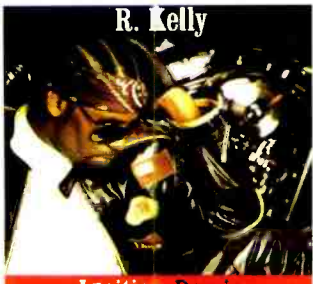


### R. Kelly Ignites Urban Radio

Jive's R. Kelly holds at the top spot on R&R's Urban chart for a fourth consecutive week with "Ignition."



R. Kelly

Ignition - Remix

The song has received a good response at radio despite Kelly's recent legal woes. Find more in this week's Fundamentals by Phat column in the Urban section.

30TH YEAR

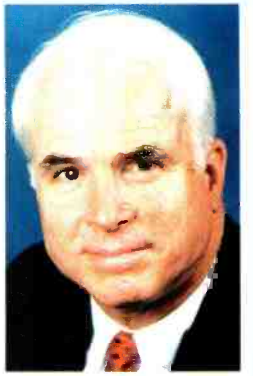
# R&R

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### McCain Needles Mays

Senate Commerce Committee Chairman John McCain criticized Clear Channel CEO Lowry Mays last week about plans Clear Channel might have for further expansion. Mays testified at a congressional hearing that explored the effects of radio consolidation. Full details begin on Page 7.



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Magic 106.7 Boston

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**CLUSTERING COHORTS**

If you were born between 1912 and 1991, you belong to one of seven "cohort" groups, according to **Jaye Albright**, who cites authors Geoffrey Meredith and Charles Schewe. Which group do you belong to, and how do you relate to your cohorts? Read all about it in this week's Management, Marketing & Sales section. Also this week, columnist **Dan O'Day** critiques some commercial copy and responds to the client's comments about his critique; **Dave Anthony** has sage advice about managing up the corporate ladder; and sales trainer **Irwin Pollack** has another chapter in his *Objections Overruled* feature.

Pages 8-10

**HAPPY BIRTHDAY 91X!**

Back in 1983 there weren't many stations playing newfangled "alternative" music, but XTRA-FM (91X)/San Diego was doing the format to blockbuster ratings. In Pt. 2 of his series on the 91X's 20th anniversary, R&R Alternative Editor **Max Talkoff** looks to the station's beginnings ... and the challenges that lie ahead.

Page 70

**R&R NUMBER ONES**

- CHR/POP**  
• **AVRIL LAVIGNE** I'm With You (Arista)
- CHR/RHYTHMIC**  
• **J. LOPEZ** I/LL COOL J All I Have (Epic)
- URBAN**  
• **R. KELLY** Ignition (Jive)
- URBAN AC**  
• **MUSIQ** Dontchange (Def Soul/IDJMG)
- COUNTRY**  
• **MARK WILLS** Nineteen Somethin' (Mercury)
- AC**  
• **OIXIE CHICKS** Landslide (Monument/Columbia)
- HOT AC**  
• **SANTANA** I/M. BRANCH The Game Of Love (Arista)
- SMOOTH JAZZ**  
• **BOB JAMES** Morning, Noon... (Warner Bros.)
- ROCK**  
• **3 DOORS DOWN** When I'm Gone (Republic/Universal)
- ACTIVE ROCK**  
• **SALIVA** Always (Island/IDJMG)
- ALTERNATIVE**  
• **QUEENS OF THE STONE AGE** No One Knows (Interscope)
- TRIPLE A**  
• **COLDPLAY** Clocks (Capitol)
- CHRISTIAN AC**  
• **MERCY ME** Spoken For (INO)
- CHRISTIAN CHR**  
• **PAUL COLMAN TRIO** Run (Essential)
- CHRISTIAN ROCK**  
• **KUTLESS** Run (BEC)
- CHRISTIAN INSPO**  
• **MICHAEL W. SMITH** Lord Have Mercy (Reunion)
- SPANISH CONTEMPORARY**  
• **RICARDO ARJONA** El Problema (Sony Discos)
- TEJANO**  
• **INTOCABLE** Sueña (EMI Latin)
- REGIONAL MEXICAN**  
• **INTOCABLE** Sueña (EMI Latin)
- TROPICAL**  
• **OLGA TAÑON** Así Es La Vida (Warner M.L.)



**Arbitron Response Rates Raise 'Serious Concern'**

**NAB committee wants to see remedy plan soon**

By Adam Jacobson  
R&R Radio Editor  
ajacobson@radioandrecords.com

The NAB's Committee on Local Radio Audience Measurement has taken Arbitron to task for the continued deterioration in diary response rates, some of which, the committee says, are "at critically low

levels" in some of the largest markets Arbitron surveys.

The committee, known throughout the industry as COLRAM, issued a statement Monday expressing "serious concern" over the falling response rates. The COLRAM ▶ See Page 13

Language-Preference Weighting Three Years Away: Page 13

**Radio Comes Under Fire From Senate**

**Mays maintains composure as Clear Channel is attacked from all sides**

By Joe Howard  
R&R Washington Bureau  
jhoward@radioandrecords.com

WASHINGTON, DC — As if facing intense questioning from a hyper-critical Senate panel wasn't hard enough, two of the radio industry's most important leaders had to sit shoulder to shoulder with three individuals who are none too pleased with the roles they've played in taking the radio industry where it is today.



Mays

On Jan. 30 Clear Channel Chairman/CEO **Lowry Mays** and NAB President/CEO **Eddie Fritts** joined Future of Music Coalition Exec. Director **Jenny Toomey**, singer **Don Henley** and Short Broadcasting President **Robert Short** in

**McCain Vs. Mays**

**McCain:** "Does Clear Channel have any plans to add any more radio stations?"

**Mays:** "We don't have any stations pending at this time ...."

**McCain:** "Do you have any plans to obtain more radio stations?"

**Mays:** "I would suggest to you that if we felt...."

**McCain:** "I'd like to ask the question for a third time — do you have any plans to obtain any more radio stations?"

**Mays:** "If we can serve the local community better and we see an opportunity, yes."

an appearance before the Senate Commerce Committee to face intense questioning about the pace and impact of consolidation in the radio industry and to discuss what may lie ahead on the radio landscape. It was the first in a series of hearings the committee plans on the state of the media industry.

Mays was a popular target of both the committee and his fellow panelists, but the broadcasting veteran weathered the storm and took on every allegation made against his company.

Committee Chairman **John McCain** wasted no time challenging Mays, directing pointed questions at

SENATE ▶ See Page 13

**Lesourd, Ochs Infinity SVPs/Market Mgrs.**

Infinity has appointed another two Sr. VPs/Market Managers: **Maureen Lesourd**, in Detroit, and **Charlie Ochs**, in Tampa.



Lesourd Ochs

Lesourd has been promoted from the VP/GM position at WVMV & WYCD/Detroit and will now oversee all six Infinity stations in the market, where the company also owns WKRK, WOMC, WWJ & WXYT. She served as President/GM of ABC Radio/Los Angeles from 1996-97 and has also been VP/GM of WQCD/New York and President/GM of

INFINITY ▶ See Page 13

**Rivers To Move To Chicago As WUSN OM**

By Lon Helton  
R&R Country Editor  
lhelton@radioandrecords.com

**Tom Rivers** has been tapped as OM of Infinity's Country **WUSN/Chicago**. He is currently VP/GM of co-owned **WQYK-AM & FM & WYUU/Tampa** and the Tampa Bay Buccaneers Radio Network. He will succeed **Eric Logan**, who was promoted in November 2002 to VP/Programming for Infinity Broadcasting.

"Tom has had an extraordinary career in Country radio, and having him join the



Rivers

RIVERS ▶ See Page 13

**RAB2003: Let The Good Radio Roll**



Upper left: Regent's **Bill Stakelin**; upper right: RAB SVP/Services **Dave Casper**, BMI SVP/Licensing **John Shaker**, KMEL/S.F. AE & RAB/BMI FastStart to Radio Success Top Gun Award winner **Regan Richardson** and RAB EVP/Services **Mike Mahone**; lower left: RAB2003 Chairman & Greater Media President/CEO **Peter Smyth**, Louise Stakelin, the RAB's **Gary Fries** and **Susquehanna Radio** President **David Kennedy**; lower right: keynoter **Les Brown**.

By Jeff Green  
R&R Executive Editor  
jgreen@radioandrecords.com

NEW ORLEANS — Rallying behind Tabasco-hot fourth-quarter revenue, 1,600 radio-industry sales executives converged here for a high-spirited RAB2003 conference last weekend and were treated to a comprehensive and often entertaining series of education sessions geared toward maintaining business momentum.

Many of the dozens of forums were packed to capacity, and some even flowed into the corridors — especially how-to seminars on nontraditional revenue, sales training, agency business, compensation structures and promotions.

Taking a line from local

RAB ▶ See Page 19



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**IN MEMORIAM**

**Promo Vet Marc Benesch Loses Battle With Cancer**

By Frank Correia  
R&R Music Editor  
fcorreia@radioandrecords.com

Veteran promotion executive Marc Benesch, most recently Exec. VP/Promotion for ARTISTdirect, died Feb. 1 at his Studio City, CA home following a lengthy battle with cancer. He was 50.

Benesch began his music-industry career in the mailroom of Columbia Records. Over a 10-year period, he rose to the position of Sr. VP/Promotion, working such artists as The Rolling Stones, Pink Floyd, Billy Joel and The Beastie Boys. Benesch was also instrumental in the success of multiplatinum boy band New Kids On The Block.

Benesch became a member of Interscope's original six-person staff when Jimmy Iovine and Ted Field hired him as the label's first head of promotion. He ended up working such artists as Nine Inch Nails, Tupac Shakur, Dr. Dre and The

Wallflowers. Following his Interscope stint, Benesch became a sought-after marketing consultant specializing in breaking rap acts.

He was subsequently hired as GM of Priority Records, where he oversaw the label's day-to-day operations and developed the careers of Ice Cube, Snoop Dogg and Master P. Benesch joined TWT Records in 1999 as Sr. VP/Promotion and was tapped by Field in 2001 to lead ARTISTdirect's promotion team.

Benesch is survived by his wife, Donna, and daughter, Megan. Services for Benesch were held Tuesday in Los Angeles.

A trust has been set up for his daughter. Checks may be made payable to and sent to the Megan Benesch Educational Trust Account, c/o HSBC, 445 N. Bedford Dr., 2nd Floor, Beverly Hills, CA 90210; attention: David Seinfeld.



Benesch



**SUPER PEOPLE AT THE SUPER BOWL** Members of Helicopter Marine Medium-163, who are stationed at San Diego's Miramar Air Station and were the first Marines to land in Afghanistan after the terrorist attacks of Sept. 11, 2001, enjoyed some Super Bowl coverage with members of ESPN Radio. The squad joined the sports network's Mike Golic and Mike Greenberg of The Mike & Mike in the Morning Show for an ESPN SuperWeek broadcast from NFL headquarters in San Diego. Seen here are (back, l-r) Golic, Greenberg, (front, l-r) Capt. Jason Payne, Capt. Kevin Duffy, Sgt. Shavon Guzman, Cpl. Walter Nulden, Cpl. Cesar Carias, Cpl. Jacob King, Capt. Brad Tragger and Lt. Tim Reazor.

**WFOX/Atlanta Stunting Results In Urban Format**

**Crosstown WMXV poised to fill Oldies hole**

Following a weekend of nothing but 30-minute segments of live simulcasts of other Cox Radio stations, Oldies WFOX/Atlanta on Monday flipped to Urban AC as '97.1 Jamz, the Best Jamz of the '80s, '90s and Today.' The station kicked off with 10,000 songs in a row.

"The new direction of the station is pretty simple," GM Tony Kidd told R&R. "This is a hot Urban AC, targeted at Generation X. This station will be for those who were in high school in the mid- to late '80s and college in the early '90s. It's for people who really grew up on hip-hop but are now in the 25-30 age group, and a lot of that product isn't on anyone's radio station. The Urban AC stations aren't playing it because they really can't.

"The new 97.1 will play songs such as Janet Jackson's 'Miss You Much,' but also Kris Kross' 'Jump.' Urban ACs can't really play those songs. The mainstream and hip-hop stations can't really go back that far either, because it's too old for the younger end of their audience.

"This station is designed to fill that gap. It will be for those people who are really too old for hip-hop but not old enough for Urban AC." Why did WFOX decide on this particular format? Kidd told R&R, "We looked at the available opportunities and what everyone was doing and asked ourselves, 'What could we do differently that would be successful?' There were a couple of other things that came up, but

WFOX ▶ See Page 19

**Talk Is New For KNEW/S.F.**

**Bay Area veteran Bennett set for mornings**

KNEW/San Francisco dropped its nearly two-year experiment with CNET Radio and on Monday debuted a new Talk format and moniker, "Talk 910, KNEW." Clear Channel/San Francisco AMs OM Clark Reid will oversee day-to-day programming operations for the new station.

The new station features San Francisco radio legend Alex Bennett in morning drive and a lineup of syndicated programs during the rest of the day. Bennett's move to KNEW marks a reunion between the 20-year Bay Area radio veteran and Clear Channel Regional VP and KNEW GM Ed Krampf, who first hired Bennett two decades ago.

"I hired Alex Bennett 20 years

ago at Live 105 [KITS/San Francisco], where he developed the most entertaining and topical morning show in the market at that time," Krampf said. "Years later, Alex told me that Howard Stern stole his act. Give him a week or two, and Alex will be telling me Rush Limbaugh stole his act as well."

Clear Channel Regional VP/Programming & Operations Michael Martin said, "The people who loved Alex 20 years ago will love him all the more today, because those people are all on the AM dial. Topical dialogue from a local activist voice couldn't be more timely."

KNEW ▶ See Page 12

**Richards Joins WKHX & WYAY/Atlanta As OM**

Mark Richards has been named OM for ABC Radio Country combo WKHX & WYAY/Atlanta. He was previously OM of crosstown WFOX, which flipped formats earlier this week (see story, this page). Richards succeeds Dene Hallam, who exited in September 2002.

"Mark is our kind of guy," WKHX & WYAY President/GM Victor Sansone told R&R. "He's a solid family-values man who 'gets it,' isn't interested in any of the distractions of the power of his position and is a solid strategist and a people person.

He has a keen programmer's

mentality with the sensibility of operation and company objectives, which means he understands that we have to make money and that it takes maximizing our position to get there.

"As a format, we have been looking back at the great years of the late '80s and early '90s and wishing for them to come back, rather than looking between the records and very hard at ourselves. Mark clearly understands what it will take to stand above our dynamic, and I am

RICHARDS ▶ See Page 19

**Salem Ups Finney To Nat'l PD**

**KLTY programmer set as 'Fish' Brand Mgr.**

Salem Communications has named Charles "Chuck" Finney National PD/Music, as well as Brand Manager, for its Christian AC "Fish" format. He will provide direction to Salem's 14 Fish stations and continue to serve as Director/Programming at KLTY/Dallas, where he has been for the past year.

Finney has more than 26 years of broadcasting experience. Before joining KLTY he served as PD for WGRR/Cincinnati and VP/Operations for Secret Communications, where he oversaw programming



Finney

and marketing for that company's 18 stations.

"Chuck brings experience and vitality to a format that is a key component of Salem's strategic future," Salem Exec. VP/Radio Joe Davis said. "He has a feel for the listener and a great ability to read the research, select the talent, program the music and build the

kind of on-air sound that will attract an even larger following to the format. We are pleased to assign him this broader task, and we know

FINNEY ▶ See Page 19

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**WKKV Taps Scott As PD**

Ronn Scott has been tapped as PD of WKKV/Milwaukee. He was previously Midwest Regional Manager at Def Jam Records. He replaces Jamillah Muhammad, who recently became PD at WMXD/Detroit.

Scott began his career as a sports and media intern for Black Entertainment Television, then moved on to WJZZ/Pittsburgh to become a nighttime air talent and Promotions Director. After moving to WAMO/Pittsburgh for a part-time airshift, he made his way to St. Louis to become Asst. PD at KXOK. He went on to do a part-time airshift at WPGC/Washington and nights at WERQ/Baltimore.

"Ronn is a great example of how good things happen in time," Clear Channel VP/Urban Programming Doc Wynter told R&R. "When Ronn and I competed in St. Louis years ago, he was always a tough competitor, but he also realized that, at the end of the day, we were both brothers trying to get ahead. I'm

SCOTT ▶ See Page 19

**R&R Observes Presidents' Day**

In observance of the Presidents' Day holiday, R&R's Los Angeles, Nashville and Washington, DC offices will be closed Monday, Feb. 17.



# SBS Lawsuit Against HBC, Clear Channel Dismissed

SBS plans to appeal judge's decision

By Joe Howard  
R&R Washington Bureau  
jhoward@radioandrecords.com

Spanish Broadcasting System says it will appeal the Jan. 31 decision of a federal judge who rejected a lawsuit filed by the company against Hispanic Broadcasting and Clear Channel Communications, HBC's largest shareholder.

Miami-based SBS sued the companies in June 2002 for federal and state anti-trust violations and business interference. Specifically, SBS claimed that HBC adversely affected SBS's ability to raise capital, depressed its share price, impugned its reputation, interfered with its business opportunities and contractual arrangements and made station acquisitions more difficult.

"The order dismissed SBS's federal claims with prejudice and SBS's state claims without prejudice," the company said. "We disagree with the order. We will continue to prosecute this case vigorously and have every confidence that SBS's claims will be reinstated and vindicated upon appeal."

SBS filed the lawsuit on June 12, 2002 — the same day Univision

SBS ▶ See Page 5

# McCain Reintroduces Minority-Aid Bill

Sen. John McCain on Jan. 30 reintroduced his Telecommunications Ownership Diversification Act, which provides a tax deferral and market-based incentives to help female- and minority-owned small businesses better compete in the telecommunications industry by ensuring that tax laws don't put them at a disadvantage.

"Wherever possible, we should look to market-based approaches to ensure there is diversity in media ownership," McCain said. "This legislation is designed to ensure that more Americans have an opportunity to provide their distinct voices in today's telecommunications marketplace."

"In addition to providing competition by certain small businesses, this bill would encourage ownership by individuals who are cur-

rently underrepresented in the ownership of telecommunications companies, including minorities and women, by making carefully crafted changes in the tax code."

The re-emergence of the bill received praise from throughout the industry. NAB President/CEO Eddie Fritts said, "Increasing employment and ownership opportunities for new entrants in broadcasting continues to be a

priority for the NAB. We look forward to working with Sen. McCain in helping pass this legislation."

Meanwhile, FCC Chairman Michael Powell called the legislation "well crafted and much needed." He said, "The time for rhetoric complaining about lack of opportunity in the communications sector has passed. It is time for action. I wholeheartedly support this effort."

Clear Channel Chairman/CEO Lowry Mays also gave his support to McCain's bill and added, "Clear Channel has always been committed to diversifying media ownership, and we welcome the introduction of this creative incentive to do just that."

McCain ▶ See Page 5

## BUSINESS BRIEFS

### Disney Broadcast Revenue Up In Q1

Revenue for all of Disney's broadcast properties came in at \$1.6 billion in the company's fiscal Q1, while the segment's operating income improved from a loss of \$77 million to a gain of \$38 million. Broadcast EBITDA also moved into the black, from a loss of \$52 million to a gain of \$58 million. The company said its radio and television stations benefited from the stronger ad market in the quarter. Overall, Disney's net income dropped from \$438 million (21 cents per share) to \$256 million (13 cents); that figure includes a writedown of \$14 million (4 cents) related to aircraft leases with bankrupt United Airlines. Without that writedown, Disney would have earned 17 cents a share, beating analyst estimates of 15 cents.

In other Disney news, Merrill Lynch analyst Jessica Reif Cohen said potential improvements in attendance at the company's theme parks and expense controls at ESPN could help Disney's performance in the third and fourth quarters of this year. As for the broadcast segment, Cohen is encouraged by advertising trends that remain strong. She said, "The advertising marketplace for television and radio has been strengthening, helping Disney's broadcasting segment to capitalize on healthier industry trends." However, Cohen stopped short of raising her 2003 earnings estimate for the company, sticking with her earlier forecast of 70 cents per share. She has a "neutral" rating on Disney stock.

### Jefferson-Pilot Profit Rises, Tribune Radio Posts Declines

Earnings for Jefferson-Pilot's radio and TV division climbed 32% in Q4, from \$9.9 million to \$13 million, while broadcast cash flow rose 31%, to \$27 million. For the full year, earnings were up 19%, to \$39.8 million, and BCF improved 15%, to \$84.7 million. The company as a whole saw Q4 profit decrease from \$96.5 million (64 cents per share) to \$66.6 million (46 cents) due to realized investment losses and litigation costs. Excluding the investment losses, Jefferson-Pilot Corp. reported operating profit of 75 cents per share. Thomson First Call analysts had predicted 83 cents.

Meanwhile, revenue in Tribune Co.'s radio and entertainment division declined 21%, to \$31.7 million, while EBITDA decreased 91%, to \$1.1 million, due to the company's partial divestment of its Denver radio cluster and the impact of six fewer Chicago Cubs games in October 2002 than in October 2001. For the full year, the segment's revenue improved

Continued on Page 5

### 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				
	1/31/02	1/24/03	1/31/03	1/31/02	1/24/03-1/31/03
R&R Index	222.68	214.26	213.88	-4%	-0.2%
Dow Industrials	9,920.00	8,131.01	8,053.81	-19%	-1%
S&P 500	1,133.20	861.40	855.70	-24%	-0.7%

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# Powell: FCC To Move Ahead On Rules Review Despite Feingold Bill

WASHINGTON, DC — In a meeting with reporters on Jan. 29, FCC Chairman Michael Powell provided candid answers to questions about some of the hottest topics facing the commission. Among the many issues he tackled was Sen. Russ Feingold's recently introduced legislation that promises to tighten Congress' grip on the radio business and what effect that legislation might have on the FCC's ongoing media-ownership rules review.

While his agency frequently takes a beating from Capitol Hill, Powell said he isn't worried about the Feingold legislation disrupting his agency's progress as it considers rewriting the ownership regulations. "I don't think it will be a damper on the FCC moving its order," Powell told R&R.

While he said the FCC has had a lot of discussions with Feingold and that he understands the senator's concerns, Powell noted that the FCC can't delay the ongoing rules review. "I've long made it a practice that we continue to march," he said.

"Whether legislation becomes law or not is a hazardous business. If Congress changes the rules a certain way, it won't be that hard for us to change [as well]." But waiting around to see if legislation becomes law, he said, leaves "a lot of room for mischief."

Additionally, Powell believes the substantial input his agency has already received should be enough for it to make an informed decision about the rules — even as it plans to hold a field hearing on ownership limits in Richmond on Feb. 27 to hear from those who may not feel they have access to the usual channels for submitting comments. While Powell supports the hearing, he's not convinced that average citizens don't have the means to file comments on their own.

"I have 2,000 comments on the record, and 1,900 of those are from individual citizens," he said. "We're in the era of modern technology, and everybody is saying that the only way to hear from consumers is by going to a town and having an open forum? I don't agree with that. We have opened

up as many channels as an agency can open up."

Powell added that when the time comes for the FCC to decide what to do with its ownership rules, the agency will have "criss-crossed the country with opportunity, through hearings, through the record and through forums." He said, "I am supportive of the hearings, but I will not accept the idea that that is the sole way for the public to be heard in the proceeding."

The first public hearing isn't until Feb. 27, but Powell said at a Precursor Group workshop this week that the rules review itself is nearly ready to begin. He said the FCC has received all the information it needs from Congress and the industry, and Feb. 6 will mark the beginning of a week of private meetings with staffers to discuss the future of the media-ownership rules.

Powell told Bloomberg, "We took the time we needed. I serve the public. I can never build a policy around what a company suggests or says it's going to do next." Closed-door sessions with the full FCC are set to begin Feb. 13.

By Joe Howard with additional reporting by Adam Jacobson.

## McCain

Continued from Page 4

One of the biggest companies to benefit from the bill would be Miami-based Spanish Broadcasting System, which applauded the re-introduction. "Unprecedented media consolidation has made it nearly impossible to enter the broadcasting industry," SBS Chairman/CEO Raul Alarcon said. "Hispanic and other minority entrepreneurs have been shut out, and existing minority broadcasters have virtually disappeared."

Alarcon lamented that despite being the fastest-growing minority population, Hispanics are underrepresented in the media — a situation he said is "fundamentally inconsistent with core American values, such as free competition, fair play and a diversity of voices."

He went on, "We have personally pledged to Sen. McCain our support for this bill and our readiness to work with him, other members of Congress and the president to make this critically important legislation a reality."

McCain is well aware of the underrepresentation of minorities in

media ownership. As he unveiled the bill he noted, "As of December 2000, minorities owned an estimated 3.8% of commercial broadcast facilities in the United States, despite representing an estimated 29% of the total United States population. The bill does not mandate ownership levels by any specific group, but it does ensure that certain small businesses are on equal footing with large companies. We should ensure that the American media landscape includes opportunities for these voices to be heard."

— Joe Howard

## BUSINESS BRIEFS

Continued from Page 4

1%, to \$222.3 million, but EBITDA declined 13%, to \$22.8 million. The company as a whole saw net income improve from \$100 million (47 cents per share) to \$187 million (57 cents) in Q4 — beating Thomson First Call analysts' estimate by 3 cents — and from \$84.3 million (28 cents) to \$416.8 million (\$1.30) for the full year.

### Margolese Ousted From Sirius Board

Sirius said in an SEC filing last week that David Margolese will be removed from the company's board of directors, along with former Avis CEO Joseph Vittoria, and the two will be "replaced by people selected by creditors." "This was a decision that was made by the board," Sirius VP/Corporate Communications Jim Collins told R&R. Sirius founder Margolese came up with the idea for satellite radio in the early 1990s. He resigned as the satcaster's CEO in October 2001 after equipment problems delayed its service launch but continued to serve as Chairman. Current SEC filings say Margolese holds 1.6 million Sirius shares and options for another 7.9 million. Meanwhile, Vittoria told Bloomberg that his departure from the Sirius board was voluntary. "It was just a convenient time for me to exit," he said. Replacements for Margolese and Vittoria had not been named at R&R's press time.

Continued on Page 13

## TRANSACTIONS AT A GLANCE

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

- WYMR-AM/Bridgeport, AL \$45,000
- KBOK-AM/Malvern, AR \$62,500
- KVLD-FM/Atkins, KCAB-AM & KCJC-FM/Dardanelle, KVOM-AM & FM/Morrilton and KWKK-FM/Russellville, AR \$6.7 million
- KGLW-AM/San Luis Obispo, CA \$370,000
- WBIC-AM/Royston, GA \$50,000
- WHHK-FM/Galva and WGEN-AM/Geneseo, IL \$475,000
- WLEZ-FM/Terre Haute, IN \$2.09 million
- WPLC-AM/Silver Spring, MD (Washington, DC) \$1.5 million
- WURD-AM/Philadelphia, PA \$4.25 million
- KAXG-FM/Gillette, WY \$65,000
- KOHR-FM/Sheridan, WY \$10,000

Full transactions listings, posted daily, can be found at [www.radioandrecords.com](http://www.radioandrecords.com).

## DEAL OF THE WEEK

- **KWIN-FM/Lodi (Stockton), KNVQ-FM/South Lake Tahoe (Reno, NV), KJOY-FM/Stockton and KWNN-FM/Turlock (Modesto), CA**  
**PRICE: \$25.5 million**  
**TERMS: Asset sale for cash**  
**BUYER: Citadel Communications Corp. It owns 210 other stations, including KESP-AM, KATM-FM, KDJK-FM, KHKK-FM & KHOP-FM/Modesto.**  
**SELLER: Silverado Broadcasting Company.**

## 2003 DEALS TO DATE

<b>Dollars to Date:</b>	<b>\$247,267,595</b> (Last Year: \$5,398,119,204)
<b>Dollars This Quarter:</b>	<b>\$247,267,595</b> (Last Year: \$284,586,711)
<b>Stations Traded This Year:</b>	<b>82</b> (Last Year: 810)
<b>Stations Traded This Quarter:</b>	<b>82</b> (Last Year: 114)

## SBS

Continued from Page 4

announced that it had agreed to acquire HBC in a \$3.5 billion merger acquisition. Many believed that the lawsuit was timed to strike back at HBC for making the deal with Univision after SBS and HBC failed to come to terms on a deal of their own.

The judge's decision to dismiss SBS's case against HBC and Clear Channel couldn't have come at a better time for Clear Channel Chairman/CEO Lowry Mays, who one day before faced intense questioning from the Senate Commerce Committee and answered allegations of anti-competitive behavior in the company's radio and concert operations from a former radio competitor and singer Don Henley (see story, Page 1).

"Folks are making inaccurate claims about our company that have no basis in reality," Mays said. "Last June, when this suit

was filed, I said it was false and frivolous and committed to defending our company. We have risen above the chatter and proven that we are a good company, with ethics, integrity and sound business practices. We'll continue to stay focused on our business and work hard for our customers and our communities."

Meanwhile, Merrill Lynch analyst Keith Fawcett said the dismissal of SBS's suit could be good for that company: Before the dismissal he predicted that SBS would spend \$2 million on legal fees in 2003. Additionally, Fawcett believes the potential removal of the lawsuit from management's radar screen means SBS can better focus on its core business. "This anti-trust case was a bit of a long shot, in our view," Fawcett said, noting that dismissal with prejudice means the judge thought the suit held little merit.

Additional reporting by Adam Jacobson.



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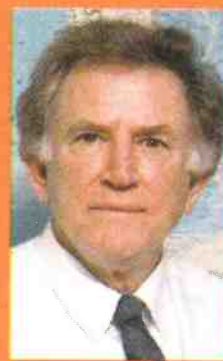
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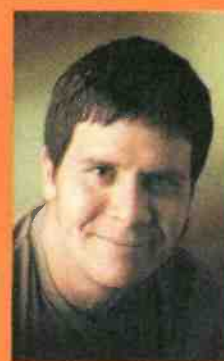
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GARY HART



TIM SANDERS

## Thursday, March 6, 2003

### 3:30-5:00PM ANNUAL TALK RADIO ROUNDTABLE

Featured Guest Moderator:  
**SANDY KENYON**, PARADE Radio Senior Correspondent

#### The Line... And Just Where Is It?

An all-star panel of industry executives discusses just how far is too far. Sure to cause a heated debate. This is a highly controversial and important subject for News/Talk broadcasters.

### 5:30-7:30PM OPENING NIGHT TALKTAIL RECEPTION

## Friday, March 7, 2003

### 8:30-9:00AM CONTINENTAL BREAKFAST

### 9:00-10:15AM GENERAL SESSION

Featured Speaker: **TIM SANDERS**, Yahoo! Inc.

### 10:30-11:45AM (CONCURRENT SESSIONS)

- **News/Talk Radio's Best Managers II**

A candid conversation with five of News and Talk radio's most successful managers.

- **How To Give Your National Stars A 'Home Court' Advantage**

Use your national stars to enhance your local image by making them part of your station's home team.

- **Holding Their Feet To The Fire!**

Featured Guest Panelist: **GARY HART**, former U.S. Senator

Our special guest panelist details what he has learned about America's homeland security as the co-Chairman of the United States Commission on National Security/Homeland. He'll report on our readiness and what he thinks Americans really need to know.

### 12:00-1:30PM LUNCHEON

Featured Speaker: **SEAN HANNITY**, ABC Radio Networks

### 2:00-3:15PM (CONCURRENT SESSIONS)

- **News/Talk Radio's Big Dogs Speak**

The head honchos of News/Talk programming for some of radio's most successful companies discuss challenges the format faces in the year ahead, opportunities for growth and the overall state of Talk radio in 2003.

- **How To Maximize And Monetize Your Station Events**

Learn how to turn your station's promotional and visibility opportunities into listener events that can produce new streams of nontraditional revenue while raising your station's community profile.

- **Are You Ready For The Big One?**

Develop resources and train your news staff to be ready for the inevitable big event. Whether it's a terrorist attack, an earthquake, a major weather event or other breaking news, you cannot be too prepared.

Friday Continued

### 3:30-4:45PM (CONCURRENT SESSIONS)

- **Beyond Politics: Talk Radio For The Other 90% Of Listeners**

Panelists and attendees share their success with nonpolitical programming and brainstorm the kind of nonpolitical topics that will connect with the vast majority of available audience.

- **Why Talent Management Is Job No. 1**

Learn from some of the best talent managers in the business and from those behind the mike about why dealing with talent is so important to your station's success.

- **Why Content Is Still King**

This panel will teach you ways to keep listeners tuning in even on a slow news day and how to target younger demos without sacrificing credibility.

### 5:00-6:00PM R&R TALK RADIO HAPPY HOUR

### 9:00-11:00PM R&R TALK RADIO FRIDAY NIGHT PARTY

## Saturday, March 8, 2003

### 8:30-9:00AM CONTINENTAL BREAKFAST

### 9:00-9:45AM GENERAL SESSION

With Featured Speaker

### 10:15-11:15AM GENERAL SESSION

#### Annual Arbitron Update

Learn more about all the latest Portable People Meter developments and get an insider's look at some brand-new research from Arbitron.

### 11:30AM -12:30PM GENERAL SESSION

#### News/Talk Radio's 10 Most Important People

Want to know what real listeners think about News/Talk radio? Veteran researcher Jon Coleman will conduct a live focus group exclusively for TRS 2003 attendees. Find out what listeners love and loathe about News/Talk radio and what they really think about some of the national personalities your station carries.

### 1:00-2:30PM

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# Courting Cohorts

Understand the latest lifegroup segmentations

By Jaye Albright

**Y**ou may or may not be aware that, besides hypertargeting small cluster groups, advertisers are classifying groups of people as "cohorts" in order to add reach and universality to their messages.

Demographic consultants and authors of *Defining Markets, Defining Moments: America's Seven Generational Cohorts, Their Shared Experiences and Why Businesses Should Care* Geoffrey Meredith and Charles Schewe define a cohort as "a group of people united in an effort or difficulty" or "companions or associates." In demographic terms, a "birth cohort" is a group of people born during a given time period who share many of the same life experiences, tastes and preferences. If you can see the potential of building coalitions based on folks' reactions to life events, let me introduce you to the seven distinct age-based cohorts.

## The Depression Cohort

Born: 1912 to 1921  
Coming of age: 1930 to 1939  
Age in 2003: 82-91  
Current population: 13 million (7% of U.S. adults, but dying at the rate of 1 million annually)  
Money motto: "Save for a rainy day"  
Sex mind-set: Intolerant  
Favorite music: Big band  
People who came of age during the Depression were scarred in ways that remain with them today, especial-

ly when it comes to such matters as spending, savings and debt. The Depression cohort was also the first to be truly influenced by the contemporary media of radio and, especially, motion pictures.



Jaye Albright

## The World War II Cohort

Born: 1922 to 1927  
Coming of age: 1940 to 1945  
Age in 2003: 76 to 81  
Current population: 11 million (6% of U.S. adults)  
Money motto: "Spend a little, save a lot"  
Sex mind-set: Ambivalent  
Favorite music: Swing  
People who came of age in the early 1940s were unified by shared experiences and a common enemy. A sense of "deferment" was especially strong among the 16 million Americans in the military and their loved ones at home; consequently, the World War II cohort became intensely romantic. Although it was not a boom time, the Depression was over and unemployment was no longer a problem.

## The Postwar Cohort

Born: 1928 to 1945  
Coming of age: 1946 to 1963  
Age in 2003: 58 to 75

Current population: 41 million (21% of U.S. adults)

Money motto: "Save some, spend some"

Sex mind-set: Repressed

Favorite music: Classic vocals (Frank Sinatra, Patti Page)

Members of the 18-year postwar cohort benefited from a long period of economic growth and relative social tranquility. The expectation of good times became ingrained in society. But global unrest, the Cold War and the threat of nuclear attack generated a need to alleviate uncertainty in everyday life. Postwar adults enjoy the comfortable, familiar and secure.

## The Boomers I Cohort

Born: 1946 to 1954  
Coming of age: 1963 to 1972  
Age in 2003: 49 to 57  
Current population: 33 million (17% of U.S. adults)

The two boomer cohorts are separated by the end of the Vietnam conflict. The John F. Kennedy assassination, followed by those of Martin Luther King Jr. and Robert Kennedy, signaled an end to the status quo. But this group grew up in economic good times, and they want a lifestyle at least as good as that of the generation who came of age in the 1950s.

## The Boomers II Cohort

Born: 1955 to 1965  
Coming of age: 1973 to 1983  
Age in 2003: 38 to 48  
Current population: 49 million (25% of U.S. adults)

After Watergate, something changed in people who were coming of age in America. The idealistic fervor of youth disappeared, and the second boomer cohort exhibited a narcissism that was manifested in everything from the self-help movement to an obsession with self in the media. Changes in the economy had a profound effect on this group. Debt as a means of maintaining a lifestyle makes sense to this cohort.

For both boomer cohorts:

Money motto: "Spend, spend, borrow, spend"

Sex mind-set: Permissive

Favorite music: Rock 'n' roll

## The Generation X Cohort

Born: 1966 to 1976  
Coming of age: 1984 to 1994  
Age in 2003: 27 to 37  
Current population: 41 million (21% of U.S. adults)  
Share of adult population: 21%  
Sex mind-set: Confused  
Favorite music: Rap, grunge, retro

Generation X has nothing to hang on to. These are children of divorce and day care, the latchkey kids of the 1980s. They are searching for anchors with their seemingly contradictory "retro" behavior, such as their interest in proms, coming-out parties and fraternities. Their political conservatism is motivated by a "What's in it for me?" cynicism. Their alienation is reflected in the violence and brutal sex of their popular culture.

## The Millennials Cohort

Born: 1977 to 1991  
Coming of age: 1999 to 2013  
Age in 2003: 12 to 26  
Current population: 51 million (At the beginning of 2003, there were 80 million people in the U.S. between the ages of 2 and 22)

Money motto: "Be conservative"  
Sex mind-set: Trying values on for size

Favorite music: Hip-hop

## Hit The Bull's-Eye

Studies show that cohorts don't change preferences as they grow old-

er. The consumers in the postwar cohort can be found tuning in to Adult Standards, News/Talk and Country stations. If you are a boomer, chances are you won't all of a sudden stop listening to Frank Sinatra instead of The Rolling Stones when you hit 50, and Generation Xers won't stop eating hummus, pizza and burgers and start going to buffets for meat, potatoes and Jell-O.

The postwar and younger cohorts will drive consumer markets for the next 25 years. Advertisers should be hypertargeting the postwar, second boomer and Generation X cohorts while looking for common themes that will appeal to even younger people. For this reason, every medium — radio, television, satellite, film or print — will have to demonstrate more qualitative knowledge about the people it reaches than ever before.

It's time to study not just the tastes and preferences unifying today's adults, but the tastes that ring true for the very large group who will be turning 25 each year for the next dozen years. About the time we get a bead on the millennial cohort, it will be time to do it all again with a new population group.

Targeting implies aiming at a bull's-eye that is conveniently standing still. That may be true on a rifle range, but to earn your marksmanship medal in radio, you must be alert to changes in age and geography, as well as sensitive, adaptable, able to stay focused on a constantly moving target and willing to change targets quickly.

As I advise clients, "Get the values between the songs wrong, and it doesn't matter if you get everything else right."

Jaye Albright is a partner in the consulting firm of Albright & O'Malley Country Consulting/RadioIQ. Reach her at 206-498-6261, [jaye@radioconsult.com](mailto:jaye@radioconsult.com) or through [www.radioconsult.com](http://www.radioconsult.com).

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# Rebuilding Copy To Achieve Results

By Dan O'Day

**A radio-station account executive retained me to critique a new commercial for an existing client. This AE's situation presents several issues you might find with some of your own accounts.**

The advertiser (details have been altered or omitted) is Acme Futures, a large farm-commodity brokerage that helps trade commodities (cattle, hogs, grain, etc.) anywhere in the country. The company used a farm network for nine months with a 30-second message that didn't generate more than two leads.

Understandably, the AE felt the campaign was extremely unsuccessful. So he wrote a new spot, and here it is:

*This is Tony LaFucci with Acme Futures in Smallville, MO. Trading in a world as uncertain as the futures world can be very trying to one's emotions. What does it take to be a really good trader? How do some traders consistently take money out of the markets while others seem to wallow in losses year after year? Acme Futures would like to offer you a cassette tape on how to trade futures. It contains compiled strategies of top brokers. For your free tape, call Acme Futures at 800-555-5555. What is the value of this tape? Priceless!*

Unfortunately, the results weren't any better than the original spot. The AE says, "We have had two leads so far. We thought if we tried something free, that might help entice some callers. The client, however, thinks it will get small, hedging traders, rather than people to build his consultancy program, which is truly the goal."

I think the AE's approach is a sound one and the client's view is shortsighted. If the client is offering consulting services, he's offering a relationship. Offering valuable free information is an excellent way to begin that relationship.

Here's what's wrong with the new commercial:

1. The opening line of a commercial is your one chance to capture the attention of your target audience. Using it to give the name of the advertiser is a waste.
2. The second line, about futures trading being "trying to one's emotions," is irrelevant and worthless.
3. It needs to sell the benefits of the tape much more.
4. The tape needs a title. "Acme Futures would like to offer you a cassette tape"? Let's build up some perceived value!
5. The last line of a commercial has a built-in memorability factor — if you use it for something worth re-

membering. But the last line of this spot, "What is the value of this tape? Priceless!" is just filler.

Here's my sample rewrite:

*Did you know that some people consistently make money in futures trading, year after year? They do it by following a proven, supersmart trading strategy. Acme Futures would like to send you a free audiotape titled Seven Secret Investment Strategies — simple yet powerful strategies that you can start using immediately. For your free copy of this valuable tape, call our automated phone line at 800-555-5555. The tape is absolutely free, and so is the phone call, at 800-555-5555. With the right strategy, you can begin your journey as a smart futures trader tomorrow.*

Here's the thinking behind each element of the rewrite:

1. The opening line is designed to attract the attention of the prospect.
2. The second line reveals that successful traders use some sort of strategy that the rest of the world doesn't know about. That piques both curiosity ("I wonder what the strategy is") and envy ("I wish I knew the secret to making money like that").
3. I don't mention Tony's name in this spot because it's irrelevant to the sales message. In fact, it's not even necessary for Tony to voice the commercial, unless you want him to do it for consistency's sake.
4. We've named the product being pitched; that is, the free audiotape.
5. We've defined the product: *Seven Secret Investment Strategies*.
6. "Simple yet powerful strategies that you can start using immediately" suggests to the prospect that these are not complicated methods he can't possibly use and that he can become one of the "winners."
7. If you're offering something for free, say it's free! ("For your free copy of this valuable tape...")
8. I don't know if the phone number is currently being answered by a human or by a machine, but it should be answered by a machine, and you should make that absolutely clear. More people will respond if they know it's a recording, because then they don't have to worry about being given some sort of sales pitch.
9. The last line offers a memorable "callback" to the commercial's opening line.

## The Client Responds

The person for whom I did this critique shared some of my comments with the client. Rather than respond, "My God! That O'Day fellow is truly an advertising genius!" the client took issue with most of my criticisms.

Here are the client's responses, followed by my own rebuttals. Because I don't know for sure which of the comments came from the client and which came from the AE, I'm attributing all of them to the client.

1. *The opening line of a commercial is your one chance to capture the attention of your target audience. Using it to give the name of the advertiser is a waste.*

The client's response: "I believe Tom Bodett begins quite a few Motel 6 commercials with his name and a little violin intro. When you hear his name and voice, you know he is going to have something interesting to say, so people tend to turn up the radio to hear his story."

My rebuttal: The Motel 6 campaign is a long-running, well-funded campaign designed solely to build a brand. It does not attempt to generate a specific action from the target audience. This client, however, is trying to get people to call for the free audiotape. Second, even at the beginning of the campaign, Tom Bodett was an accomplished writer and performer with a modest national reputation. I suspect the client cannot claim similar credentials.

To repeat: The opening line of a commercial is your one chance to capture the attention of your target audience. If the most compelling thing the advertiser can think of to say is his own name, the commercial is in trouble.

2. The second line ("trying to one's emotions") is irrelevant and worthless.

The client's response: "In the futures market, emotion is very relevant. It's not like trading stocks in the stock market. People who have traded futures will relate to how they want to get on the right side of the move. When the price is going down fast and they think they should sell, they hang on because they want to believe it will go back up."

My rebuttal: I didn't say emotions are worthless, I said that sentence is. With every second that passes without saying something that speaks directly to the target audience's problem, you lose listeners. The problem the client claims to be able to solve is "How can I make money investing in futures?" and not "How can I make my investing less emotionally trying?"

The client should also use this as an effective lead-generating cam-

# Ten Management Tasks For February

By John Lund

Whether you're a GM, Director of Sales, OM or PD, here are some valuable management tips to implement — or, at least, discuss — as the new year begins in earnest.



John Lund

1. Congratulate staff members who distinguish themselves in any area in which they might bring the station recognition. Their community-service involvement benefits the station.

2. According to Arbitron, the highest listening levels occur on Thursday, Friday and Monday, in that order. Assuming your TV budget is tight and your station is planning major contesting on those days, be sure to run your heaviest TV schedule on the nights before.

3. Never let a complaint about your station go unresolved. An unhappy listener or advertiser can be more damaging than a jealous competitor. Do what it takes to right the wrong.

4. Send aircheck tapes to your consultant for a station critique. Get a new, fresh perspective.

5. Make sure happy clients put their satisfaction in writing. Ask for a testimonial letter the moment your advertiser expresses happiness with a promotion or spot order.

