 Beautiful Day (Interscope)	137
FIVE FOR FIGHTING Superman... (Aware/Columbia)	131
PETE YORN Life On A Chain (Columbia)	130
CALLING Wherever You Will Go (RCA)	129
CHRIS ISAAK Let Me Down Easy (Reprise)	121
ALANIS MORISSETTE Hands Clean (Maverick/Reprise)	116
DEFAULT Wasting My Time (TVT)	114

R&R Station Playlists have moved to the web. See all of our monitored reporters at www.radioandrecords.com.

SHERYL CROW STEVE McQUEEN

R&R Triple A: 11

BDS AAA: 8*

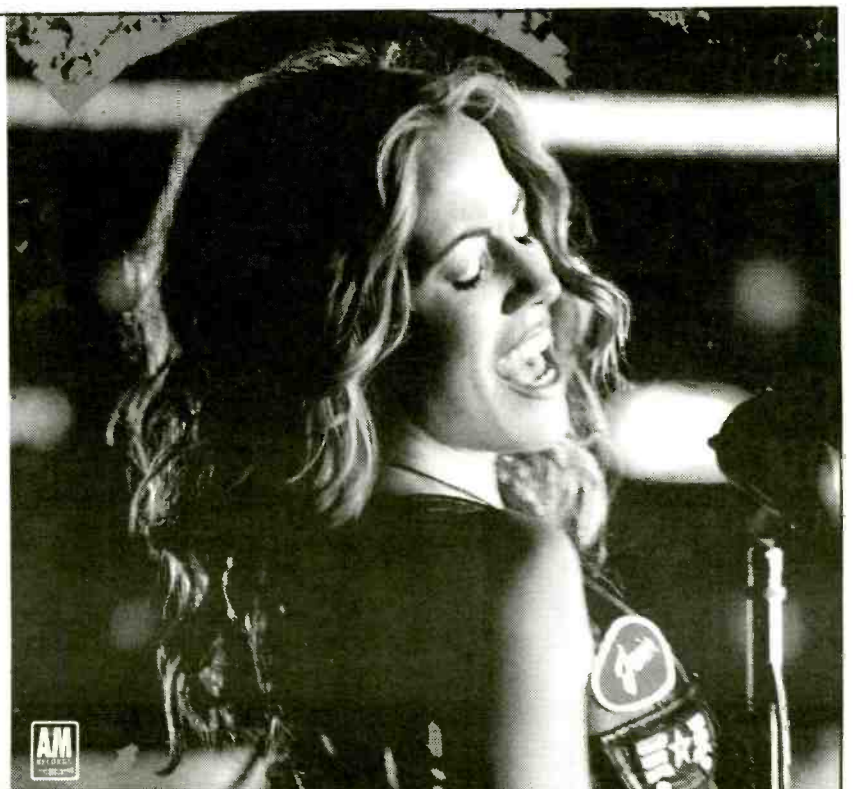
New Adds: KAEP, CKEY, KTHX, KTEE

HOT AC = #1 Most Added, including: WPLJ, KYSR, WTMX, WBMX

SoundScan = 1.1 million

On Tour Now!

Management: W Management - Scooter Weintraub, Pam Wertheimer, Chris Hudson
Produced by: Sheryl Crow and John Shanks



August 9, 2002

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+ / - PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
4	1	BRUCE SPRINGSTEEN The Rising (Columbia)	322	+38	10093	5	20/0
1	2	DAVE MATTHEWS BAND Where Are You Going (RCA)	318	-28	7344	12	20/0
2	3	CHUCK PROPHET Summertime Thing (New West/Red Ink)	304	-3	7441	14	20/0
3	4	COUNTING CROWS American Girls (Geffen/Interscope)	286	-3	5353	12	18/0
6	5	BETH ORTON Concrete Sky (Astralwerks/Heavenly/Capitol)	258	+14	7624	6	21/1
5	6	MAIA SHARP Willing To Burn (Concord)	249	-17	5440	17	18/0
15	7	BONNIE RAITT Silver Lining (Capitol)	233	+50	7272	3	21/0
7	8	JOHN MAYER Your Body Is A Wonderland (Aware/Columbia)	226	-12	3954	7	13/0
14	9	SHERYL CROW Steve McQueen (A&M/Interscope)	221	+32	3793	3	16/1
8	10	NEIL FINN Driving Me Mad (Nettwerk)	213	-15	6217	12	19/0
10	11	COLDPLAY In My Place (Capitol)	212	+3	5530	5	18/0
12	12	DAVID BOWIE Slow Burn (ISO/Columbia)	201	+4	5677	9	17/0
11	13	BRYAN FERRY Goddess Of Love (Virgin)	195	-6	5178	11	17/0
13	14	NORAH JONES Don't Know Why (Blue Note/Virgin)	179	-17	4256	19	14/0
21	15	ELVIS COSTELLO 45 (Island/IDJMG)	173	+26	5665	2	18/1
9	16	LOS LOBOS Hearts Of Stone (Mammoth)	172	-43	5184	16	16/0
18	17	BRUCE HORNSBY Sticks & Stones (RCA)	170	-3	4682	5	17/0
19	18	COUSTEAU Talking To Myself (Palm Pictures)	160	+2	5578	4	16/0
20	19	CHRIS ISAAK One Day (Reprise)	146	-7	2174	10	13/0
16	20	WILCO Heavy Metal Drummer (Nonesuch)	144	-35	3684	20	13/0
24	21	SONIA DADA Baby Woke Up (Calliope/Razor & Tie)	136	+14	3958	2	15/1
17	22	TREY ANASTASIO Alive Again (Elektra/EEG)	130	-44	3037	20	13/0
22	23	ROBERT PLANT Darkness, Darkness (Universal)	122	-17	2957	8	13/0
28	24	OASIS Stop Crying Your Heart Out (Epic)	116	+10	1048	5	10/0
26	25	LUCE Good Day (Nettwerk)	111	-1	1992	12	10/0
23	26	INDIGO GIRLS Become You (Epic)	110	-16	2090	10	11/0
27	27	HOWIE DAY Ghost (Epic)	107	-4	2663	4	13/0
Debut	28	AIMEE MANN Humpty Dumpty (SuperEgo/Red Ink)	106	+87	5503	1	15/2
Debut	29	DAVE PIRNER Never Recover (Ultimatum)	104	+5	1636	1	10/1
25	30	PHIL LESH Night Of A Thousand Stars (Columbia)	99	-17	2039	6	12/0

21 Triple A Indicator Reports. Songs ranked by total plays for the airplay week of Sunday 7/28-Saturday 8/3.
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Most Added

ARTIST TITLE LABEL(S)	ADDS
RHETT MILLER Come Around (Elektra/EEG)	9
RUSTED ROOT Blue Diamonds (Island/IDJMG)	6
PETER WOLF Nothing But The Wheel (Artemis)	6
JACK JOHNSON Bubble Toes (Enjoy/Universal)	5
WILLY PORTER If Love Were An Airplane (Six Degrees)	3
PETER GABRIEL The Barry Williams... (Geffen/Interscope)	3
PINA Cold Storm (Real World)	3
AIMEE MANN Humpty Dumpty (SuperEgo/Red Ink)	2
BLIND BOYS OF ALABAMA People... (Real World/Virgin)	2
PETER STUART With My Heart In Your Hands (Vanguard)	2
DINAH WASHINGTON Is You Is... (Remix) (Verve/VMG)	2
BRAD La, La, La (Redline)	2
STEVE EARLE Conspiracy Theory (E-Squared/Artemis)	2

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
AIMEE MANN Humpty Dumpty (SuperEgo/Red Ink)	+87
BLIND BOYS OF ALABAMA People... (Real World/Virgin)	+57
BONNIE RAITT Silver Lining (Capitol)	+50
BRUCE SPRINGSTEEN The Rising (Columbia)	+38
ANDY STOCHANSKY Wonderful...Private Music/RCA Victor	+38
SHERYL CROW Steve McQueen (A&M/Interscope)	+32
CITIZEN COPE Contact (DreamWorks)	+28
LENNY KRAVITZ If I Could Fall In Love (Virgin)	+28
JACK JOHNSON Bubble Toes (Enjoy/Universal)	+27
JOSH ROUSE Miracle (Slow River/Rykodisc)	+27
REMY SHAND Take A Message (Motown)	+27
ELVIS COSTELLO 45 (Island/IDJMG)	+26
PETER STUART With My Heart In Your Hands (Vanguard)	+22
WILLY PORTER If Love Were An Airplane (Six Degrees)	+21