6. Does everyone know the policy on vacations, sick time, who to call in an emergency and what to do when a spot is not available to play? Issue a well-written, nonthreatening list of station rules. Make it short and meaningful, and be sure everyone has a copy.

7. Ask your staff to compose a list of 25 new ideas that will benefit the station in 2003. Circulate it to everyone at the station.

8. Playing music when the competition is starting its commercial set is devastating to the unknowing competitor. Listen to the competing station in all dayparts and adjust your commercial breaks accordingly. Stopset the competitor and get back into music first.

9. Don't let the station's strong 30-minute sweep or 10-in-a-row position delay a talent from getting into a break before the competition. Very few listeners notice if they are shorted by a couple of minutes or one song. Consistently promising 10 and occasionally delivering nine is OK. The perception is truly greater than the reality.

10. (Where's No. 10? See No. 9!)

*John Lund is President of the Lund Consultants to Broadcast Management and Lund Media Research, a full-service multiformat radio consulting and research firm in San Francisco. Reach him at 650-692-7777 or john@lundradio.com, or visit www.lundradio.com.*

paign. The cassette should be mailed with a strong, well-written sales letter offering something else — a free consultation, a free "Futures Trading Checklist" — something to take the prospect one step further on the journey to becoming a customer.

3. *I don't mention Tony's name in this spot because it's irrelevant to the sales message.*

The client's response: "It may be irrelevant to the sales message. However, when people are trading futures and handling this amount of money, they want to know their man!"

My rebuttal: But the purpose of this commercial is *not* to get people to let Tony handle their money. It's to get them to call for the free tape.

4. *I don't know if the phone number is currently being answered by a human or by a machine, but it should be answered by a machine.*

The client's response: "I thought this was a little strange. You are talking about building a relationship with a client and needing a long-term approach, and their first contact will be with a machine? Most farmers don't like machines. This is a conservative industry."

My rebuttal: I talked about this spot being the first step toward building a relationship. And it's a marketing fact of life that if you're trying to get people to call for a free information resource — be it a book, pamphlet or tape — more people will respond to a recorded message, for the reason I gave above. As an aside, all the farmers I've ever known use machines quite regularly.

The client's response: "I do understand how people may be willing to call if they know they don't have to talk with someone. But what kind of customers are they?"

My rebuttal: The kind who are potential customers, not ones who already have an established, trusting relationship with a business professional.

This column is excerpted from *The Dan O'Day Radio Advertising Letter*. For your free e-mail subscription, send your request to [danoday@danoday.com](mailto:danoday@danoday.com) with "R&R Ad Request" in the subject line, or subscribe online at [www.danoday.com](http://www.danoday.com).



# Top Tips For Managing Your Manager

**Y**ou're a control freak. Nothing goes over the airwaves without your explicit advance say-so. Your control extends to the people themselves, as well as the on-air content. You can hire and fire practically at will, and, by gum, you've done it. You're the boss. You're in charge.

All promotions, appearances and community tie-ins must be approved by you personally. Your initials appear on every form in the neighborhood. You have more meetings than any other five people at the station combined. Yeah, you're busy, but think of the control you have. Ah, life is good. Nothing moves without your OK, but there's that one pesky obstacle to your complete control: your boss.

So, here are some tips for managing your manager.

**Always be honest.** Unless your upper management is convinced you're trustworthy, you'll never have much influence over what they do. Funny thing about honesty: You can't fake it. Nor can you get away with bragging about how honest you are, because then people will really get suspicious.



Dave Anthony

Honesty is added to your reputation if you are honest every day, in everything you do. Live it and you become it.

#### Always be respectful.

This doesn't mean you can't speak up when your employer makes a stupid decision, but knowing when to make an issue of it requires wisdom and discernment on your part. If you incessantly point out what they do wrong, you'll eventually end up managing an executive of a moving-van company, right before you move to another job.

Show respect, especially during those times when logic demands that you speak up about a recent blunder or bad decision. No one likes to hear bad news, particularly from an underling, so tread carefully. If you're clearly respectful, few problems will be too difficult to tackle. You won't have too many opportunities to get

this one wrong, so plan in advance a respectful way to speak up.

**Be tactful.** This goes hand in hand with showing proper respect. If your friends refer to you as "Loose Cannon," you might need work. Remember the old saying "Put your brain in gear before engaging your mouth"? That applies here.

Managing your manager is not the same as managing other full-time staffers. If you've recognized that you need to speak up, don't do it without thinking about what you're going to say first. And if you don't have the luxury of contemplating your exact words of wisdom in advance, then at least take a deep breath before blurting anything out. Then show respect and honesty.

**Be reliable.** You can't manage anybody if you're not in the building. Sure, thousands of things can take us away, but at least be reachable. Many mountain-sized challenges become molehills after just a few words of wisdom, but if you can't be reached, you can't offer those jewels.

When you try to manage up the corporate ladder, you're stepping into the big leagues. Opportunities from above are golden occasions to impress the folks who control things like the size of your paycheck, where your office is located and what title appears on your business cards. It all starts with being reachable. Only then can you build a reputation for being reliable.

**Be a smart risk-taker.** Anything you do is a risk. Getting out of bed every morning invites risk. Deciding on a radio career was a risk. Becoming a manager multiplies the level of risk, as you'll always be in somebody else's crosshairs. You're much better off, however, if you weed out the bad risks and take on the smart ones.

Before you make major decisions, weigh the risks involved. Make an appointment with yourself for some secluded thinking time. Make a list of the pros and cons involved, then decide whether you even want to go there. If it appears to be a smart risk, do it. You'll never be right 100% of the time, but taking on only favorable risks sure betters your odds.

**Be genuine.** Kissing up to the big guy or gal is a short-term technique at best. Being two-faced is also unwise. Review the classic tale of Dr. Jekyll and Mr. Hyde as an excellent example of what not to do.

Treat those who report to you as well as you treat those to whom you report. Your consistency will speak volumes about your character. Upper management is much more likely to trust someone who is consistent than someone who is unpredictable.

**Be unflappable.** Do you fly off the handle a lot? Got a short fuse? Does the staff mysteriously evacuate your part of the building when bad things happen? Strong teams share good

## objection overruled!

### 'Word-Of-Mouth Works Just Fine For Us'

By Irwin Pollack

Next time a prospective advertiser tries to dismiss the merits of advertising on your station by saying he puts his faith in his business' street reputation, try some of these rebuttals.

1. I understand. But with all that word-of-mouth, you can't control what is said, or by whom.
2. Unfortunately, bad word-of-mouth spreads faster and more often than good. Why leave such an important message to chance?
3. It does work! And that's what our station can offer you: good, strong, positive word-of-mouth that reaches [this many] thousand people weekly.
4. We were responsible for starting positive word-of-mouth for [this many] businesses last week alone. Can't we have the pleasure of including you next week?
5. You know, many of our most successful advertisers said the same thing when I first called on them. They have found out that nothing starts word-of-mouth faster than our station. For example, [furnish testimonials, success letters].
6. Is that enough in today's economy? With so many people moving in and out of town and having so little loyalty, why leave your good name and reputation to chance?
7. What is your growth objective for the next quarter? Can those numbers be achieved by hoping for positive word-of-mouth?
8. Great! Let's use actual recorded comments from your best, happiest customers in your commercials! That will generate even more good word-of-mouth and goodwill.
9. Think of your toughest or biggest competitors. Are they aggressively advertising to take your customers? Are a few chance comments enough to counteract that?
10. How will people know the true story? The facts? What if a rumor starts about you? We can set the record straight and tell a positive story about you on our station.
11. There are people in the market for what you sell every day. Why not tell them to come in here instead of going to your competitors?

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## People Move To What They Picture

By Tim Moore

The human mind works a lot like a camera, and it's a certainty that people move to what they picture. This includes the following truth: People virtually never fail because of who or what they are; they fail because of what they think they are and what they think they can't become.

Picture a mom and dad sitting in the family room watching television, and their 3-year-old sits down on the white carpet to drink her grape juice. The parents exchange ominous looks, and, for a few stressful moments, neither speaks. Finally, Dad yields to the temptation to warn the youngster: "Honey, if you're not careful, you'll spill your juice on Mommy's nice carpet." It's an ironclad guarantee that within 60 seconds the juice will be all over the place.

It's the same way every day with your staff. When people enter radio management, they often believe they must "manage" and that this requires a stern and critical style. That's an old model that is effective in some situations, but it's not a good match for the dynamics of the small tactical teams found in broadcasting.

From airchecks to sales reviews, you can influence people in just two ways:

- A negative, threatening, discounting style
- A firm, positive, challenging persona

For example, when your morning team goes in the ditch with a bit and your input is essential, you can say, "How can you be so stupid? The last morning team got fired for stuff like that, and you may be next."

Or you can present the same issue in a very different way: "You guys are too good to produce a mistake like this. I know you know it too. We need you at your best."

Help people move to a bigger, better picture.

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news together and handle bad news the same way. If you're the only one around when something goes wrong, don't blame your staff: It's you.

Be a bastion of strength, especially when the going gets tough. (It doesn't take much skill to be strong when the news is good.) Develop and exhibit levelheaded thinking during times of adversity and you'll even teach upper management a thing or two. Not to mention how strong you will become in their eyes.

**Give more than you receive.** This concept doesn't apply only to gift exchanges. When the boss asks you for something, go a little above and beyond. Accept every assignment as a golden opportunity to show off your skills. Volunteer for the tough projects that no one else wants. Not only will you be valued more, think how you'll expand your skills and experience.

I often wonder when managers are asked to name their worst experience by some trade magazine and they mention something lame: Didn't they have any bad experiences? Then they couldn't have jumped into the line of

fire very often. Go for the tough stuff. It's not life or death. Who knows? You might accidentally learn something valuable.

Finally, remember the golden rule: **Treat others as you truly want to be treated.** It's not a sign of weakness. On the contrary, it encompasses every one of the tips mentioned in this article. Further, managing the bigwig above you isn't just about bettering your career possibilities in the future; it helps make your life much less stressful today. Come to think of it, managing your manager isn't just a luxury, it's a survival skill.

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PART ONE OF A TWO-PART SERIES

# Retailers Want In On Digital Music

## Six top sellers join to seek label licenses

**A**s of now, legal digital music is in the hands of major-label joint ventures MusicNet and pressplay, some smaller label-backed outfits and a few independents, like Listen.com and FullAudio.

A few music retailers have licenses for dollar-a-song downloads, but consumers still have to hunt through site after site to find a particular track. If they find it, they don't have a choice of file format or any say on rights management or portability. Considering the everything-you-want-for-free nature of the competition, the situation is far from satisfactory.

But six music retailers — Best Buy, Tower, Virgin, Hastings Entertainment, Warehouse and Trans World Entertainment — think they can do better. They've formed a coalition, Echo, that's seeking label licenses right now. I spoke with Echo CEO Dan Hart about the group's hopes to improve the marketing and distribution for digital music.

**R&R:** Why do this now?

**DH:** First of all, we're excited about it. We started this venture with the goal of reaching a true mass market of consumers. For the type of backers we have, that means millions of consumers using legal digital music, not the tens of thousands we've seen to date.

The reason to do it now is that it's a necessity. With declining record sales, I think the record retailers and the labels are finally recognizing that it's time to make this work on a mass scale. Second, I think you've got consumers proving on a daily basis that millions of them want digital music. There's clearly a demand for

it, and, so far, supply just hasn't met demand. And you're seeing more and more increases in the infrastructure required — whether it's CD burners, broadband connections, PCs in the home, etc. All those things are trending in the right direction.

Finally, I think the time is right on the licensing side for flexibility and pricing that will allow people to move off the illegal services and on to the legitimate market.

**R&R:** You mean labels' flexibility, like their granting more burn licenses?

**DH:** Yes. We saw tremendous movement just in the fourth quarter of last year, whether it was Universal's announcement with Liquid Audio, where the retail price came down from \$3.99 to 99 cents, or MusicNet and pressplay, where the prices moved from a fixed fee per month for a fixed number of downloads and streams to unlimited on-demand streams and tethered downloads.

I think there's been tremendous movement. Does it need to go further? I think so, but the attitude is changing to one of "Let's make this work" and recognition that we've got a real problem if we don't.

**R&R:** What kinds of licenses is Echo looking for?

**DH:** Our charter is to seek licenses for all the basic building blocks for digital-music services. From there, we can build an array of services. That means Internet radio, on-de-

By Brida Connolly  
Associate Managing Editor

mand streaming licenses, licenses for downloads that are tethered to your computer and, finally, downloads that are fully portable and burnable to CDs.

We'd also like to see these deliverable not only through PCs, but through kiosks in retail stores; pre-loaded on PCs, MP3 players and digital-music players sold in our stores; and on "starter kit" CDs, where you might go into a Tower Records and get, at the point of purchase, a free DVD Audio CD with 500 or more tracks pre-loaded. You got the disc for free, so you don't have rights to that music, but online you can unlock the rights to various degrees, depending on your payment amount.

**R&R:** Would that time out or be playable indefinitely?

**DH:** It could be playable for as long as they have it.

**R&R:** Consumers just can't move the tracks.

**DH:** Yes. Our view on digital rights management is that it's neither good nor bad, it's how you use it. If what you do is restrict tracks that consumers are expecting to be unrestricted or have become accustomed to having unrestricted, you're gonna get a consumer backlash.

If you copy KaZaa, and then you restrict the tracks, and then you put a big price tag on it, it's a no-brainer to think consumers are not going to react well to that. On the other hand, if you say, "We'll give you this disc in the store with 500 tracks, and you pay later," the consumer sees a reason for why those tracks are locked in the first place — they haven't paid. They're getting something out of the relationship, and I think they'll understand digital rights management.

**R&R:** So you change rights management from taking something away to giving people something.

**DH:** Exactly. And that is, broadly, the whole concept behind the retailers' getting into the digital music game: to bring a customer-centric focus to the market, and not necessarily a business-model-protection focus. The retailers recognize that consumers are demanding a shift in the way they consume music, and, over the long term, the only way to maintain your revenue stream is to meet that demand.

Next week: Echo's ambitious distribution plans.



www.gracenote.com  
charts@gracenote.com

If you play CDs on an Internet-connected computer, Gracenote probably knows about it. Every day Gracenote's CDDB music-recognition service supplies artist and track information to more than 1 million people who play music through CDDB-enabled audio players; at the same time, Gracenote collects information about the music those people are listening to. That data is then anonymously aggregated for Gracenote's charts. Below are last week's 50 most played CDs.

## DIGITAL TOP 50<sup>SM</sup>

LW	TW	ARTIST Album Title	Weeks On
2	1	NORAH JONES Come Away With Me	41
1	2	EMINEM The Eminem Show	38
3	3	VARIOUS ARTISTS 8 Mile	14
6	4	COLDPLAY A Rush Of Blood To The Head	23
7	5	RED HOT CHILI PEPPERS By The Way	30
4	6	AVRIL LAVIGNE Let Go	34
5	7	CHEMISTRY Second To None	3
11	8	CHRISTINA AGUILERA Stripped	13
18	9	JOHN MAYER Room For Squares	44
8	10	SHANIA TWAIN Up!	11
10	11	NELLY Nellyville	32
13	12	JUSTIN TIMBERLAKE Justified	13
9	13	THE ROLLING STONES Forty Licks	18
12	14	U2 The Best Of 1990-2000	13
27	15	NAS God's Son	7
16	16	SYSTEM OF A DOWN Toxicity	74
23	17	ELVIS PRESLEY Elvis 30 #1 Hits	19
N/A	18	ZWAN Mary Star Of The Sea	1
25	19	PINK Missundaztood	57
14	20	JENNIFER LOPEZ This Is Me ... Then	10
17	21	JAY-Z The Blueprint 2: The Gift & The Curse	12
39	22	JOSH GROBAN Josh Groban	31
35	23	NICKELBACK Silver Side Up	72
32	24	SUM 41 Does This Look Infected?	6
15	25	2PAC Better Dayz	10
29	26	ELTON JOHN Greatest Hits 1970-2002	7
22	27	AUDIOSLAVE Audioslave	11
24	28	NIRVANA Nirvana	14
28	29	SANTANA Shaman	15
36	30	JA RULE The Last Temptation	10
26	31	ROBBIE WILLIAMS Escapology	11
19	32	VARIOUS ARTISTS Chicago — Music From The Motion Picture	3
38	33	PINK FLOYD Echoes (The Best Of Pink Floyd)	65
20	34	SHAKIRA Laundry Service	63
31	35	CREED Weathered	63
N/A	36	LINKIN PARK Reanimation	26
30	37	DIXIE CHICKS Home	18
43	38	PUDDLE OF MUDD Come Clean	61
21	39	SYSTEM OF A DOWN Steal This Album	10
37	40	ALICIA KEYS Songs In A Minor	80
N/A	41	ASHANTI Ashanti	40
47	42	INCUBUS Morning View	37
N/A	43	NO DOUBT Rock Steady	22
N/A	44	MOBY 18	21
N/A	45	KENNY CHESNEY No Shoes, No Shirt, No Problems	3
49	46	THE STROKES Is This It	38
N/A	47	ROD STEWART It Had To Be You...	5
33	48	QUEENS OF THE STONE AGE Songs For The Deaf	8
N/A	49	ORIGINAL SCORE The Lord Of The Rings	18
41	50	MARIAH CAREY Charmbracelet	9

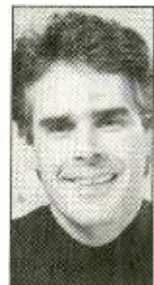
## DIGITAL BITS

### OnePlace Changes Name To Salem Web Network

Effective immediately, Salem's online news and information network changes its name from OnePlace to Salem Web Network. The broadcaster purchased its first online property, OnePlace.com, in 1999 and adopted the name for its Internet division at that time, but Salem VP/Nonbroadcast Media Rick Killingsworth said, "Our new name capitalizes on our corporate stability as a member of the Salem Communications family and hints at the breadth of web-related services we offer." The sites managed by Salem Web Network — including OnePlace.com, Crosswalk.com, TheFish.com and CCMMagazine.com — retain their names.



## Sisco To Head Nielsen Music As Pres./COO



Sisco

Industry veteran Rob Sisco has been promoted to President of Nielsen Music and COO of Nielsen Retail Entertainment Information. He succeeds Mike Shalett, who has retired from his full-time role as CEO of Nielsen

REI and President of Nielsen SoundScan and BDS.

"Mike is a legend in the music industry," noted Nielsen Entertainment President/CEO Andy Wing. "His tremendous vision, drive and determination changed forever not only the course of the music business with the creation of SoundScan, but also the way home videos and books are marketed."

Regarding Sisco, Wing said, "Rob's promotion clearly acknowledges his past contributions and our future expectations for continued growth in the music sector, as well as in our other entertainment businesses."

Shalett said, "How lucky can one get to have the gig of a lifetime, as I have had, in, of all places, the music, video and book businesses? To me, work has always been about relationships, and I have had the good fortune to get to know and

**SISCO** ▶ See Page 19

### KNEW

Continued from Page 3

The remainder of KNEW's day will feature programs hosted by Premiere's Glenn Beck (9am-noon), Jones/Cox's Neal Boortz (noon-3pm), WOR Radio Network's Jim Cramer (3-4pm), ABC Radio Networks' Larry Elder (4-7pm), Premiere's Phil Hendrie (7-10pm), Rex Broadcasting's Lionel (10pm-1am),

## MCA Resets Crossover Promotion Department

Marilyn LeCointre and Amon Parker have been selected as National Directors/Crossover Promotion at MCA Records. The pair, along with previously announced National Director/Crossover Promotion Charles Chavez, will report to MCA VP/Crossover Promotion Tom Maffei.



LeCointre

Parker

Chavez

LeCointre will be based in New York and will work East Coast radio stations. Parker will work out of Los Angeles and will be in charge of the Western region. Chavez oversees mid-America from Houston.

"We have a superb team in place that has gelled immediately to create instant heat on our current projects," Maffei remarked. "Charles is one of the savviest promotion executives I've worked with and is my right hand in the department."

"Marilyn is a superstar in the making, and Amon has a solid background in promotion that, coupled with his street savvy, makes him a force in the West. With these three executives, I'm confident that our crossover efforts will meet with much success."

LeCointre most recently worked at Sony Discos in Miami, where she was an East Coast promotion executive Parker held West Coast regional promotion positions at Virgin Records and Motown before joining MCA.

## Morgan Appointed PD At WLOQ/Orlando

Brian Morgan has been named PD of heritage Smooth Jazz WLOQ/Orlando. He replaces Dave Kosh, who departs the Gross Family Broadcasting station.

Morgan joins WLOQ from crosstown Fox-TV affiliate WOFL, where he produced the morning news and the music-video show *Newsic*. He previously worked at several radio stations in the market and was on-air at KRBE/Houston, among other stations.

Jones Radio Networks' *Americalive* news show (1-5am) and the *Wall Street Journal's Morning Business*



Morgan

"I've been listening to WLOQ since I moved to Orlando in 1985," Morgan told R&R. "I was a listener and contestant. I'm amazed that I used to pick up prizes from the station and now I'm sitting in the PD's chair."

"This is my first PD gig and a big opportunity, and I owe owner Herb Gross and GM Rick Weinkauff for the chance. I'll be absorbing everything like a sponge and putting my own spin on it."

*Hour* (5-6am). KNEW will also feature local news with network coverage from CNNRadio.

## EXECUTIVE ACTION

### Spurgeon, Grimsley Now Regent Regional VPs

Regent Communications has promoted Gary Spurgeon and Michael Grimsley to Regional VPs. Spurgeon, currently VP/GM of Regent's Erie, PA cluster, has added responsibilities in Reading, PA; St. Cloud, MN; Evansville, IN; and Owensboro, KY. Grimsley has added operating responsibilities for Chico and Redding, CA and El Paso to his current GM duties in Lafayette, LA.



Spurgeon

Grimsley

"These promotions are part of a realignment of the Regent senior operating staff due to our own growth and will enable us to offer additional corporate support to our market managers as they continue to serve their local broadcast areas and grow shareholder value," Regent President/COO Bill Stakelin said.

Regent Sr. VP/Operations Fred Murr said, "It is very gratifying to be able to promote from within the company. Gary and Mike are excellent managers who fully understand local radio and the creation of value."

### Wilder Named GM Of Entravision/Albuquerque

Margarita Wilder has been tapped as GM of Entravision's radio and TV stations in Albuquerque. She will not only oversee the company's KRZY-AM & FM in the market, she'll also hold oversight responsibilities for Univision affiliate KLUZ-TV.

In her new role Wilder will direct the sales, local news, radio programming and administration for the three stations. Wilder has been a GSM of both KLUZ-TV and KTFA-TV in Albuquerque and before that was an AE for Entravision's Univision affiliate in El Paso, KINT-TV. She succeeds Luis Hernandez, who now serves as GM of Entravision's Denver TV group.

"We're thrilled to have Margarita take the reins at our Albuquerque television and radio properties," Entravision Chairman/CEO Walter Ulloa said. "She has been a valuable contributor to the growth of these assets. We're confident in her abilities to maintain the rapid expansion of the stations as we continue to realize the value of operating media assets in the fastest-growing U.S. Hispanic markets."

## Cushman Gets Official PD Nod At WOMX/Orlando

Jeff Cushman has been given the official PD title at Infinity Hot AC WOMX/Orlando. He had served as interim PD for nine months, since John Roberts was named Operations & Programming Director for WEZB & WKZN/New Orleans in June 2002.

"The baby went to full term, but I finally gave birth to a bouncing

baby PD gig," Cushman joked to R&R. "Imagine my surprise when I found out I was pregnant in the first place."

Cushman has been with the station for two years as Asst. PD/afternoon talent and will retain his airshift. Before joining WOMX he

**CUSHMAN** ▶ See Page 19



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.

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

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## Senate

Continued from Page 1

him early into the hearing's Q&A session. In fact, McCain actually cut Mays off midsentence a few times in order to redirect him to provide yes or no answers to his questions about consolidation.

"Does Clear Channel have any plans to add any more radio stations?" McCain asked Mays.

"We don't have any stations pending at this time...." Mays said before he was interrupted by McCain, who again asked, "Do you have any plans to obtain more radio stations?"

Mays responded, "I would suggest to you that if we felt....," then was cut off again by McCain.

"I'd like to ask the question for a third time," an agitated McCain said. "Do you have any plans to obtain any more radio stations?"

Mays answered, "If we can serve the local community better and we see an opportunity, yes."

McCain also asked Mays if he thinks there should be a limit on the number of stations a company can own, and after Mays pointed out that the Telecommunications Act of 1996 set limits, McCain once again turned the question back on Mays, this time seeking Mays' personal opinion.

"I haven't got a lot of time, and I'd like you to try to answer the question directly," McCain said. "Do you believe there's any limit to the number of radio stations that a company should be permitted to own?"

Mays stuck to his guns, responding that the '96 Act guides the issue: "I don't think there should be a limit within the Telecom Act of 1996."

### Ex-Competitor Blames CC For Failed Business

One of Mays' former competitors sang a very different tune. Short said that the pressures Clear Channel brought to the market forced him to sell standalone WRDS/Syracuse, which he said competed effectively in the market before Clear Channel arrived.

In fact, Short said, the combination of Clear Channel's seven stations and Citadel's four in the market made it impossible for him to compete, and he further alleged that Clear Channel played dirty pool by offering free time on WRDS's rival to advertisers who bought time on Clear Channel's other Syracuse stations.

"It was not my desire to sell WRDS," he told the committee. "After 5 1/2 years of being unable to compete from a revenue and operation standpoint, I was forced to sell. The Syracuse community lost an important source of diversity when WRDS was sold. Now the only Urban station in Syracuse is WPHR, which is owned by Clear Channel."

But Mays didn't take the criticism lying down, responding that after Short sold WRDS to Galaxy Communications for "many millions of dollars," Urban listeners were disenfranchised because Galaxy changed the format — prompting Clear Channel to flip one of its own stations to Urban.

Incensed, Short said Mays' response required a lot of audacity: "You put someone out of business

using tactics that are basically strong-arm tactics, and then, after you put them out of business, you rebuild what they built and say, 'Look at what a great thing we did, and look at what a great service we provide.' The great service was already being provided."

### Fritts Defends Radio

Despite the harsh criticism, Fritts came to the defense of the consolidators, going so far as to say that consolidation actually saved the radio business.

"Just 10 years ago 60% of stations were losing money," Fritts told the committee, pleading the case that, despite the misgivings of some, radio is better off since the industry consolidated. "Many stations had gone off the air, depriving communities of the local service upon which they had come to rely. It was in that state of affairs that the Congress and the FCC revised radio-ownership rules.

"The NAB believes the limits implemented through the 1996 Telecommunications Act enabled radio to better serve local audiences across the country, as well as strengthen the industry economically."

When McCain asked Fritts if he believes the NAB's opposition to increasing the national TV-ownership cap and its support of deregulation in the radio industry are contradictory, Fritts said they are not, pointing out that there are 1,300 TV stations but 13,000 radio stations.

"While they're both regulated by the FCC," Fritts said, "they clearly are two different mediums."

### Programming: More Or Less Diverse?

Aside from the financial benefits he outlined, Fritts also insisted that the gains that have come from consolidation haven't resulted in a loss of diversity for the industry: "Today radio formats mirror the diversities in American society. Spanish-language formats have increased by over 80% in the last decade, and other ethnicities are well represented on the dial. From Persian to Polish to Chinese to Haitian, the list goes on and on."

While that may be true, the Future of Music Coalition has repeatedly challenged the notion that there's much song diversity on the airwaves these days and released a study on the subject last November. The group has also been critical of the NAB for failing to appear at a recent FMC summit.

While Toomey and Fritts did clash at the Senate hearing, it wasn't the fiery confrontation some might have expected after the public war of words the two have waged. In fact, the leaders of the two groups sat peacefully side by side — and even shared a microphone — during the hearing.

Toomey — who pronounced herself "a rocker, a businesswoman and an activist" — criticized the notion that the birth of new formats has led to actual song diversity on the airwaves. "Measuring music diversity by counting the number of radio stations is like measuring the variety of food in your pantry by counting the

number of cans without looking what's inside them," she said.

In fact, Toomey said her group's eight-month study of the radio landscape found that during one week last year, "the national charts for two distinct formats overlapped at a 76% level — in other words, 38 of the top 50 songs were the same."

Fritts responded that his group took issue with many of the findings in the FMC's study, pointing to studies compiled by the FCC and others that he said contradict the FMC's findings.

Toomey also asserted that consolidation has made it much harder for emerging artists to get airplay: "Most working musicians aren't superstars; rather, they are independent and local."

Fritts responded by saying, basically, that the cream rises to the top and artists shouldn't blame consolidation for difficulties in getting heard. "If I want it on the air, I want it to get there on the merits," he said.

In fact, Fritts went so far as to say that it's the record companies that are the bigger problem for artists, pointing out that the five major labels operate more like monopolies than any radio company does.

### Henley Alleges Pay-For-Play

Some of the morning's most intense debate focused on the issue of "pay for play" and the role of independent promoters, and none other than Eagles singer-drummer Don Henley accused Clear Channel of refusing to play an artist's single because the artist failed to perform at one of the company's promotional concerts.

Sitting in the center of the five-member panel, Henley claimed that Clear Channel plays only songs that independent promoters pay it to play. He also pointed a finger directly at Clear Channel/San Francisco's Michael Martin, alleging that Martin and an independent promoter had called Henley's manager to get a female artist client to perform at a Clear Channel benefit. She refused, because she was trying to finish an album on deadline.

"To make a long story short," Henley alleged, "the artist's next single was boycotted. I come here today at my own peril, because my records or The Eagles' records may be boycotted."

Mays flatly denied those allegations, arguing instead that such behavior would harm his company's core business. "Our business is serving what our audiences want to hear," Mays said, insisting that the needs and demands of each local market drive what those stations air.

"In all of our markets, we see ourselves as an aggregation of a number of small businesses that serve those local communities, play what our audience wants to hear and inform them with news and information," Mays said.

As for Henley's concern that his own music may be boycotted, Mays responded, "As long as our audiences want to hear Mr. Henley's music, he has no threat of retribution from what he said, even though he said some things that were very untrue."

## Arbitron: Language-Preference Weighting Three Years Away

By Adam Jacobson

R&R RADIO EDITOR  
ajacobson@radioandrecords.com

Spanish-language radio executives are reviewing their options as a response to last week's announcement by Arbitron that the ratings company will not be able to re-engineer its software systems — a move necessary to allow for the weighting of diaries on a language-preference basis — until 2006.

The revelation that Arbitron won't be able to release ratings information featuring language-preference weighting sooner was met with much disappointment by the Spanish-language radio community. Executives from Hispanic Broadcasting, Radio Unica and Spanish Broadcasting System took part in joint teleconferences for two straight days following Arbitron's announcement to decide how to respond.

Among those executives was SBS Exec. VP/Programming Bill Tanner, who chided Arbitron for admitting that its ratings had accuracy problems and then saying it will take three years to upgrade its systems. "Spanish-language radio is furious over Arbitron's decision," he said. "Their response to all of this is just too little, too late."

Arbitron's announcement was made in a letter written by President/U.S. Media Services Owen Charlebois that was sent to radio stations and agencies on Jan. 29. The update on Arbitron's determination to implement language weighting at a future date was expected, as the company announced in November 2002, following a series of meetings in Los Angeles with Spanish-language radio executives, that it would release one.

"Our goal is to gather input on this proposal throughout February and March and announce a decision about the implementation of an interim service by March 31," Charlebois said.

Arbitron VP/Communications Thom Mocarsky told R&R that radio and agencies were to address the options at "virtual meetings" set for Feb. 6.

### COLRAM

Continued from Page 1

group then challenged Arbitron to develop a comprehensive plan to improve its diary response rates and asked that Arbitron present the plan at COLRAM's spring 2003 meeting in March.

"COLRAM considers response rates to be a key measure of whether Arbitron's samples are projectable to the entire listening population," the group stated in a resolution directed to Arbitron. "In our view, Arbitron has not yet committed to implementing programs to arrest these response-rate trends on a scale that would make a meaningful positive impact."

COLRAM Chairwoman Charlotte Lawyer, who serves as Director/Sales

Research for Susquehanna's radio stations, said, "The committee is alarmed by the continued decline in response rates and Arbitron's equally alarming lack of aggressiveness in implementing measures to stem these declines. We feel a responsibility to the radio broadcasters we serve to alert them to the seriousness of the situation and urge them to communicate their concerns to Arbitron.

"When response rates are as low as they are today, especially in some of the largest markets that Arbitron serves, we're less confident that the people who participate in the survey have similar listening patterns to those who don't participate. As a result, there's less confidence in the accuracy of the audience estimates."

### Infinity

Continued from Page 1

WRQX/Washington.

Ochs, who has been VP/GM of WLLD, WRBQ & WSJT/Tampa since April 2000, will now oversee Infinity's entire six-station Tampa cluster. He adds duties for WQYK-AM & FM and WYUU, for which Tom Rivers was previously VP/GM (see story, Page 1). Ochs also succeeds Rivers in overseeing the Tampa Bay

Buccaneers Radio Network.

Ochs' promotion results in his return to WQYK-FM and to the Country format. He spent 31 of his 40 years in the radio business in the Country format and was WQYK-FM's VP/GM from 1987-90, when he moved to the VP/GM post at WMZQ/Washington.

By Adam Jacobson, with additional reporting by Lon Helton.

### Rivers

Continued from Page 1

WUSN team is a dream come true for me," WUSN VP/GM Steve Ennen commented. "Tom's creative approach to programming and his diverse and successful management experience will assuredly be an asset to WUSN and all the Infinity stations."

Rivers, who is expected to be in place in the next few weeks, said, "This is a tremendous opportunity and probably the only position that would cause me to leave Tampa Bay. WUSN has a great history as a powerhouse in the country music busi-

ness. Not only is it one of Chicago's most listened-to radio stations, but WUSN has become a benchmark for artists, managers and record-label executives who understand the influence the station carries in Chicago, within the Infinity cluster of Country stations and throughout the rest of the industry."

Rivers joined WQYK in 1987 and held a variety of posts, including midday personality, MD and PD. He was elevated to WQYK VP/GM in 1998 and added VP/GM duties for the other properties when they were acquired in 1999.



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**Seth Neiman**  
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CRAIG DAVID Hidden Agenda  
CELINE DION I Drove All Night  
DANIEL BEDINGFIELD If You're Not The One  
FAITH HILL Cry  
NO DOUBT Running  
STACIE ORRICO Stuck  
ROBBIE WILLIAMS Feel

### ROCK

**Gary Susalis**  
MUDVAYNE Not Falling  
STEREOMUD Breathing

### TODAY'S COUNTRY

**Liz Opoka**  
TAMMY COCHRAN Love Won't Let Me

### PROGRESSIVE

**Liz Opoka**  
PHISH Round Room  
RICHARD ASHCROFT Science Of Silence

### SMOOTH JAZZ

**Gary Susalis**  
GREGG KARUKAS Your Sweet Smile  
JIM SAVITT In The House



SATELLITE RADIO  
Lori Parkerson  
• 202-380-4425

### 20on20 (XM20)

**Kane**  
AMANDA PEREZ Angel  
KILLER MIKE A.D.I.D.A.S.  
TELEPOPMUSIK Breathe

### BPM (XM81)

**Blake Lawrence**  
ERASURE Solisbury Hill  
LA BOUCHE In My Life

### Squizz (XM48)

**Charlie Logan**  
DROWNING POOL VROB ZOMBIE The Man Without Fear  
EDDIE VEDDER I Believe In Miracles  
SLUR Who I Am

### The Heart (XM23)

**Johnny Williams**  
ROBBIE WILLIAMS Feel  
JOSH GROBAN You're Still You

### The Loft (XM50)

**Mike Marrone**  
BOB DYLAN Cross The Green Mountain

### Raw (XM66)

**Leo G.**  
DMX X Gon' Give It To Ya  
LIL KIM The Jump Off  
JAY-Z Excuse Me Miss

### Real Jazz (XM70)

**Maxx Myrick**  
JACKY TERRASSON Smile  
ROSEMARY CLOONEY The Last Concert  
BENNY GREEN /RUSSELL MALONE Jazz At The Bistro  
FLORA PURIM Speak No Evil  
MARK O'CONNOR HOT SWING TRIO In Full Swing  
MIKE CLARK Summertime  
MARY ANN MCSWEENEY Swept Away  
MARSALIS FAMILY A Jazz Celebration  
KENNY BARRON Canta Brasil

### Watercolors (XM71)

**Trinity**  
KIM WATERS Waterfall  
KIM WATERS The Ride

### XM Café (XM45)

**Bill Evans**  
BRADY SEALS Thompson Street  
CLARENCE BUCARO Sweet Corn

### X Country (XM12)

ROD PICOTT Stray Dogs  
STAN MARTIN I Got The Roadhouse Blues  
MARK SELBY Willin' To Burn  
TODD RASH Spins Too Fast  
JOHNNY CASH Hurt  
WACO BROTHERS I'm A Ghost  
MICKY & MOTORCARS Mary Mary  
GREG TROOPER Cumberland Square  
REO DIRT RANGERS Angelina  
GREAT DIVIDE The Moon Is Almost Full  
JACKIE GREENE Maria, Maria  
REX HOBART & MISERY BOYS Another Bad Habit Of Mine  
BILLY JOE SHAVER Freedom's Child  
CROSS CANADIAN RAGWEED Suicide Blues  
BURRITO DELUXE Streets Of Baltimore  
SADIES Tiger  
BUDDY MILLER When It Comes To You  
SUSAN GIBSON Everywhere I Go  
CAST IRON FILTER Soky Fair  
KATHLEEN EDWARDS Six O'Clock News  
ROCKHOUSE RAMBLERS Truck Drivin' Buddy  
EMORY JOSEPH Carolina Princess  
STEPHEN FEARING Black Silk Gown  
PINERS Blue Train



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### DMX Inflight Jon Wheat

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PHIL COLLINS Wake Up Call  
SIXPENCE NONE THE RICHER Don't Dream It's Over  
CHRISTINA AGUILERA Fighter  
KATHLEEN EDWARDS Westby  
JESSE MALIN Queen Of The Underworld  
STAFFORD 4 Where The Ocean Meets The Sky

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

### CHR/POP

**Jack Patterson**

DFDUB Country Girl  
MISSY ELLIOTT I/LUDACRIS Gossip Folks

### CHR/RHYTHMIC

**Mark Shands**

R. KELLY Ignition (Remix)  
JOCELYN ENRIQUEZ No Way No How

### URBAN

**Jack Patterson**

JAY-Z Excuse Me Miss  
GINUWINE Hell Yeah

### ALTERNATIVE

**Dave Sloan**

ATARIS In This Diary  
MINISTRY Piss  
DATSUNS In Love

### ROCK

**Stephanie Mondello**

THEORY OF A DEADMAN Make Up Your Mind

### ADULT ALTERNATIVE

**Stephanie Mondello**

WARREN ZANES Where We Began  
OAVD GRAY Be Mine  
ALICE PEACOCK Bliss  
LUCE Long Way Down

### ADULT CONTEMPORARY

**Jason Shift**

UNCLE KRACKER Drift Away  
LUCY WOODWARD Dumb Girls

### INTERNATIONAL HITS

**Mark Shands**

DAVID BOWIE Space Oddity

### COUNTRY

**Leanne Flask**

No Adds

### DANCE

**Danielle Ruysschaert**

CHRISTINA AGUILERA Beautiful (AI B Rich Remix)  
DOLCE SORROW (Orange Factory Mix)  
PETE HELLER Big Love  
INFERNAL Muzaik

### RAP/HIP-HOP

**Mark Shands**

50 CENT Backdown  
JA RULE Mesmerize  
JA RULE Pop Niggas  
JA RULE The Pledge  
JA RULE Murder Reigns  
JA RULE Last Temptation  
JA RULE Connected  
JA RULE Emerica  
JA RULE Rock Star



212-584-5100

### Planet Dance

**Swedish Egil**  
AUDIO BULLYS We Don't Care  
DIVINE INSPIRATION The Way  
FAB FOR Last Night A DJ Blew My Mind  
FC KAHUNA Hayling (Red Bull Remix)

### The Pulse

**Haneen Arafat**  
UNCLE KRACKER Drift Away

### U.S. 1

**Bill Hammond**  
MARIAH CAREY I/CAM'RON Boy (I Need You)  
KILLER MIKE A.D.I.D.A.S.  
MATCHBOX TWENTY Unwell

### Hot Jamz

**Ken Spellman**  
FABOLOUS Can't Let You Go  
LIL KIM The Jump Off  
LIL MO 4 Ever

### Hip Hop Nation

**Ken Spellman**  
DMX X Gon' Give It To Ya  
NAAM BRIGADE What You Doin' Wit Dat

### New Country

**Jim Kressler**  
KENNY CHESNEY Big Star  
TOBY KEITH Rock You Baby  
TIM MCGRAW She's My Kind Of Rain



Artist/Title	Total Plays
AVRIL LAVIGNE Complicated	79
JENNIFER LOPEZ Jenny From The Block	74
LMNT Juliet	73
HILARY DUFF I Can't Wait	72
KELLY CLARKSON A Moment Like This	72
AARON CARTER America A O	71
LAS KETCHUP The Ketchup Song ...	71
PLAY Us Against The World	70
CHRISTINA MILIAN Call Me, BEEP Me	58
HAMPTON THE HAMPSTER Hampsterdance ...	44
NO SECRETS That's What Girls Do	36
A*TEENS Floorfiller	36
BAHA MEN Who Let The Dogs Out	36
SIMON AND MILO Get A Clue	36
LIL BOW WOW Basketball	34
BAHA MEN Move It Like This	33
PINK Get The Party Started	33
SMASH MOUTH I'm A Believer	32
VANESSA CARLTON A Thousand Miles	32
NINE DAYS Absolutely (Story...)	30



Playlist for the week ending Feb. 1.



Phil Hall • 972-991-9200

### Tom Joyner Morning Show

Vern Catron  
VIVIAN GREEN Emotional Rollercoaster



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

### Alternative

**Steve Young/Kristopher Jones**  
AFI Girl's Not Grey  
CHEVELLE Send The Pain Below  
BURNING BRIOES Arctic Snow  
FINCH What It Is To Burn  
SYSTEM OF A DOWN I-E-A-I-A-I-O  
THEORY OF A DEADMAN Make Up Your Mind

### Active Rock

**Steve Young/Kristopher Jones**  
AUDIOSLAVE Like A Stone  
FOO FIGHTERS Times Like These  
THEORY OF A DEADMAN Make Up Your Mind

### Heritage Rock

**Steve Young/Kristopher Jones**  
FOO FIGHTERS Times Like These  
QUEENS OF THE STONE AGE No One Knows  
THEORY OF A DEADMAN Make Up Your Mind

### Hot AC

**Steve Young/Josh Hosler**  
COUNTING CRDWS Big Yellow Taxi

### CHR

**Steve Young/Josh Hosler**  
BOOMKAT Wreckoning  
MISSY ELLIOTT I/LUDACRIS Gossip Folks  
AMANDA PEREZ Angel  
LUCY WOODWARD Dumb Girls

### Rhythmic CHR

**Steve Young/Josh Hosler**  
JAY-Z Excuse Me Miss  
R. KELLY Ignition  
KELLY ROWLAND Can't Nobody

### Soft AC

**Mike Bettelli/Teresa Cook**  
ROD STEWART These Foolish Things

### Mainstream AC

**Mike Bettelli/Teresa Cook**  
ROD STEWART These Foolish Things

### Delilah

**Mike Bettelli**  
CHRISTINA AGUILERA Beautiful

### Mainstream Country

**Ray Randall/Hank Aaron**  
CHRIS CAGLE What A Beautiful Day  
RASCAL FLATTS Love You Out Loud

### New Country

**Hank Aaron**  
FAITH HILL When The Lights Go Down  
RASCAL FLATTS Love You Out Loud

### Lia

**Ken Moultrie/Hank Aaron**  
MARTINA MCBRIDE Concrete Angel

### 24 HOUR FORMATS

Jon Holiday • 303-784-8700

### Adult Hit Radio

**JJ McKay**  
T.A.T.U. All The Things She Said

### Adult Contemporary

**Rick Brady**  
CELINE DION I Drove All Night

### CD COUNTRY

**Rick Morgan**  
TAMMY COCHRAN Life Happened  
DIXIE CHICKS Long Time Gone  
ERIC HEATHERLY Last Man Committed

### US COUNTRY

**Penny Mitchell**  
TAMMY COCHRAN Love Won't Let Me  
SAMMY KERSHAW I Want My Money Back  
TRAVIS TRITT Country Ain't Country

### GREAT AMERICAN COUNTRY

**Jim Murphy • 303-784-8700**  
KEITH URBAN Somebody Like You  
M. C. CARPENTER I/S. CROW... Flesh And Blood



Charlie Cook • 661-294-9000

### Adult Rock & Roll

**Jeff Gonzer**  
STYX Waiting For Our Time

### Bright AC

**Jim Hays**  
MATCHBOX TWENTY Unwell  
SIXPENCE NONE THE RICHER Don't Dream It's Over

### Mainstream Country

**David Felker**  
DEANA CARTER There's No Limit

### Hot Country

**Jim Hays**  
RASCAL FLATTS Love You Out Loud  
PHIL VASSAR This Is God

### Young & Elder

**David Felker**  
JESSICA ANDREWS There's More To Me Than You  
MONTGOMERY GENTRY Speed



### After Midnite

**TOBY KEITH** Rock You Baby  
**TIM MCGRAW** She's My Kind Of Rain  
**PHIL VASSAR** This Is God



### Alternative

**Chris Reeves • 402-952-7600**  
ATARIS In This Diary  
BLINDSIOE Sleepwalking

**GODSMACK** Straight Out Of Line  
**SOUNDTRACK OF OUR LIVES** Sister Surround  
**STAGE 1** Will Be Something

### Country

**Jim West**  
**SAMMY KERSHAW** I Want My Money Back  
**JIMMY WAYNE** Stay Gone

## POLLSTAR CONCERT PULSE

Pos.	Artist	Avg. Gross (in 000s)	Among this week's new tours
1	ROLLING STONES	\$2,694.4	
2	BRUCE SPRINGSTEEN	1,104.5	SEETHER
3	PETER GABRIEL	\$906.4	TIM MCGRAW
4	CHER	\$755.6	
5	THE OTHER ONES	\$740.6	TRAPT
6	SHAKIRA	\$682.5	VOODOO GLOW SKULLS
7	AEROSMITH	\$677.6	
8	NEIL DIAMOND	\$549.6	INTERPOL
9	TOM PETTY	\$492.1	
10	RUSH	\$381.4	
11	CREED	\$375.7	
12	GUNS N' ROSES	\$372.8	

The CONCERT PULSE is courtesy of Pollstar, a publication of Promoters' On-Line Listings, 800-344-7383; California 209-271-7900.



72 million households  
Tom Calderone  
VP/Programming



Plays

50 CENT In Da Club	50
CHRISTINA AGUILERA Beautiful	42
NAS Made You Look	39
B2K I/P.DIDDY Bump, Bump, Bump	37
MISSY ELLIOTT I/LUDACRIS Gossip Folks	37
JUSTIN TIMBERLAKE Cry Me A River	36
AVRIL LAVIGNE I'm With You	35
BUSTA RHYMES Make It Clap	35
JENNIFER LOPEZ I/LL COOL J All I Have	34
2PAC I/NAS Thugz Mansion	31
GOOD CHARLOTTE Lifestyles Of The Rich...	23
JA RULE I/ASHANTI Mesmerize	22
QUEENS OF THE STONE AGE No One Knows	20
T.A.T.U. All The Things She Said	19
EMINEM Lose Yourself	18
DONNAS Take It Off	18
FAT JDE All I Need	18
SHAKIRA The One	18
SALIVA Always	17
LL COOL J I/AMERIE Pa'adise	17

Video playlist for the week ending Feb. 2.

75 million households  
Paul Marszalek  
VP/Music Programming



ADDS

No adds

PINK Family Portrait	22
KID ROCK I/SHERYL CROW Picture	21
AVRIL LAVIGNE I'm With You	21
OIXIE CHICKS Landslide (Remix)	20
FAITH HILL Cry	20
JENNIFER LOPEZ I/LL COOL J All I Have	19
CATHERINE ZETA-JONES And All That Jazz	19
RED HOT CHILI PEPPERS Can't Stop	19
JOHNNY CASH Hurt	17
JOHN MAYER Your Body Is A Wonderland	17
3 DOORS DOWN When I'm Gone	16
MATCHBOX TWENTY Disease	16
JUSTIN TIMBERLAKE Cry Me A River	16
SHANIA TWAIN I'm Gonna Getcha Good!	16
MARIAH CAREY Through The Rain	15
CHRISTINA AGUILERA Beautiful	13
BON JOVI Misunderstood	13
COUNTING CROWS I/V. CARLTON Big Yellow Taxi	10
MOBY In This World	10
ZWAN Honestly	9
TORI AMOS A Sorta Fairytale	8
AUDIOSLAVE Like A Stone	8
NORAH JONES Come Away With Me	8
BRUCE SPRINGSTEEN Lonesome Day	8
DAVE MATTHEWS BAND Grey Street	5
CRAIG DAVID Hidden Agenda	4
FROU FROU Breathe In	4
AALIYAH I Miss You	3
BECK Lost Cause	3
MISSY ELLIOTT Work It	3
KYLIE MINOGUE Come Into My World	3
KELLY ROWLAND Can't Nobody	3
ERYKAH BADU I/COMMON Love Df My Life	2

Video airplay for the week of Feb. 4-10.

36 million households

Cindy Mahmood  
VP/Music Programming  
& Entertainment



VIDEO PLAYLIST

50 CENT Wanksta
MISSY ELLIOTT I/LUDACRIS Gossip Folks
DRU HILL I Should Be
JA RULE I/ASHANTI Mesmerize
R. KELLY Ignition (Remix)
JENNIFER LOPEZ I/LL COOL J All I Have
FIELD MOB Sick Of Being Lonely
B2K I/P. DIDDY Bump, Bump, Bump
TYRESE How You Gonna Act Like That
AALIYAH Miss You

RAP CITY TOP 10

50 CENT In Da Club
FIELD MOB Sick Of Being Lonely
JA RULE I/ASHANTI Mesmerize
DMX X Gon' Give It To Ya
JAY-Z Excuse Me Miss
BABY AKA #1 STUNNA I/CLIPSE What Happened To...
2PAC I/NAS Thugz Mansion
BUSTA RHYMES Make It Clap
NELLY Air Force Ones
EVE Satisfaction

Video playlist for the week ending Feb. 9.



65.9 million households  
Brian Phillips, Sr. VP/GM  
Chris Parr, VP/Music & Talent

ADDS

M.C. CARPENTER, S. CROW, E. HARRIS Flesh...

TOP 20

STEVE AZAR Waitin' On Joe
MARK WILLIS Nineteen Somethin'
AARON LINES You Can't Hide Beautiful
TERRI CLARK I Just Wanna Be Mad
TIM MCGRAW She's My Kind Of Rain
JENNIFER HANSON Beautiful Goodbye
EMERSON DRIVE Fall Into Me
JOE NICHOLS Brokenheartsville
TRACE ADKINS Chrome
MARTINA MCBRIDE Concrete Angel
BRAD PAISLEY I Wish You'd Stay
FAITH HILL Cry
BLAKE SHELTON The Baby
KENNY CHESNEY Big Star
ALISON KRAUSS & UNIDN STATION New Favorite
DIXIE CHICKS Travelin' Soldier
DEANA CARTER There's No Limit
KEITH URBAN Raining On Sunday
SHANIA TWAIN Up!
KID ROCK I/SHERYL CROW Picture

HEAVY

BLAKE SHELTON The Baby
DIXIE CHICKS Travelin' Soldier
FAITH HILL When The Lights Go Down
MARK WILLIS Nineteen Somethin'
TERRI CLARK I Just Wanna Be Mad
TIM MCGRAW She's My Kind Of Rain
VINCE GILL Next Big Thing

HOT SHOTS

JOHNNY CASH Hurt
KEITH URBAN Raining On Sunday
KENNY CHESNEY Big Star
KID ROCK I/SHERYL CROW Picture
SHANIA TWAIN Up!

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

Information current as of Feb. 4, 2003.



Jim Murphy, VP/Programming  
19 million households

ADDS

M. C. CARPENTER, S. CROW, E. HARRIS Flesh And Blood,  
KEITH URBAN Somebody Like You (Movie Edit)

TOP 10

BLAKE SHELTON The Baby
TERRI CLARK I Just Wanna Be Mad
MARK WILLIS Nineteen Somethin'
TRACE ADKINS Chrome
SHANIA TWAIN Up!
KEITH URBAN Raining On Sunday
DIXIE CHICKS Travelin' Soldier
FAITH HILL When The Lights Go Down
MARTINA MCBRIDE Concrete Angel
KENNY CHESNEY Big Star

Information current as of Feb. 4, 2003.

TELEVISION

TOP TEN SHOWS

Total Audience  
(105.5 million households)

1 CSI
2 American Idol (Wednesday)
3 Friends
4 American Idol (Tuesday)
5 E.R.
6 Joe Millionaire
7 Scrubs
8 Everybody Loves Raymond
9 CSI: Miami
10 Without A Trace

January 27-February 2

Adults  
18-49

1 American Idol (Wednesday)
2 Friends
3 American Idol (Tuesday)
4 Joe Millionaire
5 E.R.
6 CSI
7 Scrubs
8 Will & Grace
9 The Simpsons
10 The Simpsons (8:30pm)

Source: Nielsen Media Research

COMING NEXT WEEK

Tube Tops

Mariah Carey, Kool & The Gang, The Village People and Gladys Knight perform during half-time, and Martina McBride and Gloria Reuben sing the American and Canadian national anthems, respectively, at the 2003 NBA All-Star Game, televised by TNT (Sunday, 2/9, 8pm ET/5pm PT).

Friday, 2/7

• Susan Tedeschi, *The Tonight Show With Jay Leno* (NBC, check local listings for time).

• Supergrass, *Late Night With Conan O'Brien* (NBC, check local listings for time).

• Johnny Marr, *Late Late Show With Craig Kilborn* (CBS, check local listings for time).

• French Kicks, *Last Call With Carson Daly* (NBC, check local listings for time).

Saturday, 2/8

• Dixie Chicks, *Saturday Night Live* (NBC, 11:30pm ET/PT).

• K-Ci & JoJo, *Showtime at the Apollo* (check local listings for time and channel).

Sunday, 2/9

• Vanessa Carlton guest-stars as

Dusty Springfield on NBC's *American Dreams* (8pm ET/PT).

Monday, 2/10

• Goo Goo Dolls, *Live With Regis & Kelly* (check local listings for time and channel).

• Jurassic 5, *Conan O'Brien*.

• Clipse and Faith Evans, *Craig Kilborn*.

• Fat Joe, *Carson Daly*.

• Bebe Winans, *The Wayne Brady Show* (check local listings for time and channel).

Tuesday, 2/11

• Vince Gill, *Late Show With David Letterman* (CBS, check local listings for time).

• Scarface I/Wycle# Jean, *Carson Daly*.

Wednesday, 2/12

• Hall & Oates, *Regis & Kelly*.

• Lionel Richie, *Jay Leno*.

• Jon Spencer Blues Explosion, *Carson Daly*.

Thursday, 2/13

• Nelly, *David Letterman*.

• Joseph Arthur, *Carson Daly*.

• Carnie Wilson and Englebert Humperdinck, *Wayne Brady*.

— Julie Gidlow

FILMS

BOX OFFICE TOTALS

Jan. 31-Feb. 2

Title	Distributor	\$ Weekend	\$ To Date
1 <i>The Recruit</i>	(Buena Vista)*	\$16.30	\$16.30
2 <i>Final Destination 2</i>	(New Line)*	\$16.01	\$16.01
3 <i>Biker Boyz</i>	(DreamWorks)*	\$10.10	\$10.10
4 <i>Kangaroo Jack</i>	(WB)	\$9.04	\$45.88
5 <i>Chicago</i>	(Miramax)	\$7.05	\$50.63
6 <i>Darkness Falls</i>	(Sony)	\$7.01	\$21.80
7 <i>The Lord of The Rings ...</i>	(New Line)	\$5.08	\$316.02
8 <i>Catch Me If You Can</i>	(DreamWorks)	\$5.07	\$152.15
9 <i>Just Married</i>	(Fox)	\$4.81	\$49.73
10 <i>About Schmidt</i>	(New Line)	\$4.51	\$44.19

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

COMING ATTRACTIONS: This week's openers include *Deliver Us From Eva*, starring recording artist LL Cool J. He teams up with Amerie to perform "Paradise" on the film's Hollywood soundtrack, which also includes songs by Usher, Mary J. Blige, 3LW, Ginuwine, En Vogue, Stevie Wonder, K-Ci & JoJo and Marvin Gaye & Tammi Tyrell, among others. Look sharp for recording act Johnny Gill playing himself in the movie.

Hollywood is also releasing the ST to *Shanghai Knights*, starring Jackie Chan and Owen Wilson. It

contains vintage tunes by The Kinks, Dave Clark 5, The Yardbirds, The Who, Harry Nilsson, The Faces, The Zombies and more.

*How to Lose a Guy in 10 Days*, starring Kate Hudson and Matthew McConaughey, also opens this week. The film's Virgin soundtrack contains Keith Urban's "Somebody Like You," two cuts by Chantal Kreviazuk ("Feels Like Home" and "Weight of the World") and songs by George Thorogood, Al Green, Gin Blossoms, Carly Simon, Sixpence None The Richer, The Beu Sisters, Fisher and Luce.

— Julie Gidlow

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R&R wants your best snapshots (color or black & white). Please include the names and titles of all pictured and send pics to:

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## Up All Night With *Americalive*

### JRN bets on a new issues-driven overnight show

In today's unsettled post-9/11 world you never know when a major breaking news event will hit. Smart News/Talk programmers are well aware that news happens 24/7, and, more than ever, they are making plans to be sure they're covered no matter when news breaks, day or night.

With that in mind, late last year Jones Radio Networks launched *Americalive*, a live overnight issues-oriented news and talk show. Hosted by former KRLD/Dallas host Ernie Brown, the program is designed to offer a more news-driven alternative to other syndicated shows and replays of daytime programs, a practice widely used by many Talk radio stations to cover their overnight hours.

I recently chatted with Brown and Jones Radio Networks' Director/Talk Programming Tom Clendening about why they think this new program is the right show for right now.

**R&R:** What was the genesis for this show, Tom?

**TC:** Around the middle of last year we ascertained that there was a need out there for a live overnight

show that was news- and issues-driven, so we launched *Americalive*. In the beginning I hosted some of the segments myself to get a strong sense of the show, help get those first affiliates on board and, generally, get the show started.



Tom Clendening

Shortly after we launched we were fortunate enough to find out that Ernie was interested in returning to Seattle, where he once worked at KOMO. He came on board with us last November, and since then the show has grown to more than 65 affiliates, with San Francisco; Phoenix; Portland, OR; and Salt Lake City among the markets where the show is currently airing.

**R&R:** What brought you to this point in your career, Ernie?

**EB:** I spent a lot of years in music radio before moving over to Talk about 10 years ago. I hosted a pro-

**"Either we can give you a late night followup on the past day or a heads up on what to expect in the day ahead. I believe stations are looking for that immediacy now in all hours, including overnights."**

Tom Clendening

gram called *Texas USA* on the Texas State Network that aired out of KRLD in Dallas. I was doing 9am-noon on that station when KOMO came calling and put a pretty good package on the table, so I decided to try Seattle. I spent four years here before returning to middays at KRLD.

## TRS 2003 Talk Radio Roundtable

Those who have attended an R&R Talk Radio Seminar in past years know that our opening session, the TRS Roundtable, is always a standing-room-only event that never fails to spark high-spirited discussion between attendees and an all-star panel of industry executives and talent.



This year's TRS Roundtable will be held on March 6, from 3:30-5pm, and our topic will be "The Line and Just Where Is It?" For this discussion we have assembled an impressive panel of industry executives from a broad spectrum of the News/Talk radio business to discuss how far is too far.

When it comes to situations like the highly publicized Opie & Anthony sex-in-St. Patrick's incident, are hosts to blame? Or do managers and advertisers encourage hosts to push the envelope and cross the line, only to hang them out to dry when the heat is on?

Are ratings the only barometer for measuring a show's success? How do you draw the line without stifling creativity or creating de facto censorship? If we don't police ourselves more, will the government seek to intervene with more fines for content, not to mention the threatened reinstatement of the Fairness Doctrine?

These and other questions are sure to cause heated debate on this highly controversial and important subject for all News/Talk broadcasters. Moderated by *Parade* Senior Radio Correspondent and Contributing Editor Sandy Kenyon, our 2003 roundtable is scheduled to include:

Don Anthony, President, TalentMasters  
Glenn Beck, Host, Premiere Radio Networks  
Mary Beth Garber, President, Southern California Broadcasters Association  
David Hall, Sr. VP, Premiere Radio Networks  
Phil Hendrie, Host, Premiere Radio Networks  
Ken Kohl, Regional Brand Manager, Clear Channel Radio  
Michael Medved, Host, Salem Radio Networks  
Kevin Metheny, Clear Channel/Cleveland  
Walter Sabo, CEO, Sabo Media  
Jack Swanson, OM/PD, KGO & KSFO/San Francisco

It's a must-see session that everyone will be talking about, so plan to join us for the 2003 TRS Roundtable at the R&R Talk Radio Seminar, March 6-8 at the Marina Beach Marriott Hotel in Los Angeles. Log on to [www.radioandrecords.com](http://www.radioandrecords.com) for fast and secure online registration, as well as a look at the full TRS 2003 agenda. Or fill out the registration form on Page 7 of this issue.



Sandy Kenyon

# Five Sisters, Four Cities, Two Continents.



## Stirring It Up.

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After Sept. 11 KRLD transitioned from News/Talk to News, and I continued in middays as the news anchor. After about six months I went to [KRLD OM] Tyler Cox — a terrific guy — and said, “I’m a talk host, and I think that’s what I want to go back to doing.” It just so happened that Tom called me at about the same time and asked if I was interested in moving back to Seattle to host this show, and here I am.

**R&R:** What appealed to you about hosting this show?

**EB:** To me, it seemed like a perfect opportunity. I like doing late-night talk because I enjoy the broad audience out there that it offers. I also really liked the potential of it, because there is a great need for a live issues-driven overnight talk show. So many stations I hear are airing reruns, and this is a way for them to be covered when news events break — and they will — in overnight hours.

**R&R:** Tom, what appealed to JRN about Ernie as the host for this program?

**TC:** I was familiar with his work from his years here in Seattle on KOMO. And, frankly, when we were looking for a host, Ernie’s name was mentioned to me by a number of prominent programmers. He’s very knowledgeable on a wide range of topics, and he easily handles conducting interviews on just about any subject. And in the middle of the night he always sounds like he’s energized and on top of things. The combination of all those things made him the perfect fit for *AmericaLive*.

**R&R:** Compare *AmericaLive* with the show that’s been dominant for a number of years during those hours, *Premiere’s Coast to Coast AM*.

**TC:** We really look at our show as being completely different and a real alternative. We’re doing issues-oriented and current events talk. Sept.

11 showed us the need for that, and world events remind us of it every day. I think the time is right for this show. The landscape of the world changes daily. Either we can give you a late-night followup on the past day or a heads up on what to expect in the day ahead. I believe stations are looking for that immediacy now in all hours, including overnights.

**R&R:** As a host, what is your approach to the show, Ernie?

**EB:** I’m not on the left, I’m not on the right — I’m above it all. I’m just trying to cut through all of the partisan bs to try to tell you what’s really happening and how it af-

fects us. My target is anyone up at night who is interested in knowing what’s going on in the world. Sure, we’ll talk about Iraq and North Korea, but we also might be talking about new movies. I try to cover a broad range of topics.

**TC:** Although the show is not guest-intensive, we have had some major guests, from U.S. senators to Ted Nugent.

**EB:** Ted’s a Talk radio host’s dream. You just ask him a question and then sit back and let him entertain for the next 30 minutes. He was phenomenal.

**R&R:** How important are callers as a component of the show?

**EB:** I always try to involve listeners. I don’t treat callers in a confrontational way, but I am always clear with them about what I think. I get everyone from scholars to truck drivers to conspiracy guys who make me think they haven’t been outside of their apartments in 40 years. It’s amazing some of the viewpoints callers come up with to add to the program.

**R&R:** How does doing late-night talk differ from your years of doing middays?

**EB:** It feels a little more relaxed

and laid back at night to me. People are more tense during the day, and they’re quick to come and go. Late at night people seem to be more interested in sticking around and having a conversation. Instead of a “give me just the facts” attitude, people at night seem more philosophical and more ready to talk about what they think and what they believe. And they’re willing to be patient. I’m a night owl, so this suits me. It was always harder to get up at 6am to do a 9am-noon show than it was to do mornings and get up at 3am, because I was generally up then anyway.

**“I’m not on the left, I’m not on the right — I’m above it all. I’m just trying to cut through all the partisan bs to try to tell you what’s really happening and how it affects us.”**

**Ernie Brown**

**R&R:** Who is behind the scenes at *AmericaLive*?

**EB:** Jennifer Andrews is our producer. I just refer to her as “The One Who Must Be Obeyed.” Jennifer is extraordinarily opinionated, and she takes no guff from anybody. I like that in a producer. She’s got great ideas and is a major contributor to the program.

**R&R:** Give us a sense of the essence of the program.



**AND THE WINNER FOR MOST PEOPLE IN A PICTURE IS....**

*Celebrating their six Golden Mike awards at ceremonies held recently in Hollywood is the KFWB/Los Angeles news team, including (back, l-r) anchor Jack Popejoy, editor Kelly Whelihan, Director/News & Programming Cryst Quimby, news production assistant Saaqib Rangoonwala, anchor Judy Ford, reporter Pete Demetriou, editor Celia Wynnyk, (front, l-r) web editor Nova Saffo and anchor Vicki Cox.*

**TC:** It is a compelling, fast-paced and live news-oriented talk show. If you are a News/Talk station, generally, like most stations, your morning drivetime is your big revenue generator. We think this program is the perfect lead-in to a station’s morning drive, whether you have a news block or a morning talk show.

**EB:** I also think the show provides your station with an opportunity to be informed and up-to-date on anything that has broken overnight by the time you hit morning drive. And, again, we cut through and give you what’s really going on without all the partisan politics.

**R&R:** Given the conventional wisdom that most Talk radio tends to lean toward the right side of the political spectrum, how do you think this program will fit in on a station that takes a more partisan approach in its other dayparts?

**TC:** Although Ernie approaches the show from a nonpartisan point of view, I would still call him a conservative. But he is very fair-minded,

and we do try to present balanced points of view on the program. So, I think Ernie will sound just fine on a conservative-leaning Talk station while at the same time fitting in equally as well on a News station or even on a Sports station overnight. I think the topics and discussion are wide-ranging enough to allow the show to work on just about any Talk radio station, regardless of its particular leanings.

**EB:** I think it’s fair to characterize me as a conservative when it comes to my point of view on life, but, that said, it’s important to note that I really do not blindly subscribe to any political ideology. I’m not on a crusade, and I don’t have a particular agenda I want to get across. When you listen you will know what I think, what I believe and what I think is right on any given subject; then, in the end, we can all have a spirited discussion about things with many points of view represented. That’s what this show is really all about.

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# In Love With The '80s

## A few playlist ideas for '80s-based stations

**W**hen it comes to the '80s, I'm just a romantic at heart. My almost-20-year career in radio and my love for '80s music began at a Long Island, NY roller-skating rink in late December back in '83. I remember hearing this amazing song being played over the sound system. I asked the DJ what the name of the song was, and he told me, "Talking in Your Sleep" by The Romantics."

The next week I decided that I was going to create my own music charts. I put together my very first top five. No. 1 that week was, of course, The Romantics. The rest of the top five that week (according to me) consisted of "Break My Stride" by Matthew Wilder, "Owner of a Lonely Heart" by Yes, "Karma Chameleon" by Culture Club and "Think of Laura" by Christopher Cross.

By December of 1984 I was getting ready to put together my first year-end survey. Duran Duran ranked No. 1 for the year with "The Reflex." This past December I finished my 19th year-end survey. My top tune for 2002 was "In the End" by Linkin Park.

### Career Opportunities

Music and charts have been a passion of mine for 20 years, and it all started with one song by The Romantics. My career in radio began in 1986, when I interned at WBLI/Long Island, which, at the time (and again today) was the ultimate in CHR in the market.

I worked at 'BLI for much of the '90s, until one day in 1998 I read a help-wanted in R&R that changed my professional life: "Musicologist

wanted. Do you know your music? We have a job for you."

I replied to the ad, and I remember the day I got the callback and was given a music test that required me to identify snippets of 40 or so songs. I think I missed one. I felt like a kid who had just aced his SATs.

The next day I was hired as a music research specialist for Mediabase, monitoring Hot AC stations across the country. I remember thinking, "I'm actually getting paid to listen to the radio." How cool was that!

A few years back '80s-based stations and all-'80s weekends began. There is nothing I enjoy more at work than transcribing '80s stations and shows. I know the music so well I could have written a thesis on it.

In a way, I did: When these stations started popping up, I made my own personal playlist of just over 500 songs from the era. It was my idea of what one of these stations should sound like. I'd like to share some of it with you this week.

### Fresh Songs

The biggest problem in this format is that the playlists are too small. There's more to Prince than "1999,"

and there is more to Peter Gabriel than "In Your Eyes."

The group 38 Special have two songs that still get played a lot, "Hold On Loosely" and "Caught Up in You," probably because they test well. But if you are a PD who plays '80s music, pop in that 38 Special greatest hits CD and check out "Like No Other Night" or "If I'd Been the One." These are songs that will make people listen longer. Sure, they may sit through "Hold On Loosely" one more time, but then again, they may not.

"Like No Other Night" is what I like to call a fresh song from the '80s. It is one of those tunes that was big then and will sound great now. A few other songs that I put in that category are "Ah Leah" by Donnie Iris, "Flesh for Fantasy" by Billy Idol, "Games People Play" by The Alan Parsons Project, "Are We Ourselves?" by The Fixx, "Fantasy" by Aldo Nova, "Hello Again" by The Cars and "When the Heart Rules the Mind" by GTR.

The goal for a PD is to get people to listen to his or her station longer. With the '80s format there are songs like "Addicted to Love" by Robert Palmer, "Everybody Have Fun Tonight" by Wang Chung and "Hungry Like the Wolf" by Duran Duran.

I compare these songs to songs you might hear on a Hot AC station today, such as "Complicated" by Avril Lavigne or "Wherever You Will Go" by The Calling. They are equal to your hot currents. These are the songs that, no matter how many times they come on, the listener will keep the station on.

### Oh Wow!

What the PD needs to do is keep people listening between these songs. Instead of playing "Borderline" by Madonna, "With or Without You" by U2 or "If You Leave" by OMD a second time in a day, you need to add the songs that you used to blast through the headphones of your Walkman, the songs that the listener will want to hear again, the "Oh wow!" songs from the 1980s.

Many of the hair bands from the '80s fit this category, songs that MTV played on *Dial MTV* (pre-TRL). Program directors need to make it their mission to come up with a list of songs that fit into this category. Make the list deep enough, though, that these songs don't come up in rotation every day. Spread them out so that they will be played in different day-parts every two or three days.

To get started on this list, I would use songs like "I Remember You" by Skid Row, "Rock the Night" by Europe, "Cum On Feel the Noize" by

by Mark Mueller



Mark Mueller



**MCGUINN ROCKS VEGAS** Roger McGuinn, former frontman of The Byrds, recently performed at the Sirius booth at the Consumer Electronics Show in Las Vegas, NV.

Quiet Riot and "We're Not Gonna Take It" by Twisted Sister.

Put yourself in the mind of one of your listeners. You're at work behind your desk and you just heard "(Don't You) Forget About Me" by Simple Minds. You are moving around and feeling good. The next song is critical. How do you keep that listener tuned in?

## You need to add the songs that you used to blast through the headphones of your Walkman, the songs that the listener will want to hear again.

The problem here is that so many PDs in the '80s format limit their playlists so they don't have enough selection to delve into something creative. Chances are another "safe" song like "What I Like About You" by The Romantics or "Tainted Love" by Soft Cell will come on.

However, like the currents on today's charts, these classics can have a burn factor. With '80s-based formats, PDs can create a large enough playlist to keep listeners interested in what song is coming on next.

### One Step Back

You also need to add extra songs by established '80s artists to your playlist. Instead of playing "Every Breath You Take" by The Police all the time, throw in "Love Is the 7th Wave" by Sting. Instead of playing "Hard Habit to Break" by Chicago, play "Stay the Night." This will also make your station sound like it has a wider variety of songs.

To complete this '80s-based playlist PDs need to take a small step back and another one forward. By

this I mean including songs from 1978-79 and 1990-93, but on a smaller scale.

By including the late '70s you are now able to add to your rotation songs like "My Sharona" by The Knack, "Hot Blooded" by Foreigner, "Goodbye Stranger" by Supertramp and "Big Shot" by Billy Joel, to name a few.

By going into the early '90s you can grab the late-20-something listener as well. Put in songs like "Policy of Truth" by Depeche Mode, "Unbelievable" by EMF, "Love & Affection" by Nelson and "Right Here, Right Now" by Jesus Jones.

### An Amazing Time

The '80s were an amazing time for music. Acts like Huey Lewis And The News, Billy Ocean, Madonna, Phil Collins, Wham!, Bruce Springsteen, Def Leppard, John Mellencamp, Journey and Bon Jovi can sum it up, but the '80s were just as much Peter Dinklage, Breakfast Club, Ratt, Dream Academy, Nena and Scritti Politti. Each of these artists had hits, and each of these hits triggers a different memory for each listener.

I love the '80s, and the music holds many memories for me. Whenever I hear "Talking In Your Sleep," I think back to that day at the roller-skating rink. When Bon Jovi's "Livin' on a Prayer" comes on, I remember the day my friends and I skipped school to wait on line at 5am to get tickets to see them in concert.

The '80s format has the potential to be big in any market. All you need is the right playlist. For me, I have to look no further than the box of 45s stored behind the roller skates in my basement.

*Mark Mueller has been an air personality and morning show producer at WBLI/Long Island, NY; a news writer at WLNY-TV/Long Island; and morning show host at WRJV/Long Island. From 1999 to 2002 he did weekends at WWZZ/Washington, and he has been a music research specialist for Mediabase for the past five years. You can reach him at 301-812-2677 or foxmueller@msm.com.*



**COMMUNITY SERVICE** WCBS-FM/New York was named Station of the Year by Kindervision, a national child-safety program that provides valuable safety information to families in video format. WCBS participated in 39 Kindervision events last year, more than any other radio station in the United States. Seen here (l-r) are WCBS Retail Sales Manager Lance Delaney and Kindervision President Doug Sebastian.





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A Perry Capital Corporation

RAB

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epicurean megastar Emeril Lagasse, former broadcaster and popular motivational keynoter Les Brown encouraged broadcasters to "kick it up a notch," telling radio, "You've got to be hungry," and that they need to "provide more service than you get paid for."

The many overflow crowds for panels and presentations and the active exhibit-hall traffic indicated that group heads, GMs and sales managers are brimming with confidence and a revived collaborative attitude toward advancing radio's collective share of advertising's \$260 billion pie beyond the new 8.2% peak reported by RAB President/CEO Gary Fries in his annual State of the Industry address.

Speaking before the third-largest RAB conference crowd in the organization's history — up 50% from 2002 — Fries praised radio for delivering 6% more revenue in 2002 than 2001, when the industry slumped 7.5% compared to 2000. In all, broadcasters generated \$19.6 billion last year, just \$273 million shy of 2000's record performance. Local revenue rose 4% in 2002, while national dollars advanced 13%.

The month of December 2002 gained 9% over the same month in 2001, with local ahead 4% and national skyrocketing 25%. The fourth quarter closed strongly, rising 11% over Q4 2001; local sales were up 8% for the quarter, and national revenue rose 24%.

"It's one of the strongest finishes we've ever seen — a harder-fought and better effort than 2000," said Fries. "You had to put your nose to the grindstone to make it happen. This is momentum that should be exciting for all of us, and there's no reason to predict that we'll fall from this type of pacing."

Sisco

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work with so many outstanding people. I am very blessed with a wonderful family, and I am happy that we will have more time to be together."

Sisco said, "I am delighted to have the opportunity to take these businesses forward. Working with Mike over the past several years, we have assembled a uniquely talented team. With the wide range of resources

WFOX

Continued from Page 3

this was the best opportunity for us.

"The Oldies format, while it was a good format, seemed to continue to degenerate. It wasn't able to hold its own anymore, and the numbers were steadily declining, as with a lot of Oldies stations around the country. If we were going to have to bail out of the format, we wanted to do it with something that was going to be good, and good for us."

In response to WFOX's flip, Clear Channel's crosstown WMXV (Mix 105.7) dropped its Classic Rock programming on Monday afternoon to play nonstop Beatles tunes. PD Paul

Breaking down the year-end numbers, Fries said markets 101-150 outperformed all other markets in sales growth, climbing 9% in 2002, thanks to a 7% local improvement and an 18% national gain. Markets 16-30, 51-75 and 76-100 were all up 7%, while markets 1-15 and 31-50 were ahead 5%.

Fries further documented the brightening revenue picture, citing January 2003 figures for financial services (up 26%), television (up 21%) and the all-important automobile segment (up 13%). "The broad category growth is the healthiest I've ever seen," he said. "It's not just one major segment. Cell phones, long-distance and health-care subcategories, such as OTC drugs and diagnostics, are very hot right now."

While predicting 6%-8% growth for radio in 2003, Fries said visibility is very limited due to last-minute media-buying decisions. He cautioned radio to stay ahead of emerging concerns from the advertising community about traffic and billing issues.

"We need to look at all facets of our business operation: our sales, how we sell, what we deliver to the advertiser," he said. "Do the spots run as ordered? Are they logged properly and getting billed properly? Are the advertisers getting what they want?"

"I want this industry to stand tall. Be prepared for a rapid onslaught of advertisers wanting checks on accountability, as far as the money they spend with you and what they get back."

Meanwhile, Fries maintains the view that radio will suffer less of impact than other media if an Iraqi conflict comes. He also notes that the recent drop-off in national business due to "the drums of war" was small, but expected.

At Friday's luncheon the RAB honored Regent Communications President/COO Bill Stakelin, a former RAB

available within both Nielsen Entertainment and [parent company] VNU Media Measurement & Information, I am confident that we will continue to deliver the marketing intelligence and the state-of-the-art marketing platforms and information that our clients have come to expect."

Sisco had been REI's Exec. VP/GM. Shalett, who co-founded SoundScan, VideoScan and BookScan, will remain with Nielsen as a consultant.

Kriegler claimed Mix afternoon host J.J. Jackson had locked himself in the control room and refused to play anything but the Fab Four until the station flipped to Oldies.

WMXV was still "Beatles 105.7" at R&R's Tuesday-night press time.

Scott

Continued from Page 3

glad he's back in radio and glad he's on our team."

Scott told R&R, "I welcome and appreciate the opportunity, and, of course, I must thank Doc Wynter. At this point I feel like I'm extremely prepared, after having been enrolled in the Johnnie Walker school of hard knocks at Def Jam."

President, with the organization's Kevin B. Sweeney Award, which recognizes a radio broadcaster who exemplifies "excellence in radio sales and marketing." Encouraging sales executives not to take no for an answer from client prospects, the ever-exuberant Stakelin told delegates, "I love that you can't save your way to success. Somebody's got to go out and sell something."

In a press conference Fries observed that the contentiousness he has witnessed among broadcast groups in recent years has subsided significantly, and the workshop sessions reflected a positive and collaborative tone in terms of candor, idea-sharing and mentoring.

The momentum of the entire conference seemed to derive from opening keynoter Brown's warmly received speech, in which he lamented how so many valuable ideas remain unspoken and so many ambitions go unfulfilled in our lifetimes. "The wealthiest place on the planet is the cemetery," he said, urging broadcasters to achieve their potential. "Live full and die empty."

Look for RAB2003 session highlights in upcoming R&R Management, Marketing & Sales sections.

Richards

Continued from Page 3

confident he will keep us on the course to ensure we in Atlanta reside there."

While Richards had been with Oldies WFOX since January 2001, most of his programming career has been in Country. He previously programmed Country outlets KPMS/Seattle, WKHK/Richmond and WQDR/Raleigh.

Finney

Continued from Page 3

he will approach it with the same vigor and achieve the same wins that have characterized his work up to now."

Finney said, "Salem has done a spectacular job of launching the Fish format nationwide and furthering the growth of Contemporary Christian music. My experiences while at KLTU have shown me the strength of Salem in the radio industry. We have an incredibly talented group of managers and programmers throughout the Fish family, and I look forward to working with them on a day-to-day basis."

Cushman

Continued from Page 12

spent four years at WKSI/Greensboro, the last two as PD. He has also served as MD at WOSC/Salisbury, MD and worked as an air personality at WNVZ/Norfolk.

"I'm ecstatic and relieved now that everything's official, and I'm looking forward to maintaining our dominance with 25-54 adults," Cushman said. "Thanks to anyone who had anything to do with this."



## Radio Reacts To Columbia Disaster

**W**hen the space shuttle *Columbia* exploded over Texas Feb. 1, all non-voicetracked radio stations immediately swung into action. "Since the shuttle broke apart essentially right over our heads, KVIL covered the story heavily beginning at 8:25am," says **Kurt Johnson**, OM of the Clear Channel/Dallas station. "Our sister station, KRLD, had reporters out in the field who also filed reports on KVIL throughout the day. Morning co-host **Mickey Miller** produced a tribute song, set to Josh Groban's 'To Where You Are,' which aired every two hours on Monday. This story hit us hard, because several of the astronauts were from this area."

WBAP/Dallas personality **Mark Davis**, a lifelong space enthusiast, witnessed the shuttle's demise firsthand. He stepped into his backyard on the morning of Feb. 1 to watch what he figured would be a routine flyover of the *Columbia*. "As I saw the white contrails, I heard a muffled boom and then saw the contrails go from white to red," Davis tells **ST**. "At first I didn't get any sense of panic, but it soon became apparent that there were multiple pieces with contrails flying in all directions. That's when I began to get a sick feeling that something was very, very wrong." Davis says that what he saw will stay with him for a long time: "This morning I walked out to pick up my newspaper like I do every morning, and I couldn't help but look up and stare at that exact spot in the sky where I now know all of those courageous people — people with families, friends and loved ones — perished so horribly. Even today it gives me a sick and eerie feeling."

### What's NEW With You?

As we speak, Infinity's **WNEW/New York** continues to play CHR hits being scheduled via remote control by **Jon Zellner**, OM of co-owned **KMXV & KSRC/Kansas City**. "It's all familiar currents and choice recurrences," he says. "It reminds me of what **WABC** sounded like in 1969 — except we're playing **Puddle Of Mudd** instead of **The Association**." Liners are still cryptically touting a "new station coming this spring." Meanwhile, **WKTU/New York Creative Services Director Bill Schultz** crosses the street to work in a similar capacity with Infinity — and possibly to work with the soon-to-be-reformulated **WNEW**.

Zellner was tight-lipped about the station's future, but that hasn't stopped us from posing the question, "What would you do with 'NEW'?" Check out these responses:



"I'm rooting for a music-intensive, artist-driven Triple A format, but the decision will likely be driven by economics. The largest target would be **WLTW**, a.k.a. the Federal Reserve Bank of New York. I just hope they keep the call letters." — **Jerry Lembo**, Jerry Lembo Entertainment Group

"How about making **WNEW** an actual Dance station? Imagine that — a Dance station in New York City. Pretty crazy, huh?" — **Mark "In The Dark" Shands**, DMX Music/Los Angeles



"I hope **WNEW** becomes Active Rock, although it's not likely, with **WXRK** in the family. The obvious formats to garner numbers would seem to me to be AC or CHR — tough decisions. I also hope the call letters stay; I grew up with that station!" — **Tony Smith**, VP/Promotion, Hollywood Records

"I think Extreme Klezmer is what they're stunting toward — with either **Steve** or **Harvey Leeds** as PD." — **Max Talkoff**, R&R Alternative Kingpin



"There is a huge stable of talent in New York City who are not working full-time and should be. **Jim Kerr**, **Pat St. John**, **Carol Miller** and others are too good not to be on the air on a regular basis. Is Infinity smart enough to know the heavy name value these people still have? And if they dump the **WNEW-FM** call letters, they're insane!" — **Art Vuolo**, Radio's Best Friend

"All Metallica, all the time." — **Cyndee Maxwell**, R&R Rock Editor

"Dammit! I want all jingles, all the time! **WNEW** should play nothing but old jingle packages from **Z100**, **WPLJ**, **WNEW** and other great New York radio stations." — **Scotty Valentine**, PD, **KKMG/Colorado Springs**

## RR Timeline

### 1 YEAR AGO

- **David Munns** tapped as Chairman/CEO of EMI Recorded Music North America; **Matt Serletic** appointed Chairman/CEO, **Roy Lott** appointed President/COO of Virgin Records.
- **WMGK/Philadelphia** names **Buzz Knight** PD.
- **Greg Noack** promoted to EVP/Talk Programming at Premiere Radio Networks.

### 5 YEARS AGO

- **Bill Catino** elevated to EVP at Capitol/Nashville.
- **Gary Bryan** named PD/morning host at **KJR-FM/Seattle**.
- **Kris Olinger** appointed PD of Entercom/Seattle News/Talk trio **KIRO-AM & FM** and **KNWX-AM**.

### 10 YEARS AGO

- **John Barbis** promoted to EVP of the PolyGram Label Group.
- **Bruce Hinton** promoted to Chairman, **Tony Brown** upped to President of **MCA/Nashville**.
- **R&R AOR Editor Harvey Kojan** named PD of **WNOR/Norfolk**.



Harvey Kojan

### 15 YEARS AGO

- **Dan Mason** named President of Cook Inlet Radio; **Michael O'Shea** named EVP.
- Warner Bros. labels hit indie promoter **Joe Isgro** with a \$16.7 million lawsuit alleging fraud, racketeering and breach of contract.
- **Bill Gamble** rejoins NBC as Program Manager of **WKQX/Chicago**.

### 20 YEARS AGO

- **WDHA/Morristown, NJ** becomes America's first commercial radio station to broadcast music recorded on a compact disc.
- **Pete Salant** resigns from **WYNY/New York** to form his own consultancy.



Pete Salant

### 25 YEARS AGO

- **Dene Hallam** appointed PD at **WEPP-AM/Pittsburgh**.
- **Bobby Rich** named PD of **99X/New York**.
- Longtime Top 40 power **WMPS/Memphis** switches to Country.

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"I suggest they live up to the WNEW theme and play only new, unfamiliar songs. As soon they start to test familiar, drop them. Also, hire only new jocks. It would be radio's version of **Menudo**: As soon as the audience starts to become familiar with the jocks, get rid of them." — **Tom Calococci**, PD, KBXX/Houston

"WNEW should do a 'one-hit wonders/where are they now?' format. I can get **Tommy Page** for their first radio show!" — **Ken Lucek**, Maverick Records

### New York News

Just weeks after being named a correspondent for *Entertainment Tonight*, WXRK (K-Rock)/New York night jock/Music Coordinator **Chris Booker** is cutting back his daily involvement at the station. In a staff memo PD Steve Kingston said Booker's increased travel and schedule demands with *ET* make it "impossible for him to make a full-time commitment to his 6-10pm K-Rock duties." Booker will still host some shifts, as his schedule permits. Late-nighter **Maze** is now handling nights.

Former WQHT (Hot 97)/New York Music Coordinator **Mara Melendez** is named MD of Clear Channel rival WWPR (Power 105.1). Asst. PD Wayne Mayo exits as his position is eliminated.

Congrats to KLOS/Los Angeles PD **Rita Wilde**, who celebrates 20 years at the same station! (Let's hope we didn't jinx her.)

KDWB/Minneapolis morning co-host **Angi Taylor** transfers to Clear Channel's co-owned WIOQ/Philadelphia to join *Chio in the Morning*, starting March 10.



Angi Taylor

KSLZ/St. Louis MD/midday personality **Jill Devine** is named MD at Bonneville's crosstown Hot AC **WVRV**. Market vet **Kane** also joins 'VRV for afternoons.

KATS/Yakima, WA OM/morning guy **Ron Harris** adds Director/Programming duties for Clear Channel's entire Yakima cluster.



Phil Spector

Record producer/firearms enthusiast **Phil Spector** is free on \$1 million bond after being arrested Monday in connection with the murder of 40-year-old B-movie actress **Lana Clarkson**, who was found shot to death early Monday morning at Spector's castlelike home in the Los Angeles suburb of Alhambra, CA.

Ex-KMOX/St. Louis and onetime CNN talk host **Charles Jaco** takes the wakeup shift at Emmis' crosstown FM Talker, KFTK.

### Notable Quotage

"Radio is the only business I know of where you can lose a customer with the push of a button at 60 miles per hour." — Clear Channel Chairman/CEO **Lowry Mays** during his Jan. 30 testimony before the U.S. Senate Committee on Commerce, Science and Transportation



Lowry Mays

### Rumbles

WTDY-AM/Madison host **Chris Krok** received a visit from the U.S. Secret Service last week after one of Krok's callers allegedly made a threat on President Bush's life. Agents later visited the man's home, and they're still investigating ... Over at the wacky WJJO/Madison, night diva **The Biatch** (nice name) packs up and moves to Active Rocker WQLZ/Springfield, IL for Asst. PD/afternoon host duties.

**WGNX/Vero Beach, FL** flips from Classic Rock to Rock under PD **Mike Lowe**. **The Greaseman** is now doing mornings via satellite. Lowe will handle middays, and he's followed by pm driver **Ted Rose** and MD **Erik Nagel** at night.

In August 2002 **J.R. Gach**, former WGY/Albany, NY afternoon host, was diagnosed as manic depressive. He was subsequently fired in December. Gach has been receiving medical treatment and has now returned to "Capitaland" radio: He's signed on for mornings at Galaxy's crosstown Alternative WKRD.

Clear Channel/Beaumont, TX Director/Operations

## ST SHOT O' THE WEEK



Rock royalty came calling at WPLJ/New York this week as **Lisa Marie Presley** (second from l) made a rare radio appearance hanging out with morning hosts **Scott Shannon** (second from r) and **Todd Pettengill** (l) and morning show member **Patty Steele**. Presley was in town to plug her new single, "Lights Out," taken from her upcoming Capitol Records debut, *To Whom It May Concern*. The album hits stores April 8.