Reporters

<p>WAPS/Akron, OH PD/MD: Bill Gruber 1 PETER GABRIEL "Barry" 1 RUSTED ROOT "Diamonds" 1 RHETT MILLER "Come" 1 JACK INGRAM "Everybody" 1 CHUCK PROPHET "Much"</p>	<p>KBXR/Columbia, MD PD/MD: Lana Trezise 1 RHETT MILLER "Come"</p>	<p>KTCZ/Minneapolis, MN * PD: Lauren MacLeash APD/MD: Mike Wolf 1 BETH ORTON "Concrete"</p>	<p>WYEP/Pittsburgh, PA PD: Rosemary Weisich APD/MD: Chris Griffin 1 PETER WOLF "Wheel" 1 PINA "Cold" 1 TONY FURTADO "Barry" 1 WILLY PORTER "Airplane" 1 CHUCK PROPHET "Aner" 1 RUSTED ROOT "Diamonds" 1 PHIL LESH & FRIENDS "Liberty"</p>	<p>KFOG/San Francisco, CA * PD: Dave Benson APD/MD: Haley Jones 6 HOWIE DAY "Ghost" 1 PETER GABRIEL "Barry"</p>			
<p>KTZO/Albuquerque, NM * PD: Scott Souhrada MD: Don Kelley 1 GOOD GOOD DOLLS "Big" 1 LIFEHOUSE "Spin"</p>	<p>KBCO/Denver-Boulder, CO * PD: Scott Arbaugh MD: Keeler 12 JACK JOHNSON "Bubble" 11 LUCE "Good" 3 HOWIE DAY "Ghost"</p>	<p>WGTX/Minneapolis, MN * DM: Dave Hamilton PD: Jeff Collins 15 BRAD "La" 14 STROKES "Somerset" 12 PETER GABRIEL "Barry"</p>	<p>WCLZ/Portland, ME PD: Herb Ivy MD: Brian James 19 JACK JOHNSON "Bubble" 4 PETER GABRIEL "Barry" 1 RHETT MILLER "Come"</p>	<p>KDTR/San Luis Obispo, CA PD: Drew Ross MD: Rick Williams 5 RICHIE HAVENS "Stardust" 4 PETER WOLF "Wheel" 4 STEVE EARLE "Theory"</p>			
<p>KGSR/Austin, TX * PD: Jody Denberg MD: Susan Castle 3 BRUCE SPRINGSTEEN "Sunny" 3 ELIZA GILKYSON "Boyfriend" 6 PETER WOLF "Wheel" 5 VAN MORRISON "Summer" 2 RED HOT CHILI "Song"</p>	<p>WDET/Detroit, MI PD: Judy Adams MD: Martin Bandyke AMD: Chuck Horn 4 SONIA DADA "Woke" 4 JACK JOHNSON "Bubble" 4 LORI WYATT "Touch" 4 MARINA SORBARA "Barbie"</p>	<p>WZLW/Mobile, AL * PD: Brian Hart MD: Tim Hallmark 1 DAVE PIRNER "Never" 1 PETER STUART "Hands"</p>	<p>KINK/Portland, OR * PD: Dennis Constantine MD: Kevin Welch 13 PETER GABRIEL "Barry" 8 COUNTING CROWS "Coal" 7 NORAH JONES "Come" 1 MAIA SHARP "Willing"</p>	<p>KBAC/Santa Fe, NM GM/MD: Ira Gordon APD: Joann Orner 13 WILLY PORTER "Airplane" 12 JOSH ROUSE "Miracle" 1 PETER STUART "Hands"</p>			
<p>WRNR/Baltimore, MD DM: Jon Peterson PD: Alex Cortright MD: Damlan Einstein 4 JACK JOHNSON "Bubble" 1 RED HOT CHILI "Song" 1 RHETT MILLER "Come" 1 DINAH WASHINGTON "Is" 1 Doves "River"</p>	<p>WVOD/Elizabeth City, NC PD: Matt Cooper MD: Tad Abbey 1 ELVIS COSTELLO "45" 1 LIFEHOUSE "Spin" 1 Lenny Kravitz "Could"</p>	<p>KPIG/Monterey, CA PD/MD: Laura Ellen Hopper 7 BLIND BOYS OF "Ready" 6 PETER WOLF "Wheel" 3 STEVE EARLE "Remember" 1 DRIVE-BY TRUCKERS "72"</p>	<p>WDSJ/Poughkeepsie, NY PD: Greg Gattine APD: Christine Martinez MD: Roger Menell 5 PETER GABRIEL "Barry" 3 PETER WOLF "Wheel" 1 BLIND BOYS OF "Ready" 1 BRAD "La" 1 RUSTED ROOT "Diamonds"</p>	<p>KTAO/Santa Fe, NM PD: Brad Hockmeyer APD/MD: Michael Dean 1 RUSTED ROOT "Diamonds" 1 JACK JOHNSON "Bubble" 1 RHETT MILLER "Come"</p>			
<p>KRVB/Boise, ID * DM/MD: Dan McColly SHERYL CROW "Steve" PETER GABRIEL "Barry" SONIA DADA "Woke"</p>	<p>WNCW/Greenville, SC PD: Mark Keefe APD/MD: Kim Clark 1 THEA GILMORE "Air" 1 RHETT MILLER "Come" 1 PINA "Cold" 1 ANDY STOCHANSKY "Wonderful" 1 PETER WOLF "Wheel" 1 DAVID CHILDERS "Muddy"</p>	<p>WRIT/Nashville, TN * DM/MD: David Hall APD/MD: Keith Coos 1 ALICE PEACOCK "One" 1 ELVIS COSTELLO "45" 1 JACK JOHNSON "Bubble" 1 AIMEE MANN "Humpty"</p>	<p>WDSJ/Poughkeepsie, NY PD: Greg Gattine APD: Christine Martinez MD: Roger Menell 5 PETER GABRIEL "Barry" 3 PETER WOLF "Wheel" 1 BLIND BOYS OF "Ready" 1 BRAD "La" 1 RUSTED ROOT "Diamonds"</p>	<p>KRSB/Santa Rosa, CA * PD: Bill Bowker MD: Pam Long 1 RUSTED ROOT "Diamonds" 1 ALICE PEACOCK "One" 1 BRAD "La" 1 DRIVE-BY TRUCKERS "Rock"</p>			
<p>WBOS/Boston, MA * PD: Chris Herrmann APD/MD: Michele Williams 1 JACK JOHNSON "Bubble" 1 RHETT MILLER "Come" 1 PETER WOLF "Wheel"</p>	<p>WTTS/Indianapolis, IN * PD: Brad Holtz 9 JACK JOHNSON "Bubble" 3 COUSTEAU "Myself" 1 ELVIS COSTELLO "45"</p>	<p>WFUV/New York, NY PD: Chuck Singleton MD: Rita Houston AMD: Russ Boris 1 RICK HOLMSTROM "Shake" 1 PETER STUART "Hands" 1 SWAN DIVE "Wine" 1 STEVE EARLE "Theory"</p>	<p>KTHX/Reno, NV * PD: Harry Reynolds MD: Dave Herold 1 DAVID BAERWALD "Bring" 1 SHERYL CROW "Steve" 1 MARINNE FAITHFUL "Wherever" 1 RICK HOLMSTROM "Shake" 1 RHETT MILLER "Come" 1 BRUCE SPRINGSTEEN "Lonesome"</p>	<p>KMIT/Seattle-Tacoma, WA * GM/MD: Chris Mays APD/MD: Shawn Stewart No Adds</p>			
<p>WRRV/Boston, MA * PD: Joanne Doody MD: Dana Marshall 1 KAY HANLEY "Dreadful" 1 RUSTED ROOT "Diamonds"</p>	<p>WKXI/Knoxville, TN * PD: Shane Cox MD: Sarah McClune 1 BIG HEAD TODD "Again" 1 HOWIE DAY "Ghost"</p>	<p>WFOK/Salt Lake City, UT * DM/MD: Bruce Jones MD: Kari Bushman 1 GREENWHEEL "Breathe" 1 LIFEHOUSE "Spin"</p>	<p>KAEF/Spokane, WA * PD: Tim Cotter MD: Kari Bushman 1 SHERYL CROW "Steve" 1 NINE DAYS "Good" 1 SCAPEGOAT WAX "Lost" 1 PETER STUART "Hands"</p>	<p>WRNK/Springfield, MA * GM/MD: Tom Davis MD: Donnie Moorhouse 1 ALICE PEACOCK "One" 1 BRAD "La" 1 RHETT MILLER "Come" 1 RUSTED ROOT "Diamonds"</p>			
<p>CKEY/Butte, NY * DM/MD: Rob White MD: Mike Blakely 1 SHERYL CROW "Steve"</p>	<p>KMTN/Jackson, WY PD/MD: Mark Fishman 1 WILLY PORTER "Airplane" 1 MOBY "Extreme" 1 DAVID BAERWALD "Bring" 1 AIMEE MANN "Humpty" 1 RUSTED ROOT "Diamonds"</p>	<p>WKDC/Norfolk, VA * PD: Paul Shugrue MD: Kristen Croot 3 LIFEHOUSE "Spin" 2 PETER GABRIEL "Barry" 1 JACK JOHNSON "Bubble" 1 ALICE PEACOCK "One" 1 RHETT MILLER "Come"</p>	<p>KPRN/San Diego, CA * PD/MD: Dona Shabib 1 PETER GABRIEL "Barry" 1 HOWIE DAY "Ghost"</p>	<p>WVNY/Cape Cod, MA PD/MD: Barbara Dacey 1 PETER WOLF "Wheel" 1 RHETT MILLER "Come" 1 DAVE PIRNER "Never"</p>	<p>WPKL/Louisville, KY PD: Dan Reed APD: Stacy Owen No Adds</p>	<p>KCTY/Omaha, NE * PD: Max Burgardner MD: Christopher Dean 2 MOBY "Extreme"</p>	<p>WXPW/Philadelphia, PA PD: Bruce Warren APD/MD: Helen Leitch 1 RHETT MILLER "Come" 1 BRAD "La" 1 ALICE PEACOCK "One" 1 JACK JOHNSON "Bubble" 1 DINAH WASHINGTON "Is" 1 RUSTED ROOT "Diamonds" 1 PETER WOLF "Sleepers"</p>
<p>WVOD/Chattanooga, TN * DM/MD: Danny Howard PETER GABRIEL "Barry" CHUCK PROPHET "Thing"</p>	<p>WMMM/Madison, WI * PD/MD: Tom Teuber 4 JACK JOHNSON "Bubble" 2 DINAH WASHINGTON "Is"</p>	<p>WVNY/Cape Cod, MA PD/MD: Barbara Dacey 1 PETER WOLF "Wheel" 1 RHETT MILLER "Come" 1 DAVE PIRNER "Never"</p>	<p>WVNY/Cape Cod, MA PD/MD: Barbara Dacey 1 PETER WOLF "Wheel" 1 RHETT MILLER "Come" 1 DAVE PIRNER "Never"</p>	<p>WVNY/Cape Cod, MA PD/MD: Barbara Dacey 1 PETER WOLF "Wheel" 1 RHETT MILLER "Come" 1 DAVE PIRNER "Never"</p>	<p>WVNY/Cape Cod, MA PD/MD: Barbara Dacey 1 PETER WOLF "Wheel" 1 RHETT MILLER "Come" 1 DAVE PIRNER "Never"</p>	<p>WVNY/Cape Cod, MA PD/MD: Barbara Dacey 1 PETER WOLF "Wheel" 1 RHETT MILLER "Come" 1 DAVE PIRNER "Never"</p>	

National Programming

Added This Week



Ali Castelinni 215-898-6677

No reported adds this week



Rob Reinhart 734-761-2043

BETH ORTON Carmella
 CITIZEN COPE Contact
 CLIFF EBERHARDT Every Time You ...
 DAVE MATTHEWS BAND Big Eyed Fish
 KELLY WILLIS You Cant' Take It ...
 LYNN MILES Unravel
 MIKE DOUGHTY Circles, Sunken-Eyed Girl

PLEASE SEND YOUR PHOTOS

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

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

R&R c/o Mike Davis:
 10100 Santa Monica Blvd., 3rd Floor,
 Los Angeles, CA 90067

ON THE RECORD

Bill Gruber
MD/PD, WAPS/Akron

Do you yearn for the days when Roxy Music defined the cool and sophisticated corner of the pop rock world? Perhaps you thought Elvis Costello's collaborations with Burt Bacharach a few years ago were an ambitious and clever concept that didn't quite work. Are you yearning for an album that truly works as an "album," in the truest old-school sense of the word, from start to finish? ● Cousteau's new CD, *Sirena*, is the answer to your musical quest — and we're not talking about a



French undersea adventurer. This Cousteau are a young British band who have just released their second album in less than a year here in the States on Palm Pictures. The first single, "Talking to Myself," is one of many radio-friendly gems awaiting your exploration. ● Cousteau is the brainchild of multi-instrumentalist and songwriter Davey Ray Moor, a man who obviously holds great reverence for the icons of sophisticated '60s pop, not unlike a young Bryan Ferry. The moody-broody but damn-near perfect vocals of Liam McKahey breathe life into Moor's tunes, and the rest of the band bring a level of polish to the whole affair worthy of any great crew of studio musicians backing up Sinatra in his heyday. Even the CD artwork pays homage to the dreamy covers of your favorite Roxy Music albums. ● But Cousteau are much more than a trip down memory lane. They have enough of a progressive edge to comfortably coexist with the more sophisticated sounds in a typical Triple A station's library, perhaps even more seamlessly than the swank music of Julia Fordham, Nora Jones and Cassandra Wilson, which our format has also embraced of late.

I can't remember the last time there was this much good music out all at once! In the Most Added category this week, **Rhett Miller** takes combined top honors with 13 total adds (No. 1 Most Added at indicator and No. 3 at monitored), **Peter Gabriel** — with his first new material in close to a decade — grabs 10 total (No. 1 monitored and No. 4 indicator), and **Jack Johnson** ("Bubble Toes") accrued 12 total (also No. 1 at monitored and No. 3 at indicator) ... **Peter Wolf** and **Rusted Root** have nine total adds, while **Alice Peacock**, **Brad** and **Pina** are also off to good starts ... **Sheryl Crow**, **Beth Orton**, **Howie Day**, **Peter Stuart**, **Elvis Costello**, **Aimee Mann** (she's the No. 1 overall spin gainer this week, with a total increase of 168 plays), **Blind Boys Of Alabama** and **Willy Porter** continue to build ... Keep an eye on this **Dinah Washington** track ... On the indicator chart, **Dave Matthews Band** are 1* for the sixth week, Johnson ("Flake") holds at 2*, **Bruce Springsteen** moves to 3*, **Coldplay** are now at 5*, **Chuck Prophet** climbs to 6*, **John Mayer** is at 7*, **Norah Jones** is at 8*, and **Crow** holds down both 10* and 11* with "Soak Up the Sun" and "Steve McQueen," respectively ... Other jumpers this week include **Chris Isaac** 15*-13*, **Dave Pirner** 16*-15*, **Day** 19*-17*, **Bonnie Raitt** 20*-19* and **Orton** 27*-24* ... 311, **Moby** and **Our Lady Peace** debut ... On the indicator chart, **Springsteen** jumps to 1*, **Orton** is now top five at 5*, **Raitt** jumps 15*-7*, and **Crow** moves 14*-9* ... **Costello** leaps 21*-15*, **Cousteau** increase 19*-18*, and **Sonia Dada** go 24*-21* ... **Mann** and **Pirner** debut.

Triple A ON THE RADIO

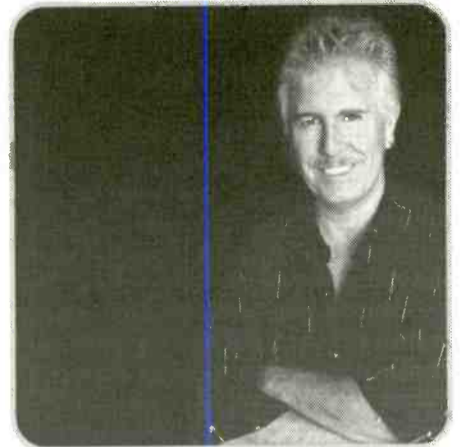
— John Schoenberger, Triple A Editor

AAA ARTIST OF THE WEEK

ARTIST: **Graham Nash**

LABEL: **Artemis**

By **JOHN SCHOENBERGER** / TRIPLE A EDITOR



Graham Nash

Few singer-songwriters have had as respected and enduring a career as **Graham Nash**. He first became internationally renowned in the '60s as member of the British pop rock outfit The Hollies. But, after several albums with the group, he found his musical expression taking a path that led him to David Crosby and Stephen Stills. He ultimately paired up with them — and sometimes Neil Young — to create one of the most influential and important bands to come out of the late '60s and early '70s.

The early '70s also saw Nash begin a solo career with the release of his critically acclaimed *Songs for Beginners*. He went on to release three other solo albums in the '70s and '80s, as well as to record with David Crosby. The past two decades have also seen CSN and CSN&Y record reunion albums, as well as embark on highly successful reunion tours.


Now Nash steps out on his own again with *Songs for Survivors*, his first solo studio effort in over 10 years. He joined with longtime friend and collaborator Russ Kunkel, as well as Kunkel's son, Nathaniel, for the creation of this project. The father-son team co-produced the album with Nash and co-wrote some of the songs. Nash handled vocals, guitar and harmonica duties while the elder Kunkel took care of drums and percussion. The duo were joined by other top players, including Matt Rollings (keys), Viktor Krauss (bass), Dan Dugmore (pedal steel, banjo), Steve Farris and Dean Parks (guitar) and Lenny Castro (percussion). Sydney Forest and David Crosby contributed backing vocals.

Songs for Survivors has all the things you want and expect from a Graham Nash album: stellar musicianship, killer vocals and intelligent songwriting. "This album is songs that came about three days before we started recording and

songs that I'd been living with for 20 years," Nash explains. Whether it's "Lost Another One," "Dirty Little Secrets," "I'll Be There for You," "Nothing in the World" or "Pavanne," Nash maintains the high standard of songwriting and lyrical integrity that we've come to expect from him.

In the past three decades Nash has found other ways to express himself. Early on he became entranced by photography, which he has pursued as an alternate career. Upcoming is the publication of *Eye to Eye*, a deluxe volume of 160 of his black-and-white prints culled from the more than 20,000 photos he has taken over the years. Nash has also had several photographic exhibitions. His most recent was the 2001 premiere of his "New York Portfolio" in Brooklyn's Howard Schickler Fine Art Museum. He is also an avid photography collector and has one of the most extensive collections of historical and modern photography in the world.


As if that wasn't fulfilling enough, Nash has also been socially and politically active for many years. He has performed at over 1,000 benefit concerts over his lifetime and remains fully dedicated to the anti-nuclear movement, environmental protection and advocacy on behalf of children around the world. Graham Nash is truly a renaissance man.



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SUGAR HILL



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RICK WELKE
rwelke@radioandrecords.com

A Timeless Treasure

□ Jon Rivers has proven to be a jewel for Christian radio

Countdown show host. Radio historian. National radio talent. **Jon Rivers** knows Christian radio. His voice is synonymous with stations located all over the country. Three decades in radio can give you many opportunities.

I recently talked with Rivers, who shed some light on his early days in radio and his transition to mornings at the K-Love Christian-music network, heard throughout the United States on a vast collection of stations.



Jon Rivers

R&R: How were you introduced to radio and the prospect of becoming a disc jockey?

JR: I've been a fan of radio since my childhood years, growing up in North Mississippi and listening to stations out of Memphis. I played in rock bands as a teenager and ended up going into the Marine Corps and serving in Vietnam in 1968. I got back and really had no trade except being a drummer. I was afraid that I might starve.

I knew that I loved radio and thought that playing the music I liked there would at least come close to playing music in a band. I was stationed in Orange Park, FL, so I took a correspondence course and worked nights — for free — for WAPE-AM/Jacksonville.

I was blessed that, at the time [the early '70s], Jack McCoy was WAPE's PD and did morning drive. Larry Dixon did middays, and Jay Thomas did 7pm-midnight. I was surrounded by true radio greats. I absorbed it like a sponge. I worked all night just to get experience.

I would sit there and open the airchecks that were mailed to McCoy and load tunes on two-tracks for him as he listened to the stacks of tapes that came in. He listened for about eight seconds and would say, "Get rid of it!" I'd have the next one loaded up and ready to go and fire it immediately. He could tell in the first 10 seconds if there was going to be any interest in it. Of course, one out of 100 passed the first seven or eight seconds. Being around such professionals and perfectionists taught me a lot.

R&R: You mentioned being in a band as a kid. Tell us about some of your experiences with that.

JR: It was the '60s. I was about 13 when The Beatles hit America. I got into The Beatles and The Rolling Stones and was always intrigued by the drums. I ended up getting a cheap drum set, and one thing led to another.

I played with two or three groups and then got together with a really good band that went through several names. We played dances and colleges all through my teenage years, until I joined the Marine Corps.

R&R: What was the biggest gig your band ever played?

JR: Wow, there were so many. One time we played at the National Guard Armory and opened for a guy named Travis Womack in Memphis. He already had a hit on the radio called "Scratchy." He ended up being a big session player in Muscle Shoals, AL. I was like 14 at the time, and that was the big time for me. Getting to play with older professional musicians and getting to open for a big group like that was huge.

R&R: How did you land at KLTJ/Dallas, one of the nation's biggest Christian stations?

JR: I became a Christian in 1976, while working at Top 40 KILT/Houston. I ended up in Dallas working for KFJZ (Z97), a big CHR station at the time [now KEGJ]. As a Christian, I always thought I was struggling a bit with some of my values and that I'd give anything if there was a really good Christian station where I could practice my craft, a place where I could use what I'd learned and offer excellence unto the Lord instead of mediocrity.

I had gotten out of radio altogether. I ran my independent production company for several years. I then ended up working afternoon drive for an AC station in Dallas for about a year while still running my production company and working on 20: The Countdown Magazine.

Brad Burkhart called and told me they were going to put a 100,000-watt Christian station with really high quality on the air and asked if I would get involved. I thought about it, prayed about it and said yes. The station had been sold to Scott Ginsburg, and I believe the deal was that he was to keep it Christian for at least a year. We got the signal, put the original KLTJ on the air and, within the year, had really good ratings. We got a 4.0 12+ and did even better with adults, as I recall.

At the end of the year they changed format in spite of the ratings. I did a Christian show in Dallas every Sunday morning after that. Soon after that Mark Rodriguez, who owned a 100,000-watt, wanted to do a Christian format because, I think, he admired the original KLTJ. He took his 100,000-watt Spanish-language station and went Christian with it 24 hours a day, which took nerves of steel.

He did that for a couple of years as KOJO but wasn't totally pleased with the success. He came to Brad and I, seeking our counsel on what he should do. We decided to get the KLTJ call letters back and do the same format as before. We thought it would work, and he agreed. Within a year, as I recall, it became very successful. From that point in 1989 until today, it's worked.

I was there for more than 12 years. Of course, it went through a couple of sales and changes in frequency. The irony is that it's back at 94.1 MHz, where it was originally in 1985. It was truly a labor of love. There is no way I could overstate what Mark Rodriguez did back then. He was the first guy to risk a commercial multimillion-dollar FM that was already successful in one format in order to go Contemporary Christian. He stood behind it all those years.

R&R: Who are your radio mentors?

JR: A lot rubbed off from McCoy, Dixon and Thomas at WAPE, even though I was just kind of a lackey in the early days. I hope that's an inspiration to hang in there for the guys who are being paid nothing, being ignored, loading up tapes for the PD and working spots and nights for free. If you are with a good organization, like I was, it just rubs off.

As far as more hands-on mentoring, I guess that came in Dallas, while I was working for a hybrid — a sort of album-oriented Pop station. It had an incredible staff that was more like a group of people who got together and made this magical thing happen: Bo Weaver, Christopher Hayes, Tommy Cramer, Kevin McCarthy and PD Michael Spears.

The experience with Bill Young at KILT/Houston was also great. To this day, those of us who were with him call him Coach. He absolutely knew how to get the best out of you and



OZZIE MEETS BLEACH

BEC Recordings band Bleach join Ozzie, the minor league Nashville Sounds baseball team's mascot, on the field at a recent game. The band played for the crowd prior to the game. Pictured (l-r) are Third Coast Artist Agency's Chris Blaney, Bleach's Dave Baysinger, band manager Keith Shackelford, Bleach's Jerry Morrison and Sam Barnhart, Third Coast Artist Agency's Rick Cady, Ozzie, Bleach's Milam Byers and Jared Byers and Sounds Corporate Events Coordinator Mike Newman.

how to make you a personality whether you wanted to be one or not. He knew how to get it out of you in a really positive way. He changed my life. Bill impacted others and myself in a huge way.