**Debbie Wyld** exits as her position is eliminated. Wyld still plans to go ahead with her March 1 wedding to Jason. She can be reached at 409-896-2419 or online at [debandnub@aol.com](mailto:debandnub@aol.com).

**Twitch** replaces **Ditch** as the former W10R/Norfolk night jock takes afternoons at WMFS/Memphis. Ditch is now slurping Seattle's Best Coffee at KISW. Back in Hampton Roads, WNOR PD **Harvey Kojan** ups **Shelley** from part-time duties to nights.

WERO/Greenville, NC PD **Gary Blake** exits. Asst. PD/MD **Chris Mann** is running the show for now. At crosstown WXQR, Asst. PD/afternoon jock **Amelia Ryerse** heads north to WIYY/Baltimore to team up with **Mickey Cucchiella** in nights.

KXMG/Austin afternoon driver **Miss Kitty** moves to wakeups, while **Boogie** crosses the street from nights at KHFI to take over afternoons at KXMG.

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# Attack Of The Kiwis

New Zealand's D4 and The Datsuns bring the next wave of retro rock

**D**own under — and roughly 1,300 miles to the east — is the small island nation of New Zealand, known for its kiwi fruit, Maori tribes and a series of low-budget indie films starring a hobbit named Frodo. Is retro rock the country's next big export?

Two new acts from New Zealand are certainly creating that impression. Hollywood Records' The D4 and V2's The Datsuns are generating an underground buzz that could explode into mainstream acceptance, a la The Strokes and The White Stripes.

Although The Strokes and the Stripes were made in the U.S.A., last year was hot for imported rock acts. Australia produced The Vines, while Sweden churned out The Hives, The Soundtrack Of Our Lives, Blindside and Sahara Hot-nights, to name a few. With acts like The D4 and The Datsuns, is New Zealand the new Sweden?



D4

"New Zealand is the new New Zealand — it's always been brilliant," says Hollywood Sr. VP/A&R Geoffrey Weiss, who handles The D4. "I actually collect records from New Zealand and Australia going back to the '50s, and there's an amazing history of music from New Zealand. It's new that it's getting attention, but it's certainly not new that there's all this activity."

## All In The Family

Weiss became a fan of The D4 when his friend Michael Parisi, Managing Director for Australia's Festival Mushroom Records, pointed him to the group's album on New Zealand label Flying Nun.

"I've been a fan of that label for 15 years," Weiss says. It turned out that Weiss already knew the group's management, and his friendship

with Festival Chairman Roger Grierson also helped land the deal.

"It was a pretty easy deal — we were all friends," Weiss says. "The music was obviously the kicking-off point, but once we decided we wanted them, it was all in the family."

Yet Weiss didn't see The D4 in their native habitat. "Bizarrely enough, the first time I saw them was in London," he says. "I went to Australia to see another band, and the day I got there was the day The D4 left. As soon as I got back, I got on a plane to London to see them."

"At this point they'd played 300 shows. The show I saw in London, one with a very receptive audience and a great venue, was kind of overwhelming — they were completely great. Roger Grierson was in London with me, and I was like, 'Yep, I gotta have this.'"

For Weiss, it was important to preserve The D4's original sound when bringing the group to Hollywood. "It's basically the same record," he says. "We're resequencing it. The original Flying Nun release didn't have the song 'Get Loose' on it, but they've since reissued the record around the world with that song on it, so the version we're putting out will have the current track listing from the other worldwide releases."

"We didn't remix or anything like that. We realized that this is perfect for right now. We'll be involved with the next record, but we just loved this record. Part of what we loved about it was how absolutely timeless it sounded, and I didn't want to mess with that."

## Hands Off

That hands-off approach has been vital in bringing the band to radio, says Hollywood VP/Promotion **Geordie Gillespie**. "We wanted to let it build organically without jamming it into the system," he explains. "When the deal went down, we brought in imports, we brought

in some T-shirts, and we started collecting press."

"We got the record to the people we thought would be fans and, without a lot of pressure, looked for those who wanted to play it early. KITS (Live 105)/San Francisco, KFMA/Tucson and WOXY/Cincinnati were some of the early stations that wanted to put it into rotation before Christmas."

Impacting in early January, the lead single, "Get Loose," got before-the-box action from stations like WFNX/Boston and KTBZ (The Buzz)/Houston. In the song's official add week The D4 were No. 2 Most Added at Alternative.

When Hollywood signed The D4 the label inherited the band's DIY website and videos. "They've already got four videos cut for the album," Gillespie says. "The video for 'Get Loose' is great, so we put that on our CD-Pro. Part of our marketing is that people have to see the band, either live or in their video."

The group are currently in the middle of a major-market tour that will hit Seattle, Chicago and the East Coast before wrapping up in Atlanta. Also look for The D4 to perform at this year's SXSW convention in Austin and to share a few dates with The Datsuns.

**"As we've completely refocused and restructured V2, the label is about bands like The Datsuns, where it's unadulterated, straight-ahead, great rock 'n' roll."**

*Andy Gershon*

## Earning Their Stripes

Originally known as Trinket, the Cambridge, New Zealand four-piece currently known as The Datsuns formed in '95, won a local battle of the bands in '97 and released a handful of vinyl singles on their own label, Hell Squad Records. In early 2002 The Datsuns opened several New Zealand shows for V2's White Stripes, who persuaded the group to tour outside the Southern hemisphere and head to the U.K.

Onstage, The Datsuns don't play, they detonate. The group's U.K. shows inspired a feeding frenzy among labels. Eventually, they landed on the U.K. arm of V2 for a U.K. and European deal. Shortly thereafter V2's American branch signed them for North America and Japan.

"As we've completely refocused and restructured V2, the label is about bands like The Datsuns, where it's unadulterated, straight-ahead, great rock 'n' roll," V2 President **Andy Gershon** tells R&R.



Datsuns

"They're incredibly talented. They're one of the most dynamic live shows I've seen in years, especially at the club level. My jaw hit the floor when I saw them live. The potential for this band is enormous."

The Datsuns' engine is already revving in the alternative underground with a three-song sampler previewing the group's self-titled debut. "Some buzz bands don't stand up to the hype, but The Datsuns hold their own," says **Jennifer Jones**, who handles V2's national radio promotions for college and commercial specialty.

"Everybody seems to react right away. It wasn't like I had to hype it to people. It's already a top 30 record at college radio and No. 1 Most Added, so it's a great setup for the album. People at commercial specialty are really into them. I'm very pleased to see it at No. 1 at R&R's Alternative Specialty for three weeks in a row."

"It's just great, fun rock," Gershon says. "I'm originally from Kansas City, and if I were a kid growing up in the Midwest today, this is the type of band that I would totally gravitate to. I'm still gravitating to it as a jaded executive in New York."

Gershon isn't worried about The Datsuns getting lost in the retro rock

**"The bottom line is that The Hives, The Vines, The White Stripes and The Strokes all sold really well. That's testament that there is a big fan base for this school."**

*Geordie Gillespie*

race. "The musicianship is amazing," he says. "Dolf is a great lead singer; he's charismatic. Christian reminds me of Jimmy Page."

"Two things distinguish them from a lot of other bands. First, they write great songs, songs that are anchored by really amazing, powerful guitar riffs that you walk away remembering because there's a real sense of melody there. Second is the dynamic and forcefulness of their live show."

## The New Old School

As for the appeal of groups like The D4 and The Datsuns, Gillespie points to last year's retro rock explosion. "The bottom line is that The Hives, The Vines, The White Stripes and The Strokes all sold really well," he says. "That's testament that there is a big fan base for this school."

"I think the songs are what will carry it through, aside from style or any other elements. If a song's compelling, it will shine through. We've got some great quotes from programmers that this D4 record could be the one to take the genre to the next level. We're excited about that potential."

With great songs, incredible live shows and a tangible underground buzz, The D4 and The Datsuns could be the next big thing at Alternative. "There's more coming too," Weiss says of the Kiwi invasion. "The funny thing is, there have always been great bands in New Zealand; it's just that there hasn't been a vogue for signing them."

## TALK BACK TO R&R!

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

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LW	TW	ARTIST	ALBUM	LABEL	POWERINDEX	CHANGE
4	1	DIXIE CHICKS	Home	Monument/Columbia	101,146	+26%
-	2	ZWAN	Mary Star Of The Sea	Reprise	97,149	-
1	3	NORAH JONES	Come Away With Me	Blue Note/Virgin	95,952	-18%
2	4	SOUNDTRACK	Chicago	Epic	83,154	-17%
3	5	AVRIL LAVIGNE	Let Go	Arista	77,075	-16%
8	6	KID ROCK	Cocky	Atlantic	72,576	+32%
5	7	JENNIFER LOPEZ	This Is Me...Then	Epic	71,325	-6%
7	8	MISSY ELLIOTT	Under Construction	Gold Mind/Elektra/EEG	64,191	+11%
14	9	SHANIA TWAIN	Up!	Mercury/IDJMG	62,580	+39%
6	10	SOUNDTRACK	8 Mile	Shady/Interscope	51,320	-13%
13	11	JA RULE	Last Temptation	Murder Inc./IDJMG	49,734	+4%
10	12	NELLY	Nellyville	Fo' Reel/Universal	48,978	0%
9	13	GOOD CHARLOTTE	Young & Hopeless	Daylight/Epic	48,297	-8%
12	14	AALIYAH	1 Care 4 You	BlackGround/Universal	47,849	0%
17	15	JOHN MAYER	Room For Squares	Aware/Columbia	43,930	+17%
11	16	CHRISTINA AGUILERA	Stripped	RCA	42,944	-11%
16	17	EMINEM	Eminem Show	Aftermath/Interscope	41,982	-4%
15	18	JUSTIN TIMBERLAKE	Justified	Jive	41,550	-7%
20	19	COLDPLAY	Rush Of Blood To The Head	Capitol	39,740	+17%
18	20	ROD STEWART	Great American Songbook	J	32,053	-8%
22	21	ZPAC	Better Dayz	Amaru/The Row/Interscope	31,886	-5%
24	22	NAS	God's Son	Columbia	30,789	-2%
42	23	T.A.T.U.	200 KM/H In The Wrong Way	Interscope	30,612	+48%
19	24	JOSH GROBAN	Josh Groban	143/Reprise	30,182	-11%
25	25	SANTANA	Shaman	Arista	30,018	-3%
27	26	QUEENS OF THE STONE AGE	Songs For The Deaf	Interscope	28,744	-4%
23	27	NOW 11	Various	UTV	28,395	-11%
21	28	ROLLING STONES	Forty Licks	Virgin	27,991	-17%
26	29	AUDIOSLAVE	Audioslave	Epic/Interscope	27,982	-7%
29	30	3 DOORS DOWN	Away From The Sun	Universal	27,897	-2%
31	31	B2K	Pandemonium	Epic	27,154	-3%
49	32	TYRESE	I Wanna Go There	J	26,787	+51%
35	33	PINK	!S!sundaztood	Arista	26,336	+1%
30	34	TIM MCGRAW	Tim Mcgraw & The Dancehall...	Curb	26,078	-7%
28	35	ELVIS PRESLEY	30 #1 Hits	RCA	25,802	-10%
34	36	JAY-Z	Blueprint Vol.2: The Gift...	Roc-A-Fella/IDJMG	25,646	-5%
37	37	CHEVELLE	Wonder What's Next	Epic	23,838	-3%
33	38	SIMPLE PLAN	No Pads No Helmets...Just Balls	Lava	23,518	-14%
32	39	ELTON JOHN	Greatest Hits 1970-2002	UTV	23,261	-16%
36	40	FAITH HILL	Cry	Warner Bros.	22,990	-8%
43	41	SNOOP DOGG	Paid Tha Cost To Be Da Boss	Priority/Capitol	22,762	+11%
-	42	RY COODER & MANUEL GALBAN	Mambo Sinuendo	Nonesuch/Atlantic	21,288	-
-	43	SEAN PAUL	Dutty Rock	Atlantic	20,864	-
44	44	TOBY KEITH	Unleashed	DreamWorks	20,172	-1%
38	45	MARIAH CAREY	Charmbracelet	Monarc/IDJMG	19,400	-18%
45	46	PUDDLE OF MUDD	Come Clean	Flawless/Geffen/Interscope	19,016	-6%
41	47	MATCHBOX TWENTY	More Than You Think You Are	Atlantic	17,037	-18%
39	48	KENNY CHESNEY	No Shoes, No Shirt, No Problem	BNA	17,029	-22%
-	49	50 CENT	Guess Who's Back?	Full Clip	16,771	-
40	50	SYSTEM OF A DOWN	Steal This Album	American/Columbia	16,239	-22%

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### ON ALBUMS

#### Chicks & Zwan: Birds Rule

After a truly frigid January, we're finally starting to feel some heat on the sales chart. This week's Top 50 is warmed by the glow of a newborn Zwan, as Billy Corgan's post-Pumpkins bow on Reprise is the top chart debut, at No. 2 with just under



Zwan

100,000 in sales.

Meanwhile, the warm breeze wafting up from San Diego after the big game enables Monument/Columbia's Dixie Chicks to wing back to the top chart perch with a 26% sales increase, even though "The Star-Spangled Banner" isn't included on their current album.



Dixie Chicks

Bowl exposure also boosts the Mercury album of halftime performer Shania Twain back Up! to No. 9 on a 39% sales jump. And Capitol's Coldplay, who appeared on the postgame

debut of ABC's Jimmy Kimmel Show, pick up 17%, going 20-19. That's the same gain posted by Aware/Columbia's John Mayer (17-15), who took no part in the Super Bowl festivities, although he was featured on a segment of CBS Sunday Morning that day.

While we're talking TiVo, if you've been skipping the commercials, you've been missing the latest career move by Kid Rock, whose Coors Light spots — along with a Sheryl Crow duet — have reignited his 2001 Lava/Atlantic disc. This week the Kid goes 8-6 on a 32% jump.

The top 10 is rounded out by Blue Note's Norah Jones (No. 3), the still-strong Epic/Sony Music Soundtrax Chicago album (No. 4), Arista's dominant Avril Lavigne (No. 5), Epic's Jennifer Lopez (No. 7), Goldmind/Elektra/EEG's Missy Elliott (No. 8) and Shady/Interscope's 8 Mile (No. 10).

Also experiencing double-digit increases are Interscope Russian girl duo T.A.T.U., who climb 48% (and 42-23) on the strength of hit single "All the Things She Said," and J's Tyrese, fueled by "How You Gonna Act Like That," up 51% (and 49-32).



Tyrese

Next week: Controversial rapper 50 Cent's major-label bow on Shady/Aftermath/Interscope, which hits the streets this Thursday, Feb. 6, is a lock for No. 1.



## Featuring....

What's one of the hottest trends in hip-hop music right now? You guessed it, guest appearances! That being the case, Rhythmic and Urban have a plethora of artists introducing new music to radio next week.

Lil Kim leaps back into the game as she introduces "The Jump Off," featuring Mr. Cheeks, to the Rhythmic and Urban formats. Produced by Timbaland, "The Jump Off" is the lead single from Lil Kim's first new album in three years, *La Bella Mafia*, slated for release March 4. Guests on the CD will include Missy Elliott, Styles P., Governor, Twista and Mashonda Tifere and producers DJ Twinz, Swizz Beatz, Scott Storch and Kayne West, among others. The Grammy-winning Brooklyn native will be appearing on VH1's *Driven* on Feb. 16.



Lil Kim

Big Tymers and Cash Money co-founder Baby also goes for adds at the two formats with "What Happened to That Boy," featuring Clipse. The video, directed by Benny Boom, was shot in New Orleans last month — twice. During the first go-around, the film was inserted into the camera backward, so everything came out blank. Clipse was kind enough to come back to N.O. to reshoot the video, which will hit video outlets shortly.

There are more special "features" at Rhythmic and Urban. Freeway takes Allen Anthony along for the ride on his latest, "Alright." Beenie Man calls upon Lady Saw and Sean Paul for his latest, "Bossman." All three artists are to dancehall music what Superman, Wonder Woman and Batman are to the Justice League of America. And while we're on the subject of superheroes, check out The Calling's "For You" at Pop and Hot AC next week, the latest track from the *Daredevil* soundtrack.

Lisa Marie Presley, daughter of rock 'n' roll legend Elvis Presley, goes for adds at Pop, Hot AC and Triple A next week with "Lights Out," the lead single from her forthcoming debut album, *To Whom It May Concern*. Lisa Marie also serves as lyricist and co-writer of "Lights Out." Watch for her CD to drop in stores April 8.



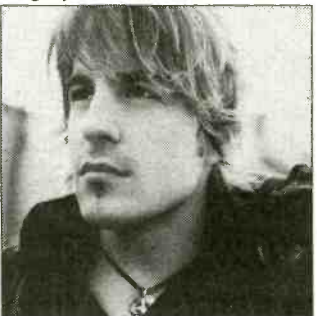
Lisa Marie Presley

Long Island, NY-based quintet Glassjaw present "Ape Dos Mil" to Rock, Active Rock and Alternative radio next week. "Ape Dos Mil" is the latest track from their second CD, *Worship and Tribute*, the title of which has two meanings, according to singer Daryl Palumbo. The first pays homage

to artists who have influenced the band. As for the second, explains Palumbo, "In loving someone, you worship them like a deity, and it hurts a lot, to the point that, in trying to show love and tribute to someone, you're stretching and reaching. It becomes an unhealthy worship, and you'll bow out unfaithfully in the end."

Stone Sour go for adds at Rock, Active Rock and Alternative with "Inhale," the followup single to their smash debut hit, "Bother." The band is up for Best Metal Performance — Rock at this year's Grammy Awards for their song "Get Inside," and their competition is themselves, sort of: Slipknot, which includes Stone Sour members Corey Taylor and Jim Root, is up for an award in the same category for "My Plague." Other nominees in the category include Korn ("Here to Stay"), P.O.D. ("Portrait") and Rob Zombie ("Never Gonna Stop").

Country's got a quartet of talented artists coming your way next week. Brett James presents "After All," from his forthcoming debut Arista album. Jimmy Wayne introduces "Stay Gone," our first look at his upcoming self-titled debut CD, scheduled for release on July 1. There's more in store for Country as Mark Chesnutt admits "I'm in Love With a Married Woman" and Louisiana native Memarie declares "I Need a Change."



Jimmy Wayne

— Mike Trias

## R&R Going For Adds™

Week Of 2/10/03

### CHR/POP

CALLING For You (*Wind-up/RCA*)  
 CHRIS EMERSON Broken Heart (*Monomoy*)  
 COOLER KIDS All Around The World (*DreamWorks*)  
 LISA MARIE PRESLEY Lights Out (*Capitol*)  
 MATCHBOX TWENTY Unwell (*Atlantic*)

### CHR/RHYTHMIC

BABY f/CLIPSE What Happened To That Boy (*Cash Money/Universal*)  
 BEENIE MAN f/LADY SAW AND SEAN PAUL Bossman (*Virgin*)  
 BUCWHEAD Tattoos (*Delicious Vinyl*)  
 FREEWAY f/ALLEN ANTHONY Alright (*Roc-A-Fella/IDJMG*)  
 LIL' KIM f/MR. CHEEKS The Jump Off (*Queen Bee/Atlantic*)

### URBAN

BABY f/CLIPSE What Happened To That Boy (*Cash Money/Universal*)  
 BEENIE MAN f/LADY SAW AND SEAN PAUL Bossman (*Virgin*)  
 BUCWHEAD Tattoos (*Delicious Vinyl*)  
 ERICK SERMON Love Iz (*JJ*)  
 FREEWAY f/ALLEN ANTHONY Alright (*Roc-A-Fella/IDJMG*)  
 LIL' KIM f/MR. CHEEKS The Jump Off (*Queen Bee/Atlantic*)  
 SANTANA f/MUSIQ Nothing At All (*Arista*)

### URBAN AC

CHICO DEBARGE Not Together (*In The Paint/Koch*)  
 KENNY G. f/BRIAN MCKNIGHT All The Way (*Arista*)

### COUNTRY

BRETT JAMES After All (*Arista*)  
 JIMMY WAYNE Stay Gone (*DreamWorks*)  
 MARK CHESNUTT I'm In Love With A Married Woman (*Columbia*)  
 MEMARIE I Need A Change (*Cupit*)

### AC

CHRIS EMERSON Broken Heart (*Monomoy*)  
 JAMES TAYLOR September Grass (*Columbia*)

### HOT AC

CALLING For You (*Wind-up*)  
 DEUCE PROJECT Stone Cold (*Maverick/Reprise*)  
 FEEL Got Your Name On It (*Curb*)  
 HOOTIE & THE BLOWFISH Innocence (*Atlantic*)  
 LISA MARIE PRESLEY Lights Out (*Capitol*)  
 NO DOUBT Running (*Interscope*)  
 PEARL JAM Thumbing My Way (*Epic*)  
 WHITNEY HOUSTON Try It On My Own (*Arista*)

### SMOOTH JAZZ

CRUSADERS Viva De Funk (*GRP/VMG*)  
 DENNY JIOSA Europa (*1201 Music*)  
 FOURPLAY Ju-Ju (*Bluebird/RCA Victor*)  
 MICHAEL MANSON Keys To My Heart (*A440*)

### ROCK

BREAKING BENJAMIN Skin (*Hollywood*)  
 GLASSJAW Ape Dos Mil (*Warner Bros.*)  
 PRETENDERS Lie To Me (*Artemis*)  
 STONE SOUR Inhale (*Roadrunner/IDJMG*)

### ACTIVE ROCK

BREAKING BENJAMIN Skin (*Hollywood*)  
 GLASSJAW Ape Dos Mil (*Warner Bros.*)  
 STONE SOUR Inhale (*Roadrunner/IDJMG*)

### ALTERNATIVE

ATARIS In This Diary (*Columbia*)  
 GARY NUMAN Scarred (*Eagle*)  
 GLASSJAW Ape Dos Mil (*Warner Bros.*)  
 HOT ROD CIRCUIT The Pharmacist (*Vagrant*)  
 JOHNNY CASH Hurt (*American/Lost Highway/IDJMG*)  
 STONE SOUR Inhale (*Roadrunner/IDJMG*)

### TRIPLE A

1 GIANT LEAP f/MICHAEL STIPE AND ASHA BHOSLE The Way You Dream (*Palm/Reprise*)  
 ALICE PEACOCK Bliss (*Aware/Columbia*)  
 CAT POWER Free (*Matador/Beggars Group*)  
 DEUCE PROJECT Stone Cold (*Maverick/Reprise*)  
 JIMMY THACKERY Jump For Jerry (*Blind Pig*)  
 JOE JACKSON Awkward Age (*Rykodisc*)  
 JOHN HAMMOND Slick Crown Vic (*Back Porch/Virgin*)  
 JOHNNY CASH Hurt (*American/Lost Highway/IDJMG*)  
 JON LANGFORD AND THE SADIES Drugstore (*Bloodshot*)  
 LISA MARIE PRESLEY Lights Out (*Capitol*)  
 NADA SURF Inside Of Love (*Barsuk*)  
 PEARL JAM Thumbing My Way (*Epic*)  
 PETER WOLF Never Like This Before (*Artemis*)  
 SAVOY BROWN When It Rains (*Blind Pig*)  
 SOMETHING FOR KATE Monsters (*Murmur/Red Ink*)  
 WILL HOGE Be The One (*Atlantic*)  
 VARIOUS ARTISTS A Tribute To George Harrison (*Koch*)

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](mailto:gmaffei@radioandrecords.com).



TONY NOVIA

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CHRIPOP



# Morning Shows: Become — And Stay — Successful

## Talent tips to keep your morning show on target

**W**hat are the traits of a successful morning show? What qualities do some shows possess that give them consistently higher ratings than the show across the street?

While traveling around the country and working with morning teams in markets large and small, morning guy-turned-talent coach Steve Reynolds has studied successful and unsuccessful morning shows and found some recurring themes. To help keep your mornings on target, I asked Reynolds for some of his key observations on what makes a morning show a success and, more important, on what a show can do to stay successful.



Steve Reynolds

about what they'll do. Yeah, a lot of what happens is planned, but these shows find ways of tilting perspectives and entertaining in unique ways with unique ideas that draw people in. That results in additional TSL, more loyalty to build a P1 base and a top-of-mind awareness that pays off in Arbitron mentions. Building unpredictability into the morning show causes talk about the program, and we all know how important the "buzz factor" is in determining a show's success.

**R&R:** What do you advise morning shows do to remain relevant?

**"The biggest mistake many talents make is to think their audience cares about everything they say."**

**SR:** If they are tenured, they have successfully grown their team by adding in new real-life characters to balance viewpoints and to keep the team relevant, create conflict for more passionate on-air conversations and reinvigorate the development of fresh ideas. Opposites create meaning.

Additionally, the shows define who they are by putting differences around them, which helps them entertain in passionate ways that make listeners bond with at least one member of the show.

On these shows there's always a cast member who is the target demo of the station. As many morning shows get older, their natural point

of reference stays the same. A morning guy who's now in his 40s still views the 1970s as important. If the station's demo has not changed, that presents a potential problem. Surrounding the show with relevance — someone who is the demo — will help keep it on target.

**R&R:** If the chemistry of the team is right, what other recommendations do you make for creating points of differentiation?

**SR:** Successful morning shows get that it's not only having grounded, well-defined personalities on the show, but that they are judged each day on the ideas they execute. Their "largeness" is not necessarily due to their talking about today's hot reality show, *Joe Millionaire* — everyone's doing that — but the unique ideas they develop around it to make the audience laugh.

It's not about talking about the very relatable issue for women of guys snoring in bed; it's about coaxing female listeners to tape their man snoring and send it to the station to air in a contest for a new bed — as done by Jeff & Jer recently.

Uniquely defined, authentic talent do not drive fun and entertaining images; uniquely defined, authentic talent execute fun ideas. I've always believed that the only sustainable advantage you have over your competition is to out-innovate them. On this day, when everyone's talking on their morning show — usually about the right stuff — your ideas set you apart, because they are yours.

With all due respect to things like "Battle of the Sexes," developing as many of these points of differentiation as you can puts your morning show in the best possible position to cut through the clutter of listeners' lives.

**R&R:** So it's more than being on top of what people are talking about or creating water-cooler buzz about your show.

**SR:** Sure, they have to know what people are talking about, but that's the easy part. Hey, everyone knows you've gotta talk about the big reality show or all those fun commercials seen on the Super Bowl the morning after the game. The hard

part is developing innovative and fun ideas that prove to the audience that you get their lives — things that tickle listeners so they feel as though they'll miss something if they tune out. These shows keep their focus on whatever interests listeners instead of talking about themselves.

**R&R:** More listener focus and less aimless blabber, is that what I'm hearing?

**SR:** Winning shows understand balance. They know it can't just be chat and phone topics or chat plus some interviews. In this day of short attention spans and the fact that we have a minute amount of time to create an impression, they understand that they must do everything possible to communicate fun to the listeners. It's this that makes them larger than life and defines the show's entertainment quotient.

The biggest mistake many talents make is to think their audience cares about everything they say. How entertaining would Letterman or Jay Leno be if they just came on each night to chat and give you their opinions?

**R&R:** One of the most difficult things, especially for a contemporary morning show, is to change with the times. How do you advise your clients to handle that?

**SR:** They can't be the same show they were yesterday. A Harvard marketing specialist recently said this: "The fundamental reason someone becomes loyal to something, beyond mindless habit, is because the brand contains meanings that resonate in a person's life."

Meanings do have a shelf life. They come out of culture, and as time goes on they get stale, because culture evolves. Over time, successful morning shows shift their meaning so it's in synch with the audience. Culture shifts; they must too.

**R&R:** But being on the air is only half the game. Successful morning shows are the most prepared, even though they may not sound it. How important is what they do off the air?

**SR:** Maintaining your work ethic is vital. Ask any successful morning team, and they'll say that doing the show is the easy part of the day. After the show they're always in search of the fresh perspective and new idea.

I read one article that said that for every taped street piece that makes it on Letterman, 10 don't — and he's been on the air for more than 20 years.

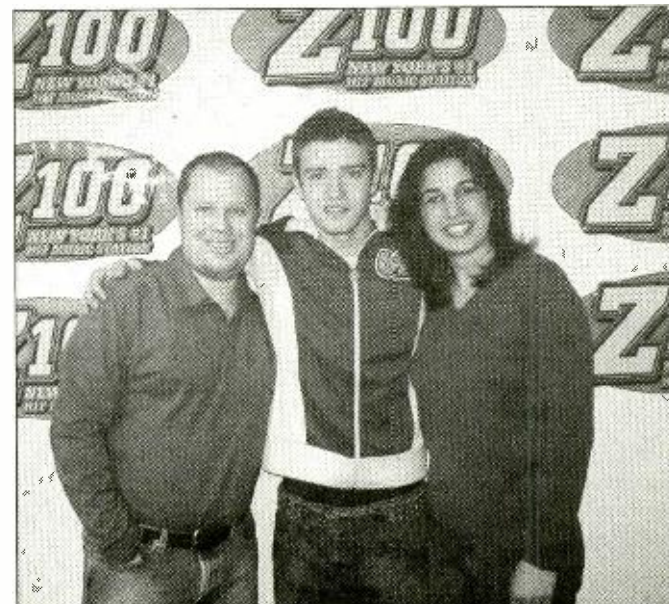
**"In the final analysis, the morning show really has only one of two jobs in each break: Create a new listener, or keep those who are tuned in listening longer."**

**R&R:** In these times of job insecurity and uncertainty, should morning shows play it safe?

**SR:** Winning morning shows don't have a fear of failure. They're not always safe. Shows that grow are always trying new things — not only talking about what's on that day's hot list, but taking the gamble to try new ideas. Often tenured morning shows get full credit for being entertaining even when things don't go as planned, because at least they tried something.

Morning shows must work hard to put new, fresh ideas on, because we're in the entertainment business. For morning shows that rest on their

Continued on Page 30



**JUSTIN JIVES WITH Z-100** Jive recording artist Justin Timberlake dropped by WHTZ (Z-100)/New York. He hung out with the staff and took calls from listeners. Seen here (l-r) are Z-100's Paul "Cubby" Bryant, Timberlake and Z-100's Sharon Dastur.



CalloUT AMERICA® song selection is based on the top 25 titles from the R&R CHR/Pop chart for the airplay week of January 13-19.

**HP** = Hit Potential ®

**CHR/POP**

TOTAL AVERAGE  
 FAVORABILITY ESTIMATE (1-5)

TOTAL % FAMILIARITY

TOTAL % BURN

DEMOGRAPHICS

WOMEN 12-17 WOMEN 18-24 WOMEN 25-34

REGIONS

EAST SOUTH WEST WEST

ARTIST TITLE LABEL(S)	TW	LW	2W	3W	TOTAL % FAMILIARITY	TOTAL % BURN	WOMEN 12-17	WOMEN 18-24	WOMEN 25-34	EAST	SOUTH	WEST	WEST
<b>JA RULE</b> f/ <b>ASHANTI</b> <i>Mesmerize (Murder Inc./IDJMG)</i>	4.07	3.99	3.86	-	94.3	23.1	4.22	4.06	3.93	4.15	4.09	3.91	4.15
<b>AALIYAH</b> <i>Miss You (BlackGround/Universal)</i>	4.02	4.02	4.03	3.98	89.1	14.6	4.12	4.01	3.94	4.11	4.04	3.88	4.07
<b>EMINEM</b> <i>Lose Yourself (Shady/Interscope)</i>	3.99	4.09	4.01	3.77	89.7	41.1	4.15	4.02	3.79	3.97	4.01	3.84	4.02
<b>JENNIFER LOPEZ</b> f/ <b>LL COOL J</b> <i>All I Have (Epic)</i>	3.98	3.84	3.86	3.98	93.7	17.1	4.13	3.93	3.89	4.15	4.04	3.68	4.06
<b>NIVEA</b> <i>Don't Mess With My Man (Jive)</i>	3.97	3.96	3.87	3.79	95.4	28.0	4.16	3.96	3.78	4.00	4.02	3.93	3.91
<b>EMINEM</b> <i>Superman (Shady/Interscope)</i>	3.95	-	-	-	74.3	15.4	4.02	4.05	3.75	3.86	4.11	3.67	4.14
<b>PINK</b> <i>Family Portrait (Arista)</i>	3.89	3.78	3.66	3.62	66.3	18.9	4.01	3.86	3.80	3.93	3.90	3.79	3.96
<b>B2K</b> and <b>P. DIDDY</b> <i>Bump, Bump, Bump (Epic)</i>	3.89	3.96	4.02	3.91	95.7	26.6	4.10	3.84	3.73	3.82	3.92	3.86	3.96
<b>2PAC</b> <i>Thugz Mansion (Amaru/The Row/Interscope)</i>	3.89	3.84	-	-	83.1	18.3	4.03	3.88	3.77	3.86	4.18	3.64	3.92
<b>NO DOUBT</b> <i>Underneath It All (Interscope)</i>	3.88	3.74	3.64	3.62	93.4	25.7	3.76	3.87	4.01	3.67	3.97	3.87	4.01
<b>JENNIFER LOPEZ</b> <i>Jenny From The Block (Epic)</i>	3.87	3.82	3.71	3.60	98.3	35.7	4.19	3.67	3.74	3.87	3.99	3.80	3.81
<b>CHRISTINA AGUILERA</b> <i>Beautiful (RCA)</i>	3.85	3.72	3.64	3.53	91.4	21.7	3.76	3.80	4.01	3.85	3.78	3.83	3.95
<b>JAY-Z</b> <i>'03 Bonnie and Clyde (Roc-A-Fella/IDJMG)</i>	3.81	3.79	3.80	3.73	98.0	32.3	4.11	3.77	3.55	3.82	3.87	3.65	3.92
<b>NELLY</b> <i>Air Force Ones (Fo' Reel/Universal)</i>	3.81	3.85	3.90	3.71	94.9	31.1	4.14	3.68	3.60	3.75	4.08	3.64	3.77
<b>MISSY ELLIOTT</b> <i>Work It (Gold Mind/Elektra/EEG)</i>	3.81	3.79	3.68	3.63	98.3	41.4	4.10	3.75	3.56	3.70	3.83	3.85	3.86
<b>JUSTIN TIMBERLAKE</b> <i>Cry Me A River (Jive)</i>	3.80	3.79	3.66	3.48	91.7	24.3	4.13	3.73	3.54	3.92	3.89	3.81	3.59
<b>3 DOORS DOWN</b> <i>When I'm Gone (Republic/Universal)</i>	3.76	3.77	-	-	78.3	17.7	3.65	3.90	3.72	3.76	3.94	3.49	3.88
<b>AVRIL LAVIGNE</b> <i>I'm With You (Arista)</i>	3.69	3.60	3.42	3.49	80.3	20.0	3.71	3.57	3.79	3.84	3.75	3.68	3.48
<b>CAM'RON</b> <i>Hey Ma (Roc-A-Fella/IDJMG)</i>	3.66	3.67	3.64	3.63	98.0	39.1	3.96	3.62	3.41	3.76	3.74	3.47	3.70
<b>SANTANA</b> f/ <b>MICHELLE BRANCH</b> <i>The Game of Love (Arista)</i>	3.65	3.56	3.31	3.33	88.9	23.1	3.49	3.65	3.80	3.50	3.70	3.77	3.64
<b>DIXIE CHICKS</b> <i>Landslide (Monument/Columbia)</i>	3.63	3.58	3.51	3.46	79.4	21.1	3.48	3.53	3.86	3.57	3.63	3.78	3.53
<b>KID ROCK</b> f/ <b>SHERYL CROW</b> <i>Picture (Atlantic)</i>	3.51	3.50	3.39	3.61	67.1	15.4	3.36	3.44	3.70	3.57	3.57	3.66	3.22
<b>JOHN MAYER</b> <i>Your Body Is A Wonderland (Aware/Columbia)</i>	3.37	3.32	3.33	3.42	70.6	24.0	3.32	3.31	3.48	3.35	3.54	3.51	3.05
<b>LASGD</b> <i>Something (Robbins)</i>	3.37	3.11	3.02	3.26	69.4	20.3	3.32	3.42	3.35	3.29	3.68	3.47	3.08
<b>GOOD CHARLOTTE</b> <i>Lifestyles Of The Rich And Famous (Epic)</i>	3.36	3.29	3.30	3.34	77.4	24.0	3.71	3.26	3.10	3.33	3.25	3.31	3.53
<b>T.A.T.U.</b> <i>All The Things She Said (Interscope)</i>	3.31	3.25	-	-	62.3	18.6	3.47	3.30	3.16	3.14	3.26	3.52	3.28
<b>PUDDLE OF MUDD</b> <i>She Hates Me (Flawless/Geffen/Interscope)</i>	3.29	3.24	3.26	3.17	73.7	30.0	3.38	3.22	3.29	3.11	3.23	3.22	3.60
<b>VANESSA CARLTON</b> <i>Pretty Baby (A&amp;M/Interscope)</i>	3.28	3.14	3.12	-	63.4	17.7	3.13	3.36	3.35	3.24	3.63	3.29	3.02
<b>JC CHASEZ</b> <i>Blowin Me Up... (Jive)</i>	3.13	3.14	-	-	63.1	19.4	3.20	3.13	3.06	2.87	3.30	3.20	3.10

**CalloUT AMERICA®**  
**HOT SCORES**

By ANTHONY ACAMPORA

**J**a Rule ascends to the top of Callout America this week with "Mesmerize" (Murder Inc./IDJMG), featuring Ashanti. The song ranks first with teens and women 18-24 while coming in fourth 25-34.

Research on Aaliyah's "Miss You" (BlackGround/Universal) continues to be solid as the song ranks second overall. "Miss" scores in all demos, ranking eighth with teens, fourth with women 18-24 and third with women 25-34.

This week's big debut comes from Eminem, whose "Superman" (Shady/Interscope) enters the survey at No. 6 overall with a 3.95 total favorability score. The song's best demo is women 18-24, where it comes in second overall with a 4.05.

B2K and P. Diddy continue to post strong scores with "Bump, Bump, Bump" (Epic). "Bump" ranks 10th with teens and 12th with women 25-34.

Of our hit potential tracks, two songs post significant demo results: 3 Doors Down rank seventh with women 18-24 and No. 14 25-34 with "When I'm Gone" (Republic/Universal). In a period where hip-hop, R&B and female pop are testing best, this rock crossover hit is testing well with CHR/Pop's core demos.

"Landslide" by The Dixie Chicks (Monument/Columbia) has persistently tested with women 25-34, and this week is no different as the song ranks sixth in the demo.

If you haven't tried it out already, Callout America can now be viewed on the web at [www.bullsey.com](http://www.bullsey.com). This is a great opportunity to sort and review the data, thanks to R&R's partnership with Bullseye Marketing Research. This week's password is *bartels*.

Total sample size is 350 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 total percentage of respondents who recognized the song. Total burn represents the percentage of respondents who said they were tired of hearing the song. Songs must reach 40% familiarity before they appear in print. Hit Potential (HP) tracks represent songs that have yet to chart top 25 on R&R's CHR/Pop chart. Sample composition is based on females aged 12-34, who respond favorably to a CHR/Pop musical montage in the following regions and markets: EAST: Boston, Buffalo, Hartford, Nassau-Suffolk, New York, Philadelphia, Pittsburgh, Providence, Rochester, Washington, DC. SOUTH: Atlanta, Austin, Charlotte, Dallas, Houston, Miami, Nashville, San Antonio, Tampa. MIDWEST: Chicago, Cincinnati, Cleveland, Columbus, Detroit, Indianapolis, Kansas City, Milwaukee, Minneapolis, St. Louis. WEST: Denver, Fresno, Las Vegas, Los Angeles, Phoenix, Portland, Sacramento, Salt Lake City, San Diego, Seattle.



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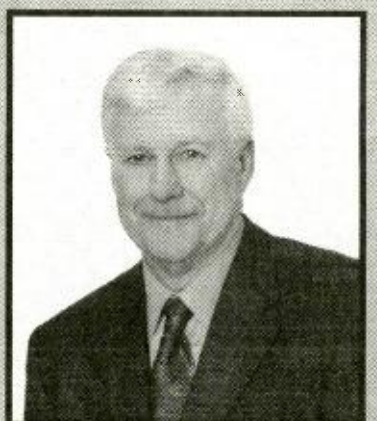
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 February 28**



# R&R CHR/POP TOP 50

February 7, 2003

Powered By



LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
2	1	AVRIL LAVIGNE I'm With You (Arista)	8752	-148	1032627	9	130/0
1	2	CHRISTINA AGUILERA Beautiful (RCA)	8752	-236	1015820	11	127/0
3	3	JUSTIN TIMBERLAKE Cry Me A River (Jive)	7664	+181	878465	8	129/0
5	4	JENNIFER LOPEZ F/LL COOL J All I Have (Epic)	6606	+960	770940	6	126/1
4	5	NIVEA Don't Mess With My Man (Jive)	6337	-311	701415	14	124/0
11	6	B2K AND P. DIDDY Bump, Bump, Bump (Epic)	5918	+751	696395	7	123/1
6	7	JAY-Z F/BEYONCE '03 Bonnie & Clyde (Roc-A-Fella/IDJMG)	5693	+155	685597	10	119/1
7	8	GOOD CHARLOTTE Lifestyles Of The Rich And... (Epic)	5609	+85	664936	11	128/0
12	9	KID ROCK W/SHERYL CROW Picture (Lava/Atlantic)	5485	+312	466120	13	112/2
10	10	PINK Family Portrait (Arista)	4819	-614	562919	18	128/0
9	11	PUDDLE OF MUDD She Hates Me (Flawless/Geffen/Interscope)	4794	-714	481184	14	125/0
15	12	T.A.T.U. All The Things She Said (Interscope)	4786	+370	511009	8	128/0
13	13	NELLY Air Force Ones (Fo' Reel/Universal)	4379	-683	378653	11	113/0
18	14	JA RULE F/ASHANTI Mesmerize (Murder Inc./IDJMG)	4378	+1086	573694	5	116/7
8	15	EMINEM Lose Yourself (Shady/Interscope)	4297	-1209	412719	18	125/0
17	16	JC CHASEZ Blowin' Me Up (With Her Love) (Jive)	3654	+262	427543	5	118/4
14	17	JENNIFER LOPEZ Jenny From The Block (Epic)	3494	-920	351768	16	127/0
16	18	JOHN MAYER Your Body Is A Wonderland (Aware/Columbia)	3482	-250	356161	17	101/0
25	19	EMINEM Superman (Shady/Aftermath/Interscope)	3443	+903	356700	4	113/4
24	20	DIXIE CHICKS Landslide (Monument/Columbia)	3336	+606	366114	7	100/8
21	21	VANESSA CARLTON Pretty Baby (A&M/Interscope)	2873	+75	272075	6	116/1
27	22	3 DOORS DOWN When I'm Gone (Republic/Universal)	2672	+577	209323	7	89/8
23	23	LASGO Something (Robbins)	2672	-93	315433	9	81/0
26	24	SIMPLE PLAN I'd Do Anything (Lava/Atlantic)	2633	+387	342593	7	106/2
19	25	MISSY ELLIOTT Work It (Gold Mind/Elektra/EEG)	2559	-752	236778	18	113/0
22	26	SANTANA F/MICHELLE BRANCH The Game Of Love (Arista)	2515	-274	233573	17	115/0
29	27	DFDUB Country Girl (Columbia)	2129	+486	186445	3	101/8
33	28	AMANDA PEREZ Angel (Powerhowse/Virgin)	1912	+546	195868	2	96/14
28	29	CAM'RON Hey Ma (Roc-A-Fella/IDJMG)	1768	-208	156076	20	105/0
31	30	CRAIG DAVID Hidden Agenda (Wildstar/Atlantic)	1723	+269	190606	3	99/4
39	31	MISSY ELLIOTT Gossip Folks (Gold Mind/Elektra/EEG)	1711	+567	193739	2	85/13
35	32	BOWLING FOR SOUP Girl All The Bad Guys Want (Silvertone/Jive)	1655	+337	199608	3	95/11
36	33	SMILEZ AND SOUTHSTAR Tell Me (ARTISTdirect)	1575	+318	166316	5	67/3
44	34	BOOMKAT The Wreckoning (DreamWorks)	1501	+497	134419	2	96/15
40	35	VONRAY Inside Out (Elektra/EEG)	1379	+226	101758	6	75/2
37	36	MARIO C'mon (J)	1377	+134	125491	5	82/0
42	37	TELEPOPMUSIK Breathe (Capitol)	1272	+211	161627	3	73/1
30	38	KELLY ROWLAND Stole (Columbia)	1259	-296	131416	19	111/0
32	39	MATCHBOX TWENTY Disease (Atlantic)	1243	-194	95708	16	65/0
Debut	40	CELINE DION I Drove All Night (Epic)	1237	+649	132633	1	90/10
46	41	AALIYAH Miss You (BlackGround/Universal)	1183	+216	147067	3	66/6
Debut	42	NO DOUBT Running (Interscope)	1182	+428	125179	1	91/12
43	43	BON JOVI Misunderstood (Island/IDJMG)	1180	+155	132305	2	78/4
45	44	NORAH JONES Don't Know Why (Blue Note/Virgin)	899	-103	102564	13	42/0
48	45	STEREO FUSE Everything (EQ/Wind-up)	883	-62	61548	8	36/0
-	46	CHRISTINA AGUILERA Dirty (RCA)	881	-25	102155	20	82/0
50	47	STONE SOUR Bother (Roadrunner/IDJMG)	881	-42	61635	4	52/0
38	48	DANIEL BEDINGFIELD James Dean (I Wanna Know) (Island/IDJMG)	792	-397	60984	5	64/0
-	49	CLIPSE When The Last Time... (Star Trak/Arista)	729	-148	79629	4	40/0
47	50	LIFEHOUSE Spin (DreamWorks)	717	-230	106484	18	68/0

130 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 1/26-2/1. 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 (© 2003, The Arbitron Company). © 2003, R&R, Inc.

## Most Added®

www.rradds.com

ARTIST TITLE LABEL(S)	ADDS
STACIE ORRICO Stuck (Forefront/Virgin)	50
50 CENT In Da Club (Shady/Aftermath/Interscope)	30
MATCHBOX TWENTY Unwell (Melisma/Atlantic)	26
BLU CANTRELL Breathe (Arista)	18
O-TOWN I Showed Her (J)	17
BOOMKAT The Wreckoning (DreamWorks)	15
AMANDA PEREZ Angel (Powerhowse/Virgin)	14
MISSY ELLIOTT Gossip Folks (Gold Mind/Elektra/EEG)	13
NO DOUBT Running (Interscope)	12
KILLER MIKE A.D.I.D.A.S. (Aquemini/Columbia)	12
LISA MARIE PRESLEY Lights Out (Capitol)	12

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
JA RULE F/ASHANTI Mesmerize (Murder Inc./IDJMG)	+1086
JENNIFER LOPEZ F/LL COOL J All I Have (Epic)	+960
EMINEM Superman (Shady/Aftermath/Interscope)	+903
B2K AND P. DIDDY Bump, Bump, Bump (Epic)	+751
CELINE DION I Drove All Night (Epic)	+649
DIXIE CHICKS Landslide (Monument)	+606
3 DOORS DOWN When I'm Gone (Republic/Universal)	+577
MISSY ELLIOTT Gossip Folks (Gold Mind/Elektra/EEG)	+567
AMANDA PEREZ Angel (Powerhowse/Virgin)	+546
50 CENT In Da Club (Shady/Aftermath/Interscope)	+506

## Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
NO DOUBT F/LADY SAW Underneath It All (Interscope)	2909
DANIEL BEDINGFIELD Gotta Get Thru This (Island/IDJMG)	1918
NELLY F/KELLY ROWLAND Dilemma (Fo' Reel/Universal)	1626
CREED One Last Breath (Wind-up)	1554
JUSTIN TIMBERLAKE Like I Love You (Jive)	1510
AVRIL LAVIGNE Complicated (Arista)	1374
AVRIL LAVIGNE Sk8er Boi (Arista)	1311
LINKIN PARK In The End (Warner Bros.)	1279
ANGIE MARTINEZ If I Could Go (EastWest/EEG)	1217
NELLY Hot In Herre (Fo' Reel/Universal)	1209
DJ SAMMY & YANOU Heaven (Robbins)	1154
NICKELBACK How You Remind Me (Roadrunner/IDJMG)	1045
PINK Just Like A Pill (Arista)	1029
C. KROEGER F/J. SCOTT Hero (Roadrunner/Columbia/IDJMG)	1020
MICHELLE BRANCH All You Wanted (Maverick/WB)	899
FAT JOE F/ASHANTI What's Luv? (Terror Squad/Atlantic)	881
JIMMY EAT WORLD The Middle (DreamWorks)	876
EVE F/ALICIA KEYS Gangsta Lovin' (Ruff Ryders/Interscope)	858
CALLING Wherever You Will Go (RCA)	837
VANESSA CARLTON A Thousand Miles (A&M/Interscope)	833
PUDDLE OF MUDD Blurry (Flawless/Geffen/Interscope)	812
P. DIDDY F/GINUWINE I Need A Girl (Part II) (Bad Boy/Arista)	806
MARY J. BLIGE Family Affair (MCA)	798
OUR LADY PEACE Somewhere Out There (Columbia)	756
ASHANTI Foolish (Murder Inc./IDJMG)	721

R&R Station Playlists have moved to the web.  
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## June 19-21



## 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
2	1	AVRIL LAVIGNE I'm With You (Arista)	3158	+52	89648	9	52/0
1	2	CHRISTINA AGUILERA Beautiful (RCA)	3151	+20	89007	10	53/0
3	3	JUSTIN TIMBERLAKE Cry Me A River (Jive)	2920	+138	80458	7	52/0
4	4	KID ROCK W/SHERYL CROW Picture (Lava/Atlantic)	2817	+189	78486	13	52/0
5	5	GOOD CHARLOTTE Lifestyles Of The Rich And... (Epic)	2430	+44	65364	10	50/1
6	6	NIVEA Don't Mess With My Man (Jive)	2253	+3	65533	11	47/0
11	7	JENNIFER LOPEZ F/LL COOL J All I Have (Epic)	2145	+422	63677	4	51/3
9	8	T.A.T.U. All The Things She Said (Interscope)	2053	+205	58321	11	51/0
8	9	PUDDLE OF MUDD She Hates Me (Flawless/Geffen/Interscope)	1874	-243	49566	14	46/0
7	10	PINK Family Portrait (Arista)	1841	-396	54864	17	46/0
10	11	JOHN MAYER Your Body Is A Wonderland (Aware/Columbia)	1680	-69	51513	17	45/0
15	12	VANESSA CARLTON Pretty Baby (A&M/Interscope)	1623	+21	44041	6	52/1
16	13	JAY-Z F/BEYONCE '03 Bonnie & Clyde (Roc-A-Fella/IDJMG)	1621	+106	45526	8	47/1
19	14	3 DOORS DOWN When I'm Gone (Republic/Universal)	1549	+145	42120	8	46/3
20	15	B2K AND P. DIDDY Bump, Bump, Bump (Epic)	1482	+233	37945	5	48/2
12	16	EMINEM Lose Yourself (Shady/Interscope)	1480	-224	39758	16	41/0
14	17	SANTANA F/MICHELLE BRANCH The Game Of Love (Arista)	1441	-172	44014	17	41/0
13	18	JENNIFER LOPEZ Jenny From The Block (Epic)	1341	-361	35294	14	37/0
21	19	JC CHASEZ Blowin' Me Up (With Her Love) (Jive)	1307	+59	32749	4	42/0
17	20	NELLY Air Force Ones (Fo' Reel/Universal)	1277	-205	34379	10	39/0
22	21	LASGO Something (Robbins)	1220	+42	35323	6	40/0
25	22	JA RULE F/ASHANTI Mesmerize (Murder Inc./IDJMG)	1195	+288	34872	3	46/4
24	23	DIXIE CHICKS Landslide (Monument)	1120	+129	28694	6	41/1
28	24	EMINEM Superman (Shady/Aftermath/Interscope)	1032	+194	26549	2	48/1
27	25	SIMPLE PLAN I'd Do Anything (Lava/Atlantic)	988	+109	27463	5	35/2
23	26	MISSY "MISDEMEANOR" ELLIOTT Work It (Gold Mind/Elektra/EEG)	859	-248	24573	13	32/0
29	27	CRAIG DAVID Hidden Agenda (Wildstar/Atlantic)	855	+105	25392	3	41/1
26	28	MATCHBOX TWENTY Disease (Atlantic)	835	-64	25901	15	25/1
36	29	NO DOUBT Running (Interscope)	773	+261	21878	3	47/2
34	30	BOOMKAT The Wreckoning (DreamWorks)	763	+222	19615	2	44/2
37	31	BOWLING FOR SOUP Girl All The Bad Guys Want (Silvertone/Jive)	602	+96	15218	2	32/1
32	32	BON JOVI Misunderstood (Island/IDJMG)	565	-12	17823	3	32/1
30	33	KELLY ROWLAND Stole (Columbia)	555	-114	14490	18	20/0
33	34	STONE SOUR Bother (Roadrunner/IDJMG)	514	-35	14121	4	24/0
46	35	DFDUB Country Girl (Columbia)	490	+233	12735	2	32/7
41	36	VONRAY Inside Out (Elektra/EEG)	437	+11	11791	4	27/2
45	37	AMANDA PEREZ Angel (Powerhouse/Virgin)	434	+148	10303	2	30/8
Debut	38	CELINE DION I Drove All Night (Epic)	411	+192	10548	1	25/3
40	39	STEREO FUSE Everything (EQ/Wind-up)	391	-41	9750	12	17/0
Debut	40	MISSY "MISDEMEANOR" ELLIOTT Gossip Folks (Gold Mind/Elektra/EEG)	363	+231	8782	1	24/6
38	41	CAM'RON Hey Ma (Roc-A-Fella/IDJMG)	353	-110	10221	18	15/0
50	42	LUCY WOODWARD Dumb Girls (Atlantic)	347	+107	9600	2	31/7
35	43	DANIEL BEDINGFIELD James Dean (I Wanna Know) (Island/IDJMG)	345	-173	8914	4	15/0
31	44	KYLIE MINOGUE Come Into My World (Capitol)	332	-259	9551	11	12/0
Debut	45	MARIO C'mon (J)	317	+85	6938	1	17/2
47	46	NORAH JONES Don't Know Why (Blue Note/Virgin)	282	+25	5298	9	12/0
49	47	SMILEZ AND SOUTHSTAR Tell Me (ARTISTdirect)	275	+30	7250	2	18/1
44	48	MADONNA Die Another Day (Maverick/WB)	269	-43	7131	15	10/0
43	49	CREED Don't Stop Dancing (Wind-up)	256	-71	6054	8	11/0
39	50	LIFEHOUSE Spin (DreamWorks)	246	-207	4989	19	12/0

53 CHR/Pop Indicator reports. Songs ranked by total plays for the airplay week of Sunday 1/26-Saturday 2/1.  
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## Most Added®

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ARTIST TITLE LABEL(S)	ADDS
MATCHBOX TWENTY Unwell (Melisma/Atlantic)	23
BLU CANTRELL Breathe (Arista)	11
50 CENT In Da Club (Shady/Aftermath/Interscope)	9
AMANDA PEREZ Angel (Powerhouse/Virgin)	8
DFDUB Country Girl (Columbia)	7
LUCY WOODWARD Dumb Girls (Atlantic)	7
MISSY ELLIOTT Gossip Folks (Gold Mind/Elektra/EEG)	6
COUNTING CROWS Big Yellow Taxi (Geffen/Interscope)	5
JA RULE F/ASHANTI Mesmerize (Murder Inc./IDJMG)	4
TELEPOPMUSIK Breathe (Capitol)	4
AALIYAH Miss You (BlackGround/Universal)	4
O-TOWN I Showed Her (J)	4
STACIE ORRICO Stuck (Forefront/Virgin)	4
DANIEL BEDINGFIELD If You're Not The One (Island/IDJMG)	4
JENNIFER LOPEZ F/LL COOL J All I Have (Epic)	3
3 DOORS DOWN When I'm Gone (Republic/Universal)	3
CELINE DION I Drove All Night (Epic)	3
STACIA Angel (Raystone)	3
B2K AND P. DIDDY Bump, Bump, Bump (Epic)	2
NO DOUBT Running (Interscope)	2

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
JENNIFER LOPEZ F/LL COOL J All I Have (Epic)	+422
JA RULE F/ASHANTI Mesmerize (Murder Inc./IDJMG)	+288
NO DOUBT Running (Interscope)	+261
B2K AND P. DIDDY Bump, Bump, Bump (Epic)	+233
DFDUB Country Girl (Columbia)	+233
MISSY ELLIOTT Gossip Folks (Gold Mind/Elektra/EEG)	+231
BOOMKAT The Wreckoning (DreamWorks)	+222
T.A.T.U. All The Things She Said (Interscope)	+205
EMINEM Superman (Shady/Aftermath/Interscope)	+194
CELINE DION I Drove All Night (Epic)	+192
KID ROCK W/SHERYL CROW Picture (Lava/Atlantic)	+189
AMANDA PEREZ Angel (Powerhouse/Virgin)	+148
3 DOORS DOWN When I'm Gone (Republic/Universal)	+145
JUSTIN TIMBERLAKE Cry Me A River (Jive)	+138
DIXIE CHICKS Landslide (Monument/Columbia)	+129
SIMPLE PLAN I'd Do Anything (Lava/Atlantic)	+109
LUCY WOODWARD Dumb Girls (Atlantic)	+107
JAY-Z F/BEYONCE '03 Bonnie & Clyde (Roc-A-Fella/IDJMG)	+106
CRAIG DAVID Hidden Agenda (Wildstar/Atlantic)	+105
MATCHBOX TWENTY Unwell (Melisma/Atlantic)	+103
BOWLING FOR SOUP Girl All The Bad Guys Want (Silvertone/Jive)	+96
MARIO C'mon (J)	+85
O-TOWN I Showed Her (J)	+75
JC CHASEZ Blowin' Me Up (With Her Love) (Jive)	+59
AVRIL LAVIGNE I'm With You (Arista)	+52
VI-3 Eyes Closed So Tight (MCA)	+50
GOOD CHARLOTTE Lifestyles Of The Rich And... (Epic)	+44
TELEPOPMUSIK Breathe (Capitol)	+44
LASGO Something (Robbins)	+42
AALIYAH Miss You (BlackGround/Universal)	+40

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**ON THE RECORD**

**Shane Blue**  
MD, WRZE (96-3, The Rose)/  
Cape Cod, MA



When I became a music director for the first time a couple years ago, I was taught that balance is key. You need the right balance of your core pop artists, your alternative-leaning records and your rhythmic tracks to successfully schedule your music. But it seems we're in an interesting and kind of difficult place for CHR radio right now.

• At The Rose we try to protect our at-work listenership from the heavy, loud alternative songs and the edgier

rap sounds, but, looking at the charts, Eminem, Nelly and Jay-Z are huge hits on the one extreme, and Good Charlotte, Simple Plan and Bowling For Soup are smoking up the other extreme. Where does that leave the middle ground that mostly defines Pop radio? Where does it go from here? My Magic Eight Ball is busted, so

we'll have to wait for the answer. • Meanwhile, top phoners at The Rose right now include Kid Rock & Sheryl Crow's "Picture," Jennifer Lopez & LL Cool J's "All I Have," Good Charlotte's "Lifestyles of the Rich & Famous" and Ja Rule f/Ashanti's "Mesmerize." Meanwhile, Missy Elliott's "Gossip Folks," Boomkat's "The Wreckoning," Amanda Perez's "Angel" and Telepopmusik's "Breathe" all look set to explode for us. • Pop is whatever is POPular, so the public will continue to steer the big vessel that is CHR radio, and we'll make sure the ship has plenty of fuel. (Come on, we're on Cape Cod! You had to expect a boat reference somewhere!)

In a rare occurrence, two songs tie for the top spot in plays on R&R's CHR/Pop chart. **Avril Lavigne's** "I'm With You" (Arista) and **Christina Aguilera's** "Beautiful" (RCA) each have 8,752 plays. Lavigne wins, since she has a smaller play decrease against the previous week. This makes three No. 1 hits off her debut album ... The battle for the next No. 1 is tight. **Justin Timberlake**

holds at No. 3 but is rising in plays with "Cry Me a River" (Jive), while **Tommy Nappi** and the staff at Epic have two songs rising fast: **Jennifer Lopez** moves 5-4\* with "All I Have," featuring **LL Cool J**, while **B2K** and **P. Diddy** vault 11-6\* with "Bump, Bump, Bump" ... **Ja Rule** and **Ashanti** shoot to the top of Callout America this week with "Mesmerize" (Murder Inc./IDJMG) and move 18-14\* on the chart ... A sizable move for **3 Doors Down** as "When I'm Gone" (Republic/Universal) goes 27-22\*. The song also ranks No. 7 in Callout America's 18-24 female demo ... **Amanda Perez** moves 33-28\* with "Angel" (Powerhouse/Virgin) ... A 10-point jump for newcomers **Boomkat** as "The Wreckoning" (DreamWorks) moves 44-34\* ... **Celine Dion** makes an impressive debut at 40\* with "I Drove All Night" (Epic), while **No Doubt** enter at 42\* with "Running" (Interscope) ... Big add weeks for **Stacie Orrico's** "Stuck" (Virgin) and **50 Cent's** "In da Club" (Shady/Aftermath/Interscope).



— **Anthony Acampora, Director/Charts**

**ON THE RISE**

ARTIST: **Stacie Orrico**

LABEL: **ForeFront/Virgin**

By **MIKE TRIAS** / ASSISTANT EDITOR



**Stacie Orrico** was discovered when she won a vocal contest at a Christian-music seminar in Estes Park, CO at the age of 12. In the audience was a representative from leading Christian label ForeFront Records, which offered her a development deal. Taking a leap of faith, the Orrico family moved from Denver to Nashville to pursue Stacie's recording career. Her 2000 debut CD, *Genuine*, instantly made Orrico one of the brightest stars in the Christian world. Now the 16-year-old is ready to introduce herself to mainstream Pop.

During last week's visit to Club R&R a poised and extremely mature Orrico greeted R&R staffers. After the introductions she began her performance with "Stuck," the first single for CHR/Pop. It was immediately clear why the Christian community has embraced her. Orrico's vocal control — pitch, tone and dynamics — is impressive for a singer of any age. Her style also displays a prominent R&B influence.

Unlike many of her songs, "Stuck" has a secular theme. It was produced by Dallas Austin and Matt Serletic and written by Orrico and Kevin Kadish. According to Orrico, "Stuck" was actually Kadish's first foray into R&B (he has written mainly rock songs). Since the two happened to have a love of jazz in common, they wrote a jazzy melody and infused it with rock and R&B influences.

She then played "I Promise," an endearing ballad written by Diane Warren. Said Orrico as she introduced the song, "I just feel like we're living in a time where our promises and commitments — whether it's in a relationship or at work or whatever — they don't mean as much anymore. It's kinda like there's always something to get

us out of our promises. Part of the reason I liked 'I Promise' so much is because not only did I think it was really pretty musically, but it also talks about being able to make a promise and keep it."

Orrico hasn't abandoned Christian music however. In fact, she has two songs debuting in Christian markets right now: "Strong Enough" is hitting Christian AC, and "Security," her encore at Club R&R, is arriving at Christian CHR. All four songs will be available March 25 on her self-titled release.

If you're wondering what role Orrico's faith will play as she becomes a mainstream artist, here's what she has to say: "My music has always been based on two major things. The first is definitely my faith and the things that I believe in. The second is the music and that I'm putting out good-quality music. If you're putting out cruddy music, nobody's going to care what you have to say. The first thing, when I'm making music, is that its style and production are something that's going to make people go, 'Wow, that's hot. It sounds really good.'

"Then, once I've earned their respect musically, I feel like I can go out and talk about the things I believe in. As an artist, I will always be incorporating my faith into what I do; I don't think that needs to change at all. If people won't accept the music and my faith together, it's really not worth it to me. My faith is what has brought me this far."

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## America's Best Testing CHR/Pop Songs 12+ For The Week Ending 2/7/03

Artist Title (Label)	TW	LW	Familiarity	Burn	TD	Familiarity	Burn
AVRIL LAVIGNE I'm With You (Arista)	4.13	4.16	97%	24%	4.20	97%	23%
3 DOORS DOWN When I'm Gone (Republic/Universal)	4.04		71%	10%	4.06	71%	8%
PUDDLE OF MUDD She Hates Me (Flawless/Geffen/Interscope)	4.00	3.95	94%	32%	4.05	94%	31%
SIMPLE PLAN I'd Do Anything (Lava)	3.94	3.95	65%	11%	3.88	61%	10%
GOOD CHARLOTTE Lifestyles Of The Rich And Famous (Epic)	3.92	4.01	89%	29%	3.92	88%	29%
EMINEM Lose Yourself (Shady/Interscope)	3.88	3.98	97%	50%	4.06	97%	46%
SANTANA F/MICHELLE BRANCH The Game Of Love (Arista)	3.88	3.88	96%	38%	3.90	95%	37%
CHRISTINA AGUILERA Beautiful (RCA)	3.79	3.89	96%	37%	3.86	96%	35%
JUSTIN TIMBERLAKE Cry Me A River (Jive)	3.72	3.75	92%	30%	3.85	93%	29%
KID ROCK F/SHERYL CROW Picture (Lava/Atlantic)	3.72	3.69	78%	22%	3.83	81%	21%
EMINEM Superman (Shady/Interscope/Interscope)	3.72		73%	16%	3.82	70%	14%
T. A. T. U. All The Things She Said (Interscope)	3.71	3.71	68%	14%	3.69	67%	15%
DIXIE CHICKS F/SHERYL CROW Landslide (Monument/Columbia)	3.66	3.67	86%	28%	3.78	87%	26%
KELLY ROWLAND Stole (Columbia)	3.66	3.79	82%	30%	3.70	81%	28%
JOHN MAYER Your Body Is A Wonderland (Aware/Columbia)	3.62	3.62	93%	36%	3.80	92%	32%
JC CHASEZ Blowin' Me Up (With Her Love) (Jive)	3.62	3.71	72%	17%	3.84	71%	13%
JA RULE F/ASHANTI Mesmerize (Murder Inc./IDJMG)	3.61	3.61	73%	19%	3.57	72%	22%
NIVEA Don't Mess With My Man (Jive)	3.59	3.73	80%	32%	3.64	79%	31%
PINK Family Portrait (Arista)	3.58	3.65	95%	44%	3.65	96%	46%
LASGO Something (Robbins)	3.58	3.52	49%	15%	3.58	47%	16%
JENNIFER LOPEZ F/LL COOL J All I Have (Epic)	3.55	3.63	85%	25%	3.56	84%	25%
NO DOUBT Underneath It All (Interscope)	3.54	3.58	98%	55%	3.63	98%	53%
VANESSA CARLTON Pretty Baby (A&M/Interscope)	3.51	3.56	69%	17%	3.57	67%	18%
JAY-Z F/BEYONCE '03 Bonnie & Clyde (Roc-A-Fella/IDJMG)	3.44	3.57	84%	33%	3.42	84%	36%
JUSTIN TIMBERLAKE Like I Love You (Jive)	3.42	3.50	91%	49%	3.65	91%	42%
B2K Bump, Bump, Bump (Epic)	3.39	3.50	84%	31%	3.37	82%	32%
NELLY Air Force Ones (Fo' Reel/Universal)	3.38	3.57	83%	33%	3.48	83%	31%
JENNIFER LOPEZ Jenny From The Block (Epic)	3.37	3.51	96%	54%	3.39	97%	55%
MISSY ELLIOTT Work It (Gold Mind/Elektra/EEG)	3.32	3.37	92%	52%	3.43	93%	51%
CAM'RON Hey Ma (Roc-A-Fella/IDJMG)	3.14	3.25	81%	46%	3.23	79%	44%

Total sample size is 773 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

**50 CENT** In Da Club (Shady/Aftermath/Interscope)  
Total Plays: 692, Total Stations: 52, Adds: 30

**LUCY WOODWARD** Dumb Girls (Atlantic)  
Total Plays: 642, Total Stations: 57, Adds: 11

**VI-3** Eyes Closed So Tight (MCA)  
Total Plays: 584, Total Stations: 48, Adds: 9

**ANGIE MARTINEZ F/KELIS** Take You Home (Elektra/EEG)  
Total Plays: 559, Total Stations: 28, Adds: 0

**FAITH HILL** Cry (Warner Bros.)  
Total Plays: 499, Total Stations: 26, Adds: 1

**COUNTING CROWS** Big Yellow Taxi (Geffen/Interscope)  
Total Plays: 410, Total Stations: 21, Adds: 5

**KILLER MIKE** A.D.I.D.A.S. (Aquemini/Columbia)  
Total Plays: 398, Total Stations: 22, Adds: 12

**O-TOWN** I Showed Her (J)  
Total Plays: 327, Total Stations: 62, Adds: 17

**GINUWINE** Hell Yeah (Epic)  
Total Plays: 315, Total Stations: 31, Adds: 9

**DANIEL BEDINGFIELD** If You're Not The One (Island/IDJMG)  
Total Plays: 297, Total Stations: 24, Adds: 9

Songs ranked by total plays

## Morning Shows. ...

Continued from Page 25

laurels, think about this: How would you react if you knew your competitors were planning topical, fun, great ideas and you weren't?

**R&R:** Talk about the one vital issue for the leader of a program.

**SR:** The leader needs to understand that doing a morning show is a strategic process. The leader of the show guides the team to a strategic vision so everyone associated with the program marches to the same drummer. A strategic process mandates that you can't wing it — celeb-

rity birthdays, this date in history, horoscopes, ho-hum. Developing and challenging your team to come up with an entertaining idea that resonates with the audience — now, that's golden.

**R&R:** You see and work with morning shows in all market sizes and all formats. In the end, what does it really come down to?

**SR:** In the final analysis, the morning show really has only one of two jobs in each break: Create a new listener, or keep those who are tuned in listening longer. That's cume and TSL, the magic formula to make the ratings go up.

I was working with *Big Boy's Neighborhood* at Power 106 [KPWR], L.A.'s No. 1 station, a few weeks ago, and PD Jimmy Steal taught me the Japanese word *kaizen*. In English it means "If you're not growing at a rate faster than your competition, you're dead." It's not if you'll die, but when. So, get growing, even if you've been around a while.

Define who you are. Have wonderfully real and authentic reactions to whatever it is you're talking about so the audience can connect with you and live your life on the air. But also balance that with topical ideas, both large and small, that listeners can wrap their arms around, so when they talk about you, they'll have substantive reasons to do so.

I love morning radio, and so I believe in the potential for morning talent on stations with well-defined music images to make them win bigger.

Steve Reynolds coaches talent across America and in Europe on great radio stations like WSTR (Star 94)/Atlanta, KSON/San Diego, KSTP (KS95)/Minneapolis, KSTZ (Star 102.5)/Des Moines and KPWR (Power 106)/Los Angeles. Reach Reynolds and the Reynolds Group at 919-233-1600 or steve88@prodigy.net.



**ALL IS WELL AT Y-100** Melisma/Atlantic recording artists Matchbox Twenty's Rob Thomas and Adam Gaynor visited the WHYI (Y-100)/Miami morning show with Kenny & Footy. They played two songs for the crowd of 50 listeners, signed autographs and posed for photos. Seen here (l-r) are Thomas, Gaynor and Footy.



**SHAGGY AND THE KIDD** Kidd Kraddick and KHKS/Dallas were visited by MCA recording artist Shaggy. Shaggy previewed his new single, "Strength of a Woman," from his latest disc, *Lucky Day*. Seen here (l-r) are Kid Kraddick in the Morning co-host Big Al Mack, Kraddick, Shaggy and Kid Kraddick in the Morning co-host Kelly Rasberry.



**STUCK IN THE CLUB** Virgin/Fore recording artist Stacie Orrico came by Club R&R to visit with the staff. Seen here are (l-r) R&R Director/Digital Initiatives Greg Maffei, EMI's Cheryl Broz, Virgin's Danny Cooper, Orrico and R&R Account Executive Paul Colbert and Rock Editor Cyndee Maxwell.









# Jam Master Jay Lives

An interview with Darryl McDaniels of Run-D.M.C.

**T**here are few artists or groups who can call themselves innovators or the originators of their art form. There was Elvis Presley and The Beatles, who sold millions of records by having unique sounds and presences that stood out tremendously during their respective eras.

Then you have Run-D.M.C., who brought hip-hop to the mainstream. Joey "Run" Simmons and Darryl "D.M.C." McDaniels traded off witty rhymes while DJ-producer Jason "Jam Master Jay" Mizell created tracks such as "My Adidas," "Piper Piper," "Walk This Way" and "It's Tricky." Their sound was untouchable at the time, and the fans loved them, putting the group on top.

Run-D.M.C. not only raised awareness of hip-hop, they also paved the way for many of the artists we're so passionate about today. So you can imagine how devastating it was to learn of the tragic loss of Jam Master Jay.

When a member of a prolific and influential group passes, the chances of that group continuing are pretty slim. With Jam Master Jay gone, many are wondering about the future of Run-D.M.C. Recently, I got the lowdown from McDaniels himself.

**R&R:** What are your feelings about Jam Master Jay's death?

**DMC:** Jay is not dead. He has everlasting life through his cuts and his beats. When you look at it, his job was done. He is physically out of here, but his soul lives on. He made the DJ be the guy who wasn't just playing the records. He let everybody know that the DJ is the band. His work was done. Nobody does it better. I know all the DJs out here look up to Jay because he deejayed while we rapped. We did what we were doing before rap records were made. To me, he is not dead.

**R&R:** You see him in every DJ out there.

**DMC:** Exactly. The legacy lives on. What he represented lives on. It's just that he's not here in the flesh.

**R&R:** How does it make you feel that many artists, including LL Cool J, Ludacris and others, have banded together to help out Jay and his family?

**DMC:** The fund is not to take care of him; it's to make sure his family



Run-D.M.C.

never has problems in life again, because the No. 1 breadwinner of that family is not there. As long as we are walking the earth, it should be no problem. His bills should be paid for life because of what he's given to the world. A lot of people thought it was a charity. No, it's not a charity fund; it's a fund to make sure that what happened to all the others before us never happens to him. If we stand up and take care of business, maybe it will set an example for everybody else.

**"Jay is not dead. He has everlasting life through his cuts and his beats."**

**R&R:** People often talk about the violence that's associated with hip-hop music. Run-D.M.C. have never been associated with violence, so for something violent to happen to one of the members is a tragedy in itself.

**DMC:** Well, no, it's not really a tragedy, because there are two plots. People are dying every day in the 'hood. It's a shame that they only make a big thing out of it when it is a celebrity who dies. What about

Johnny, who died yesterday? Nobody cares about him. Hip-hop is not violent. People are shooting and killing everywhere we go. That's like back in the day, when we played Long Beach, CA, and people said Run-D.M.C.'s music would make the gangbangers fight. It's just that gangbangers are fans of our music. It's a violent world, period.

The politicians and the people in places of power promise you everything when you elect them, and they cannot come through. So they look for a scapegoat, somebody to blame. Who are they going to blame? One of the most popular things going on in the 'hood is hip-hop. It dictates what we are going to eat, what we are going to wear and what we are going to drive. So, they blame it on us.

But we rap about everything. We can rap about growing up in the 'hood, and we also rap that it's beautiful outside — "Dear Mama," "Mary Mary." They don't write about that. They want to write about what's going to sell newspapers. Jay's death just signifies that there's Jason Mizells dying every day in the 'hood, and nobody really cares. Only when Jason Mizell, the celebrity, dies do they want to make it a big thing.

We are dying daily. It's not just black and white; it's all races. Look at what's going on in Israel. We have to bring in awareness. It won't stop violence, but at least we can say, "Put the gun down and let's fight man to man. The best man wins, and you shake my hand." That's how it used to be, but it isn't like that anymore.

**R&R:** Describe the Jam Master Jay you knew.

**DMC:** Jay was a brother who did not leave the 'hood, and the 'hood killed him. He came out of the 'hood and tried to help everybody get records out, tried to show everybody a better way of life. He laid down his life for hip-hop, and that's what's positive. He could have gone Hollywood and not even been in that situation. His studio was five minutes from his crib. He laid down his life for hip-hop.

**R&R:** What projects was he working on?

**DMC:** He had just started the DJ Academy, where people can learn to



**TUCSON GETS BLU** Arista star Blu Cantrell (l) stopped by KOHT (Hot 98.3)/Tucson to promote her single "Breathe," featuring Sean Paul. Looking at this picture, it appears that KOHT PD R Dub enjoyed the visit.

be a DJ in a classroom setting with teachers and professors. He started a movie company. He did a song on my new album. Everything he did before his untimely passing will come to fruition. So, in reality, he's not dead. We just think he's dead because he's not standing here, but his spirit and soul live on.

**R&R:** Where is Run-D.M.C. as a group?

**"Jay was a brother who did not leave the 'hood, and the 'hood killed him."**

**DMC:** Right now we are definitely not doing live shows, because we can't replace Jay. A DJ is not just somebody playing records. Jay was part of Run-D.M.C. Me and Run will probably do a record for a soundtrack or appear in a video, but, as a live band, we are not doing Run-D.M.C. anymore. We will, however, still be influential and representing hip-hop music. People have put that burden upon our shoulders, that cross. We are going to be producing and doing movies and clothes, but we won't perform as Run-D.M.C. anymore, because Jay is not here.

**R&R:** Tell me about the tribute commercial that LL Cool J did with you guys. Was that the last thing that Run-D.M.C. did as a group?

**DMC:** It wasn't a tribute commercial. We did a Dr. Pepper commercial with LL Cool J paying tribute to Run-D.M.C. for being the original pioneers of hip-hop. In the midst of that, Jay passed away. Dr. Pepper took it upon themselves to say, "Not only is this a tribute to what Run-D.M.C. did, it's a tribute to Jam Master Jay."

The commercial is actually a Run-D.M.C. collaboration with LL Cool J in a video. We wish it was three minutes and 30 seconds long,

like a record. Dr. Pepper wasn't going to put it out, because they thought, "Jay died. People will think we are capitalizing on that." No. It shows Jay doing what he always did, and he's still doing it. Jay is not dead, because you're going to turn the TV on and see him deejaying. He has eternal life through his cuts and his beats.

**R&R:** Is there any other information about Run-D.M.C. that you would like share with our readers?

**DMC:** I'm putting out a solo album in March. It's going to be political, it's going to be social, it's going to be motivating and inspiring, but, basically, it's going to be fun. It's going to be done in a traditional Run-D.M.C. manner. I have a cut on there produced by Jam Master Jay. I have DJ Lethal of Limp Bizkit on three incredible songs. It's called *Checks, Thugs and Rock 'n' Roll*.

Right about now everybody in the game is all about the money — get the check. I call it "Thugs" because everybody has a thug image. To be a rapper, you need ego, but the main ingredient that's been missing over the past 10 years is rock 'n' roll. I am the Neil Young, I am the Bruce Springsteen, I am the John Lennon of my rap generation.

I'm 38 years old, and I have been here forever. I have seen gangsta rap. I have seen Biggie. I hung with 2Pac. I hung with Vanilla Ice, and I hung with Hammer. I love them all. In the midst of it all, I'm still standing. The rock 'n' roll is what my album is about. Rap is what I do, not what I am. It's just that my vocal delivery is rap. I can't do what Jay-Z does, I can't do what Ja Rule does, and I can't do what Nelly does. I've been there and done that in my generation.

I have nothing to prove. I don't have to impress nobody, but I want to let radio and the industry know that I am the vet in the game, and I am going to be rhyming until I'm 60. It won't be as prolific as it was, but what does the King of Rock have to say now? You think Bruce Springsteen is stopping? I'm not going to be out there trying to battle anybody, but if Jay was here, no one could touch him or Run-D.M.C.



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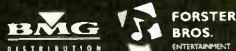
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 WPKF/Poughkeepsie    KWNZ/Reno

**Spins:**  
 KYLD/San Francisco 42x – Top 5 Phones!!!  
 KSEQ/Fresno 38x  
 KBOS/Fresno 29x  
 XHTZ/San Diego 25x  
 KBMB/Sacramento 18x  
 KKWD/Oklahoma 13x

Video on **★ BET** Uncut

**283 Spins!!!! 3 Million Audience!!!**



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LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
2	1	JENNIFER LOPEZ F/LL COOL J All I Have (Epic)	4933	+406	597228	7	76/0
3	2	JA RULE F/ASHANTI Mesmerize (Murder Inc./IDJMG)	4926	+439	576598	7	77/0
1	3	B2K AND P. DIDDY Bump, Bump, Bump (Epic)	4690	-334	488309	11	79/0
9	4	50 CENT In Da Club (Shady/Aftermath/Interscope)	4402	+1390	733927	5	79/1
5	5	AALIYAH Miss You (BlackGround/Universal)	4099	+102	569264	11	74/0
4	6	NELLY Air Force Ones (Fo' Reel/Universal)	3864	-469	418089	15	76/0
8	7	MISSY ELLIOTT Gossip Folks (Gold Mind/Elektra/EEG)	3838	+400	455902	6	78/1
10	8	EMINEM Superman (Shady/Aftermath/Interscope)	3386	+501	366104	5	71/0
7	9	2PAC Thugz Mansion (Amaru/Death Row/Interscope)	3329	-239	420857	10	70/0
6	10	JAY-Z F/BEYONCE '03 Bonnie & Clyde (Roc-A-Fella/IDJMG)	3257	-578	352184	15	73/0
11	11	50 CENT Wanksta (Shady/Interscope)	3220	+380	442852	9	58/2
12	12	BABY F/P. DIDDY Do That... (Cash Money/Universal)	2450	-226	247223	13	68/0
16	13	JUSTIN TIMBERLAKE Cry Me A River (Jive)	2175	+8	241038	7	57/5
13	14	MISSY ELLIOTT Work It (Gold Mind/Elektra/EEG)	2025	-503	240749	21	79/0
17	15	EVE Satisfaction (Ruff Ryders/Interscope)	1942	-205	276232	13	61/0
15	16	NIVEA Don't Mess With My Man (Jive)	1868	-392	220400	27	53/0
20	17	LL COOL J F/AMERIE Paradise (Def Jam/IDJMG)	1837	+55	242220	7	63/0
18	18	SMILEZ AND SOUTHSTAR Tell Me (ARTISTdirect)	1818	-63	231470	18	60/2
22	19	TYRESE How You Gonna Act Like That (J)	1803	+156	202878	9	66/5
27	20	FIELD MOB Sick Of Being Lonely (MCA)	1792	+496	261072	15	60/4
25	21	R. KELLY Ignition (Jive)	1752	+248	288430	8	43/6
21	22	TRINA F/LUDACRIS B R Right (Slip 'N Slide/Atlantic)	1726	-19	185382	12	58/1
14	23	EMINEM Lose Yourself (Shady/Interscope)	1680	-566	258452	18	70/0
35	24	KILLER MIKE A.D.I.D.A.S. (Aquemini/Columbia)	1666	+721	207006	2	28/13
30	25	SNOOP DOGG Beautiful (Doggy Style/Priority/Capitol)	1624	+379	238625	3	65/8
19	26	CLIPSE When The Last Time... (Star Trak/Arista)	1617	-269	224622	20	62/0
23	27	AMANDA PEREZ Angel (Powerhouse/Virgin)	1529	-116	159700	17	48/0
24	28	NAS Made You Look (Columbia)	1319	-218	277459	9	57/0
29	29	CHRISTINA AGUILERA Beautiful (RCA)	1216	-91	157332	10	35/1
36	30	GINUWINE Hell Yeah (Epic)	1155	+269	127482	3	59/12
26	31	SEAN PAUL Gimme The Light (VP/Atlantic)	1126	-209	136602	20	65/0
31	32	BLU CANTRELL Breathe (Arista)	1030	-8	72729	8	46/2
28	33	ANGIE MARTINEZ F/KELIS Take You Home (Elektra/EEG)	932	-400	146263	12	48/0
49	34	LIL' KIM The Jump Off (Queen Bee/Atlantic)	923	+506	253171	2	44/13
40	35	COMMON F/MARY J. BLIGE Come Close To Me (MCA)	793	+82	96994	4	34/2
32	36	BUSTA RHYMES Make It Clap (J)	790	-208	143601	11	49/1
33	37	DRU HILL I Should Be... (Def Soul/IDJMG)	789	-185	121245	6	32/0
38	38	ERYKAH BADU F/COMMON Love Of My Life (Magic Johnson/MCA)	774	-47	135351	13	21/0
37	39	WAYNE WONDER No Letting Go (VP/Atlantic)	772	-76	97582	8	41/2
34	40	JENNIFER LOPEZ Jenny From The Block (Epic)	724	-227	113979	16	49/0
43	41	DMX X Gon Give It To Ya (Ruff Ryders/IDJMG)	716	+186	105534	2	43/2
39	42	MARIO C'mon (J)	709	-25	71199	3	42/1
Debut	43	JAY-Z Excuse Me Miss (Roc-A-Fella/IDJMG)	686	+460	158395	1	60/18
41	44	JAHEIM Fabulous (Divine Mill/WB)	592	-48	82199	10	21/0
45	45	WC The Streets (Def Jam/IDJMG)	572	+64	69628	19	23/0
47	46	NAAM BRIGADE What You Doin' Wit Dat (ARTISTdirect)	555	+63	44594	2	33/0
44	47	CHOPPA Choppa Style (No Limit/Universal)	545	+19	38940	3	19/3
48	48	CLIPSE F/FAITH EVANS Ma, I Don't Love Her (Star Trak/Arista)	525	+87	68516	2	36/5
42	49	TRICK DADDY Thug Holiday (Slip 'N Slide/Atlantic)	519	-78	55868	6	19/0
Debut	50	BABY F/CLIPSE What Happened To That Boy? (Cash Money/Universal)	484	+128	119030	1	27/8

## Most Added®

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ARTIST TITLE LABEL(S)	ADDS
FABOLOUS F/LIL' MO Can't Let You Go (Elektra/EEG)	46
MARIAH CAREY F/CAM'RON Boy (I Need You) (Monarc/IDJMG)	21
NAS I Can (Columbia)	22
JAY-Z Excuse Me Miss (Roc-A-Fella/IDJMG)	18
MARQUES HOUSTON That Girl (Interscope)	14
LIL' KIM The Jump Off (Queen Bee/Atlantic)	13
KILLER MIKE A.D.I.D.A.S. (Aquemini/Columbia)	13
GINUWINE Hell Yeah (Epic)	12
SEAN PAUL Get Busy (VP)	10
SNOOP DOGG Beautiful (Doggy Style/Priority/Capitol)	8
BABY F/CLIPSE What Happened To That Boy? (Cash Money/Universal)	8

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
50 CENT In Da Club (Shady/Aftermath/Interscope)	+1390
KILLER MIKE A.D.I.D.A.S. (Aquemini/Columbia)	+721
LIL' KIM The Jump Off (Queen Bee/Atlantic)	+506
EMINEM Superman (Shady/Aftermath/Interscope)	+501
FIELD MOB Sick Of Being Lonely (MCA)	+496
JAY-Z Excuse Me Miss (Roc-A-Fella/IDJMG)	+460
JA RULE F/ASHANTI Mesmerize (Murder Inc./IDJMG)	+439
JENNIFER LOPEZ F/LL COOL J All I Have (Epic)	+406
MISSY ELLIOTT Gossip Folks (Gold Mind/Elektra/EEG)	+400
50 CENT Wanksta (Shady/Interscope)	+380

## New & Active

- NAS I Can (Columbia)  
Total Plays: 405, Total Stations: 23, Adds: 21
- MARQUES HOUSTON That Girl (Interscope)  
Total Plays: 386, Total Stations: 24, Adds: 14
- SOLANGE' F/N.O.R.E. Feelin' You (Columbia)  
Total Plays: 366, Total Stations: 19, Adds: 0
- KELLY ROWLAND Can't Nobody (Columbia)  
Total Plays: 361, Total Stations: 21, Adds: 3
- NIVEA Laundromat (Jive)  
Total Plays: 358, Total Stations: 30, Adds: 6
- TELEPOPUSIK Breathe (Capitol)  
Total Plays: 325, Total Stations: 8, Adds: 0
- FABOLOUS F/LIL' MO Can't Let You Go (Elektra/EEG)  
Total Plays: 316, Total Stations: 57, Adds: 46
- SEAN PAUL Get Busy (VP)  
Total Plays: 315, Total Stations: 37, Adds: 10
- ROOTS F/MUSIQ Break You Off (MCA)  
Total Plays: 314, Total Stations: 15, Adds: 1
- SARAI Pack Ya Bags (Epic)  
Total Plays: 267, Total Stations: 29, Adds: 7

### 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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February 7, 2003

RANK ARTIST TITLE LABEL

- 1 **50 CENT** In Da Club (*Shady/Aftermath/Interscope*)
- 2 **50 CENT** Wanksta (*Shady/Aftermath/Interscope*)
- 3 **LIL' KIM** The Jump Off (*Queen Bee/Undeas/Atlantic*)
- 4 **B2K f/P. DIDDY** Bump, Bump, Bump (*Epic*)
- 5 **JA RULE f/ASHANTI** Mesmerize (*Murder Inc./IDJMG*)
- 6 **NAS** Made You Look (*Columbia*)
- 7 **SNOPP DOGG** Beautiful (*Doggy Style/Priority/Capitol*)
- 8 **BABY f/P. DIDDY** Do That (*Cash Money/Universal*)
- 9 **JENNIFER LOPEZ f/LL COOL J** All I Have (*Epic*)
- 10 **KILLER MIKE** A.D.I.D.A.S. (*Aquemini/Columbia*)
- 11 **MISSY ELLIOTT** Work It (*Gold Mind/Elektra/EEG*)
- 12 **FIELD MOB** Sick Of Being Lonely (*MCA*)
- 13 **NELLY** Air Force Ones (*Fo' Reel/Universal*)
- 14 **BUSTA RHYMES** Make It Clap (*J*)
- 15 **MISSY ELLIOTT f/LUDACRIS** Gossip Folks (*Gold Mind/Elektra/EEG*)
- 16 **DMX X Gon'** Give It To Ya (*Ruff Ryders/IDJMG*)
- 17 **BABY** What Happened To That Boy? (*Cash Money/Universal*)
- 18 **2PAC** Thugz Mansion (*Amaru/Tha Row/Interscope*)
- 19 **JAY-Z f/BEYONCE '03** Bonnie & Clyde (*Roc-A-Fella/IDJMG*)
- 20 **EVE** Satisfaction (*Ruff Ryders/Interscope*)
- 21 **SMILEZ & SOUTHSTAR** Tell Me (*ARTISTdirect*)
- 22 **GINUWINE** Hell Yeah (*Epic*)
- 23 **LL COOL J f/AMERIE** Paradise (*Def Jam/IDJMG*)
- 24 **R. KELLY** Ignition (*Jive*)
- 25 **2PAC** (*Amaru/Tha Row/Interscope*)
- 26 **JAY-Z** Excuse Me Miss (*Roc-A-Fella/IDJMG*)
- 27 **CLIPSE** When The Last Time... (*Star Trak/Arista*)
- 28 **CLIPSE f/FAITH EVANS** Ma, I Don't Lover Her (*Star Trak/Arista*)
- 29 **NIVEA** Don't Mess With My Man (*Jive*)
- 30 **WAYNE WONDER** No Letting Go (*VP/Atlantic*)

Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 2/2-2/8/03.  
(C) 2002, R&R, Inc.