R&R: How has the transition to K-Love been, and how is the new morning show going?

JR: It has been flawless, and K-Love has been so loving, kind and generous throughout the process. They are into giving you the tools you need to reach your goals. It's such a single-minded focus, compared to juggling all the different motivations you might have in commercial radio, where profit has to be there and you might have to compromise where you don't want to.

The focus of K-Love makes it crystal clear every morning what we're doing. I was thinking a while ago that even though it seems like we're working more in the studio now than we did at KLTJ, it's a labor of love. The shoe fits. It's really comfortable.

R&R: Does doing the morning show from your ranch in Dallas mean

you don't have to be concerned about the other responsibilities you've had in the past?

JR: That's right. Even though PD Mike Novak and MD David Pierce run the show, they have always been inclusive by being open to ideas. They talk to me all the time and get my opinion. It's not like I was suddenly shut off from having any input; it's just more of an as-needed basis. It's voluntary now.

Being involved with K-Love is the real thing. When you go out to our headquarters in Sacramento, you'll see that there is voluntary prayer twice daily. Around 80 people show up praying for every single person who sends in a prayer request — we're talking tens of thousands of listeners who've asked for prayer — and everybody means it. It's not just a pile that we pray over; the staff prays for each individual person.

It speaks volumes when you realize that we're not paying stockholders and there's no pressure from anywhere except from above. It's so easy and crystal clear.

This is one of the best debut projects I've heard... and it's a goldmine for radio!
- Joe Paulo, General Manager, New Life 91.7, WRCC - Charlotte, NC

Tait's project, Empty, reminds me of going to a Sunday Buffet. There's something on it for everyone. And Tell Me Why is the dessert!
- Tommy Dylan, Program Director, WJQK - Grand Rapids, MI

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The CCM Update

Christian Retail, Radio & Records Newsweekly

Catching Up With... Kevin Max

By Lizza Connor
lconnor@ccmcom.com

This week we have a conversation with dc Talk's Kevin Max about his plans, his projects and his decision to take some much-needed time off.

CCM: You've been solo for nearly a year now. What has your time off from dc Talk been like?

KM: It's been a roller-coaster ride. I expected [solo project] *Stereotype Be* to do more in the CCM industry. I had all these delusions of grandeur that I was going to expose this wonderful art piece, and it just didn't happen like I thought it would. It's been a very human, earthy, down-to-reality kind of year for me.

CCM: Why did you take some time off in the fall and cancel the tour?

KM: I needed some personal time. *Stereotype Be* took every ounce of strength out of me and left me in some relationships that I had put on the back burner — one being my relationship with the Lord.

CCM: Have you recharged?

KM: I'm still going through some changes, but I've learned a lot this year. I'm hanging with the knowl-



Kevin Max

edge that my family life and my relationship with God are more important than dominating the world as the brand-new thing. Truth is, who knows if you can be the next big thing when you're over 30 and your belly isn't as pretty as Britney Spears'?

CCM: Don't you have a new project in the works?

KM: Yes. I'm stepping outside my comfort zone, so I think it's going to be a more accessible project. I think "pop culture" people have had a hard time putting their arms around my lyrics in the past, and I'm kind of angry with that, because I like lyrics that make you dig under the surface.

CCM: How do you plan to reach that music-buying, pop-culture audience?

KM: As a singer, by going to a place where they trust me and feel welcome. As a writer, it's being able to affect the mind so they want more of the truth. The Bible says we should be in the world but not of the world. To be in the world surely doesn't mean to be locked up in your beautiful little clapboard country church. It means you're going to have to show up and be accessible and shine a light so people will go, "Wow, I want what that person has." That's the difficult road, isn't it?

CCM: When you spoke with CCM last summer, you talked about your desire to shed the "bad boy" image. Have you done that?

KM: As far as the tortured artist, I don't think I've changed. Where I have changed, though, is that I'm not trying to prove I can push the boundary. Now, if I push it, it has meaning behind it. People have misconstrued who I am, because in the confines of dc Talk you can't penetrate each character wholly. The next project will give people a better idea that there's more to me than the rebel. I want to get behind things that are politically incorrect, to be a part of issues that really matter. That's where I see myself pushing the envelope now.

Kevin Max is currently wrapping up his second book of poetry. Slip of the Ink. due out this fall, and writing for his sophomore solo album, slated for 2003.

SPINWORTHY

Groves' Sophomore Effort More Than All Right

Sara Groves All Right Here (INO)
File under: Folk/Country
Grade: A

On her sophomore album, Sara Groves proves she can pull her weight as a songwriter, offering a collection of straightforward songs about love, relationships and growth, expertly articulated with simple, clean musicianship and tasteful production.



The album is a step up from Groves' 2001 national debut, *Conversations*, reflecting a more subtle approach to songwriting. While her writing style is still more didactic and conversational than poetic or metaphorical, the 13 songs on *All Right Here* are less overtly spiritual in lyrics and lack the clichés found on her first project.

The title track is brilliant, with bouncy guitar hooks, toe-tapping percussion, a repetitive chorus and catchy rhymes. "Fly" is a lilting pop piano ballad reminiscent of songs on Sarah McLachlan's *Surfacing*, and, considering the song's spare piano arrangement and the delicate falsetto Groves often slips into, I'd venture to say that McLachlan is an influence.

"Tornado," a tune about people who are constantly turning others' lives upside-down, is a roots-tinged departure from the rest of the album. More Gillian Welch than McLachlan, the uptempo tune may appeal to country music fans more than it will to Christian radio. Listen for the rockin' Dobro played by legendary instrumentalist Phil Madeira.

The song I keep playing over and over is the Groves- and Nate-Sabin-penned "Maybe There's a Loving God." While it may never resonate with radio programmers — it lacks the obligatory catchy chorus-to-soaring bridge hit-radio combo — the melancholy melody and honest lyrics articulate the innate longing for spiritual significance: "Maybe I was made this way/To think and to reason and to question and to pray/And I have never prayed a lot/But maybe there is a God." I'm still hitting "Repeat."

— Lizza Connor

CCM UPDATE GALLERY

Singing For Freedom

Michael W. Smith was a featured performer at the city of Nashville's 2002 Fourth of July Celebration, hosted by Mayor Bill Purcell and Metro Parks and Recreation. Pictured during the festivities at Riverfront Park are (l-r) Purcell, singer Mandy Barnett and Smith. Smith performed several selections from his *Freedom* project before a crowd estimated at 40,000-50,000.



WORTH QUOTING

"Drinking beer is easy. Trashing your hotel room is easy. But being a Christian, that's a tough call. That's rebellion."

Alice Cooper, rockrebel.com

In The News....

- Sales of Contemporary Christian and gospel music rose 18% over the first half of 2002, marking six straight quarters of growth, the Christian Music Trade Association reports. According to SoundScan, 23.4 million Contemporary Christian and gospel albums were sold from Jan. 1 to June 30, compared to 19.8 million during the same period in 2001. The music industry overall is reporting a 9% sales decline for the year to date.

Mirroring last year, general-market retailers have seen increased sales of Christian and gospel music and accounted for 55% of total sales; Christian retailers have sold 44% of the genres' albums for the year to date. Though Christian retailers sold fewer units than mainstream retailers, their sales are up 8% compared to the first half of 2001.

The three best-selling albums as of June 30 are the *O Brother, Where Art Thou?* soundtrack (Lost Highway), P.O.D.'s *Satellite* (Atlantic) and Kirk Franklin's *Rebirth of Kirk Franklin* (Gospo Centric). According to GMA President Frank Breedon, the strength of the Christian-music market can be attributed to sales increases throughout the chart, not just big sales by the top-selling records. All of this year's top 10 albums have sold more than 200,000 units during 2002; only five albums in the top 10 sold more than 200,000 copies in the first half of last year.

- **Toonacious Family Entertainment** and **Word Entertainment** have entered an exclusive distribution deal for Toonacious' animated children's video series *Lenny & Sid*. The first episode, "Love Thy Neighbor," is scheduled for release in February 2003.

- The Gospel Music Association announces several key promotions:

Joy Fletcher is promoted to Sr. Director/Programming. She was most recently Director/Programming.

Amy Cox is promoted to Manager/Business Affairs for the GMA and the Christian Music Trade Association. She had been Coordinator/Business Affairs for GMA.

Daniel White is upped to Manager/Special Projects from Coordinator/Special Projects.

Ben Cooper becomes Systems Manager for the Christian Music Trade. He rises from Coordinator/Christian SoundScan Operations.

- **Doug Hannah** is named Network PD for WAY-FM Media Group Inc. He oversees the programming decisions for the WAY-FM stations.

Artist Update

- Gospo Centric Records' newest artist, **Dorinda Clark-Cole**, opened for the legendary **Patti LaBelle** at the recent Patti's Pearls benefit concert at Los Angeles' West Angeles Church of God in Christ. The event was designed to raise awareness of and support for a joint initiative between the West Angeles Community Development Corp. and the Bill Duke Scholarship Fund. LaBelle, Clark-Cole and The Clark Sisters performed, and the evening was hosted by comedian Jonathan Slocumb.

- **Reunion Records** and **Jeff Roberts & Associates** announce ShoutFest, a new traveling fall festival. A series of one-day ShoutFest events will be hosted by churches across the country to build a spirit of community and worship in each city. ShoutFest is scheduled to hit 30 markets this fall and will feature co-headliners Salvador and Rachael Lampa, as well as performances from Jeff Deyo, Brother's Keeper, Daily Planet, Rock 'N' Roll Worship Circus and 38th Parallel (artists subject to change). Sponsored by Liberty University and World Vision, ShoutFest will also include extreme games, merchandise, food and fun for the entire family.