## PHAT MIX SIX

- LIL KIM** The Jump Off (*Atlantic*)
- MR. CHEEKS f/ MARIO WINANS** Crush On You (*Universal*)
- KAY SLAY f/ NAS, BABY, FOXY & AMERIE** Too Much (*Columbia*)
- 50 CENT** Many Men (*Shady/Aftermath/Interscope*)
- BABY f/ CLIPSE** What Happened To That Boy (*Cash Money/Universal*)
- SEAN PAUL** Get Busy (*VP/Atlantic*)

## wax traxx

My joint right now, of course, is 50 Cent's "In da Club" (Shady/Aftermath/Interscope).

**Technitions**



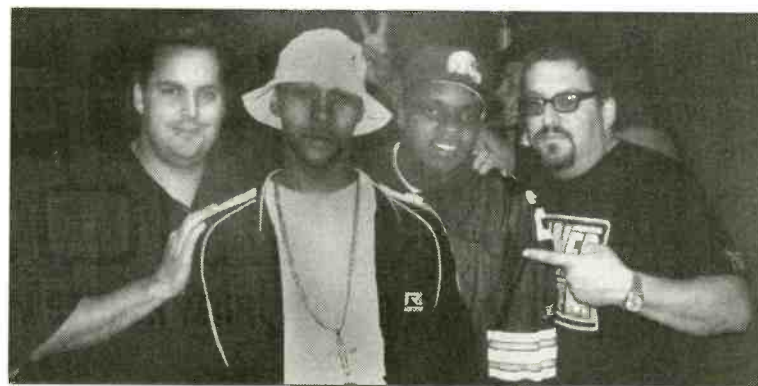
I don't think I really need to say anything about it, but just put it out there because it's so hot. The joint that will be the next hot one is Keith Murray's "Yeah Yeah You Know It" (Def Jam/IDJMG). Be on the lookout for that one. A sleeper one that all the girls will be feeling, especially in the clubs, is The Sporty Thievs's "Baby" (Columbia). Sean Paul has yet another reggae smash on his hands with "Get Busy" (CVP/Atlantic). If you're not playing this in the club by now, you might as well quit.

— DJ Supasam, KUBE/Seattle & Technitions



I know our friends at Elektra said this was gonna be a street record for DJs, but damn it's hot. I'm feeling 50 Cent's "In da Club" in a big way and fully expect it to kick down the doors of stations across the country and become a regular-rotation record. It's another hit straight out of the box. This track delivers that hard edge the listeners have been craving since their last favorite Ludacris track while maintaining that crossover feel. We dropped this twice (early and again late) at our downtown Super Bowl festival with XHTZ (Z90)/San Diego, and it was huge. Don't sleep on this one!

— DJ Suspence, XHTZ/San Diego & Digital Groove



**PUMP IT UP!** Def Jam's newest artist, Joe Budden, recently hung out with the staff at KKFR/Phoenix. Pictured here are (l-r) KKFR PD Bruce St. James, Budden and Def Jam's Rob Love and Motti Shulman.

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# ON THE RECORD

## This Week's Hottest Music Picks

### Pablo Sato

MD, KWID/Las Vegas

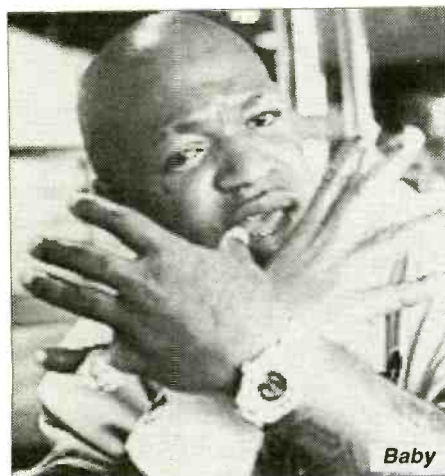
Jennifer Lopez's "The One" (Epic): Banging track to follow up "All I Have."

50 Cent featuring Eminem's "Patiently Waiting" (Shady/Aftermath/Interscope): It's going to be a big one.

### Mark McCray

PD, WMBK/West Palm Beach

50 Cent's "In da Club" (Shady/Aftermath/Interscope): Geeez! Absolute smash. Huge in all demos and dayparts! 'Nuff said.



Baby

2Pac's "Still Ballin'" (Amaru/Tha Row/Interscope): Don't sleep. Check it out. It's banging.

### Preston Lowe

MD, KQBT/Austin

Fabulous featuring Lil Mo's "Can't Let You Go" (Elektra/EEG): I love this song; what else can I say? It's Fabulous.

Killer Mike's "A.D.I.D.A.S." (Aquemini/Columbia): You gotta give this one a few spins — it's catchy!

### Mark Adams

PD, KXJM/Portland, OR

Fabulous featuring Lil Mo's "Can't Let You Go": Tight; gonna call out.

Nas' "I Can" (Columbia): Gonna blow up large. Big phone story out of the box.

Sarai's "Pack Ya Bags" (Epic): Think the ladies are gonna be all about this one.

Busta Rhymes featuring Mariah Carey's "I Know What You Want" (J): Top five phones, top five callout, totally hot.

Jay-Z's "Excuse Me Miss" (Roc-A-Fella/IDJMG): When "'03 Bonnie and Clyde" finally burns, this will move right up in its place.

### David Simpson

MD, WZMX/Hartford

50 Cent featuring Eminem's "Patiently Waiting": Hot joint.

Jay-Z's "Excuse Me Miss": This is heating up. We took it out of the mix show and put it into regular rotation.

Sean Paul's "Get Busy" (VP/Atlantic): Another sinash!

### Chris Tyler

MD, WJMN/Boston

50 Cent featuring Eminem's "Patiently Waiting": Two hottest rappers on the planet. Gotta love that!

Field Mob's "Sick of Being Lonely" (MCA): I'm stunned! I think MCA has a hit on its hands. Mass-appeal sound, killer hook. It sounds like a hit to me.

Baby featuring Clipse's "What Happened to That Boy" (Cash Money/Universal): Listen to it once and the hook is in ya head. It's a hit!

Usher's "She's Got the Part" (Hollywood): Love it. It's a smash.

### Zac Davis

PD, WBVD/Melbourne

Sarai's "Pack Ya Bags": I am digging this track. Sounds like it might go Truth Hurts on you, but then it shifts to a real good hook and strong message for all the ladies.

Jay-Z's "Excuse Me Miss": This has potential.

Baby featuring Clipse's "What Happened to That Boy": This will be a good night record for us (at first).

### Jazzy Jim Archer

Asst. PD/MD, KMEL & KYLD/San Francisco

Busta Rhymes featuring Mariah Carey's "I Know What You Want": Expecting real good things out of this track. Getting great initial reaction.

50 Cent's "Many Men," "P.I.M.P." and "Like My Style" (Shady/Aftermath/Interscope): 50 Cent is the Midas Man. He can do no wrong.

### R Dub

PD, KOHT/Tucson

Nas' "I Can": The melody will stick in your head until you go crazy. Gotta give Nas props for the positive message — this song is a freakin' PSA!

Lil Kim's "The Jump Off" (Queen Bee/Atlantic): The Queen is back. This track is solid!

Mr. Cheeks featuring Mario Winans' "Crush on You" (Universal): This jam is bangin'. What a perfect blend of hip-hop and R&B. Sounds good to me

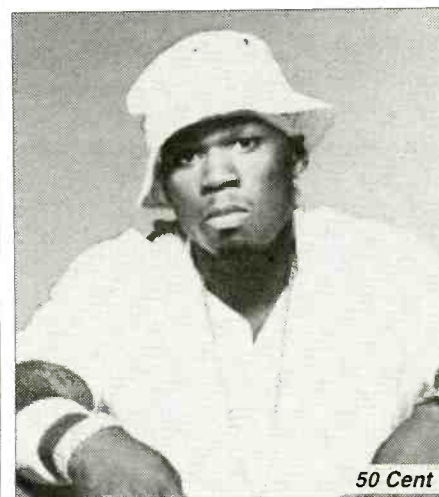
### Beata

MD, WLLD/Tampa

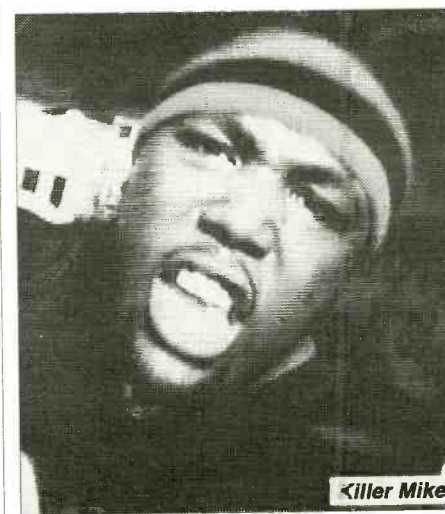
Usher's "She's Got the Part" Any song that talks about ass and maracas is hot, especially for our listeners.

Jay-Z's "Bounce" (Roc-A-Fella/IDJMG): It's a club banger.

Mariah Carey's "Oh Boy" (MonarC/IDJMG): It's hot, and I think it will do really



50 Cent



Killer Mike

well. If you're gonna rip somebody off, you might as well put them on the record.

### Antdogg

PD, KKKU/Palm Springs, CA

Brenton Wood "Me and You" (Independent): It's coming back, folks, it's coming back. I'm only saying that because next week he's at our show. Holla!

DJ Kay Slay featuring Nas, Baby, Foxy Brown & Amerie's "Too Much For Me" (Columbia): I put this in my power news. If you're a station that's not slow, this should go into regular rotation immediately.

Lil Kim's "The Jump Off": That song is hot, plus I want to see that Sprite can.

### Slyed

MD, XHTZ/San Diego

Mr. Cheeks featuring Mario Winans' "Crush on You": I think this will be a hit.

Fabulous featuring Lil Mo's "Can't Let You Go": This will be a good track for San Diego.

Fat Joe featuring Tony Sunshine's "All I Need" (Terror Squad/Atlantic): This sounds good all around. Has an easy listen.

### Jimi Jam

PD, WPKF/Poughkeepsie, NY

Lil Kim's "The Jump Off": Sounds hot, and we are showing it 'round the clock.

Fabulous featuring Lil Mo's "Can't Let You Go": Nice early phones.

Stagga Lee's "Roll Wit' MVP" (ARTIST-direct): Good pop feel.

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America's Best Testing CHR/Rhythmic Songs 12+  
For The Week Ending 2/7/03

Artist Title (Label)	TW	LW	Familiarity	Burn	TD	Familiarity	Burn
EMINEM Lose Yourself (Shady/Aftermath/Interscope)	4.02	4.00	99%	51%	3.93	98%	55%
JUSTIN TIMBERLAKE Cry Me A River (Jive)	3.99	3.88	99%	27%	4.13	99%	24%
CHRISTINA AGUILERA Beautiful (MCA)	3.95	3.95	99%	36%	3.94	98%	37%
AALIYAH Miss You (BlackGround/Universal)	3.90	4.05	66%	11%	3.96	66%	10%
NIVEA Don't Mess With My Man (Jive)	3.86	4.00	88%	30%	3.91	89%	32%
EMINEM Superman (Shady/Aftermath/Interscope)	3.80	3.99	80%	17%	3.86	81%	17%
JENNIFER LOPEZ F/LL COOL J All I Have (Epic)	3.79	3.93	90%	22%	3.84	90%	22%
JA RULE F/ASHANTI Mesmerize (Murder Inc./IDJMG)	3.78	4.04	82%	19%	3.89	81%	17%
MISSY ELLIOTT FT. LUDACRIS Gossip Folks (Gold Mind/Elektra/EEI)	3.75	3.88	64%	11%	3.88	64%	11%
JAY-Z F/BEYONCE '03 Bonnie & Clyde (Roc-A-Fella/IDJMG)	3.73	3.90	91%	32%	3.80	93%	33%
B2K F/P. DIDDY Bump, Bump, Bump (Epic)	3.71	3.86	92%	28%	3.75	92%	8%
NELLY Air Force Ones (Fo' Reel/Universal)	3.65	3.78	92%	31%	3.66	93%	31%
CLIPSE When The Last Time (Star Trak/Arista)	3.65	3.87	52%	14%	3.65	51%	5%
MISSY ELLIOTT Work It (Gold Mind/Elektra/EEI)	3.62	3.69	96%	52%	3.56	97%	58%
EVE Satisfaction (Ruff Ryders/Interscope)	3.57	3.84	65%	15%	3.56	66%	18%
SMILEZ AND SOUTHSTAR Tell Me (ARTIST Direct)	3.55	3.83	39%	9%	3.62	39%	9%
AMANDA PEREZ Angel (Powerhouse/Virgin)	3.53	3.58	44%	8%	3.53	38%	9%
LL COOL J F/AMERIE Paradise (Def Jam/IDJMG)	3.52	3.80	69%	16%	3.43	68%	18%
ANGIE MARTINEZ F/KELIS Take You Home (Elektra/EEI)	3.48	3.67	48%	12%	3.49	44%	12%
BABY F/P. DIDDY Oo That... (Cash Money/Universal)	3.47	3.66	48%	11%	3.55	44%	10%
2 PAC Thugz Mansion (Amaru/Death Row/Interscope)	3.41	3.63	52%	15%	3.48	51%	14%
TYRESE How You Gonna Act Like That (J)	3.41	3.64	37%	8%	3.48	32%	7%
TRINA F/LUDACRIS B R Right (Slip 'N Slide/Atlantic)	3.41	3.62	36%	10%	3.57	38%	9%
50 CENT In Da Club (Shady/Interscope)	3.40	3.67	43%	12%	3.49	42%	11%
50 CENT Wanksta (Shady/Aftermath/Interscope)	3.36	3.68	55%	18%	3.50	60%	18%
FIELD MOB Sick Of Being Lonely (MCA)	3.28	-	26%	8%	3.35	25%	9%
SNOOP DOGG... Beautiful (Doggy Style/Priority/Capitol)	3.19	-	28%	8%	3.09	24%	7%
SEAN PAUL Gimme The Light (VP/Atlantic)	3.18	3.42	73%	35%	3.21	75%	38%
NAS Made You Look (Columbia)	3.15	3.47	43%	15%	3.15	42%	15%
R. KELLY Ignition (Jive)	2.63	2.92	35%	15%	2.66	32%	14%

Total sample size is 629 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.

# HEAD RUSH

ARTIST: Snoop Dogg

LABEL: Doggy Style/Priority/Capitol

By MIKE TRIAS/ASSISTANT EDITOR



It's already been about 10 years since Snoop Dogg arrived on the scene with "Deep Cover," and he's still steppin' up his game. "Beautiful," the second single from his sixth studio album, *Paid the Cost to Be da Boss*, is quickly rising up the Rhythmic and Urban charts, thanks to its catchy hook and Snoop's signature vocal delivery. "Beautiful" features Pharrell and Uncle Charlie Wilson and production by The Neptunes, which has instantly made the joint a club favorite. The video, directed by Chris Robinson (Jay-Z, Brandy, Nas), was shot in Rio and features Pharrell and a number of Brazilian beauties.

"Beautiful" is just the icing on the cake when it comes to *Paid the Cost*. Guests galore lend their talents to the project, including Jay-Z, Nate Dogg, Warren G., Redman, Ludacris and The Dramatics. Many cuts on the CD are influenced by the '70s funk and soul sound, with production by heavy hitters Hi-Tek, Battlecat and Just Blaze, among others.

Music isn't the only thing that's happening in Snoop's life at the moment. His clothing line, Snoop Dogg Clothing, is on the rise, and Macy's has become a major retail outlet for the brand. Snoop has also taken up coaching football, not only for his son's Pop Warner team, but also for his own adult-league team (they played the Inland Empire Police Department Enforcers last December in the inaugural Snoop Bowl). Last week he finished his stint as co-host of *The Jimmy Kimmel Show* with a performance of "Beautiful" on Friday's show. Don't count on Snoop to slow down anytime soon — in February he's scheduled to tape another six episodes of *Doggy Fizzle Televizzle* for MTV.

## Reporters

- KCSS/Albuquerque, NM**  
PD: Pete Hernandez  
APD: Jeff "Creech" Jacot  
RD: Alamy Faith  
CLIPSE F/FAITH EVANS "Ma"  
FABOLOUS F/LL "MO 'Can't"  
KILLER MIKE "A.D.I.D."
- KYLZ/Albuquerque, NM**  
APD/M: Mr. Cloos  
RD: B.J. Lopez  
1 JAY-Z "Excuse"  
1 SEAN PAUL "Busy"  
1 MARIAN CAREY/CAMRON "Boy"  
1 FABOLOUS F/LL "MO 'Can't"  
1 MARIAN CAREY/CAMRON "Boy"
- KFBI/Anchorage, AK**  
Dir: Mark Carlson  
PD/M: Marlene Hugard  
36 TYRESE "Gonna"  
30 KILLER MIKE "A.D.I.D."  
28 SNOOP DOGG "Beautiful"  
23 FIELD MOB "Lonely"  
7 BLU CANTRELL "Breathin'"  
1 WTS/Atlanta, GA  
PD: Sean Phillips  
APD/M: Steve Reid  
50 CENT "Wanksta"  
SARAI "Bags"
- WZBZ/Atlantic City, NJ**  
PD: Rob Garcia  
FABOLOUS F/LL "MO 'Can't"
- KQBT/Austin, TX**  
PD: Scooter B. Stevens  
RD: Preston Lewis  
4 KILLER MIKE "A.D.I.D."  
1 JAY-Z "Excuse"  
1 AXIA "California"  
FABOLOUS F/LL "MO 'Can't"  
SARAI "Bags"
- KOAG/Austin, TX**  
PD: Jay Michaels  
RD: Bradford Griffin  
8 REG "HOT CHILI" "Way  
BOOMKAT "Wriscan"  
CLIPSE F/FAITH EVANS "Ma"  
SMILEZ AND SOUTHSTAR "Tel"  
SNOOP DOGG "Beautiful"
- KSV/Bakersfield, CA**  
APD/M: Bob Lewis  
4 KILLER MIKE "A.D.I.D."  
FABOLOUS F/LL "MO 'Can't"  
JAY-Z "Excuse"  
MR. CAPONE-E "Change"  
11 JAY-Z "Excuse"
- KIOX/Bakersfield, CA**
- WRVZ/Charleston, WV**  
PD: Shawn Powers  
RD: Bill Sheehan  
17 KILLER MIKE "A.D.I.D."  
2 FABOLOUS F/LL "MO 'Can't"  
2 JAY-Z "Excuse"  
2 LIL' KIM "Jump"  
RD: Tony Turner  
1 LIL' KIM "Jump"  
1 BEENIE MAN F/LADY "Bossman"  
1 FABOLOUS F/LL "MO 'Can't"  
1 KELLY ROWLAND "Nobody"  
1 MARIAN CAREY/CAMRON "Boy"  
1 TLC "Hand"
- WCHH/Charlotte, NC**  
RD: Baby Blue Sals  
30 MARIAN CAREY/CAMRON "Boy"  
17 KILLER MIKE "A.D.I.D."  
2 CHOPINA "Change"  
1 SNOOP DOGG "Beautiful"  
2 WBBM-FM/Chicago, IL  
PD: Todd Caronish  
RD: Erik Bradley  
9 50 CENT "Wanksta"  
7 SNOOP DOGG "Beautiful"  
1 TYRESE "Gonna"  
1 CRAIG DAVID "Hoodie"  
RD: Richard Leal  
1 BEENIE MAN F/LADY "Bossman"  
1 FABOLOUS F/LL "MO 'Can't"  
1 MR. CHEEKS "Crush"  
1 SYLEENA JOHNSON "What"  
1 TLC "Hand"
- KNDK/Corpus Christi, TX**  
APD/M: Bill Thornton  
RD: Richard Leal  
1 BEENIE MAN F/LADY "Bossman"  
1 FABOLOUS F/LL "MO 'Can't"  
1 MR. CHEEKS "Crush"  
1 SYLEENA JOHNSON "What"  
1 TLC "Hand"
- KZFM/Corpus Christi, TX**  
PD: Ed Ocasio  
RD: Arlene Madati  
47 DANIEL BEDINGFIELD "One"  
FABOLOUS F/LL "MO 'Can't"  
SEAN PAUL "Busy"
- KBFB/Dallas-Ft. Worth, TX**  
APD/M: John Candelario  
JAY-Z "Excuse"  
MARIAN CAREY/CAMRON "Boy"
- WDHT/Dayton, OH**  
APD/M: J.D. Kunes  
APD/M: Marci Thornton  
NIVEA "Laundromat"
- KOKS/Denver-Boulder, CO**  
PD: Cal Collins  
RD: John E. Kago  
14 2PAC F/TRICK DADDY "Balin"
- KSEQ/Fresno, CA**  
PD: Tommy Del Rio  
RD: Feliz The Cat  
27 NAS "Can't"  
15 FABOLOUS F/LL "MO 'Can't"  
1 MARIAN CAREY/CAMRON "Boy"  
1 JAY-Z "Excuse"
- WJMH/Greensboro, NC**  
APD/M: Brian Douglas  
RD: Top Money  
27 JUSTIN TIMBERLAKE "River"  
21 MISSY ELLIOTT "Gossip"  
19 LIL' KIM "Jump"  
17 50 CENT "NOTORIOUS" "Reast"
- WHZT/Greenville, SC**  
PD: Fisher  
RD: Murph Doug  
KILLER MIKE "A.D.I.D."  
1 NAS "Can't"
- WOSJ/Greenville, NC**  
PD: Jack Spinks  
RD: Baby Blue Sals  
1 FABOLOUS F/LL "MO 'Can't"  
1 SNOOP DOGG "Beautiful"
- WZMX/Hartford, CT**  
Dir: Steve Salway  
PD: Victor Stern  
APD/M: David Simpson  
No Ads
- KDDH/Honolulu, HI**  
RD: Sam The Man  
FABOLOUS F/LL "MO 'Can't"  
MARIAN CAREY/CAMRON "Boy"
- KIKI/Honolulu, HI**  
PD: Fred Rice  
RD: Ryan Sosa  
23 KILLER MIKE "A.D.I.D."  
1 LIL' KIM "Jump"
- KOOE/Honolulu, HI**  
PD: K.C.  
RD: Kevin Akabaka  
FABOLOUS F/LL "MO 'Can't"  
1 LIL' KIM "Jump"  
1 TATU "Things"
- KBXX/Houston-Galveston, TX**  
RD: Tom Caterucci  
RD: T. Gray  
56 50 CENT "Club"  
25 JUSTIN TIMBERLAKE "River"  
11 JAY-Z "Excuse"
- KWD/Las Vegas, NV**  
PD: Tom Haylor  
RD: Pablo Soto  
No Ads
- KHTE/Little Rock, AR**  
APD/M: Peter Gans  
RD: Tony Turner  
1 LIL' KIM "Jump"  
1 BEENIE MAN F/LADY "Bossman"  
1 FABOLOUS F/LL "MO 'Can't"  
1 MARIAN CAREY/CAMRON "Boy"  
1 MR. CHEEKS "Crush"  
1 TATU "Things"
- KPWR/Los Angeles, CA**  
VP/Prog: Jimmy Steel  
RD: E. Siro  
5 FAT JOE "Need"  
4 NAS "Can't"  
4 FABOLOUS F/LL "MO 'Can't"  
1 KILLER MIKE "A.D.I.D."
- WBLO/Louisville, KY**  
PD: Mark Gans  
RD: Gerald Harrison  
FABOLOUS F/LL "MO 'Can't"  
1 SNOOP DOGG "Beautiful"  
1 MR. CHEEKS "Crush"
- KXHT/Memphis, TN**  
Dir: Louie Jones  
RD: Louie Jones  
3 SNOOP DOGG "Beautiful"  
1 SARAI "Bags"
- WJMH/Ontario, FL**  
PD: Steve DeRosa  
APD: Keith Henney  
RD: Jay Lane  
15 LIL' KIM "Jump"  
14 NAS "Can't"  
10 GILWINE "What"  
10 JAY-Z "Excuse"  
8 KILLER MIKE "A.D.I.D."  
3 VIVIAN GREEN "Emotional"
- WPYQ/Ontario, FL**  
PD: Steve Bartel  
RD: Steve Bartel
- KTBB/Minneapolis, MN**  
PD: Dave...
- KJLM/Portland, OR**  
Dir/Prog.: Mark Adams  
APD/M: Jazzy Jim Archer  
RD: Maria Dovee  
RD: Alexis  
36 BUSTA RHYMES "Know"  
34 NAS "Can't"  
7 MARIAN CAREY/CAMRON "Boy"  
2 2PAC F/TRICK DADDY "Balin"  
RD: Roots F/US10 "Bresh"
- WWWX/Providence, RI**  
PD: A. Love  
RD: BJ Beck  
12 NAS "Can't"  
9 MARIAN CAREY/CAMRON "Boy"  
5 KILLER MIKE "A.D.I.D."  
1 NIVEA "Laundromat"  
1 MARIAN CAREY/CAMRON "Boy"
- KWNZ/Reno, NV**  
PD: Bill Scheib  
RD: Mark Smith  
16 KILLER MIKE "A.D.I.D."  
13 FABOLOUS F/LL "MO 'Can't"  
4 PRIMARY COLORZ "Change"  
2 AXIA "California"  
1 MARIAN CAREY/CAMRON "Boy"  
1 STAGS LEE "Rob"
- KWYL/Reno, NV**  
RD: Angelo Garcia  
RD: Bill Scheib  
FABOLOUS F/LL "MO 'Can't"  
GILWINE "What"  
MARIAN CAREY/CAMRON "Boy"  
MARIAN CAREY/CAMRON "Boy"  
R. KELLY "Ignition"  
TYRESE
- KMEL/San Francisco, CA**  
VP/Prog.: Michael Martin  
APD/M: Jazzy Jim Archer  
RD: Maria Dovee  
16 R. KELLY "Ignition"  
1 KILLER MIKE "A.D.I.D."  
1 MARIAN CAREY/CAMRON "Boy"  
1 MR. CHEEKS "Crush"  
1 SNOOP DOGG "Beautiful"
- KYLO/San Francisco, CA**  
VP/Prog.: Michael Martin  
APD/M: Jazzy Jim Archer  
RD: Maria Dovee  
1 BABY F/CLIPSE "Happened"  
FABOLOUS F/LL "MO 'Can't"  
1 MARIAN CAREY/CAMRON "Boy"  
1 MARIAN CAREY/CAMRON "Boy"
- KWWV/San Luis Obispo, CA**  
APD/M: Cagle  
RD: Michael Martin  
1 BABY F/CLIPSE "Happened"  
1 KELLY ROWLAND "Nobody"  
1 MARIAN CAREY/CAMRON "Boy"  
1 MARIAN CAREY/CAMRON "Boy"
- KSKY/Santa Rosa, CA**  
PD: Crash Kelly  
RD: Michael Martin  
11 AXIA  
10 MR. CHEEKS  
8 P.
- KSPW/Springfield, MO**  
PD/M: Chris Cannon  
1 GOOD CHARLOTTE "Famous"  
1 KILLER MIKE "A.D.I.D."  
1 MARIAN CAREY/CAMRON "Boy"  
1 MR. CHEEKS "Crush"  
1 SNOOP DOGG "Beautiful"
- KWIN/Stockton-Modesto, CA**  
PD: Amanda King  
BUSTA RHYMES "Know"  
FABOLOUS F/LL "MO 'Can't"  
MARIAN CAREY/CAMRON "Boy"  
SYLEENA JOHNSON "What"  
TOW DOWN "What"  
BEENIE/MARBLAKE "Bad"
- WLLD/Tampa, FL**  
PD: Orlando  
APD: Scottman  
RD: Beata  
37 NAS "Can't"



# ON THE RECORD

## This Week's Hottest Music Picks

### Pablo Sato

MD, KWID/Las Vegas

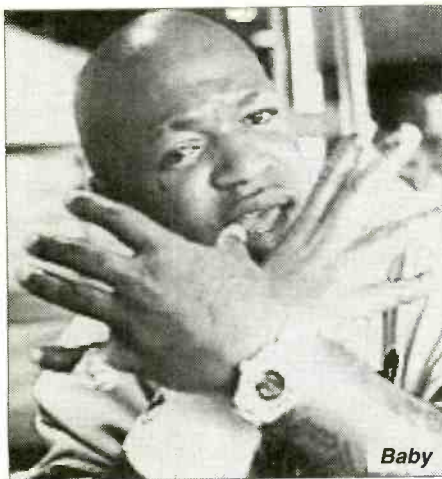
Jennifer Lopez's "The One" (Epic): Banging track to follow up "All I Have."

50 Cent featuring Eminem's "Patiently Waiting" (Shady/Aftermath/Interscope): It's going to be a big one.

### Mark McCray

PD, WMBX/West Palm Beach

50 Cent's "In da Club" (Shady/Aftermath/Interscope): Geez! Absolute smash. Huge in all demos and dayparts! 'Nuff said.



2Pac's "Still Ballin'" (Amaru/Tha Row/Interscope): Don't sleep. Check it out. It's banging.

### Preston Lowe

MD, KQBT/Austin

Fabulous featuring Lil Mo's "Can't Let You Go" (Elektra/EEG): I love this song; what else can I say? It's Fabulous.

Killer Mike's "A.D.I.D.A.S." (Aquemini/Columbia): You gotta give this one a few spins — it's catchy!

### Mark Adams

PD, KXJM/Portland, OR

Fabulous featuring Lil Mo's "Can't Let You Go": Tight; gonna call out.

Nas' "I Can" (Columbia): Gonna blow up large. Big phone story out of the box.

Sarai's "Pack Ya Bags" (Epic): Think the ladies are gonna be all about this one.

Busta Rhymes featuring Mariah Carey's "I Know What You Want" (J): Top five phones, top five callout, totally hot.

Jay-Z's "Excuse Me Miss" (Roc-A-Fella/IDJMG): When "'03 Bonnie and Clyde" finally burns, this will move right up in its place.

### David Simpson

MD, WZMX/Hartford

50 Cent featuring Eminem's "Patiently Waiting": Hot joint.

Jay-Z's "Excuse Me Miss": This is heating up. We took it out of the mix show and put it into regular rotation.

Sean Paul's "Get Busy" (VP/Atlantic): Another smash!

### Chris Tyler

MD, WJMN/Boston

50 Cent featuring Eminem's "Patiently Waiting": Two hottest rappers on the planet. Gotta love that!

Field Mob's "Sick of Being Lonely" (MCA): I'm stunned! I think MCA has a hit on its hands. Mass-appeal sound, killer hook. It sounds like a hit to me.

Baby featuring Clipse's "What Happened to That Boy" (Cash Money/Universal): Listen to it once and the hook is in your head. It's a hit!

Usher's "She's Got the Part" (Hollywood): Love it. It's a smash.

### Zac Davis

PD, WBVD/Melbourne

Sarai's "Pack Ya Bags": I am digging this track. Sounds like it might go Truth Hurts on you, but then it shifts to a real good hook and strong message for all the ladies.

Jay-Z's "Excuse Me Miss": This has potential.

Baby featuring Clipse's "What Happened to That Boy": This will be a good night record for us (at first).

### Jazzy Jim Archer

Asst. PD/MD, KMEL & KYLD/San Francisco

Busta Rhymes featuring Mariah Carey's "I Know What You Want": Expecting real good things out of this track. Getting great initial reaction.

50 Cent's "Many Men," "P.I.M.P." and "Like My Style" (Shady/Aftermath/Interscope): 50 Cent is the Midas Man. He can do no wrong.

### R Dub

PD, KOHT/Tucson

Nas' "I Can": The melody will stick in your head until you go crazy. Gotta give Nas props for the positive message — this song is a freakin' PSA!

Lil Kim's "The Jump Off" (Queen Bee/Atlantic): The Queen is back. This track is solid!

Mr. Cheeks featuring Mario Winans' "Crush on You" (Universal): This jam is bangin'. What a perfect blend of hip-hop and R&B. Sounds good to me

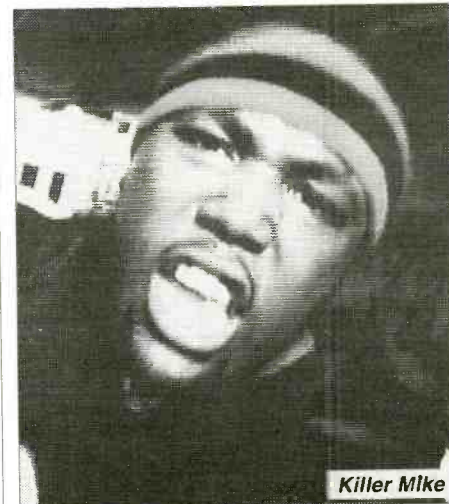
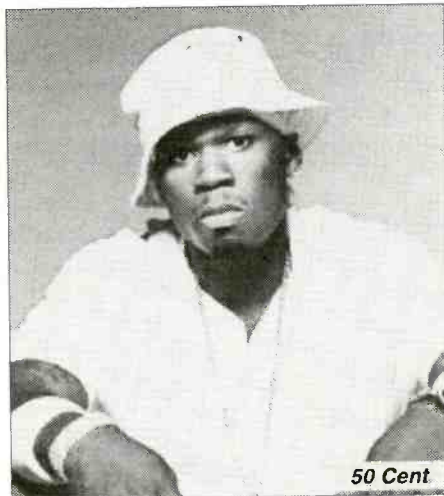
### Beata

MD, WLLD/Tampa

Usher's "She's Got the Part" Any song that talks about ass and maracas is hot, especially for our listeners.

Jay-Z's "Bounce" (Roc-A-Fella/IDJMG): It's a club banger.

Mariah Carey's "Oh Boy" (MonarC/IDJMG): It's hot, and I think it will do really



well. If you're gonna rip somebody off, you might as well put them on the record.

### Antdogg

PD, KKUU/Palm Springs, CA

Brenton Wood "Me and You" (Independent): It's coming back, folks, it's coming back. I'm only saying that because next week he's at our show. Holla!

DJ Kay Slay featuring Nas, Baby, Foxy Brown & Amerie's "Too Much For Me" (Columbia): I put this in my power news. If you're a station that's not slow, this should go into regular rotation immediately.

Lil Kim's "The Jump Off": That song is hot, plus I want to see that Sprite can.

### Slyed

MD, XHTZ/San Diego

Mr. Cheeks featuring Mario Winans' "Crush on You": I think this will be a hit.

Fabulous featuring Lil Mo's "Can't Let You Go": This will be a good track for San Diego.

Fat Joe featuring Tony Sunshine's "All I Need" (Terror Squad/Atlantic): This sounds good all around. Has an easy listen.

### Jimi Jam

PD, WPKF/Poughkeepsie, NY

Lil Kim's "The Jump Off" Sounds hot, and we are showing it 'round the clock.

Fabulous featuring Lil Mo's "Can't Let You Go": Nice early phones.

Stagga Lee's "Roll Wit' MVP" (ARTIST-direct): Good pop feel.

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America's Best Testing CHR/Rhythmic Songs 12+ For The Week Ending 2/7/03

Table with 8 columns: Artist Title (Label), TW, LW, Familiarity, Burn, TD, Familiarity, Burn. Lists top CHR/Rhythmic songs for the week ending 2/7/03.

Total sample size is 629 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.

HEAD RUSH

ARTIST: Snoop Dogg

LABEL: Doggy Style/Priority/Capitol

By MIKE TRIAS/ASSISTANT EDITOR



It's already been about 10 years since Snoop Dogg arrived on the scene with "Deep Cover," and he's still steppin' up his game. "Beautiful," the second single from his sixth studio album, Paid tha Cost to Be da Boss, is quickly rising up the Rhythmic and Urban charts, thanks to its catchy hook and Snoop's signature vocal delivery.

"Beautiful" is just the icing on the cake when it comes to Paid tha Cost. Guests galore lend their talents to the project, including Jay-Z, Nate Dogg, Warren G., Redman, Ludacris and The Dramatics. Many cuts on the CD are influenced by the '70s funk and soul sound, with production by heavy hitters Hi-Tek, Battlecat and Just Blaze, among others.

Music isn't the only thing that's happening in Snoop's life at the moment. His clothing line, Snoop Dogg Clothing, is on the rise, and Macy's has become a major retail outlet for the brand. Snoop has also taken up coaching football, not only for his son's Pop Warner team, but also for his own adult-league team (they played the Inland Empire Police Department Enforcers last December in the inaugural Snoop Bowl).

Reporters

Grid of reporter information for various markets, including station call letters, reporter names, and phone numbers. Includes a '24/7' logo and a note about monitored reporters.





# Carter Broadcast Group: A Radio Legacy

## Black History Month celebrates African-American achievements

**B**lack History Month began as Negro History Week in 1926. We owe the celebration to Dr. Carter G. Woodson, a historian who wanted to bring national attention to the accomplishments of African Americans. He chose the second week in February because of its proximity to the birthdays of Abraham Lincoln and Frederick Douglas — two men he felt had dramatically affected the lives of African Americans.

Negro History Week eventually became Black History Week, and then, in the early 1970s, Black History Month. This is a time when we celebrate and honor the many achievements and contributions of African Americans, so this month I will look at a few African-American legends and their accomplishments in the radio and record industries.

### Starting Up

Over the years African Americans have broken many barriers and achieved success in every avenue imaginable. One of the true pioneers in radio and records who stands out in my mind is Andrew "Skip" Carter of Carter Broadcast Group.

Carter, who was born in Savannah, GA, built his first radio while still in high school. He studied physics at Georgia State University for three years, then went on to attend the RCA School of Electronics and New York University.

Carter later worked as a radio engineer in his hometown of Savannah, but when he tried to get an on-air shift, he was told he wasn't "black" enough.

In the late 1940s Carter submitted a letter to a trade publication, *Broadcast Magazine*, condemning the racist attitude of the FCC and the difficulty he experienced in radio. Former Kansas Governor Alf Landon, who owned four stations, read the letter and hired Carter to run KCLO/Leavenworth, KS.

Carter turned the station around

and impressed Landon so much that Landon helped him get his license from the FCC. Eventually, with Landon's support, Carter opened KPRS-AM/Kansas City in 1950. It was the nation's first black radio station west of the Mississippi River and existed in a time of segregation, when black music by black artists was, for the most part, banned from the airwaves.

Carter didn't have the money to pay the telephone company to install the necessary lines to get the signal out, so he balanced himself on the windowsill and hooked up his own lines to the telephone pole.

KPRS-AM debuted as a 500-watt daytimer, and when it went on the air artists such as Ray Charles and James Brown started getting airplay. The Top 40 station at the time, WHB, would only play white artists' cover versions of black songs.



### Hall Of Fame

In 1952 Carter formed a business partnership with Ed and Psyche Pate, and they purchased KPRS-AM for \$40,000 from the Johnson County Broadcasting Corp., with each

**"The Carter Broadcast Group is the type of company that cares about the well-being of its employees — unlike most publicly owned companies, which only care about appeasing their stockholders."**

Andre Carson

owning one third. By 1969 Carter had a controlling interest in the station.

In 1963 the FCC granted a license for a 100,000-watt FM facility to Carter. That station became KPRS-FM and was simulcast with KPRS-AM for eight years, until KPRS-AM's format changed and it became KPRT, a 24-hour Gospel station.

In 1987 Carter named his grandson, Michael Carter, the new President of the KPRS Broadcasting Corp. Two years later Skip Carter died at his home in Florida, and his wife, Mildred Carter, became Chairwoman of the Board.

Mildred Carter was known as a broadcasting pioneer and a role model for women. She attended Henderson Business College in Memphis and Northwestern University School of Business.

In 1992 KPRS Broadcasting Corp. was renamed Carter Broadcast Group. Three years later Skip Carter was inducted into the Radio Hall of Fame in Chicago, marking the first time an African American had been inducted.

### Continuing Legacy

KPRS OM Andre Carson says, "I'm very proud to be working for the Carter Broadcast Group. With 53 years of service to the black community, KPRS is one of the oldest — if



## Little-Known Black History Facts

Did you know....

- Henry Pace was founder of the first African-American-owned record company, Pace Phonograph Company under the Black Swan Label.
- Dr. Daniel Hale Williams helped in the founding of Chicago's Provident Hospital, the first interracial hospital in the U.S., where he performed the world's first open heart surgery.
- Janet Collins was the first African-American artist to perform onstage at the Metropolitan Opera House in New York City, in 1951.
- Thomas L. Jennings was the first African American to receive a patent, in 1821, for a dry-cleaning process.
- Garret A. Morgan, an African-American scientist from Cleveland, invented the gas mask used in World War I. Morgan also received the patent for the automatic traffic light, which he sold to General Electric for \$40,000.
- John Russwum was co-founder of the first African-American newspaper in the U.S., *Freedman's Journal*.
- In 1922 Bessie Coleman received her pilot's license in France to become the first black woman pilot.
- Madame C.J. Walker, born Sarah Breedlove, was America's first African-American millionaire businesswoman.
- In 1834 Tennessee became the first state to allow African Americans to vote.
- Kappa Alpha Psi, founded at Indiana University in 1911, was the first African-American fraternity to be chartered as a national organization.

not the oldest — black-owned stations in the country.

"My role as OM is to continue the legacy and heritage that Skip and Mildred Carter created. Working for a family-owned business is a welcome change of pace. The Carter Broadcast Group is the type of company that cares about the well-being of its employees — unlike most publicly owned companies, which only care about appeasing their stockholders."

Carter Broadcast Group Community Relations Director Brooke Callowich says, "I am very happy to be with Carter Broadcast Group. We are a small company compared to the 'megs' out there, but it's better that way; we're a family. Some days we can't live with each other, but we can't live without each other, either. Many of us started as interns and now have full-time jobs with the company. I don't know too many companies that can retain their people that long.

"Mr. and Mrs. Carter started a legacy that is historic and unmatched. They were path-lighters for African Americans in radio. I wish more people in the industry recognized that. Many people don't know that theirs was the first black-owned and

operated radio station west of the Mississippi, and now it's the oldest. Their story of survival in this industry is amazing.

"I don't know how far advanced in radio we, as African Americans, would be if not for the courage of the Carters. I do know that I thank them for starting something great."

Mildred Carter had many offers to sell the stations over the years, but she was adamant that they remain in the Carter family. She died in January 2003.

For more than 50 years Carter Broadcast Group has been the premier outlet for Urban radio listeners in Kansas City. Through the years it has kept the same mission of offering the people of Kansas City music that speaks to them from legends of yesterday to today's rising stars.