The CCM Update

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Rick Edwards

Editor

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The CCM Update is published weekly in R&R by CCM Communications, 104 Woodmont Blvd., Suite 300, Nashville, TN 37205. Ph: 615/386-3011 Fax: 615/386-3380

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August 9, 2002

CHR Top 30

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART
2	1	DAILY PLANET Flying Blind (Reunion)	944	+39	12
1	2	JARS OF CLAY Fly (Essential)	903	-21	10
4	3	NEWSBOYS Million Pieces (Sparrow)	873	+82	7
3	4	PAUL COLMAN TRIO Turn (Essential)	821	-75	19
5	5	THIRD DAY It's Alright (Essential)	688	-42	21
8	6	BENJAMIN GATE The Calling (Forefront)	622	+43	7
7	7	SALVADOR Breathing Life (Word)	600	+5	10
9	8	JENNIFER KNAPP Say Won't You Say (Gotee)	567	-6	18
12	9	REBECCA ST. JAMES Song Of Love (Forefront)	563	+71	7
6	10	OUT OF EDEN Day Like Today (Gotee)	554	-86	15
10	11	TOBY MAC Irene (Forefront)	516	-23	11
11	12	JEFF DEYO Let It Flow (Gotee)	493	-7	20
23	13	SOULJAHZ All Around The World (Squint)	467	+108	3
13	14	FFH Fly Away (Essential)	466	-11	9
19	15	PLUS ONE I Don't Care (Atlantic)	437	+18	5
20	16	DAVID CROWDER BAND My Hope (Sixsteps/Sparrow)	421	+12	5
24	17	AUDIO ADRENALINE Ocean Floor (Forefront)	411	+53	3
21	18	SHAUN GROVES Move Me (Rocketown)	397	+3	5
16	19	GINNY OWENS I Am (Rocketown)	388	-50	25
26	20	RACHAEL LAMPA I'm All Yours (Word)	382	+56	2
18	21	BEBO NORMAN Holy Is Your Name (Essential)	382	-41	18
15	22	TAIT Bonded (Forefront)	373	-74	19
14	23	ZOE GIRL Here And Now (Sparrow)	368	-93	16
25	24	TRIN-I-TEE 5:7 Holla (Gospo Centric)	366	+37	4
17	25	AUDIO ADRENALINE Rejoice (Forefront)	363	-64	21
22	26	ALL TOGETHER SEPARATE We Know (Ardent)	347	-14	15
Debut	27	AARON SPIRO Sing (Sparrow)	307	+79	1
29	28	JAKE Brighter (Reunion)	302	-13	8
28	29	KEVIN MAX You (Forefront)	299	-17	9
—	30	KIRK FRANKLIN He Reigns (Gospo Centric)	281	+3	2

29 CHR reporters. Songs ranked by total plays for the airplay week of Sunday 7/28-Saturday 8/3. © 2002 Radio & Records.

Rock Top 30

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART
1	1	P.O.D. Boom (Atlantic)	397	-26	16
5	2	KUTLESS Your Touch (BEC)	384	+63	6
3	3	12 STONES Broken (Wind-up)	372	+44	11
6	4	BENJAMIN GATE Do What You Say (Forefront)	319	+3	10
4	5	38TH PARALLEL Horizon (Squint)	318	-9	7
2	6	PAX217 Tonight (Forefront)	313	-38	18
7	7	TINMAN JONES I Will (Independent)	276	+17	6
8	8	LADS International Mystery Man (Cross Driven)	226	-26	10
10	9	STRANGE OCCURRENCE Reach (Steel Roots)	222	+6	8
9	10	JOHN REUBEN Hindsight (Gotee)	217	-1	8
19	11	CR33 Birth of Defiance (Bettie Rocket)	199	+48	5
25	12	SKILLET Kill Me, Heal Me (Ardent)	178	+52	2
12	13	MXPX My Mistake (Tooth & Nail)	172	-17	5
16	14	DAILY PLANET Tangled Web (Reunion)	169	+5	7
15	15	ALL TOGETHER SEPARATE I'll Rise (Asteroid) (Ardent)	159	-7	4
18	16	LINCOLN BREWSTER Everybody Praise The Lord (Vertical)	158	-3	7
14	17	TAIT Bonded (Forefront)	158	-11	14
11	18	TOBY MAC What's Goin' Down (Forefront)	155	-59	17
20	19	SLICK SHOES My Ignorance (Tooth & Nail)	148	+5	10
21	20	PLANET SHAKERS Shake the Planet (Crown)	146	+6	12
22	21	JARS OF CLAY Whatever She Wants (Essential)	130	-4	3
27	22	BY THE TREE Change (Fervent)	127	+11	2
23	23	JUGGERNAUTZ The Reach (Metro One)	124	-9	3
Debut	24	BLEACH We Are Tomorrow (BEC)	122	+53	1
Debut	25	BIG FAT JAM Everything (Absolute)	116	+49	1
13	26	SHILOH Shackles (Accidental Sirens)	114	-59	14
Debut	27	ECHOCAST Ignite (XS)	111	+71	1
28	28	KEVIN MAX You (Forefront)	109	-3	14
Debut	29	SQUAD FIVE-0 I Don't Want To Change... (Tooth & Nail)	108	+33	1
24	30	PILLAR Fireproof (Flicker)	106	-21	23

47 Rock reporters. Songs ranked by total plays for the airplay week of Sunday 7/28-Saturday 8/3. © 2002 Radio & Records.

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August 9, 2002

AC Top 30

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART
1	1	STEVEN CURTIS CHAPMAN Magnificent... (Sparrow)	1976	+62	16
2	2	AUDIO ADRENALINE Ocean Floor (Forefront)	1778	+44	12
3	3	FFH Fly Away (Essential)	1533	-46	15
4	4	SALVADOR Breathing Life (Word)	1478	-18	14
7	5	JARS OF CLAY Fly (Essential)	1362	+148	9
5	6	SHAUN GROVES Move Me (Rocketown)	1350	+110	11
8	7	NEWSBOYS Million Pieces (Sparrow)	1292	+148	8
6	8	REBECCA ST. JAMES Song Of Love (Forefront)	1289	+65	11
9	9	BIG DADDY WEAVE In Christ (Fervent)	1214	+107	8
10	10	RACHAEL LAMPA I'm All Yours (Word)	1112	+84	6
16	11	AVALON Undeniably You (Sparrow)	991	+159	3
12	12	KATINAS Rejoice (Gotee)	974	+45	10
14	13	CAEDMON'S CALL We Delight (Essential)	948	+73	6
15	14	NICOLE C. MULLEN Come Unto Me (Word)	893	+57	9
17	15	LINCOLN BREWSTER All I Really Want (Vertical)	879	+65	6
19	16	TRUE VIBE See The Light (Essential)	805	+74	5
11	17	THIRD DAY It's Alright (Essential)	772	-188	22
20	18	J. HANSON & S. GROVES Traveling Light (Creative Trust)	770	+71	5
13	19	VOICES OF HOPE In God We Trust (Sparrow)	692	-213	17
18	20	MARK SCHULTZ Back In His Arms Again (Word)	674	-93	24
25	21	SARA GROVES First Song That I Sing (INO)	661	+129	2
24	22	ALLEN ASBURY All About Grace (Doxology)	621	+87	5
21	23	4HIM Surrender (Word)	619	-44	22
23	24	SONICFLOOD Write Your Name Upon My Heart (INO)	475	-99	16
22	25	AMY GRANT The River's Gonna Keep On Rolling (Word)	470	-156	12
26	26	BEBO NORMAN Holy Is Your Name (Essential)	445	-68	21
Debut	27	PAUL COLMAN TRIO Fill My Cup (Essential)	441	+132	1
27	28	DAVID CROWDER BAND My Hope (Sixsteps/Sparrow)	418	-86	6
Debut	29	POINT OF GRACE Yes, I Believe (Word)	415	+65	1
29	30	NEWSONG Wide Open (Reunion)	415	-69	19

61 AC reporters. Songs ranked by total plays for the airplay week of Sunday 7/28-Saturday 8/3.
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Inspo Top 20

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART
1	1	NICOLE C. MULLEN Come Unto Me (Word)	317	+10	6
6	2	MICHAEL W. SMITH Purified (Reunion)	312	+36	7
4	3	REBECCA ST. JAMES Song Of Love (Forefront)	304	+23	8
3	4	BOB CARLISLE You're Beautiful (Diadem)	300	+17	10
2	5	LINCOLN BREWSTER All I Really Want (Vertical)	292	+8	7
5	6	STEVEN CURTIS CHAPMAN Magnificent... (Sparrow)	267	-10	10
7	7	RONNIE FREEMAN The Only Thing (Rocketown)	221	+1	8
14	8	SARA GROVES First Song That I Sing (INO)	218	+58	3
10	9	COREY EMERSON I Will Remember (Discovery House)	212	+28	8
8	10	FFH We Sing Alleluia (Essential)	208	+8	3
11	11	TIM HUGHES Here I Am To Worship (Worship Together)	201	+18	9
9	12	JASON INGRAM Restore Me (INO)	198	+11	10
17	13	SELAH Timeless (Curb)	184	+35	4
13	14	ALLEN ASBURY All About Grace (Doxology)	180	+13	4
18	15	POINT OF GRACE Yes, I Believe (Word)	174	+32	2
15	16	LENNY LEBLANC All For You (Integrity)	161	+6	2
19	17	FERNANDO ORTEGA Sing To Jesus (Word)	145	+17	2
Debut	18	MICHELLE TUMES The Light (Sparrow)	141	+36	1
12	19	MARTINS Lord Most High (Spring Hill)	136	-32	9
Debut	20	J. HANSON & S. GROVES Traveling Light (Creative Trust)	114	+18	1

20 Inspo reporters. Songs ranked by total plays for the airplay week of Sunday 7/28-Saturday 8/3.
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Rhythmic Specialty Programming

RANK	ARTIST TITLE LABEL(S)
1	GRITS Here We Go (Gotee)
2	JOHN REUBEN Hindsight (Gotee)
3	DJ MAJ I/DJ FORM 7 Factors (Gotee)
4	TRIN-I-TEE 5:7 Holla (Gospo Centric)
5	TOBY MAC Irene (Forefront)
6	WOODY ROCK Believer (Gospo Centric)
7	MARY MARY In The Morning (Columbia)
8	SOULJAHZ All Around The World (Squint)
9	FREDDIE BRUNO Freddie B-R-U-Know (Uprok)
10	BK & ASSOCIATES What I Love (Uprok)



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baltimore

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10100 Santa Monica Blvd., Third Floor, Los Angeles, CA 90067

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To appear in the following week's issue, your ad must be received by **Thursday noon (PST)**, eight days prior to issue date. Free Opportunities listings should be typewritten or printed on 8 1/2" X 11" company/station letterhead and are accepted only by mail or fax: 310-203-8727. Only free positions sought ads are accepted by e-mail to: kmumaw@radioandrecords.com Address all 20-word ads to R&R Free Opportunities, 10100 Santa Monica Blvd., Third Floor, Los Angeles, CA 90067.

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MIDWEST

Radio One CHR/Pop WGTZ (Z-93) Dayton, OH is looking for an experienced, AM Drive Host. Applicants must have, at least, one year of morning show experience and three years of experience on-the-air. Proficiency in Cool Edit Pro, phone editing, and prep services are a MUST. Send T&R package to J.D. Kunes c/o Radio One-WGTZ, 717 E. David Rd., Dayton, OH 45429. No calls please. EOE.

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Opportunities

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MIDWEST

MIDWEST

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Smooth Jazz WNUA 95.5/Chicago has an immediate opening for a talented and experienced A.P.D./Music Director. Qualified candidates must have at least 3 years major market experience as APD/MD, a solid background in smooth jazz, great passion for the format, and incredible Selector skills. Send letter and resume (no phone calls) to: WNUA Radio, Bob Kaake, 444 N. Michigan Ave., Suite 300, Chicago, IL 60611. EOE

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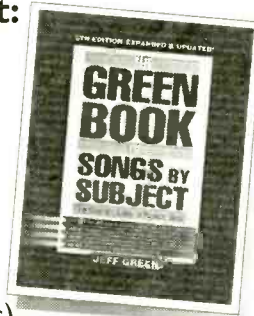
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Marketplace

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e-mail: kmumaw@radioandrecords.com


CHR/POP

LW	TW	
1	1	AVRIL LAVIGNE Complicated (Arista)
4	2	PINK Just Like A Pill (Arista)
2	3	C. KROEGER F/J. SCOTT Hero (Roadrunner/Columbia/IDJMG)
3	4	NELLY Hot In Herre (Fo' Reel/Universal)
5	5	DJ SAMMY & YANOU Heaven (Robbins)
8	6	NELLY F/KELLY ROWLAND Dilemma (Fo' Reel/Universal)
6	7	EMINEM Without Me (Shady/Aftermath/Interscope)
7	8	JENNIFER LOPEZ F/NAS I'm Gonna Be Alright (Epic)
9	9	JIMMY EAT WORLD The Middle (DreamWorks)
12	10	MARIO Just A Friend 2002 (J)
11	11	JOHN MAYER No Such Thing (Aware/Columbia)
13	12	KYLIE MINOGUE Love At First Sight (Capitol)
10	13	VANESSA CARLTON A Thousand Miles (A&M/Interscope)
21	14	DANIEL BEDINGFIELD Gotta Get Thru This (Island/IDJMG)
20	15	CREED One Last Breath (Wind-up)
22	16	EVE F/ALICIA KEYS Gangsta Lovin' (Ruff Ryders/Interscope)
14	17	ASHANTI Foolish (Murder Inc./IDJMG)
31	18	EMINEM Cleanin' Out My Closet (Shady/Aftermath/Interscope)
15	19	NO DOUBT Hella Good (Interscope)
16	20	FAT JOE F/ASHANTI What's Luv? (Terror Squad/Atlantic)
17	21	P. ODDY F/USHER & LOON I Need A Girl (Part One) (Bad Boy/Arista)
28	22	P. DIDDY F/GINUWINE I Need A Girl (Part II) (Bad Boy/Arista)
18	23	DIRTY VEGAS Days Go By (Capitol)
29	24	VANESSA CARLTON Ordinary Day (A&M/Interscope)
24	25	BBMAK Out Of My Heart (Into Your...) (Hollywood)
19	26	SOLUNA For All Time (DreamWorks)
25	27	SEVEN AND THE SUN Walk With Me (Atlantic)
27	28	ENRIQUE IGLESIAS Don't Turn Off The Lights (Interscope)
30	29	CRAIG DAVID Walking Away (Wildstar/Atlantic)
23	30	CAM'RON Oh Boy (Roc-A-Fella/IDJMG)

#1 MOST ADDED

LEANN RIMES Life Goes On (Curb)

#1 MOST INCREASED PLAYS

NELLY F/KELLY ROWLAND Dilemma (Fo' Reel/Universal)

TOP 5 NEW & ACTIVE

AMY STUET Just A Little Girl (19/Universal)
 AVANT Makin' Good Love (Magic Johnson/MCA)
 TANTO METRO & DEVONTE Give It To Her (VP)
 JENNIFER LOVE HEWITT BareNaked (Jive)

311 Amber (Volcano)

CHR/POP begins on Page 35.

CHR/RHYTHMIC

LW	TW	
2	1	NELLY F/KELLY ROWLAND Dilemma (Fo' Reel/Universal)
1	2	P. DIDDY F/GINUWINE I Need A Girl (Part II) (Bad Boy/Arista)
3	3	NELLY Hot In Herre (Fo' Reel/Universal)
4	4	IRV GOTTI Down 4 U (Murder Inc./IDJMG)
5	5	MARIO Just A Friend 2002 (J)
8	6	ASHANTI Happy (Murder Inc./IDJMG)
6	7	BIG TYMERS Still Fly (Cash Money/Universal)
9	8	EVE F/ALICIA KEYS Gangsta Lovin' (Ruff Ryders/Interscope)
7	9	CAM'RON Oh Boy (Roc-A-Fella/IDJMG)
10	10	N.O.R.E. Nothin' (Def Jam/IDJMG)
11	11	EMINEM Cleanin' Out My Closet (Shady/Aftermath/Interscope)
13	12	ANGIE MARTINEZ If I Could Go (EastWest/EEG)
12	13	JENNIFER LOPEZ F/NAS I'm Gonna Be Alright (Epic)
17	14	AMERIE Why Don't We Fall In Love (Rise/Columbia)
15	15	TRUTH HURTS F/RAKIM Addictive (Aftermath/Interscope)
14	16	EMINEM Without Me (Shady/Aftermath/Interscope)
16	17	CLIPSE Grindin' (Star Trak/Arista)
19	18	LUDACRIS Move Bitch (Def Jam South/IDJMG)
22	19	BEENIE MAN F/JANET Feel It Boy (Virgin)
18	20	ASHANTI Foolish (Murder Inc./IDJMG)
25	21	NAPPY ROOTS Po' Folks (Atlantic)
23	22	LIL' WAYNE Way Of Life (Cash Money/Universal)
24	23	TRICK DADDY In Da Wind (Slip 'N Slide/Atlantic)
28	24	FABOLOUS F/P. DIDDY & JAGGED.. Trade It All (Part II) (Epic)
26	25	MONICA All Eyes On Me (J)
38	26	CAM'RON Hey Ma (Roc-A-Fella/IDJMG)
31	27	3LW I Do (Wanna Get Close To You) (Epic)
21	28	B2K Gots Ta Be (Epic)
39	29	STYLES Goodtimes (Interscope)
29	30	USHER Can U Help Me (LaFace/Arista)

#1 MOST ADDED

WHITNEY HOUSTON Whatchulookinat (Arista)

#1 MOST INCREASED PLAYS

ASHANTI Happy (Murder Inc./IDJMG)

TOP 5 NEW & ACTIVE

LIL' FLIP The Way We Ball (Suckafree/Loud/Columbia)
 BIG TYMERS Oh Yeah (Cash Money/Universal)
 PASTOR TROY Are We Cuttin' (Universal)
 BRITNEY SPEARS Boys (Maverick/Reprise)

MACK 10 Connected For Life (Cash Money/Universal)

CHR/RHYTHMIC begins on Page 43.

URBAN

LW	TW	
1	1	NELLY Hot In Herre (Fo' Reel/Universal)
2	2	MARIO Just A Friend 2002 (J)
5	3	N.O.R.E. Nothin' (Def Jam/IDJMG)
8	4	NELLY F/KELLY ROWLAND Dilemma (Fo' Reel/Universal)
4	5	IRV GOTTI Down 4 U (Murder Inc./IDJMG)
3	6	P. DIDDY F/GINUWINE I Need A Girl (Part II) (Bad Boy/Arista)
6	7	AMERIE Why Don't We Fall In Love (Rise/Columbia)
9	8	ASHANTI Happy (Murder Inc./IDJMG)
12	9	CLIPSE Grindin' (Star Trak/Arista)
14	10	LUDACRIS Move Bitch (Def Jam South/IDJMG)
11	11	MUSIQ Halfcrazy (Def Soul/IDJMG)
17	12	ASHANTI Baby (Murder Inc./IDJMG)
16	13	GINUWINE Stingy (Epic)
7	14	CAM'RON Oh Boy (Roc-A-Fella/IDJMG)
10	15	TWEET Call Me (Gold Mind/Elektra/EEG)
13	16	TRUTH HURTS F/RAKIM Addictive (Aftermath/Interscope)
18	17	EVE F/ALICIA KEYS Gangsta Lovin' (Ruff Ryders/Interscope)
15	18	BIG TYMERS Still Fly (Cash Money/Universal)
21	19	MONICA All Eyes On Me (J)
19	20	NAPPY ROOTS Po' Folks (Atlantic)
28	21	STYLES Goodtimes (Interscope)
23	22	LIL' WAYNE Way Of Life (Cash Money/Universal)
20	23	WYCLEF JEAN Two Wrongs (Columbia)
24	24	R. KELLY Heaven I Need A Hug (Jive)
25	25	TRICK DADDY In Da Wind (Slip 'N Slide/Atlantic)
27	26	SLUM VILLAGE Tainted (Barak/Capitol)
22	27	B2K Gots Ta Be (Epic)
26	28	KHIA My Neck, My Back (Lick It) (Dirty Down/Artemis)
30	29	TANK One Man (BlackGround)
29	30	BRANDY Full Moon (Atlantic)

#1 MOST ADDED

FLOETRY Floetic (DreamWorks)

#1 MOST INCREASED PLAYS

NELLY F/KELLY ROWLAND Dilemma (Fo' Reel/Universal)

TOP 5 NEW & ACTIVE

LIL' FLIP The Way We Ball (Suckafree/Loud/Columbia)
 DONELL JONES Put Me Down (Untouchables/LaFace/Arista)
 MYSTIKAL If It Ain't Live It Ain't Me (Big Boy/No Limit/Jive)
 BOYZ II MEN/FAITH EVANS Relax Your Mind (Arista)

ANGIE MARTINEZ If I Could Go (EastWest/EEG)

URBAN begins on Page 50.

AC

LW	TW	
1	1	CELINE DION A New Day Has Come (Epic)
2	2	JOSH GROBAN To Where You Are (143/Reprise)
3	3	FIVE FOR FIGHTING Superman (It's Not Easy) (Aware/Columbia)
6	4	BRYAN ADAMS Here I Am (A&M/Interscope)
4	5	DARYL HALL & JOHN OATES Do It For Love (BMG/Heritage)
9	6	VANESSA CARLTON A Thousand Miles (A&M/Interscope)
5	7	ENRIQUE IGLESIAS Hero (Interscope)
7	8	MARC ANTHONY I Need You (Columbia)
8	9	JO DEE MESSINA Bring On The Rain (Curb)
10	10	LONESTAR I'm Already There (BNA)
11	11	SHERYL CROW Soak Up The Sun (A&M/Interscope)
12	12	CELINE DION I'm Alive (Epic)
15	13	JAMES TAYLOR On The 4th Of July (Columbia)
13	14	MICHAEL BOLTON Only A Woman Like You (Jive)
14	15	CAROLYN DAWN JOHNSON So Complicated (Arista)
18	16	JOHN MAYER No Such Thing (Aware/Columbia)
17	17	ELTON JOHN Original Sin (Rocket/Universal)
16	18	JENNIFER LOPEZ Alive (Epic)
19	19	MARC ANTHONY I've Got You (Columbia)
20	20	CALLING Wherever You Will Go (RCA)
21	21	TAMARA WALKER Angel Eyes (Curb)
22	22	BRUCE SPRINGSTEEN The Rising (Columbia)
24	23	BONNIE RAITT Silver Lining (Capitol)
23	24	NORAH JONES Don't Know Why (Blue Note/Virgin)
28	25	KATHY MATTEA They Are The Roses (Narada)
29	26	BEN GREEN Two To One (ASRC/Artemis)
25	27	LUTHER VANDROSS I'd Rather (J)
26	28	ENRIQUE IGLESIAS Escape (Interscope)
—	29	AVRIL LAVIGNE Complicated (Arista)
—	30	MICHELLE BRANCH All You Wanted (Maverick/WB)

#1 MOST ADDED

JIM BRICKMAN F/JANE KRAKOWSKI You (Windham Hill/RCA Victor)

#1 MOST INCREASED PLAYS

JAMES TAYLOR On The 4th Of July (Columbia)

TOP 5 NEW & ACTIVE

STEVE HOLY Good Morning Beautiful (Curb)
 STEELY Simple Girl (NFE)
 CHER A Different Kind Of Love Song (Warner Bros.)
 SOLUNA For All Time (DreamWorks)
 KENNY G F/CHANTE MOORE One More Time (Arista)

AC begins on Page 65.