**"Mr. and Mrs. Carter started a legacy that is historical and unmatched. They were path-lighters for African Americans in radio. I wish more people in the industry recognized that."**

Brooke Callowich

### TALK BACK TO R&R!

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

Call me at 310-788-1668

or e-mail:

kpowell@radioandrecords.com





LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	R. KELLY Ignition (Jive)	3345	-39	547281	15	67/0
2	2	AALIYAH Miss You (BlackGround/Universal)	3076	+76	507025	11	14/1
4	3	50 CENT In Da Club (Shady/Aftermath/Interscope)	3059	+677	501431	5	65/3
3	4	B2K AND P. DIDDY Bump, Bump, Bump (Epic)	2452	-296	330961	11	67/0
7	5	JA RULE F/ASHANTI Mesmerize (Murder Inc./IDJMG)	2448	+188	355765	6	60/1
13	6	JENNIFER LOPEZ F/LL COOL J All I Have (Epic)	2245	+424	285004	6	62/0
5	7	NELLY Air Force Ones (Fo' Reel/Universal)	2138	-221	266800	16	60/0
9	8	50 CENT Wanksta (Shady/Interscope)	2137	+4	338065	11	56/0
6	9	ERYKAH BADU F/COMMON Love Of My Life (Magic Johnson/MCA)	2123	-140	323994	24	64/0
8	10	DRU HILL I Should Be... (Def Soul/IDJMG)	2099	-160	366109	15	62/0
11	11	MISSY ELLIOTT Gossip Folks (Gold Mind/Elektra/EEG)	2097	+231	314929	6	68/0
12	12	TYRESE How You Gonna Act Like That (J)	2016	+186	354643	12	63/2
15	13	FIELD MOB Sick Of Being Lonely (MCA)	1878	+165	245628	16	48/1
10	14	JAHEIM Fabulous (Divine Mill/WB)	1646	-373	275854	17	56/0
21	15	SMILEZ AND SOUTHSTAR Tell Me (ARTISTdirect)	1497	+93	194705	12	58/0
14	16	MISSY ELLIOTT Work It (Gold Mind/Elektra/EEG)	1490	-230	223263	20	67/0
16	17	BUSTA RHYMES Make It Clap (J)	1423	-165	183585	13	61/0
20	18	BABY F/P. DIDDY Do That... (Cash Money/Universal)	1371	-124	171651	12	54/0
17	19	2PAC Thugz Mansion (Amaru/Death Row/Interscope)	1334	-218	185655	10	56/0
24	20	JUSTIN TIMBERLAKE Cry Me A River (Jive)	1331	+92	235988	4	59/5
23	21	COMMON F/MARY J. BLIGE Come Close To Me (MCA)	1289	-10	192458	9	49/1
18	22	NAS Made You Look (Columbia)	1280	-248	186433	9	52/0
19	23	LL COOL J F/AMERIE Paradise (Def Jam/IDJMG)	1264	-258	218391	8	58/0
25	24	NIVEA Laundromat (Jive)	1240	+158	201183	5	57/2
22	25	JAY-Z F/BYONCE '03 Bonnie & Clyde (Roc-A-Fella/IDJMG)	1156	-154	136709	15	60/0
30	26	BLACKSTREET Deep (DreamWorks)	943	+42	104644	8	57/0
26	27	EVE Satisfaction (Ruff Ryders/Interscope)	932	-131	126808	12	43/0
49	28	JAY-Z Excuse Me Miss (Roc-A-Fella/IDJMG)	926	+465	164965	2	63/9
28	29	TRICK DADDY Thug Holiday (Slip 'N Slide/Atlantic)	917	-44	94480	10	39/1
32	30	VIVIAN GREEN Emotional Rollercoaster (Columbia)	886	+71	117940	10	37/0
33	31	BABY F/CLIPSE What Happened To That Boy? (Cash Money/Universal)	875	+66	145585	5	4/0
38	32	MARQUES HOUSTON That Girl (Interscope)	816	+186	126561	3	54/10
27	33	AMERIE Talkin' To Me (Rise/Columbia)	816	-216	95235	16	51/0
45	34	GINUWINE Hell Yeah (Epic)	811	+299	120292	2	52/4
39	35	WAYNE WONDER No Letting Go (VP/Atlantic)	742	+128	87242	7	40/3
43	36	SNOOP DOGG Beautiful (Doggy Style/Priority/Capitol)	701	+168	122810	2	55/14
35	37	K-CI & JOJO This Very Moment (MCA)	686	-13	68277	6	44/1
40	38	CLIPSE F/FAITH EVANS Ma, I Don't Love Her (Star Trak/Arista)	676	+86	79750	4	47/1
34	39	WHITNEY HOUSTON One Of Those Days (Arista)	673	-109	68879	11	37/0
36	40	LIL' JON & THE EASTSIDE BOYZ I Don't Give A @#% (TVT)	641	-39	88151	8	21/0
31	41	EMINEM Lose Yourself (Shady/Interscope)	636	-206	72018	14	46/0
Debut	42	LIL' KIM The Jump Off (Queen Bee/Atlantic)	598	+242	108636	1	0/0
41	43	DMX X Gon Give It To Ya (Ruff Ryders/IDJMG)	585	-5	69351	3	48/1
44	44	CHOPPA Choppa Style (No Limit/Universal)	530	+1	49030	3	23/1
50	45	FAT JOE All I Need (Terror Squad/Atlantic)	483	+106	64599	2	33/1
47	46	SYLEENA JOHNSON Guess What (Jive)	445	-22	41249	3	32/7
42	47	NEXT Imagine That (J)	422	-115	41947	9	32/0
Debut	48	FLOETRY Say Yes (DreamWorks)	366	+168	57726	1	45/4
Debut	49	BUSTA RHYMES I Know What You Want (J)	365	+126	102695	1	1/0
Debut	50	NAAM BRIGADE What You Doin' Wit Dat (ARTISTdirect)	359	+35	29063	1	36/0

69 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 1/26-2/1. 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 (© 2003, The Arbitron Company). © 2003, R&R, Inc.

## Most Added®

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ARTIST TITLE LABEL(S)	ADDS
MARIO C'mon (J)	37
KILLER MIKE A.D.I.D.A.S. (Aquemini/Columbia)	35
FABOLOUS F/LIL' MO Can't Let You Go (Elektra/EEG)	33
TLC Hands Up (Arista)	32
MARIAH CAREY F/CAM'RON Boy (I Need You) (MonarC/IDJMG)	27
B.G. Hottest Of The Hot (In The Paint/Koch)	17
SNOOP DOGG Beautiful (Doggy Style/Priority/Capitol)	14
MARQUES HOUSTON That Girl (Interscope)	10
JAY-Z Excuse Me Miss (Roc-A-Fella/IDJMG)	9
MR. CHEEKS Crush On You (Universal)	9
SYLEENA JOHNSON Guess What (Jive)	7
SEAN PAUL Get Busy (VP)	6

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
50 CENT In Da Club (Shady/Aftermath/Interscope)	+677
JAY-Z Excuse Me Miss (Roc-A-Fella/IDJMG)	+465
JENNIFER LOPEZ F/LL COOL J All I Have (Epic)	+424
50 CENT F/NOTORIOUS B.I.G. Realist Nigga (Shady/Interscope)	+322
GINUWINE Hell Yeah (Epic)	+299
LIL' KIM The Jump Off (Queen Bee/Atlantic)	+242
MISSY ELLIOTT Gossip Folks (Gold Mind/Elektra/EEG)	+231
JA RULE F/ASHANTI Mesmerize (Murder Inc./IDJMG)	+188
TYRESE How You Gonna Act Like That (J)	+186
MARQUES HOUSTON That Girl (Interscope)	+186

## New & Active

MARIO C'mon (J)	Total Plays: 349, Total Stations: 37, Adds: 37
KELLY ROWLAND Can't Nobody (Columbia)	Total Plays: 328, Total Stations: 32, Adds: 4
KIZZY ROCK Twurkulator Part 2 (Koch)	Total Plays: 322, Total Stations: 23, Adds: 2
ROOTS F/MUSIQ Break You Off (MCA)	Total Plays: 272, Total Stations: 18, Adds: 0
KILLER MIKE A.D.I.D.A.S. (Aquemini/Columbia)	Total Plays: 255, Total Stations: 35, Adds: 35
SEAN PAUL Get Busy (VP)	Total Plays: 236, Total Stations: 27, Adds: 6
MARIAH CAREY F/CAM'RON Boy (I Need You) (MonarC/IDJMG)	Total Plays: 230, Total Stations: 28, Adds: 27
MR. CHEEKS Crush On You (Universal)	Total Plays: 225, Total Stations: 35, Adds: 9
TLC Hands Up (Arista)	Total Plays: 184, Total Stations: 33, Adds: 32
GERALD LEVERT Funny (Elektra/EEG)	Total Plays: 116, Total Stations: 13, Adds: 0

Songs ranked by total plays

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Stations and their adds listed alphabetically by market

Reporters

<p><b>WAJZ/Albany, NY *</b>  <b>PD/MD:</b> Sugar Bear  <b>APD:</b> Marie Cristal</p> <p>6 MARIAH CAREY/CAM'RON "Boy"                  2 TLC "Hand"                  1 FABOLOUS F/LIL' MO "Can't"                  1 MARIO "C'mon"</p>	<p><b>KTCX/Beaumont, TX *</b>  <b>OM:</b> Jim West  <b>PD:</b> Al Payne</p> <p>23 SYLEENA JOHNSON "What"                  3 MARIO "C'mon"                  3 MARIAH CAREY/CAM'RON "Boy"                  1 FABOLOUS F/LIL' MO "Can't"                  1 KILLER MIKE "A.O.I.D."                  1 TLC "Hand"</p>	<p><b>WJZF/Cincinnati, OH *</b>  <b>PD/MD:</b> Terri Thomas</p> <p>11 KILLER MIKE "A.O.I.D."                  5 FLOETRY "Yes"                  3 SEAN PAUL "Busy"</p>	<p><b>WJNN/Dothan, AL</b>  <b>OM/MD:</b> JR Wilson  <b>MD:</b> Jamar Wilson</p> <p>5 FABOLOUS F/LIL' MO "Can't"                  5 KILLER MIKE "A.O.I.D."                  5 MARIAH CAREY/CAM'RON "Boy"                  5 MARIO "C'mon"                  5 TLC "Hand"</p>	<p><b>WJBT/Jacksonville, FL *</b>  <b>PD:</b> Mike Williams  <b>MD:</b> G-Wiz</p> <p>3 KILLER MIKE "A.O.I.D."                  3 JAY-Z "Excuse"                  COMMONMARRY J. BLIGE "Close"                  FABOLOUS F/LIL' MO "Can't"                  MR. CHEEKS "Crush"                  SEAN PAUL "Busy"</p>	<p><b>WFXM/Macon, GA</b>  <b>OM/MD:</b> Ralph Meachum  <b>MD:</b> G-Wiz</p> <p>6 FEW "Marnott"                  6 MARIO "C'mon"</p>	<p><b>WQVE/New Orleans, LA *</b>  <b>OM:</b> Carla Boatner  <b>PD:</b> Angela Watson</p> <p>JUSTIN TIMBERLAKE "River"                  MARIO "C'mon"                  MARQUES HOUSTON "That"</p>	<p><b>WCOX/Richmond, VA *</b>  <b>PD:</b> Terry Fox  <b>MD:</b> Reggie Baker</p> <p>15 MARQUES HOUSTON "That"                  4 MARIO "C'mon"</p>	<p><b>KATZ/S. Louis, MO *</b>  <b>PD:</b> Eric Mychaels</p> <p>No Adds</p>																																																								
<p><b>KBCE/Alexandria, LA</b>  <b>APD/MD:</b> Dell Banks</p> <p>MARIO "C'mon"</p>	<p><b>WJZO/Biloxi-Gulfport, MS *</b>  <b>OM/MD:</b> Rob Neal  <b>MD:</b> Tabari Daniels</p> <p>11 TLC "Hand"                  10 MARIAH CAREY/CAM'RON "Boy"                  9 MARIO "C'mon"                  4 FABOLOUS F/LIL' MO "Can't"                  1 KILLER MIKE "A.O.I.D."</p>	<p><b>WHXT/Columbia, SC *</b>  <b>PD:</b> Chris Connors  <b>APD:</b> Harold Banks  <b>MD:</b> Shanik Mincie</p> <p>22 MARIAH CAREY/CAM'RON "Boy"                  12 MARIO "C'mon"                  7 TLC "Hand"                  2 FABOLOUS F/LIL' MO "Can't"                  B.G. "Hottest"                  1 KILLER MIKE "A.O.I.D."</p>	<p><b>WZFX/Fayetteville, NC *</b>  <b>PD:</b> Jeff Anderson  <b>APD:</b> Garrett Davis  <b>MD:</b> Taylor Morgan</p> <p>3 TLC "Hand"                  1 SNOOP DOGG "Beautiful"                  MR. CHEEKS "Crush"</p>	<p><b>KPRS/Kansas City, MO *</b>  <b>APD/MD:</b> Myron Fears</p> <p>17 MARIO "C'mon"                  FABOLOUS F/LIL' MO "Can't"                  KILLER MIKE "A.O.I.D."                  MARIAH CAREY/CAM'RON "Boy"                  TLC "Hand"</p>	<p><b>WIBB/Macon, GA</b>  <b>PD:</b> Chris Williams  <b>APD:</b> Ava Blakk</p> <p>13 SEAN PAUL "Busy"                  7 KILLER MIKE "A.O.I.D."                  7 NIVEA "Laundromat"                  2 MR. CHEEKS "Crush"                  2 TLC "Hand"                  FABOLOUS F/LIL' MO "Can't"</p>	<p><b>WBLS/New York, NY *</b>  <b>PD:</b> Vinny Brown  <b>MD:</b> Deneen Womack</p> <p>10 MARIAH CAREY/CAM'RON "Boy"                  7 KELLY ROWLAND "Nobody"                  7 MR. CHEEKS "Crush"                  6 SNOOP DOGG "Beautiful"                  2 MARIO "C'mon"</p>	<p><b>WRHH/Richmond, VA *</b>  <b>PD:</b> J.D. Kunes  <b>MD:</b> Alvin "Big Nat" Smalls</p> <p>KIZZY ROCK "Twink"                  NIVEA "Laundromat"                  SNOOP DOGG "Beautiful"</p>	<p><b>WFUN/St. Louis, MO *</b>  <b>PD:</b> Mo Shay  <b>APD:</b> Craig Black  <b>MD:</b> Koa Koa Thai</p> <p>FABOLOUS F/LIL' MO "Can't"                  MARIO "C'mon"</p>																																																								
<p><b>KEOG/Alexandria, LA</b>  <b>OM/MD:</b> Jay Stevens</p> <p>5 MARIO "C'mon"                  5 NAAM BRIGADE "What"</p>	<p><b>WBOT/Boston, MA *</b>  <b>PD:</b> Steve Gousby  <b>APD:</b> Lamar Robinson  <b>MD:</b> T. Clark</p> <p>12 SNOOP DOGG "Beautiful"                  TYRESE "Gonna"</p>	<p><b>WWDM/Columbia, SC *</b>  <b>PD/MD:</b> Mike Love  <b>APD:</b> Vernessa Pendergrass</p> <p>13 TLC "Hand"                  2 KILLER MIKE "A.O.I.D."                  2 MARIO "C'mon"                  1 B.G. "Hottest"                  FABOLOUS F/LIL' MO "Can't"</p>	<p><b>WZZF/Flint, MI *</b>  <b>PD/MD:</b> Chris Reynolds</p> <p>13 50 CENT "Club"                  11 FIELD MOB "Lonely"                  3 SYLEENA JOHNSON "What"                  1 DMX "X"                  1 MARQUES HOUSTON "That"                  FLOETRY "Yes"                  JAY-Z "Excuse"                  KILLER MIKE "A.O.I.D."                  SNOOP DOGG "Beautiful"</p>	<p><b>KIIZ/Killeen-Temple, TX</b>  <b>PD/MD:</b> Mychal Maguire</p> <p>14 BABY F/CLIPSE "Happened"                  10 JAHEIM "Woman"                  10 SEAN PAUL "Busy"</p>	<p><b>WHRK/Memphis, TN *</b>  <b>OM/MD:</b> Nate Bell  <b>PD:</b> Eileen Collier  <b>MD:</b> Devin Steel</p> <p>KILLER MIKE "A.O.I.D."                  MARIAH CAREY/CAM'RON "Boy"                  MARIO "C'mon"</p>	<p><b>WVPR/New York, NY *</b>  <b>MD:</b> Michael Saunders  <b>MD:</b> Mara Melendez</p> <p>No Adds</p>	<p><b>WOKX/Rochester, NY *</b>  <b>OM/MD:</b> Andre Marcel  <b>MD:</b> Kala O'Neal</p> <p>1 FABOLOUS F/LIL' MO "Can't"                  KILLER MIKE "A.O.I.D."                  MARIO "C'mon"                  SNOOP DOGG "Beautiful"                  TLC "Hand"</p>	<p><b>WPHR/Syracuse, NY *</b>  <b>PD:</b> Burch Charles  <b>MD:</b> Kenny Dees</p> <p>19 MARIO "C'mon"                  18 MARIO "C'mon"                  8 TLC "Hand"                  3 FABOLOUS F/LIL' MO "Can't"</p>																																																								
<p><b>WHTA/Atlanta, GA *</b>  <b>PD:</b> Jerry Smokin' B  <b>APD:</b> Ryan Cameron  <b>MD:</b> Ramona Debraux</p> <p>3 JAY-Z "Excuse"                  1 SNOOP DOGG "Beautiful"                  B.G. "Hottest"                  JA RULE F/ASHANTI "Mesmerize"</p>	<p><b>WBK/Atlanta, GA *</b>  <b>OM/MD:</b> Tony Brown  <b>APD/MD:</b> Tasha Love</p> <p>13 GINUWINE "Hell"                  12 SNOOP DOGG "Beautiful"                  11 MR. CHEEKS "Crush"                  7 CHOPPA "Choppa"                  B.G. "Hottest"                  WAYNE WONDER "Letting"                  TYRESE "Gonna"</p>	<p><b>WVVE/Atlanta, GA *</b>  <b>OM/MD:</b> Tony Brown  <b>APD/MD:</b> Tasha Love</p> <p>13 GINUWINE "Hell"                  12 SNOOP DOGG "Beautiful"                  11 MR. CHEEKS "Crush"                  7 CHOPPA "Choppa"                  B.G. "Hottest"                  WAYNE WONDER "Letting"                  TYRESE "Gonna"</p>	<p><b>WWWW/Charleston, SC *</b>  <b>OM/MD:</b> Terry Base  <b>MD:</b> Yonni O'Donohue</p> <p>9 TLC "Hand"                  3 MARIO "C'mon"                  3 MARIAH CAREY/CAM'RON "Boy"                  2 KILLER MIKE "A.O.I.D."                  FABOLOUS F/LIL' MO "Can't"</p>	<p><b>KIIR/Lafayette, LA *</b>  <b>PD/MD:</b> John Kinnit</p> <p>11 B.G. "Hottest"                  6 MARIAH CAREY/CAM'RON "Boy"                  4 MARIO "C'mon"                  2 FABOLOUS F/LIL' MO "Can't"                  1 TLC "Hand"                  1 KILLER MIKE "A.O.I.D."                  KILLER MIKE "A.O.I.D."</p>	<p><b>WEDR/Miami, FL *</b>  <b>OM/MD:</b> Cedric Hollywood</p> <p>11 KILLER MIKE "A.O.I.D."                  1 MARIO "C'mon"                  FABOLOUS F/LIL' MO "Can't"                  TLC "Hand"</p>	<p><b>WVPR/New York, NY *</b>  <b>MD:</b> Michael Saunders  <b>MD:</b> Mara Melendez</p> <p>No Adds</p>	<p><b>WVVE/Atlanta, GA *</b>  <b>OM/MD:</b> Tony Brown  <b>APD/MD:</b> Tasha Love</p> <p>13 GINUWINE "Hell"                  12 SNOOP DOGG "Beautiful"                  11 MR. CHEEKS "Crush"                  7 CHOPPA "Choppa"                  B.G. "Hottest"                  WAYNE WONDER "Letting"                  TYRESE "Gonna"</p>	<p><b>WVVE/Atlanta, GA *</b>  <b>OM/MD:</b> Tony Brown  <b>APD/MD:</b> Tasha Love</p> <p>13 GINUWINE "Hell"                  12 SNOOP DOGG "Beautiful"                  11 MR. CHEEKS "Crush"                  7 CHOPPA "Choppa"                  B.G. 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PHUNDAMENTALLY  
**phat**

ARTIST: R. Kelly  
LABEL: Jive

By KASHON POWELL / URBAN EDITOR



**R.** Kelly: winner of four Grammy Awards, three Soul Train Awards and one American Music Award. R. Kelly: R&B singer with six platinum and multiplatinum albums under his belt. His last album, *TP2.com*, sold over 5 million copies.

In the past months the multitasking singer has faced some huge challenges, including charges of possessing child pornography. Despite this, Jive Records has managed to take his latest single, "Ignition," to the No. 1 spot at Urban radio, with over 3,000 spins. Kelly's seventh album, *Chocolate Factory*, hits stores Feb. 18.

Some thought radio programmers and fans would turn their backs on him and refuse to support his future projects. Many people wished that would happen. Although some fans are judging Kelly based on his legal problems, many radio programmers have decided to let the courts do their job and judge him only by his music. The following is a letter sent to WBBM/Chicago PD Erik Bradley by a listener:

"I have listened to your station for the past four years. The decision that you made yesterday about the R. Kelly music is, in my opinion, the worst one that you have made. Also, the timing seemed to be way off. I am a married black female with two teenage children and have continued to listen to your station because I don't have to hear his music. Now that you've decided to cave in to pressure and give this pedophile airtime, I will not listen to your station, nor will I allow my children to do so. Let's give some consideration to the victims in this mess."

Bradley responded, "I totally understand your feelings. However, our job is to play hit music for our audience and at this point it seems that our audience wants to hear this particular single. 'Ignition' is one of our top-researching records and also one of our most requested songs. A poll on our website shows that over 80% of our audience is in favor of hearing R. Kelly's music on the station."

"It is not our position to decide whether or not R. Kelly is guilty. That is the responsibility of a court of law. It is our responsibility to

play the music that our audience wants. I, for one, am extremely sensitive to the victims and do not condone any of the questionable behavior that Mr. Kelly is accused of. Notwithstanding any of that, he is one of the most gifted artists of my generation, and I cannot deny our audience his music if they want to hear it."

Based on radio research and requests, the R. Kelly fan base appears to be intact. So where do Jive and those who work with the R&B star stand? A representative for Kelly said, "The more we learn about these new charges against R. Kelly, the fishier it all seems. For one thing, the pictures he is charged with possessing were not found in his personal possession or even in his house, but in a recording studio some eight months ago. For another, they involve no new alleged misconduct but precisely the same allegations Kelly is fighting in Chicago. We can't help wonder what has motivated the Polk County [FL] authorities to file charges that are essentially a rehash of a case being adjudicated in another jurisdiction. With Kelly's career on the upswing again, is it possible that they're more interested in publicity than in justice?"

Jive SR. VP/Pop Promotions Joe Riccitelli tells R&R, "As a promotion head, there are always challenges, regardless of the format or artist genre. The road in front of us is unprecedented. I passionately believe that when people get *Chocolate Factory* in their hands, the music is what will be judged. We back Robert as a core artist to the label. He is a cornerstone of the foundation that has made Jive one of the most successful record companies in the business. *Chocolate Factory* will be all the ammunition we will need to re-establish him."

While R. Kelly fights his battles in court, it appears his support from listeners, radio and his record company has not wavered.

ON THE RECORD

With  
**Jay Dixon**  
PD, WBHK/Birmingham



It's so cool being an on-air PD. I love staying close to the listeners and the music we play because it keeps me focused on what songs are real hits. I enjoy getting immediate feedback from listeners who want to know the name of a new song. • We're getting requests for

Syleena Johnson's hot new song "Guess What." The new Gerald Levert track "Closure" is buzzing here, as well as Jaheim's "Put That Woman First." All the songs I've mentioned have soulful hooks and melodies that fit our format. I'm surprised industry record sales are slipping, considering the quality of the new songs coming our way.

J Records has the No. 1 Most Added record this week as **Mario's** "C'Mon" racks up 37 adds. **Killer Mike's** "A.D.I.D.A.S." (Columbia) is close behind with 34 adds, and **Fabulous'** "Can't Let Go" (Elektra) picks up 33 ... **R. Kelly's** "Ignition" (Jive) stays No. 1 for the fourth straight week with 3,345 plays, but **Aaliyah's** "Miss You" (Blackground/Universal) is still very close, with 3,076 ... **50 Cent's** "In da Club" (Interscope) is again the Most Increased record, +677 and moving 4-3 ... **Jay-Z's** "Excuse Me Miss" makes a great jump, 49-28 and +465 ... **Jennifer Lopez's** "All I Have" (Epic), featuring **LL Cool J**, is up 424 plays and moves 13-6 ... **Ginuwine's** "Hell Yeah" (Epic) is pretty impressive this week, going 45-34, +299 ... **Snoop Dogg's** "Beautiful" (Capitol/Priority) does his thizzle with a nice jump, 43-36 ... Debuts this week include **Lil Kim's** "The Jump Off" (Atlantic) at 42\* and **Floetry's** "Say Yes" (DreamWorks) at 48\* ... **Remy Shand's** "The Way I Feel" (Motown) is Urban AC's Most Added, with 11 adds; **Rome's** "Do It" (J&J) follows at No. 2, with seven ... **Musiq's** "Dontchange" (IDJMG) is most played with 1,074 plays, and **Jaheim's** "Fabulous" (Warner Bros.) is close behind, at 1,025 plays ... **Gerald Levert's** "Closure" is the Most Increased record this week, +149 and going 16-13 ... **Tyrese's** "How You Gonna Act" (J) moves 10-8, +123 ... **Vivian Green's** "Emotional Rollercoaster" (Columbia) goes 7-6 ... Floetry debut on the Urban AC chart at 21\*.



— Kashon Powell, Urban Editor

Urban AC Reporters

Stations and their adds listed alphabetically by market

<p><b>WALR/Atlanta, GA *</b> DM: Tradie Charmont PD: Ron Davis No Adds</p>	<p><b>WLDV/Chattanooga, TN *</b> PD/MD: Sam Terry 1 REMY SHAND "Feel" CHICO DEBARGE "Together"</p>	<p><b>WUKS/Fayetteville, NC *</b> PD/MD: Garrett Davis MD: Calvin Pee 6 LATTIMORE &amp; MOORE "Loveable" 3 KIM WATERS "Know"</p>	<p><b>WSDL/Jacksonville, FL *</b> No Adds</p>	<p><b>WRWB/Macon, GA</b> PD/MD: Lisa Charles No Adds</p>	<p><b>WQQK/Nashville, TN *</b> PD/MD: D.C. 3 JOE FMR CHEEKS "Gir"</p>	<p><b>WDAS/Philadelphia, PA *</b> Stn. Mgr./PD: Joe Tamburo MD: Joann Gamble 9 GERALD LEVERT "Closure"</p>	<p><b>WLH/Savannah, GA</b> PD: Gary Young No Adds</p>
<p><b>WWIN/Baltimore, MD *</b> VP/Prog.: Kathy Brown PD: Tim Watts MD: Keith Fisher 1 K-CI &amp; JOJO "Moment"</p>	<p><b>WVAZ/Chicago, IL *</b> PD: Eirey Smith APD: Armando Rivera MCCLELLIN FADAMS "Prayer" KINDRED "Far"</p>	<p><b>WFLM/Ft. Pierce, FL *</b> PD/MD: Michael James REMY SHAND "Feel" ROME "Do"</p>	<p><b>KNJK/Kansas City, MO *</b> PD: Greg Love MD: Troy Michaels 2 REMY SHAND "Feel" ALLEN "Hard" ROME "Do"</p>	<p><b>KJMS/Memphis, TN *</b> DM/MD: Hate Ball APD/MD: Eileen Collier 16 FLOETRY "Yes" 1 GERALD LEVERT "Closure"</p>	<p><b>WYBC/New Haven, CT *</b> DM: Wayne Schmidt PD: Juan Castillo APD: Steven Richardson MD: Doc-P No Adds</p>	<p><b>WFXC/Raleigh-Durham, NC *</b> DM/MD: Cy Young APD/MD: Jodi Berry No Adds</p>	<p><b>WIMX/Toledo, OH *</b> PD: Rocky Love MD: Denise Brooks FLOETRY "Yes" JOE FMR CHEEKS "Gir" REMY SHAND "Feel" ROME "Do"</p>
<p><b>KQXL/Baton Rouge, LA *</b> DM: Don Gosselin PD/MD: Mya Vernon 16 MCCLELLIN FADAMS "Prayer" KEM "Cals" ROME "Do"</p>	<p><b>WZAK/Cleveland, OH *</b> PD: Kim Johnson No Adds</p>	<p><b>WQMG/Greensboro, NC *</b> PD: Alvin Stowe No Adds</p>	<p><b>KNEK/Lafayette, LA *</b> PD/MD: John Kinnit REMY SHAND "Feel" ROME "Do"</p>	<p><b>WHOT/Miami, FL *</b> PD: Derrick Brown APD/MD: Karen Vaughn 24 RON ISLEY F&amp;R KELLY "What" 11 KIM WATERS "Know"</p>	<p><b>WYLD/New Orleans, LA *</b> DM: Carla Boatner PD/APD/MD: Aaron "A.J." Apple No Adds</p>	<p><b>WKJS/Richmond, VA *</b> PD/MD: Kevin Gardner BLACKSTREET "Deep" KEM "Cals"</p>	<p><b>WHUR/Washington, DC *</b> PD/MD: David A. Dickinson No Adds</p>
<p><b>WBHK/Birmingham, AL *</b> PD: Jay Dixon MD: Darryl Johnson No Adds</p>	<p><b>WAGH/Columbus, GA</b> PD: Rasheda MD: Ed Lewis No Adds</p>	<p><b>KNJQ/Houston-Galveston, TX *</b> PD: Carl Conner MD: Sam Choice No Adds</p>	<p><b>KVGS/Las Vegas, NV *</b> PD: Vic Clemons MD: Adrian Wagers No Adds</p>	<p><b>WJMR/Milwaukee-Racine, WI *</b> PD/MD: Lauri Jones No Adds</p>	<p><b>WRKS/New York, NY *</b> PD: Toya Beasley MD: Julie Gustines No Adds</p>	<p><b>WVBE/Roanoke-Lynchburg, VA *</b> PD: Walt Ford REMY SHAND "Feel"</p>	<p><b>WMMJ/Washington, DC *</b> PD: Kathy Brown MD: Mike Chase No Adds</p>
<p><b>WMGL/Charleston, SC *</b> PD: Terry Base APD/MD: Belinda Parker 2 FLOETRY "Yes" ROME "Do"</p>	<p><b>KRNB/Dallas-Ft. Worth, TX *</b> DM/MD: Sam Weaver MD: Rudy V No Adds</p>	<p><b>WTLA/Indianapolis, IN *</b> DM/MD: Brian Wallace MD: Garth Adams No Adds</p>	<p><b>KOKY/Little Rock, AR *</b> PD: Mark Dylan MD: Jamal Quarles REMY SHAND "Feel"</p>	<p><b>WMCS/Milwaukee, WI</b> DM: Steve Scott PD/MD: Tyrone Jackson 15 JONATHAN BUTLER "Back" 5 REMY SHAND "Feel" 5 ROME "Do" 5 MUL-TY "Looking"</p>	<p><b>WVSV/Norfolk, VA *</b> PD/MD: Michael Mauzone No Adds</p>	<p><b>WVWL/Norfolk, VA *</b> DM: Don London PD/MD: DC 14 TYRESE "Gonna" GERALD LEVERT "Closure"</p>	<p><b>WCFB/Orlando, FL *</b> DM/MD: Steve Holbrook MD: Joe Davis 1 K-CI &amp; JOJO "Moment" FLOETRY "Yes"</p>
<p><b>WBAV/Charlotte, NC *</b> PD/MD: Terri Avery JOE FMR CHEEKS "Gir" REMY SHAND "Feel" TONY TERRY "Heart"</p>	<p><b>WMXD/Detroit, MI *</b> PD: Jamillah Muhammad APD: Onell Stevens MD: Sheila Little REMY SHAND "Feel"</p>	<p><b>WJOL/Jackson, MS *</b> PD/MD: Stan Branson KEM "Cals" REMY SHAND "Feel" ROME "Do" AL JARREAU "Secrets"</p>	<p><b>KHHT/Los Angeles, CA *</b> PD: Michelle Santuosso 10 JOE FMR CHEEKS "Gir"</p>	<p><b>WOLT/Mobile, AL *</b> PD: Steve Crumley MD: Kathy Barlow JOE FMR CHEEKS "Gir" MUL-TY "Looking" REMY SHAND "Feel"</p>	<p><b>WVFC/Philadelphia, PA *</b> DM/MD: Cy Young APD/MD: Jodi Berry No Adds</p>	<p><b>WVWL/Norfolk, VA *</b> DM: Don London PD/MD: DC 14 TYRESE "Gonna" GERALD LEVERT "Closure"</p>	<p><b>WVFC/Orlando, FL *</b> DM/MD: Steve Holbrook MD: Joe Davis 1 K-CI &amp; JOJO "Moment" FLOETRY "Yes"</p>

\*Monitored Reporters  
48 Total Reporters  
44 Total Monitored  
4 Total Indicator





# R&R URBAN AC TOP 30

Powered By



February 7, 2003

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
3	1	MUSIQ Dontchange (Def Soul/IDJMG)	1074	+26	178435	22	41/0
1	2	JAHEIM Fabulous (Divine Mill/WB)	1025	-78	138733	15	40/0
2	3	WHITNEY HOUSTON One Of Those Days (Arista)	1009	-43	121644	12	42/0
4	4	SYLEENA JOHNSON Guess What (Jive)	936	-38	132509	11	40/0
6	5	ERYKAH BADU F/COMMON Love Of My Life (Magic Johnson/MCA)	814	+11	126451	19	26/0
7	6	VIVIAN GREEN Emotional Rollercoaster (Columbia)	808	+77	114159	13	39/0
5	7	HEATHER HEADLEY He Is (RCA)	788	-149	108580	17	41/0
10	8	TYRESE How You Gonna Act Like That (J)	713	+123	107464	12	38/1
8	9	GERALD LEVERT Funny (Elektra/EEG)	669	-18	103118	26	39/0
9	10	RUFF ENDZ Someone To Love You (Epic)	624	-45	114348	45	36/0
11	11	LUTHER VANDROSS I'd Rather (J)	573	+29	106464	53	34/0
12	12	INDIA.ARIE Little Things (Motown)	554	+14	76845	21	38/0
16	13	GERALD LEVERT Closure (Elektra/EEG)	474	+149	67678	3	39/3
13	14	AALIYAH I Care 4 U (BlackGround)	432	-22	83811	19	10/0
15	15	DEBORAH COX The Morning After (J)	425	-5	48912	9	30/0
14	16	DRU HILL I Should Be... (Def Soul/IDJMG)	383	-65	46982	13	27/0
19	17	K-CI & JOJO This Very Moment (MCA)	328	+62	55864	4	21/2
20	18	KENNY LATTIMORE/CHANTE' MOORE Loveable (From Your Head...) (Arista)	285	+43	29131	14	20/1
24	19	SOUNDS OF BLACKNESS Don't You Ever Give Up (Sounds Of Blackness)	281	+62	26891	10	12/0
21	20	BLACKSTREET Deep (DreamWorks)	280	+46	30362	7	19/1
Debut	21	FLOETRY Say Yes (DreamWorks)	269	+128	46716	1	29/5
18	22	NEXT Imagine That (J)	236	-42	23016	9	18/0
23	23	TONI BRAXTON A Better Man (Arista)	230	+6	22980	5	18/0
17	24	AL JARREAU Secrets Of Love (GRP/VMG)	229	-53	24305	18	17/1
27	25	KEM Love Calls (Motown/Universal)	214	+22	38930	2	20/3
25	26	JEFF MAJORS Somebody Bigger (Music One)	209	-8	25005	4	12/0
29	27	AALIYAH Miss You (BlackGround/Universal)	181	+12	28907	3	7/0
26	28	GINUWINE Stingy (Epic)	181	-23	32635	11	5/0
30	29	TONY TERRY In My Heart (Golden Boy)	177	+24	4837	3	12/1
28	30	NELLY F/KELLY ROWLAND Dilemma (Fo' Reel/Universal)	171	-8	19071	15	3/0

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 1/26-2/1. 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 (© 2003, The Arbitron Company). © 2003, R&R, Inc.

## New & Active

**CRAIG DAVID** Personal (Wildstar/Atlantic)

Total Plays: 151, Total Stations: 12, Adds: 0

**DONNIE MCCLURKIN** F.Y. ADAMS The Prayer (Verity)

Total Plays: 141, Total Stations: 14, Adds: 2

**KIM WATERS** You Know That I Love You (Shanachie)

Total Plays: 132, Total Stations: 15, Adds: 2

**MARY MARY** I Try (Columbia)

Total Plays: 120, Total Stations: 13, Adds: 0

**JONATHAN BUTLER** Back To Love (Warner Bros.)

Total Plays: 114, Total Stations: 13, Adds: 0

**UNWRAPPED VOL. 2** Hot In Herre (Hidden Beach)

Total Plays: 92, Total Stations: 9, Adds: 0

**JOE F/MR. CHEEKS** That Girl (Motown/Universal)

Total Plays: 86, Total Stations: 16, Adds: 5

**MUL-TY** Looking For Love (Universal)

Total Plays: 84, Total Stations: 6, Adds: 1

**SANTANA F/MUSIQ** Nothing At All (Arista)

Total Plays: 81, Total Stations: 12, Adds: 0

**DONNIE** Cloud 9 (Independent)

Total Plays: 61, Total Stations: 4, Adds: 0

Songs ranked by total plays

## Most Added®

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ARTIST TITLE LABEL(S)	ADDS
REMY SHAND The Way I Feel (Motown)	11
ROME Do It (JTJ)	7
FLOETRY Say Yes (DreamWorks)	5
JOE F/MR. CHEEKS That Girl (Motown/Universal)	5
GERALD LEVERT Closure (Elektra/EEG)	3
KEM Love Calls (Motown/Universal)	3
K-CI & JOJO This Very Moment (MCA)	2
KIM WATERS You Know That I Love You (Shanachie)	2
DONNIE MCCLURKIN F.Y. ADAMS The Prayer (Verity)	2

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
GERALD LEVERT Closure (Elektra/EEG)	+149
FLOETRY Say Yes (DreamWorks)	+128
TYRESE How You Gonna Act Like That (J)	+123
DAVE HOLLISTER One Woman Man (Def Squad/DreamWorks)	+80
VIVIAN GREEN Emotional Rollercoaster (Columbia)	+77
JAY-Z F/BYONCÉ '03 Bonnie & Clyde (Roc-A-Fella/IDJMG)	+70
JOE F/MR. CHEEKS That Girl (Motown/Universal)	+67
K-CI & JOJO This Very Moment (MCA)	+62
SOUNDS OF BLACKNESS Don't You... (Sounds Of Blackness)	+62
KIM WATERS You Know That I Love You (Shanachie)	+55

## Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
DONELL JONES You Know That I Love You (Untouchables/Arista)	326
MAXWELL Lifetime (Columbia)	301
YOLANDA ADAMS The Battle Is The Lords (Verity)	281
MARY MARY In The Morning (Columbia)	265
LUTHER VANDROSS Take You Out (J)	257
JILL SCOTT The Way (Hidden Beach/Epic)	225
GERALD LEVERT Made To Love Ya (EastWest/EEG)	218
MUSIQ Halfcrazy (Def Soul/IDJMG)	204
JAHEIM Anything (Divine Mill/WB)	203
JOE What If A Woman (Jive)	203
ANGIE STONE More Than A Woman (J)	192
ANGIE STONE Wish I Didn't Miss You (J)	171
YOLANDA ADAMS Open My Heart (Elektra/EEG)	170
ANGIE STONE Brotha (J)	170
JAHEIM Just In Case (Divine Mill/WB)	169
MAXWELL This Woman's Work (Columbia)	167

R&R Station Playlists have moved to the web. See all of our monitored reporters at [www.radioandrecords.com](http://www.radioandrecords.com).

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# CRS 34: You Can't Afford To Miss It

## People and panels

**If you haven't made plans to attend CRS 34, you'll be missing out on three days that will make you a better broadcaster and your station a better generator of ratings and revenue.**

CRS 34 is set for Feb. 19-21 at the Nashville Convention Center. Note that this year's confab is three days long instead of a four-day event as in previous years. Your first chance to meet and greet is Wednesday, Feb. 19, at noon, when lunch is served in the Exhibit Hall, and the gathering ends Friday night with the traditional New Faces Banquet & Show.

Just in case you still need some prodding to attend, here are some of the sessions scheduled and some of the people taking part this year.

### Don't Miss These

No matter who wants to take you out for food or a beverage and no matter how much you want to stay in bed until lunch — or later — there are some sessions you just gotta see or you might as well have stayed home.

Leading that list is the "Group Head Panel." R&R Publisher/CEO Erica Farber moderates this who's who of radio that includes Clear Channel Radio CEO John Hogan, Emmis President/Radio Division Rick Cummings, Infinity Radio President/Programming Andy Schuon and Cumulus Media Chairman/CEO Lew Dickey. Need I say more? (Thursday, Feb. 20, 10:30am-noon)

Take a look at the future of ratings with "The Portable People Meter and Country Radio: How'd Country Do in Philly?" This session will provide a direct comparison of the latest PPM and diary results from the Philadelphia test market, with a focus on what the results mean for programmers in general and Country radio in particular. WXTU/Philadelphia PD Bob McKay will follow up with his thoughts on the PPM and its ramifications for programming. (Wednesday, Feb. 19, 4-5pm)

A couple of sessions offer portraits of young people and how Country can convert them to listeners.

Once again the CRS has commissioned a major study by Edison Media Research. This year's treatise is ti-

tled "Super Bowl Dreams for Country Music?" Edison will present the results of its national survey of 15-29-year-olds. Some of the questions the study addresses are why many 15-29s are resistant to country, how country can battle the dominance of hip-hop and R&B among these younger listeners and what marketing strategies can be developed to win young people over.

After the presentation Edison's Larry Rosin and former NFL Sr. VP/Marketing & Fan Development Howard Handler, also a former Director of Marketing for MTV, will tackle these questions about Country's future. (Friday, Feb. 21, 9-10:30am)

"Millennials Rising: Country's New Target of Opportunity" casts an eye on "Millennials" — those born since 1982, who have their own styles and tastes. What are they like? What do they mean for the entertainment industry as a whole and for country music in particular?

Drawing on clues from history, data and his own research on today's teens, along with his work as co-founder of the nationwide Cappies program for high school theater, author, historian, playwright and entertainer William Strauss will offer insight into what the Millennial Generation will mean for country music now and in the decades to come. (Thursday, Feb. 20, 10:30am-noon)

The CRS 34 keynote address will be given the morning of Thursday, Feb. 20, from 9:25-10:15 by Premiere Radio Networks talk host Dr. Laura Schlessinger. Her daily show is heard by 12 million people on 315 radio stations.

### Programming Pearls

As always, CRS will be full of sessions designed to help you better program your station. Arbitron's Bob Michaels has a unique presentation called "Secrets of America's Top-Performing Country Stations." Using reports available only in the new PD Advantage 4.0, he'll have practical

hints on how to duplicate the successes of top-rated Country stations nationwide.

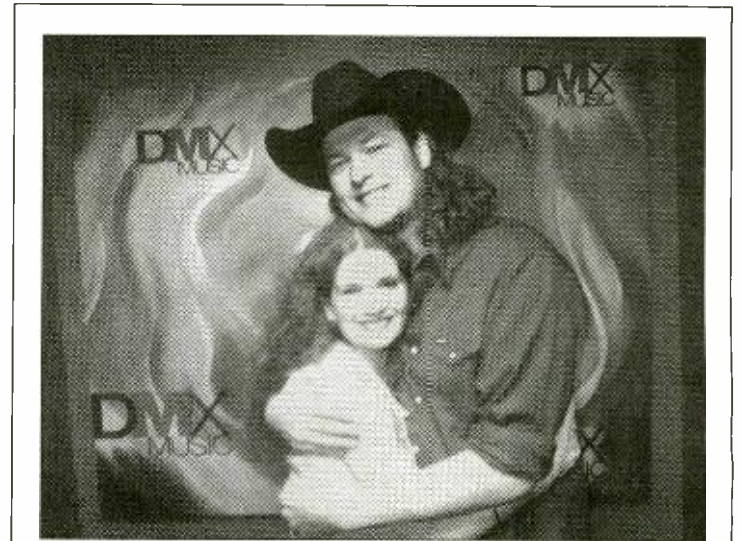
Following the presentation, WQMX/Akron PD Kevin Mason will moderate an informal discussion with veteran programmer Dene Hallam and consultant Mike McVay on how stations can implement Michaels' tips. (Wednesday, Feb. 19, 3-4pm)

**If you haven't made plans to attend CRS 34, you'll be missing out on three days that will make you a better broadcaster and your station a better generator of ratings and revenue.**

One of the fastest and most ideal-laden of all CRS sessions is expanded this year to "180 Great Promotion Ideas in 90 Minutes." You'll get fresh and creative ideas that can be easily implemented in any size market. Also part of this session is the announcement of the winners of the CRS 34 Promotion Awards.

KYGO/Denver's Garret Doll moderates panelists RJ Curtis, KZLA/Los Angeles; Bob Richards, WFMS/Indianapolis; and Keith Kaufman, WSIX/Nashville. Joining them will be the Large, Medium and Small Market Promotion Award winners. (Friday, Feb. 21, 10:30am-noon)

Teaching talent is a large part of a PD's job, so "Coaching: Getting Psyched Behind the Mic" should be high on your list of sessions to attend. Talent coach Randy Lane presented one of the best talent sessions I've witnessed, at CRS Denver, and he will



**DMX AND BLAKE** Warner Brothers recording artist Blake Shelton stopped by DMX Music's Los Angeles studio recently to perform an acoustic set for a DMX Backstage show as part of DMX's Listening Room channel. Seen here (l-r) are DMX Music Associate Producer Gina Yates and Shelton.

moderate this session with KEEY/Minneapolis' Donna Valentine; KBEQ/Kansas City's TJ McIntire; WSSL/Greenville, SC's Paul Koffy; and KPLX/Dallas' Cody Allan. Also, the CRS will hand out its Personality Awards during this session. (Friday, Feb. 21, 3:30-5pm)

### Super Sales Sessions

The CRS isn't just about programming, you know. There are any number of sessions for salespeople and programmers who want to take home some revenue-enhancing ideas.

Among the sessions geared to help you make money is "How to Create Maximum-Impact Radio Advertising" with Dan O'Day. This seminar is designed to teach salespeople, copywriters and production whizzes how to overcome the "radio doesn't work" objection.

O'Day asks, "Do your salespeople really know what causes some radio commercials to get results for clients, while most other commercials do not? Making money in radio sales requires more than just systems and closing techniques; it requires specialized knowledge and understanding of how to motivate potential customers to act on a radio sales message." (Friday, Feb. 21, 3:35-5pm)

WKHX & WYAY/Atlanta's Matt Scarano presents "100 Things You Can Start Selling Monday," 100 top sales programs that have been tried and proven successful and that you can begin implementing first thing Monday morning. (Friday, Feb. 21, 2-3:20pm)

There are also a number of roundtable discussions designed to increase your sales acumen. Jones Radio Networks' Ken Moultrie hosts "Maximizing the Programming-Sales Relationship." He claims your sales department will absolutely love you after you attend this roundtable, where he'll offer loads of ideas that work for programming and the bottom line. Plus, he'll have systems you can put in place to increase communication and eliminate confusion between sales and programming. (Wednesday, Feb. 19, 2-3:30pm)

Concurrently, Carol Bowen of WKIS/Miami will present "NTR:

Revenue Without Clutter." She'll show how to create win-win promotions with your advertisers and prospects that not only generate nontraditional revenue, but also work for programming. Also, Linda O'Brian of the syndicated *Christian Music Review* and Dale O'Brian of WLTO & WVLK/Lexington, KY will offer "Programming & Selling on the Weekend." (Wednesday, Feb. 19, 2-3:30pm)

### See The Stars At CRS 34

As usual, this year's seminar is chock-full of country artists singing, signing and speaking.