HOT AC

LW	TW	
1	1	AVRIL LAVIGNE Complicated (Arista)
2	2	SHERYL CROW Soak Up The Sun (A&M/Interscope)
3	3	JIMMY EAT WORLD The Middle (DreamWorks)
6	4	JOHN MAYER No Such Thing (Aware/Columbia)
5	5	C. KROEGER F/J. SCOTT Hero (Roadrunner/Columbia/IDJMG)
4	6	VANESSA CARLTON A Thousand Miles (A&M/Interscope)
7	7	CALLING Wherever You Will Go (RCA)
8	8	DAVE MATTHEWS BAND Where Are You Going (RCA)
10	9	CREED One Last Breath (Wind-up)
11	10	NO DOUBT Hella Good (Interscope)
9	11	NICKELBACK How You Remind Me (Roadrunner/IDJMG)
12	12	PUDDLE OF MUDD Blurry (Flawless/Geffen/Interscope)
14	13	JACK JOHNSON Flake (Enjoy/Universal)
13	14	MICHELLE BRANCH All You Wanted (Maverick/WB)
17	15	BRUCE SPRINGSTEEN The Rising (Columbia)
19	16	NORAH JONES Don't Know Why (Blue Note/Virgin)
18	17	ALANIS MORISSETTE Precious Illusions (Maverick/Reprise)
16	18	PINK Don't Let Me Get Me (Arista)
24	19	GOO GOO DOLLS Big Machine (Warner Bros.)
21	20	DIRTY VEGAS Days Go By (Capitol)
20	21	THE CORRS F/BONO When The Stars Go Blue (143/Lava/Atlantic)
23	22	OUR LADY PEACE Somewhere Out There (Columbia)
22	23	DISHWALLA Somewhere In The Middle (Immergent)
27	24	ELVIS VS. JXL A Little Less Conversation (RCA)
25	25	COUNTING CROWS American Girls (Geffen/Interscope)
31	26	MICHELLE BRANCH Goodbye To You (Maverick/WB)
29	27	311 Amber (Volcano)
32	28	BBMAK Out Of My Heart (Into Your...) (Hollywood)
34	29	SPLENDER Save It For Later (J)
30	30	NICKELBACK Too Bad (Roadrunner/IDJMG)

#1 MOST ADDED

SHERYL CROW Steve McQueen (A&M/Interscope)

#1 MOST INCREASED PLAYS

GOO GOO DOLLS Big Machine (Warner Bros.)

TOP 5 NEW & ACTIVE

JOHN MAYER Your Body Is A Wonderland (Aware/Columbia)
 NINE DAYS Good Friend (Epic)
 STRETCH PRINCESS Freakshow (Wind-up)
 SHERYL CROW Steve McQueen (A&M/Interscope)
 HOOBASTANK Running Away (Island/IDJMG)

AC begins on Page 65.

ROCK

LW	TW	
1	1	RED HOT CHILI PEPPERS By The Way (Warner Bros.)
2	2	PUDDLE OF MUDD Drift & Die (Flawless/Geffen/Interscope)
3	3	C. KROEGER F/J. SCOTT Hero (Roadrunner/Columbia/IDJMG)
4	4	DEFAULT Deny (TVT)
9	5	NICKELBACK Never Again (Roadrunner/IDJMG)
7	6	GODSMACK I Stand Alone (Republic/Universal)
5	7	CREED One Last Breath (Wind-up)
10	8	PAPA ROACH She Loves Me Not (DreamWorks)
6	9	TOMMY LEE Hold Me Down (MCA)
11	10	RUSH Secret Touch (Atlantic)
15	11	DEF LEPPARD Now (Island/IDJMG)
12	12	BRUCE SPRINGSTEEN The Rising (Columbia)
8	13	PUDDLE OF MUDD Blurry (Flawless/Geffen/Interscope)
13	14	NICKELBACK Too Bad (Roadrunner/IDJMG)
16	15	FILTER Where Do We Go From Here (Reprise)
17	16	AUDIOVENT The Energy (Atlantic)
18	17	HOOBASTANK Running Away (Island/IDJMG)
14	18	ROBERT PLANT Darkness, Darkness (Universal)
19	19	SYSTEM OF A DOWN Aerials (American/Columbia)
21	20	TRUSTCOMPANY Downfall (Geffen/Interscope)
—	21	THEORY OF A DEADMAN Nothing... (Roadrunner/IDJMG)
—	22	PUDDLE OF MUDD She Hates Me (Flawless/Geffen/Interscope)
23	23	KORN Thoughtless (Immortal/Epic)
20	24	EARSHOT Get Away (Warner Bros.)
22	25	AEROSMITH Girls Of Summer (Columbia)
27	26	MUST Freerchild (Wind-up)
—	27	LIFEHOUSE Spin (DreamWorks)
25	28	TOOL Parabola (Volcano)
26	29	SINCH Something More (Roadrunner/IDJMG)
29	30	ROB ZOMBIE Demon Speeding (Geffen/Interscope)

#1 MOST ADDED

DISTURBED Prayer (Reprise)

#1 MOST INCREASED PLAYS

PUDDLE OF MUDD She Hates Me (Flawless/Geffen/Interscope)

TOP 5 NEW & ACTIVE

SEETHER Fine Again (Wind-up)
 CHEVELLE The Red (Epic)
 BREAKING BENJAMIN Polyamorous (Hollywood)
 DISTURBED Prayer (Reprise)
 COLOR RED Sore Throat (RCA)

ROCK begins on Page 74.



Monitored Airplay Overview: August 9, 2002

URBAN AC

Table with columns LW, TW and list of songs including MUSIQ, RUFF ENOZ, LUTHER VANOROSS, JOE, JAHEIM, ANGIE STONE, OONELL JONES, MARY MARY, DAVE HOLLISTER, MAXWELL, YOLANOA ADAMS, KEITH SWEAT, ASHANTI, GERALD LEVERT, RL, REGINA BELLE F/GLENN JONES, BOYZ II MEN, KIRK FRANKLIN, R. KELLY, USHER, TONY TERRY, YOLANDA ADAMS, BONEY JAMES F/JAHEIM, SIR CHARLES JONES, LATHUN BBQ, JERZEE MONET, PRINCE, STREETWIZE, REMY SHANO, WYCLEF JEAN.

#1 MOST ADDED

WHITNEY HOUSTON Whatchulookinat (Arista)

#1 MOST INCREASED PLAYS

GERALD LEVERT Funny (Elektra/EEG)

TOP 5 NEW & ACTIVE

FOURPLAY Let's Make Love (Bluebird/RCA Victor)

USHER Can U Help Me (LaFace/Arista)

DARIUS RUCKER Wild One (Hidden Beach/Epic)

KAREN CLARK-SHEARD Be Sure (Elektra/EEG)

BOYZ II MEN/FAITH EVANS Relax Your Mind (Arista)

URBAN begins on Page 50.

COUNTRY

Table with columns LW, TW and list of songs including KENNY CHESNEY, TOBY KEITH, GARY ALLAN, DIXIE CHICKS, TIM MCGRAW, DARRYL WORLEY, ANDY GRIGGS, TRACY BYRO, SARA EVANS, JOE NICHOLS, MARK CHESNUTT, DIAMOND RIO, BLAKE SHELTON, KEITH URBAN, BRAO MARTIN, PHIL VASSAR, MARTINA MCBRIDE, ALAN JACKSON, LEE ANN WOMACK, GARTH BROOKS, PINMONKEY, JO OEE MESSINA, MONTGOMERY GENTRY, REBECCA LYNN HOWARD, RASCAL FLATTS, SIXWIRE, ANTHONY SMITH, CHRIS CAGLE, TAMMY COCHRAN, SHEDAISI.

#1 MOST ADDED

BRAD PAISLEY I Wish You'd Stay (Arista)

#1 MOST INCREASED PLAYS

DARRYL WORLEY I Miss My Friend (DreamWorks)

TOP 5 NEW & ACTIVE

RADNEY FOSTER Everyday Angel (Dualtone)

JENNIFER HANSON Beautiful Goodbye (Capitol)

DUSTY DRAKE And Then (Warner Bros.)

AARON LINES You Can't Hide Beautiful (RCA)

DEAN MILLER Love Is A Game (Universal South)

COUNTRY begins on Page 56.

SMOOTH JAZZ

Table with columns LW, TW and list of songs including JOE SAMPLE X, BONEY JAMES RPM, CRAIG CHAQUICO, SPECIAL EFX, DOWN TO THE BONE, JOYCE COOLING, LARRY CARLTON, KIM WATERS, NORAH JONES, PETER WHITE, NORMAN BROWN, EUGE GROOVE, BRAXTON BROTHERS, BRIAN CULBERTSON, GERALD ALBRIGHT, CHUCK LOEB, JONATHAN BUTLER, LUTHER VANOROSS, KENNY G F/CHANTE MOORE, FOURPLAY, JOE MCBRIDE, GREG ADAMS, SAOE, DAVID BENOIT, JULIA FOROHAM F/INOIA.ARIE, JEFF KASHIWA, 3RO FORCE, JEFF GOLUB, RICHARD ELLIOT, CHRIS BOTTI.

#1 MOST ADDED

KENNY G F/CHANTE MOORE One More Time (Arista)

#1 MOST INCREASED PLAYS

KENNY G F/CHANTE MOORE One More Time (Arista)

TOP 5 NEW & ACTIVE

BOYZ II MEN The Color Of Love (Arista)

MARC ANTOINE Cruisin' (GRP/VMG)

MICHAEL MANSON Outer Drive (A440 Music Group)

STEVE OLIVER High Noon (Native Language)

MIKE PHILLIPS Will You Stick With Me (Hidden Beach)

Smooth Jazz begins on Page 71.

ACTIVE ROCK

Table with columns LW, TW and list of songs including RED HOT CHILI PEPPERS, PUDDLE OF MUDD, PAPA ROACH, SYSTEM OF A DOWN, GODSMACK, EARSHOT, KORN, NICKELBACK, HOOBASTANK, TRUSTCOMPANY, FILTER, TOOL, STAINED, AUDIOVENT, ROB ZOMBIE, KORN, OEFAULT, C. KROEGER F/J. SCOTT, DISTURBED, P.O.D., CHEVELLE, PUDDLE OF MUDD, SINCH, VINES, CREED, BREAKING BENJAMIN, SEETHER, THEORY OF A DEADMAN, EPIDEMIC, HIVES.

#1 MOST ADDED

DISTURBED Prayer (Reprise)

#1 MOST INCREASED PLAYS

DISTURBED Prayer (Reprise)

TOP 5 NEW & ACTIVE

FLIPP Freak (Artemis)

P.O.D. Satellite (Atlantic)

STAPA Aquarium (Locomotive)

GAVIN ROSSDALE Adrenaline (Universal)

MUST Freerchild (Wind-up)

ROCK begins on Page 74.

ALTERNATIVE

Table with columns LW, TW and list of songs including RED HOT CHILI PEPPERS, JIMMY EAT WORLD, HOOBASTANK, INCUBUS, SYSTEM OF A DOWN, PAPA ROACH, HIVES, NEW FOUND GLORY, TRUSTCOMPANY, VINES, PUDDLE OF MUDD, KORN, FILTER, DEFAULT, 311, WEEZER, AUDIOVENT, UNWRITTEN LAW, BOX CAR RACER, C. KROEGER F/J. SCOTT, CREED, JACK JOHNSON, COLOPLAY, OUR LADY PEACE, CHEVELLE, NICKELBACK, STAINED, EMINEM, PUDDLE OF MUDD, LINKIN PARK.

#1 MOST ADDED

DISTURBED Prayer (Reprise)

#1 MOST INCREASED PLAYS

DISTURBED Prayer (Reprise)

TOP 5 NEW & ACTIVE

GREEN DAY Desensitized (Reprise)

COLOR RED Sore Throat (RCA)

FINCH Letters To You (Drive-Thru)

EMINEM Cleanin' Out My Closet (Shady/Aftermath/Interscope)

BAD RELIGION Sorrow (Epitaph)

ALTERNATIVE begins on Page 80.

TRIPLE A

Table with columns LW, TW and list of songs including DAVE MATTHEWS BAND, JACK JOHNSON, BRUCE SPRINGSTEEN, COUNTING CROWS, COLDPLAY, CHUCK PROPHET, JOHN MAYER, NORAH JONES, JIMMY EAT WORLD, SHERYL CROW, SHERYL CROW, DROPLINE, CHRIS ISAAK, JOHN MAYER, OAVE PIRNER, GDO GDO OOLLS, HOWIE DAY, LUCE, BONNIE RAITT, RED HOT CHILI PEPPERS, THE CORRS F/BONO, C. KROEGER F/J. SCOTT, LOS LOBOS, BETH ORTON, OISHWALLA, TREY ANASTASIO, 311, ALANIS MORISSETTE, MOBY, OUR LADY PEACE.

#1 MOST ADDED

JACK JOHNSON Bubble Toes (Enjoy/Universal)

#1 MOST INCREASED PLAYS

AIMEE MANN Humpty Dumpty (SuperEgo/Red Ink)

TOP 5 NEW & ACTIVE

PETER STUART With My Heart In Your Hands (Vanguard)

VAN MORRISON Down The Road (Universal)

MAIA SHARP Willing To Burn (Concord)

CREED One Last Breath (Wind-up)

JACK JOHNSON Bubble Toes (Enjoy/Universal)

TRIPLE A begins on Page 86.

Publisher's Profile

By Erica Farber



GARY OWENS

Radio and TV Personality

Gary Owens has done — and continues to do — it all. His first love being radio, though, he has hosted over 10,000 national and local radio shows since his career began at age 16. Today Owens hosts two national radio shows, one daily and one weekly, heard in over 300 cities. He has been a regular on 14 television series as a host, actor or announcer. He has starred in nearly 30,000 animated shows, been in 15 motion pictures and 30 videos and narrated 25 books on tape.

Owens was the first radio personality to be inducted into the Hollywood Hall of Fame. His star on the famous Hollywood Walk of Fame is at 6743 Hollywood Boulevard, in the heart of Hollywood and right next to Betty White's and Walt Disney's. He is also the first person to be inducted into both the NAB's Radio and Television Broadcasters Halls of Fame.

Getting into the business: "I started as a News Director back in the Dakotas when I was just a kid going to high school. I did summer relief as a newscaster, and the following fall they made me News Director because the real director quit to come to California. I didn't start as a DJ until I was at KOIL/Omaha. I'd been the morning newscaster there. The DJ got mad at Don Burton, cursed on the air and quit. I had to take over because nobody else was there.

"We had six turntables, a lavalier microphone and two magnacorder recorders. You had to run all of those things. I was terrible. I was goosing every record, then making fun of what I said. I became No. 1 one the next month.

"I got to California from St. Louis. Chuck Blore hired me. He liked to hire people who had been with Gordon McClendon. I worked for Gordon in Dallas, Houston, San Antonio and New Orleans. In those days, if you had a U-Haul, that was it. I came to California in '59. Chuck brought me to start KEWB/San Francisco. We became No. 1 in a matter of about four months. I was there for about three years and then came down to Los Angeles."

Why he has been so successful: "I was always a little different from most of the other people. A lot of disc jockeys would do jokes, but I would do produced things, like a comedy soap opera with sound effects and music and other voices. People didn't know what to expect next.

"I also had a lot of zany giveaways. In L.A. I gave away 50,000 copies of an autographed picture of the Harbor Freeway. 'Yours Very Truly, Harbor Freeway.' 'Love, Harbor Freeway.' I had a Complete Failure Club in St. Louis and San Francisco. Anybody who had ever been a failure in their life could get one of these cards. People like to send for stuff. I would explain it on the air, they'd send a

SASE, and we'd send the card back to them. Those kinds of things weren't necessarily done frequently."

Getting into television: "I started doing television in Denver. I was about 18. When I came to California, I was signed by the Chris Kraft organization, which owned Channel 13. I would do four specials a year for them. When I switched from KFWB to KMPC, it made a difference in my TV career. At that time, most of the TV and movie studios listened to KMPC. They played Sinatra, Henry Mancini, Nancy Wilson, Nat King Cole — that kind of thing. I started getting a lot of jobs.

"I started at Universal, on *MCHale's Navy*. Then came *The Munsters* and *Blondie*. Most of the producers who gave me something would listen to me in the afternoon because I was silly and would do things that were kind of 'in' to Hollywood. In the later years I did a *Hollywood Squares* bit that was wonderful. I'd play the part of Peter Marshall. In the top row we'd have Dom DeLuise, Kate Smith and Orson Welles. You'd hear the creaking of all the boxes beginning to break, crushing the people below. Bill Armstrong, who was producing *Hollywood Squares*, phoned me and said he loved it. That's how George Schlatter and I met.

"George used to listen to my radio show. I'd get notes from him. We had never met, but he hired me without an audition for *Laugh-In*. We had a meeting at his office one day, which was across from the Smokehouse Restaurant. We went over there to wash the typewriter-ribbon ink off our hands — we'd been writing jokes. We went into the restroom, which was made of acoustic tile, and I put my hand over my ear, imitating those announcers out of the '40s and '50s. George said that's what he wanted me to do.

"Because of that incident, the *Hollywood Reporter* gave me the headline 'Laugh-In Comic Signed in Men's Room in Burbank.' George thought it would be funny if I were in another dimension. Rowan and Martin would do their shtick; then we'd have Judy Carne, Goldie Hawn, Ruth Buzzi and Jo Anne Worley doing their thing. Suddenly, I was in this booth all the time with little Mickey Mouse hands that would grow an inch every week."

Keeping his ties to radio: "I love radio. It's still my favorite medium. It's instantaneous. If you're doing a sketch off the top of your head, you can add sound effects at a moment's notice in radio. You don't have to wait four weeks like you do for a TV show to be finished, or a year for a movie. That's the beauty of radio: instantaneous gratification."

What makes a great radio personality: "Someone who's different, provocative and not afraid to say anything. Today they can be more cutting edge than they could when I started. You couldn't even say 'damn' on radio when I started. Royce Johnson lost his job when a competitor recorded Royce using the sound effect of a toilet flushing on the air. The FCC wanted to take the station's license. That was 1957. It's come a long way since then. On *All in the Family* you'd hear Carroll O'Connor flush a toilet every week."

State of the industry: "It's very good. There are a lot of different formats. I enjoy them all. There's just about everything for everybody, whatever you need."

Most influential individual: "In radio, Gordon McClendon, Don Keys — the VP/Programming for Gordon — and Chuck Blore. They taught me how to prepare for radio. Starting with Gordon, he always wanted us to do one hour of preparation off the air for every hour on the air. You'd get your log for the next day, look at the commercials and see what was there. You'd play the commercials in a separate production room so you'd hear the first line of the commercial coming on.

"For example, if the guy was talking about the Diner's Club, you'd hear 'It's the best news yet.' In order to make it different each day, I would write down the first line of each commercial and do a lead-in somehow. I might say, 'In a few moments I'm going to stick a carrot up my nose and do an imitation of a walrus,' then I'd cue the commercial to 'It's the best news yet.' No matter what you said, it was silly.

"Bob Crane was a good friend of mine. When he was at KNX, he had Mel Blanc record for him 'There's no light in the men's room.' You could put it in at any point, it didn't matter. They were little non-sequiturs. I used to love those Capitol records where Jerry Lewis was the noisy eater. I'd throw that in the middle of some spot. I had about 10,000 sound effects and wild tracks. I was influenced by Henry Morgan, who had a network show on ABC, Jack Benny, Fred Allen and Wally Phillips."

Career highlight: "Getting into the halls of fame. In 1995 I went into the Radio Hall of Fame in Chicago. Carol Burnett and I went in together. She for television, me for radio. Those were very important to me. This year, at the NAB, I was the first person to go into both the TV and Radio Halls of Fame. Those honors are most important, because they're from peer groups. When people who are your friends vote you into those things, it's awfully nice."

Career disappointment: "I was the original host of *The Gong Show*. I did the pilot and the first year of it on Prime Access. But Chuck Barris, who put up the money, wanted to do both. He had been doing the daytime when I was doing the nighttime. That was a disappointment for me, even though I understand him wanting to do both. I think I still have the best ratings of all the years of *The Gong Show*.

"To me, if you're in New York or Los Angeles, you can do anything your heart desires if you have the perseverance. Ray Kroc, who owned McDonald's, was a friend of mine. He said, 'Perseverance is a lot more important than talent.' Talent doesn't always get you what you want. If you believe in yourself, you'll make it."

Favorite radio format: "News, 'Music of Your Life,' Adult Standards, and I love Oldies."

Favorite television show: "*Law & Order*, *The Practice* and *NYPD Blue*. Drew Carey is funny. *Saturday Night Live* is great."

Favorite movie: "Other than *I Am Curious Yellow* or *Showgirls*? I bought all the action figures for both!"

Favorite book: "I've got about 10,000 books in my offices."

Hobbies: "I play basketball twice a week. I'm on a regular team. I also visit antiquarian bookstores."

Favorite restaurant: "Musso & Frank in Hollywood. And I go to McDonald's and Subway because I do their spots. I still go to Chuck E. Cheese, since I took my kids there when they were small, but nobody laughs when I jump into the balls."

Beverage of choice: "I like diet drinks. I like iced tea because it reminds me of my favorite baseball player, Ted Williams."

E-mail address: "mylgary@aol.com."

Advice for talent: "Preparation is very important. I know a lot of talk show hosts prepare, because it's an integral part of the show. Read up on subjects. If you're interviewing someone, there's nothing worse than guessing about who you're interviewing. You should be very knowledgeable in every area. Also, with music, be as knowledgeable as you can. I was so fortunate, because I was one of those people who worked with Elvis Presley, Frank Sinatra and Barbra Streisand. I emceed the first concert she did in Los Angeles back in the '60s. Before going to do a concert with someone, you should know a lot of facts about them."

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This Fall with Korn

Believe
In Stores 9/17/02

R&R Active: Debut **19** +701x! R&R Alternative: Debut **32** +572x!

PRAYER

THE FIRST TRACK FROM BELIEVE
THE FOLLOW-UP TO THEIR MULTI-PLATINUM SELLING ALBUM

Produced by EMI Music and Disturbed. Mixed by Andy Wallace. Mastered by Jeff Berman for JEM.

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