Once again this year you'll have access to the stars for liners and station IDs during the "Artist Radio Taping Session." Admission is restricted to radio, networks and syndicators and requires an armband available in advance from the CRB office. (Wednesday, Feb. 19, 2-5pm)

Your chance to chat and share a cocktail with the stars and all your old friends comes at the "Artist-Attendee Welcome Reception." (Wednesday, Feb. 19, 5-6:30pm)

You'll segue from drinks to dinner with the Super Face dinner and performance, where RCA/Nashville's Martina McBride is set to entertain. (Wednesday, Feb. 19, 6:30-9pm. Note the earlier-than-usual show time.)

Thursday's lunch is sponsored by MCA/Nashville-Mercury, showcasing a couple of the best singer-guitar slingers Music City has to offer. Get there early to get a front-row seat for Gary Allan and Vince Gill. (Feb. 20, noon-2pm)

"WCRS Live!" promises to continue the tradition of fun and hits as Keith Urban — who wowed everybody at last year's "WCRS Live!" — plays host this time around. He'll talk and trade songs with Deana Carter, Jeffrey Steele and Craig Wiseman. (Thursday, Feb. 20, 3:30-5pm)

Friday's lunch is sponsored by ASCAP and RCA Label Group/Nashville, so you can bet a bevy of stars will be there to perform. (Feb. 21, noon-2pm)

Another of the day's highlights is

Continued on Page 50



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PART TWO OF A TWO-PART SERIES

# The Big Business Of Country Concerts

Promoter Ben Farrell on the best markets for country concerts

**B**en Farrell has been promoting concerts for 31 years. He has worked with the biggest acts in country music — including George Strait, Alan Jackson, Toby Keith, Barbara Mandrell, Charlie Pride, Garth Brooks and even Elvis Presley — making sure they have the most successful arena tours possible.

In the case of Keith, Farrell started working with the artist and his management company last year, Keith's first as an arena headliner. Keith was 2002's No. 1 draw in the country concert business.

## Soup To Nuts

Farrell's uncanny ability to read what it takes to make a country concert successful in any region is part of what makes him a successful promoter. "In some cases we work with the management people, and we are the ones suggesting where they should play," he says.

More often, of course, Farrell is asked for a particular date. "We'll make a deal with the building — rental and expenses," he says. "About five weeks out we release the fact that we're coming to the market and start to advertise the show.

"We usually put tickets on sale about a month out, and we start working on publicity with newspapers, television and radio. We also work on the production of the show. It's a soup-to-nuts effect."

Farrell doesn't necessarily enjoy the label "concert promoter." While he admits that is his function, he maintains that it's not the feel of his business. "When you see us, we're more of a representative of artists," he says. "The artist is the promoter, and we're just representing their interests. We're in association with the acts we represent.

"In our case, with the way we work with management, we have to feel like we really like the managers and have a family attitude. We get right in there and deal with them, so we have to like one another. Some of these people — like [George Strait manager] Erv Woolsey — are my best friends in the business."

Farrell's association with Strait has been lucrative for all involved. Farrell has worked with Strait's team for 19 years now, putting together arena

**"We've never ripped anyone off. If we tell a radio station we're gonna do something, we do it."**

shows and stadium tours, including the current Road Less Traveled tour and numerous George Strait Festival shows over the years.

"That length of time shows how trustworthy we are and how we deal with people," Farrell says. "They have to be able to implicitly trust us and trust that we're doing the right thing for them and that we understand the way they want to be handled in the marketplace."

## Radio's Role

Farrell is extremely well-known in Country radio circles, and he's proud of the relationships he has forged with radio stations over the years. "We have a habit of working with every radio station in the market we can get our hands on," he says. "We try to deal with everybody.

"If you're a 500-watter, in some cases, we're dealing with you. That's not as true today as it used to be, with radio being so fragmented, but there are a lot of people who will say, 'Yes, they've dealt with us fairly and gave us tickets.'"

The key to maintaining good relationships with radio, Farrell says, is honesty. "We've never ripped anyone off," he explains. "If we tell a radio

station we're gonna do something, we do it."

Farrell is forever mindful of radio relationships and whether putting on a show in a particular area is going to be a problem. When he thinks about doing a show in a market, the local radio situation is definitely a consideration. "We ask ourselves, 'What kind of support are we gonna get from the Country radio business?'"

"If you have a market where Country radio is good to work with, but it's not a good country music market, that's a fine line. We'll play that market, because the people at the radio station will give us a fair opportunity to do good."

## Old Radio Friends

On the other hand, Farrell says there are some markets he may consider avoiding. "You get into situations where people say, 'I'd like to play there, but I'm gonna have to deal with a certain station, and they are tough to deal with,'" he says. "Maybe we don't play that market. That doesn't happen too often, but there are a few places out there. And sometimes you play them anyway."

For the most part, though, Farrell has had good experiences with radio. "The great majority of stations are extremely cooperative in helping you promote a show, whether they are presenting it or it's neutral," he says.

To avoid creating problems for himself, Farrell makes sure that he deals with all the Country stations in a given market, and he's always mindful of their competitive battles. "We try to be as fair as we can to competing properties," he says.

"You want people to feel good about you for the 364 days after the show. The acts want radio and the public to feel good about them after they leave town. We want to make sure that when they leave town, everybody wants them to come back. I've got to worry about things being done correctly so it doesn't cast ill will on the artist."

Having said that, it's difficult for Farrell not to feel some favoritism toward old radio friends. "There are places where it's competitive where you feel in your heart a certain station



**TINY DANCERS** Tim McGraw and Elton John captivated the crowd while opening the American Music Awards in Los Angeles recently. McGraw later won the Favorite Country Male Artist award for the third consecutive year.

should get a promotional edge because they've worked with you for a long time," he says. "We've had a few problems over the years, but we can count them on one hand."

## Country Highs And Lows

With more than three decades of working country concerts around the nation, Farrell has a good grasp of what acts work where. He believes a

**"You get into situations where people say, 'I'd like to play there, but I'm gonna have to deal with a certain station, and they are tough to deal with.' Maybe we don't play that market."**

country show can do extremely well in ticket sales even if there is not a strong Country radio presence in a market. He points to the Northeast region as an example.

The Northeast is traditionally seen as a difficult area for Country radio. That's not necessarily the case for concerts though. "The Northeast can be pretty good, because it's fresher," Farrell says. "Portland, ME; Worcester, MA; Albany, NY; and Penn State University are all particularly good spots. Pittsburgh is good indoors and outdoors.

"That region is underrated, especially if you space yourself out properly. Hartford is kinda tough, but they have awfully good radio up there. WWYZ PD Jay McCarthy is one of the most impressive forces right now. He's

a good property as a young man."

Farrell also has regions that frustrate him. While areas of the South are considered to be country hotbeds, Farrell maintains that some of the toughest regions right now are Albany, Augusta and Savannah, GA, as well as Laredo, TX.

"It's particularly tough to achieve your potential there," he says. "It's more difficult in those markets to be able to do what you feel you need to do."

What are the most friendly markets for country concerts? Farrell says, "If I had to give you a few from over my entire career, I would definitely say Greenville, SC; Charlotte; Oklahoma City; Dallas; Phoenix; Salt Lake City; Minneapolis; and Detroit.

"The hottest building today for country music might be in Greenville, SC. Louisville is real good. Tacoma, WA and Washington, DC have been among the better country markets."

## A Hands-On Approach

Farrell's knowledge of individual markets has enhanced his ability to do a great job for the acts he works with. He continues to take a hands-on approach to every show, and he's particularly proud of his current work on Toby Keith's Unleashed tour. He says that's a reflection of the caliber of the artist.

"We've been extremely fortunate to be able to represent all the great acts we've had over the years," he says. "It's also based on the quality of the individuals in management and booking that we've enjoyed working with over the years. The secret of our success is being able to feel like we're a family. We have a responsibility to do the best that we can."

## TALK BACK TO R&R!

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

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# R&R COUNTRY TOP 50

February 7, 2003

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LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL POINTS	± POINTS	TOTAL PLAYS	± PLAYS	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	MARK WILLS 19 Somethin' (Mercury)	17483	-1006	6140	-298	18	149/0
2	2	BLAKE SHELTON The Baby (Warner Bros.)	15877	+239	5713	+169	14	149/0
4	3	TERRI CLARK I Just Wanna Be Mad (Mercury)	15510	+594	5495	+221	23	148/0
3	4	EMERSON DRIVE Fall Into Me (DreamWorks)	14260	-874	5063	-346	29	148/0
5	5	AARON LINES You Can't Hide Beautiful (RCA)	13497	+24	4912	+41	24	148/0
7	6	GARY ALLAN Man To Man (MCA)	12979	+358	4716	+125	18	148/0
8	7	JOE NICHOLS Brokenheartsville (Universal South)	10660	+1011	3771	+380	14	143/2
9	8	BRAD PAISLEY I Wish You'd Stay (Arista)	10544	+898	3939	+318	23	146/0
10	9	DIXIE CHICKS Travelin' Soldier (Monument)	10348	+1745	3649	+700	16	148/4
14	10	ALAN JACKSON That'd Be Alright (Arista)	8297	+1117	2838	+374	6	144/6
12	11	TRACE ADKINS Chrome (Capitol)	8251	+239	3254	+113	18	138/2
13	12	SHANIA TWAIN Up! (Mercury)	8144	+241	2960	+114	8	135/1
11	13	LONESTAR Unusually Unusual (BNA)	7644	-933	2843	-378	22	142/1
15	14	JENNIFER HANSON Beautiful Goodbye (Capitol)	7353	+259	2726	+66	24	132/3
16	15	VINCE GILL Next Big Thing (MCA)	7325	+349	2707	+95	12	143/4
24	16	KENNY CHESNEY Big Star (BNA)	6494	+1562	2244	+542	5	141/13
19	17	KEITH URBAN Raining On Sunday (Capitol)	6369	+464	2384	+155	8	139/6
17	18	TRICK PONY On A Mission (H2E/WB)	6176	-647	2368	-217	21	135/0
21	19	DIAMOND RIO I Believe (Arista)	5843	+240	2241	+112	9	132/5
23	20	MARTINA MCBRIDE Concrete Angel (RCA)	5789	+560	2122	+260	11	136/7
20	21	FAITH HILL When The Lights Go Down (Warner Bros.)	5737	+36	1995	+43	11	126/4
22	22	DEANA CARTER There's No Limit (Arista)	5647	+226	2164	+43	14	136/1
18	23	KELLIE COFFEY At The End Of The Day (BNA)	5484	-1227	2014	-522	25	138/0
27	24	TIM MCGRAW She's My Kind Of Rain (Curb)	5206	+830	1831	+397	5	129/22
26	25	CHRIS CAGLE What A Beautiful Day (Capitol)	4753	+219	1638	+67	11	116/7
28	26	TOBY KEITH Rock You Baby (DreamWorks)	4731	+1226	1682	+392	4	127/10
25	27	DARRYL WORLEY Family Tree (DreamWorks)	4301	-350	1674	-129	16	121/0
29	28	PHIL VASSAR This Is God (Arista)	4087	+609	1493	+240	5	112/10
30	29	JEFF BATES The Love Song (RCA)	3402	+116	1278	+63	5	112/7
34	30	JESSICA ANDREWS There's More To Me Than You (DreamWorks)	2585	+609	1066	+208	5	108/7
<b>Breaker</b>	31	RASCAL FLATTS Love You Out Loud (Lyric Street)	2574	+1155	897	+439	3	106/30
32	32	RANDY TRAVIS Three Wooden Crosses (Word/Curb/Warner Christian)	2537	+119	718	+73	8	62/11
<b>Breaker</b>	33	MONTGOMERY GENTRY Speed (Columbia)	2235	+447	954	+166	5	105/19
35	34	JO DEE MESSINA Was That My Life (Curb)	2209	+359	719	+146	4	88/16
37	35	CRAIG MORGAN Almost Home (Broken Bow)	1895	+143	859	+84	14	81/10
38	36	PINMONKEY I Drove All Night (BNA)	1657	+87	697	+39	9	87/3
40	37	TAMMY COCHRAN Love Won't Let Me (Epic)	1523	+236	664	+87	4	89/11
42	38	TRAVIS TRITT Country Ain't Country (Columbia)	1435	+297	550	+97	3	78/19
41	39	KID ROCK W/SHERYL CROW Picture (Lava/Atlantic)	1180	-62	344	-3	16	15/2
43	40	TIM MCGRAW FJELTON JOHN Tiny Dancer (Curb)	1050	-30	228	+6	7	4/0
46	41	AARON TIPPIN F/THEA TIPPIN Love Like There's No Tomorrow (Lyric Street)	1021	+148	468	+68	4	67/7
45	42	TOBY KEITH Beer For My Horses (DreamWorks)	887	-181	127	-25	8	1/0
<b>Debut</b>	43	SAMMY KERSHAW I Want My Money Back (Audium)	844	+324	354	+129	1	56/18
48	44	TEBEY We Shook Hands (Man To Man) (BNA)	542	-103	248	-26	4	37/3
<b>Debut</b>	45	CHARLIE DANIELS/TRAVIS TRITT Southern Boy (Blue Hat/Audium)	534	+58	227	+2	1	31/0
<b>Debut</b>	46	ALISON KRAUSS The Lucky One (Rounder)	509	+152	138	+60	1	14/3
-	47	CROSS CANADIAN RAGWEED 17 (Universal South)	488	-10	91	-11	2	8/0
<b>Debut</b>	48	ANTHONY SMITH Half A Man (Mercury)	483	+100	190	+59	1	48/23
<b>Debut</b>	49	STEVE HOLY Rock-A-Bye Heart (Curb)	463	+102	187	+56	0	52/21
<b>Debut</b>	50	JOHN MICHAEL MONTGOMERY Country Thang (Warner Bros.)	422	-159	201	-5	0	34/8

149 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 1/26-2/1. 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 (© 2003, The Arbitron Company). © 2003, R&R, Inc.

## Most Added®

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ARTIST TITLE LABEL(S)	ADDS
RASCAL FLATTS Love You Out Loud (Lyric Street)	30
ANTHONY SMITH Half A Man (Mercury)	23
TIM MCGRAW She's My Kind Of Rain (Curb)	22
STEVE HOLY Rock-A-Bye Heart (Curb)	21
MONTGOMERY GENTRY Speed (Columbia)	19
TRAVIS TRITT Country Ain't Country (Columbia)	19
SAMMY KERSHAW I Want My Money Back (Audium)	18
JO DEE MESSINA Was That My Life (Curb)	16
KENNY CHESNEY Big Star (BNA)	13
TAMMY COCHRAN Love Won't Let Me (Epic)	11
RANDY TRAVIS Three Wooden Crosses (Word/Curb/Warner Christian)	11
TOBY KEITH Rock You Baby (DreamWorks)	10
PHIL VASSAR This Is God (Arista)	10
CRAIG MORGAN Almost Home (Broken Bow)	10

## Most Increased Points

ARTIST TITLE LABEL(S)	TOTAL POINT INCREASE
DIXIE CHICKS Travelin' Soldier (Monument)	+1745
KENNY CHESNEY Big Star (BNA)	+1562
TOBY KEITH Rock You Baby (DreamWorks)	+1226
RASCAL FLATTS Love You Out Loud (Lyric Street)	+1155
ALAN JACKSON That'd Be Alright (Arista)	+1117
JOE NICHOLS Brokenheartsville (Universal South)	+1011
BRAD PAISLEY I Wish You'd Stay (Arista)	+898
TIM MCGRAW She's My Kind Of Rain (Curb)	+830
DIXIE CHICKS Star Spangled Banner (Monument)	+630
JESSICA ANDREWS There's More To Me Than You (DreamWorks)	+609

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
DIXIE CHICKS Travelin' Soldier (Monument)	+700
KENNY CHESNEY Big Star (BNA)	+542
RASCAL FLATTS Love You Out Loud (Lyric Street)	+439
TIM MCGRAW She's My Kind Of Rain (Curb)	+397
TOBY KEITH Rock You Baby (DreamWorks)	+392
JOE NICHOLS Brokenheartsville (Universal South)	+380
ALAN JACKSON That'd Be Alright (Arista)	+374
BRAD PAISLEY I Wish You'd Stay (Arista)	+318
MARTINA MCBRIDE Concrete Angel (RCA)	+260
PHIL VASSAR This Is God (Arista)	+240

## Breakers

**RASCAL FLATTS**  
Love You Out Loud (Lyric Street)  
30 Adds • Moves 39-31

**MONTGOMERY GENTRY**  
Speed (Columbia)  
19 Adds • Moves 36-33

Songs ranked by total plays

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February 7, 2003

**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	BLAKE SHELTON The Baby (Warner Bros.)	3531	-13	2778	-18	14	75/0
2	2	MARK WILLS 19 Somethin' (Mercury)	3331	-108	2638	-95	18	74/0
3	3	GARY ALLAN Man To Man (MCA)	3256	+129	2575	+92	20	73/0
4	4	TERRI CLARK I Just Wanna Be Mad (Mercury)	3127	+33	2488	+28	23	67/0
5	5	AARON LINES You Can't Hide Beautiful (RCA)	3080	+91	2469	+68	26	72/0
6	6	BRAD PAISLEY I Wish You'd Stay (Arista)	2845	-82	2234	-60	27	72/0
8	7	JOE NICHOLS Brokenheartsville (Universal South)	2842	+273	2271	+182	15	67/0
16	8	DIXIE CHICKS Travelin' Soldier (Monument)	2661	+647	2083	+489	7	74/3
10	9	TRACE ADKINS Chrome (Capitol)	2597	+130	2091	+114	19	74/0
7	10	EMERSON DRIVE Fall Into Me (DreamWorks)	2441	-215	1940	-201	32	62/1
14	11	ALAN JACKSON That'd Be Alright (Arista)	2269	+163	1796	+128	7	73/1
15	12	VINCE GILL Next Big Thing (MCA)	2179	+100	1724	+63	12	70/0
13	13	SHANIA TWAIN Up! (Mercury)	2133	+11	1717	+10	7	71/0
17	14	JENNIFER HANSON Beautiful Goodbye (Capitol)	2073	+63	1663	+39	24	73/1
9	15	LONESTAR Unusually Unusual (BNA)	2063	-440	1658	-332	24	63/0
18	16	KEITH URBAN Raining On Sunday (Capitol)	1928	+49	1560	+42	9	74/0
21	17	MARTINA MCBRIDE Concrete Angel (RCA)	1896	+205	1495	+161	10	72/2
20	18	DIAMOND RIO I Believe (Arista)	1894	+39	1524	+46	11	72/0
24	19	KENNY CHESNEY Big Star (BNA)	1717	+294	1345	+219	4	73/4
12	20	TRICK PONY On A Mission (H2E/WB)	1717	-468	1334	-396	24	57/0
22	21	DEANA CARTER There's No Limit (Arista)	1657	+27	1337	+22	15	70/0
25	22	TOBY KEITH Rock You Baby (DreamWorks)	1565	+204	1278	+166	4	72/0
27	23	TIM MCGRAW She's My Kind Of Rain (Curb)	1512	+318	1185	+241	2	75/6
26	24	CHRIS CAGLE What A Beautiful Day (Capitol)	1459	+161	1171	+133	10	68/4
29	25	PHIL VASSAR This Is God (Arista)	1401	+248	1102	+209	4	70/5
19	26	KELLIE COFFEY At The End Of The Day (BNA)	1289	-585	988	-474	26	51/0
28	27	FAITH HILL When The Lights Go Down (Warner Bros.)	1205	+22	971	+16	10	56/2
23	28	DARRYL WORLEY Family Tree (DreamWorks)	1146	-379	942	-296	18	47/0
32	29	RASCAL FLATTS Love You Out Loud (Lyric Street)	966	+283	787	+233	2	65/11
30	30	JESSICA ANDREWS There's More To Me Than You (DreamWorks)	966	+133	791	+108	6	63/5
31	31	JEFF BATES The Love Song (RCA)	952	+169	760	+138	3	58/7
34	32	RANDY TRAVIS Three Wooden Crosses (Word/Curb/Warner Christian)	789	+172	653	+120	8	44/7
36	33	MONTGOMERY GENTRY Speed (Columbia)	696	+122	573	+98	4	49/10
35	34	AARON TIPPIN F/THEA TIPPIN Love Like There's No Tomorrow (Lyric Street)	666	+91	537	+78	4	41/6
39	35	TAMMY COCHRAN Love Won't Let Me (Epic)	643	+187	521	+149	4	41/10
41	36	TRAVIS TRITT Country Ain't Country (Columbia)	636	+234	469	+148	3	36/9
38	37	JO DEE MESSINA Was That My Life (Curb)	625	+147	492	+110	3	44/7
42	38	PINMONKEY I Drove All Night (BNA)	417	+46	356	+37	11	25/2
43	39	DARON NORWOOD In God We Trust (H2E/Lofton Creek)	290	-22	254	-19	10	16/0
49	40	JOHN MICHAEL MONTGOMERY Country Thang (Warner Bros.)	280	+97	236	+85	2	27/9
50	41	SAMMY KERSHAW I Want My Money Back (Audium)	250	+69	202	+60	2	22/9
45	42	CHARLIE DANIELS/TRAVIS TRITT Southern Boy (Blue Hat/Audium)	240	-28	214	-23	7	16/0
47	43	CROSS CANADIAN RAGWEED 17 (Universal South)	212	+16	200	+17	3	14/1
Debut	44	ANTHONY SMITH Half A Man (Mercury)	178	+75	170	+69	1	16/5
48	45	KID ROCK F/ALLISON MOORER Picture (Lava/Universal South)	177	-6	148	-5	8	7/0
-	46	CRAIG MORGAN Almost Home (Broken Bow)	169	-7	161	-8	5	12/2
-	47	JAMIE LEE THURSTON It Can All Be Gone (View2/H2E)	167	+9	150	+11	2	14/1
Debut	48	HOLLY LAMAR Unkissed (Universal South)	119	+65	111	+63	1	12/6
Debut	49	TEBEY We Shook Hands (Man To Man) (BNA)	114	+17	107	+18	1	10/1
46	50	KEVIN DENNEY It'll Go Away (Lyric Street)	110	-91	90	-76	12	6/0

75 Country Indicator reports. Songs ranked by total plays for the airplay week of Sunday 1/26-Saturday 2/1. © 2003, R&R Inc.

**Most Added®**

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ARTIST TITLE LABEL(S)	ADDS
RASCAL FLATTS Love You Out Loud (Lyric Street)	11
MONTGOMERY GENTRY Speed (Columbia)	10
TAMMY COCHRAN Love Won't Let Me (Epic)	10
TRAVIS TRITT Country Ain't Country (Columbia)	9
JOHN MICHAEL MONTGOMERY Country Thang (Warner Bros.)	9
SAMMY KERSHAW I Want My Money Back (Audium)	9
JEFF BATES The Love Song (RCA)	7
JO DEE MESSINA Was That My Life (Curb)	7
RANDY TRAVIS Three Wooden Crosses (Word/Curb/Warner Christian)	7
TIM MCGRAW She's My Kind Of Rain (Curb)	6
A. TIPPIN FT. TIPPIN Love Like There's No Tomorrow (Lyric Street)	6
HOLLY LAMAR Unkissed (Universal South)	6
PHIL VASSAR This Is God (Arista)	5
JESSICA ANDREWS There's More To Me Than You (DreamWorks)	5
ANTHONY SMITH Half A Man (Mercury)	5
MARK CHESNUTT I'm In Love With A Married... (Columbia)	5
KENNY CHESNEY Big Star (BNA)	4
CHRIS CAGLE What A Beautiful Day (Capitol)	4
RADNEY FOSTER Scary Old World (Dualtone)	4
DIXIE CHICKS Travelin' Soldier (Monument)	3

**Most Increased Points**

ARTIST TITLE LABEL(S)	TOTAL POINT INCREASE
DIXIE CHICKS Travelin' Soldier (Monument)	+647
TIM MCGRAW She's My Kind Of Rain (Curb)	+318
KENNY CHESNEY Big Star (BNA)	+294
RASCAL FLATTS Love You Out Loud (Lyric Street)	+283
JOE NICHOLS Brokenheartsville (Universal South)	+273
PHIL VASSAR This Is God (Arista)	+248
TRAVIS TRITT Country Ain't Country (Columbia)	+234
MARTINA MCBRIDE Concrete Angel (RCA)	+205
TOBY KEITH Rock You Baby (DreamWorks)	+204
TAMMY COCHRAN Love Won't Let Me (Epic)	+187

**Most Increased Plays**

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
DIXIE CHICKS Travelin' Soldier (Monument)	+489
TIM MCGRAW She's My Kind Of Rain (Curb)	+241
RASCAL FLATTS Love You Out Loud (Lyric Street)	+233
KENNY CHESNEY Big Star (BNA)	+219
PHIL VASSAR This Is God (Arista)	+209
JOE NICHOLS Brokenheartsville (Universal South)	+182
TOBY KEITH Rock You Baby (DreamWorks)	+166
MARTINA MCBRIDE Concrete Angel (RCA)	+161
TAMMY COCHRAN Love Won't Let Me (Epic)	+149
TRAVIS TRITT Country Ain't Country (Columbia)	+148
JEFF BATES The Love Song (RCA)	+138
CHRIS CAGLE What A Beautiful Day (Capitol)	+133
ALAN JACKSON That'd Be Alright (Arista)	+128
RANDY TRAVIS Three Wooden... (Word/Curb/Warner Christian)	+120
TRACE ADKINS Chrome (Capitol)	+114
JO DEE MESSINA Was That My Life (Curb)	+110
JESSICA ANDREWS There's More To Me Than You (DreamWorks)	+108
MONTGOMERY GENTRY Speed (Columbia)	+98
GARY ALLAN Man To Man (MCA)	+92
JOHN MICHAEL MONTGOMERY Country Thang (Warner Bros.)	+85
A. TIPPIN FT. TIPPIN Love Like There's No Tomorrow (Lyric Street)	+78
ANTHONY SMITH Half A Man (Mercury)	+69
AARON LINES You Can't Hide Beautiful (RCA)	+68
VINCE GILL Next Big Thing (MCA)	+63



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EXCLUSIVE NATIONAL MUSIC RESEARCH ESTIMATES February 7, 2003

CalloUT AMERICA® song selection is based on the top 35 titles from the R&R Country chart for the airplay week of January 13-19.

ARTIST Title (Label)	LIKE A LOT	TOTAL POSITIVE	NEUTRAL	FAMILIARITY	DISLIKE	BURN
EMERSON DRIVE Fall Into Me (DreamWorks)	45.1%	76.3%	15.4%	98.0%	4.9%	1.4%
MARK WILLS Nineteen Something (Mercury)	41.1%	74.0%	15.1%	98.3%	7.4%	1.7%
DIXIE CHICKS Travelin' Soldier (Monument)	42.9%	70.6%	15.1%	93.7%	6.3%	1.7%
KELLIE COFFEY At The End Of The Day (BNA)	27.4%	68.3%	21.7%	98.0%	6.6%	1.4%
TERRI CLARK I Just Want To Be Mad (Mercury)	31.4%	65.4%	24.0%	97.4%	4.6%	3.4%
TRICK PONY On A Mission (H2E/WB)	32.3%	64.9%	16.9%	96.0%	11.4%	2.9%
JOE NICHOLS Brokenheartsville (Universal South)	33.4%	64.6%	22.9%	97.1%	8.0%	1.7%
BRAO PAISLEY I Wish You'd Stay (Arista)	26.0%	63.1%	27.1%	94.9%	2.9%	1.7%
BLAKE SHELTON The Baby (Warner Bros.)	30.6%	62.3%	24.3%	98.6%	9.7%	2.3%
GARY ALLAN Man To Man (MCA)	32.9%	61.4%	24.3%	95.1%	8.6%	0.9%
TRACE ADKINS Chrome (Capitol)	32.6%	60.6%	12.9%	90.3%	11.1%	5.7%
LONESTAR Unusually Unusual (BNA)	26.0%	60.6%	26.9%	95.7%	6.0%	2.3%
JENNIFER HANSON Beautiful Goodbye (Capitol)	23.1%	59.1%	25.1%	96.9%	9.1%	3.4%
RANDY TRAVIS Three Wooden Crosses (Word/Curb/Warner Christian)	25.7%	58.9%	22.3%	90.9%	8.3%	1.4%
KEITH URBAN Raining On Sunday (Capitol)	20.6%	58.9%	25.4%	94.0%	8.3%	1.4%
KENNY CHESNEY Big Star (BNA)	20.0%	57.7%	25.7%	94.3%	9.4%	1.4%
DEANA CARTER There's No Limit (Arista)	16.3%	53.4%	31.4%	94.0%	6.6%	2.6%
DARRYL WORLEY Family Tree (DreamWorks)	25.4%	52.9%	25.7%	95.4%	13.1%	3.7%
SHANIA TWAIN Up (Mercury)	23.1%	52.9%	26.6%	94.6%	9.7%	5.4%
TOBY KEITH Rock You Baby (DreamWorks)	24.3%	52.6%	29.7%	94.6%	9.7%	2.6%
AARON LINES You Can't Hide Beautiful (RCA)	21.4%	52.3%	30.3%	94.9%	10.6%	1.7%
MARTINA MCBRIDE Concrete Angel (RCA)	24.9%	51.4%	34.0%	95.4%	7.7%	2.3%
ALAN JACKSON That'd Be Alright (Arista)	21.1%	48.9%	33.1%	92.3%	7.7%	2.6%
VINCE GILL Next Big Thing (MCA)	22.9%	47.7%	30.3%	93.4%	11.4%	4.0%
TIM MCGRAW She's My Kind Of Rain (Curb)	24.3%	47.4%	30.0%	90.6%	10.3%	2.9%
FAITH HILL When The Lights Go Down (Warner Bros.)	17.1%	47.4%	34.0%	96.0%	11.7%	2.9%
MONTGOMERY GENTRY Speed (Columbia)	13.4%	46.3%	36.0%	90.6%	6.9%	1.4%
ANDY GRIGGS Practice Life (RCA)	18.9%	45.1%	34.0%	93.4%	12.6%	1.7%
STEVE AZAR Waitin' On Joe (Mercury)	17.1%	43.7%	30.3%	92.6%	15.7%	2.9%
JEFF BATES The Love Song (RCA)	14.6%	42.0%	37.1%	90.3%	9.4%	1.7%
JO DEE MESSINA Was That My Life (Curb)	10.3%	38.6%	34.0%	87.7%	12.6%	2.6%
PHIL VASSAR This Is God (Arista)	16.3%	38.0%	32.3%	85.7%	14.0%	1.4%
DIAMOND RIO I Believe (Arista)	14.3%	37.7%	36.0%	88.9%	11.7%	3.4%
CHRIS CAGLE What A Beautiful Day (Capitol)	9.1%	35.1%	36.9%	90.3%	16.3%	2.0%
JESSICA ANDREWS There's More To Me Than You (DreamWorks)	10.3%	34.6%	34.0%	89.1%	16.3%	4.3%

**CalloUT AMERICA®  
HOT SCORES**

**P**assword of the Week: Stecker  
Question of the Week: Do you have daily access to the Internet from your home or at work? If so, aside from work-related activities, what is the primary reason you log onto the Internet?

**Total**  
Yes, have daily Internet access: 65%  
Check e-mail/use instant chat: 37%  
Get news, sports, other info: 8%  
Visit a specific website: 7%  
Listen to or purchase music: 6%

**P1**  
Yes, have daily Internet access: 68%  
Check e-mail/use instant chat: 39%  
Get news, sports, other info: 8%  
Visit a specific website: 8%  
Listen to or purchase music: 6%

**P2**  
Yes, have daily Internet access: 58%  
Check e-mail/use instant chat: 33%  
Get news, sports, other info: 6%  
Visit a specific website: 6%  
Listen to or purchase music: 4%

**Male**  
Yes, have daily Internet access: 63%  
Check e-mail/use instant chat: 32%  
Get news, sports, other info: 8%  
Visit a specific website: 8%  
Listen to or purchase music: 8%

**Female**  
Yes, have daily Internet access: 68%  
Check e-mail/use instant chat: 42%  
Get news, sports, other info: 7%  
Visit a specific website: 6%  
Listen to or purchase music: 4%

**25-34**  
Yes, have daily Internet access: 64%  
Check e-mail/use instant chat: 36%  
Get news, sports, other info: 9%  
Visit a specific website: 3%  
Listen to or purchase music: 7%

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. © 2003 R&R Inc. © 2003 Bullseye Marketing Research Inc.

**After MidNite**  
WITH  
**BLAIR GARNER**  
Country Radio's #1 Overnight Program

**CHEESE...**  
Uh oh, here comes trouble. Blair Garner and Kenny Chesney goofing off on After MidNite.





## America's Best Testing Country Songs 12+ For The Week Ending 2/7/03.

Artist Title (Label)	TW	LW	Familiarity	Burn	TD	Familiarity	Burn
MARK WILLIS 19 Somethin' (Mercury)	4.38	4.40	99%	19%	4.33	98%	22%
JOE NICHOLS Brokenheartsville (Universal South)	4.23	4.23	98%	23%	4.10	98%	25%
GARY ALLAN Man To Man (MCA)	4.19	4.15	97%	26%	3.92	95%	28%
DIAMOND RIO I Believe (Arista)	4.18	4.15	88%	14%	4.15	87%	12%
TERRI CLARK I Just Wanna Be Mad (Mercury)	4.18	4.20	96%	22%	4.09	96%	21%
GEORGE STRAIT She'll Leave You With A Smile (MCA)	4.18	4.24	84%	15%	3.93	85%	15%
BRAD PAISLEY I Wish You'd Stay (Arista)	4.17	4.27	94%	26%	4.11	94%	25%
ALAN JACKSON That'd Be Alright (Arista)	4.17	4.12	92%	25%	3.74	91%	27%
DIXIE CHICKS Travelin' Soldier (Monument)	4.16	4.00	88%	19%	3.63	87%	24%
MARTINA MCBRIDE Concrete Angel (RCA)	4.10	4.19	96%	18%	4.12	93%	20%
AARON LINES You Can't Hide Beautiful (RCA)	4.08	4.18	94%	36%	3.32	93%	34%
EMERSON DRIVE Fall Into Me (DreamWorks)	4.04	4.18	85%	7%	3.94	83%	11%
BLAKE SHELTON The Baby (Warner Bros.)	4.03	4.14	89%	19%	3.75	89%	24%
TOBY KEITH Rock You Baby (DreamWorks)	4.02		78%	9%	4.01	79%	9%
KEITH URBAN Raining On Sunday (Capitol)	4.01	4.14	70%	8%	4.06	69%	7%
CHRIS CAGLE What A Beautiful Day (Capitol)	4.01	4.05	76%	14%	3.72	76%	14%
KENNY CHESNEY Big Star (BNA)	3.98	3.90	99%	29%	4.04	98%	34%
TIM MCGRAW She's My Kind Of Rain (Curb)	3.89		62%	9%	3.86	58%	9%
PHIL VASSAR This Is God (Arista)	3.88		88%	16%	3.75	87%	18%
KELLIE COFFEY At The End Of The Day (BNA)	3.86	3.98	90%	7%	4.20	89%	10%
TRICK PONY On A Mission (H2E/WB)	3.86	3.91	83%	9%	4.03	83%	10%
JEFF BATES The Love Song (RCA)	3.81	3.70	40%	4%	3.75	40%	6%
DARRYL WORLEY Family Tree (DreamWorks)	3.80	3.98	95%	20%	4.12	94%	19%
LONESTAR Unusually Unusual (BNA)	3.80	3.93	94%	21%	3.66	94%	24%
JENNIFER HANSON Beautiful Goodbye (Capitol)	3.79	3.89	91%	13%	4.14	92%	15%
TRACE ADKINS Chrome (Capitol)	3.74	3.72	84%	7%	4.10	80%	8%
VINCE GILL Next Big Thing (MCA)	3.72	3.74	69%	7%	3.92	62%	9%
DEANA CARTER There's No Limit (Arista)	3.72	3.68	93%	31%	3.84	94%	29%
FAITH HILL When The Lights Go Down (Warner Bros.)	3.51	3.56	90%	28%	3.56	89%	25%
SHANIA TWAIN Up! (Mercury)	3.23	3.24	86%	16%	3.54	84%	19%

Total sample size is 739 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

**RADNEY FOSTER** Scary Old World (Dualtone)  
Total Plays: 111, Total Stations: 17, Adds: 4

**STEVE WARINER** Snowfall On The Sand (Selectone)  
Total Plays: 108, Total Stations: 16, Adds: 3

**HOLLY LAMAR** Unkissed (Universal South)  
Total Plays: 55, Total Stations: 15, Adds: 4

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

Email: [mdavis@radioandrecords.com](mailto:mdavis@radioandrecords.com)

## You Can't Afford To Miss It

Continued from Page 44

a one-on-one chat with Toby Keith, who was as hot as anybody in 2002. He'll also drop in some special acoustic performances during his conversation with *AfterMidnite's* Blair Garner. (Friday, Feb. 21, 3:30-5pm)

The seminar comes to a close Friday night — remember, this year's CRS ends on Friday, not Saturday — with the traditional New Faces of Country Music banquet and performance. Hosted once again by Charlie Monk (I thought he retired from this a few years ago), New Faces Steve Azar, Tammy Cochran, Kellie Coffey, Emerson Drive and Joe Nichols are set to entertain from 7-10pm.

### R&R, Today & Tomorrow

There are at least three sessions designed to challenge what you know — and what you think you know — about the radio and record businesses and how they operate now and will operate in the future.

Be sure to drop by "Next Year's Model: Exploring the Way Music Is Made, Marketed, Promoted, Delivered and Sold." Hear insights on the future of the music biz from Warner Music Group's Mike Jbara, Hi Fi Fusion's Todd Casetty, WWYZ/Hartford PD Jay McCarthy, Infinity Broadcasting's Eric Logan, Warner Bros./Nashville Chief Creative Officer Paul Worley and Premiere Radio Networks' Lark Hadley. WQYK & WYUU/Tampa VP/GM Tom Rivers moderates. (Friday, Feb. 21, 2-3:20pm)

A sessions called "No Spin Zone: Real Issues, Real Answers" seeks the truth about issues facing us all on a daily basis. I will be moderating a panel featuring DreamWorks/Nashville President James Stroud, producer and former record exec Scott Hendricks, noted Nashville music attorney Mike Milom,

Epic/Monument Sr. VP/Promotion Larry Pareigis, WQIK & WROO/Jacksonville OM Gail Austin, REO Speedwagon's Kevin Cronin and WGH & WCMS/Norfolk OM John Shomby. (Thursday, Feb. 20, 2-3:20pm)

And, pitting what you think you know about what listeners want and do vs. what they really have to say about their habits, there's the "Country Music Family Feud." RateTheMusic.com has fielded a perceptual study to hundreds of country-music consumers, radio programmers and record executives. The purpose is to compare the views of the consumer with those of the gatekeepers of country music to determine if everyone is on the same page.

The study's results will be presented *Family Feud* style, with host Larry Morgan, Premiere's Sr. VP/Network Programs & Services. On the radio team are consultant Jaye Albright; Clear Channel Regional VP/Programming Gregg Swedberg; and Susquehanna Sr. VP/GM, Group Operations Dan Halyburton. In the lineup for the record team are Mercury/MCA/Lost Highway Sr. VP/Promotion Michael Powers, BNA VP/Promotion Tom Baldrice and DreamWorks/Nashville co-Director/National Promotion & Artist Development Jimmy Harnen. (Friday, Feb. 21, 2-3:20pm)

### Roundtable Heaven

The CRS roundtables are always very popular because they provide a setting to chat one-on-one with some of this industry's best and brightest. Check out some of the folks waiting to talk to you on Wednesday, Feb. 19, from 2-3:30pm: Rusty Walker & Associates consultant Bob Glasco, Edison Media Research President Larry Rosin, WYAY/Atlanta PD Steve Mitchell, Clear Channel's Dave Ashcraft, Greater Media's Milford Smith, WIL/St. Louis PD Greg Mozingo and Shane Media President Ed Shane.

## Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
GEORGE STRAIT She'll Leave You With A Smile (MCA)	3902
RASCAL FLATTS These Days (Lyric Street)	3358
KEITH URBAN Somebody Like You (Capitol)	3226
TOBY KEITH Who's Your Daddy? (DreamWorks)	3122
DIAMOND RIO Beautiful Mess (Arista)	2579
DIXIE CHICKS Landslide (Monument)	2141
KENNY CHESNEY The Good Stuff (BNA)	2048
KENNY CHESNEY A Lot Of Things Different (BNA)	1983
TIM MCGRAW Red Ragtop (Curb)	1882
TRACY BYRD Ten Rounds With Jose Cuervo (RCA)	1710
JOE NICHOLS The Impossible (Universal South)	1665
TOBY KEITH Courtesy Of The Red, White... (DreamWorks)	1421
GEORGE STRAIT Living And Living Well (MCA)	1323
DARRYL WORLEY I Miss My Friend (DreamWorks)	1285
MARTINA MCBRIDE Where Would You Be (RCA)	1274
STEVE AZAR I Don't Have To Be (Till...) (Mercury)	1249
ALAN JACKSON Drive (For Daddy Gene) (Arista)	1207
ALAN JACKSON Work In Progress (Arista)	1176
TOBY KEITH My List (DreamWorks)	1145
MONTGOMERY GENTRY My Town (Columbia)	1128



KEAN/Abilene, TX
PD: Marisa Bailey
17 ALAN JACKSON "Progress"
17 KD ROCKS/ERYL CROW "Picture"
7 RASCAL FLATTS "This Time"

WZKZ/Birmingham, AL
PD/MO: Brian Driver
6 PHIL VASSAR "God"
1 KENNY CHESNEY "Star"

WHOK/Columbus, OH
OM/PO: Charley Lake
APD/MO: George Wolf
1 TAMMY COCHRAN "Let"
1 JOHN M. MONTGOMERY "Thang"
1 STEVE HOLY "Heart"

WFBE/Ft. Lauderdale, FL
PD/MO: Steve Duncan
1 DIAMOND RIO "Believe"
1 ALAN JACKSON "Alright"
1 JOHN M. MONTGOMERY "Thang"
1 RADNEY FOSTER "Scary"
1 SAMMY KERSHAW "Money"

WMSJ/Jackson, MS
OM/PO: Rick Adams
MD: Van Haze
7 JENNIFER HANSON "Goodbye"

WAMZ/Louisville, KY
PD: Coyote Calhoun
MD: Nightrain Lane
3 CHRIS CAGLE "Day"
3 JOE DEE MESSINA "Life"
3 RASCAL FLATTS "Loud"
3 TRAVIS TRITT "Country"

WCTY/New London, CT
PD/MO: Jimmy Lehn
6 JAMIE LEE THURSTON "Gone"
6 RANDY TRAVIS "Crosses"
6 TAMMY COCHRAN "Let"
6 SAMMY KERSHAW "Money"

WCTK/Providence, RI
PD: Rick Everett
MD: Barn Stevens
2 JOE DEE MESSINA "Life"
1 MONTGOMERY GENTRY "Speed"
1 TRAVIS TRITT "Country"
1 ANTHONY SMITH "Half"

KRAZ/Santa Barbara, CA
PD/MO: Rick Barker
8 ALISON KRAUSS "Lucky"
5 STEVE WARINER "Sand"

WTCM/Traverse City, MI
OM/PO: Jack O'Malley
APD/MO: Ryan Dobry-Hunt
25 KENNY CHESNEY "Star"
25 TIM MCGRAW "Rain"
11 JOHN M. MONTGOMERY "Thang"
11 MARK CHESNUTT "Married"
11 PHIL VASSAR "God"
11 PHIL VASSAR "Child"
11 TIM MCGRAW "Rain"
10 AARON THEA TIPPIN "Tomorrow"
10 BROOKS & DUNN "Lost"
10 KEITH URBAN "Somebody"
10 MONTGOMERY GENTRY "Town"
9 DIAMOND RIO "Mass"
9 EMERSON DRIVE "Fall"
9 OXIE CHICKS "Landslide"

WQMX/Akron, OH
OM/PO/MO: Kevin Mason
No Ads

WBSW/Bloomington, IL
PD: Dan Westhoff
MD: Buck Stevens
10 ANTHONY SMITH "Half"
10 JESSICA ANDREWS "More"
10 KD ROCKS/ERYL CROW "Picture"
10 TAMMY COCHRAN "Let"

WGSQ/Cookeville, TN
PD: Gator Harrison
MD: Stewart James
JESSICA ANDREWS "More"
JOE DEE MESSINA "Life"
RANDY TRAVIS "Crosses"
RASCAL FLATTS "Loud"

WXFL/Florence, AL
PD/MO: Jay Murdock
3 TRAVIS TRITT "Country"

WROD/Jacksonville, FL
MD: Dixie Jones
8 MONTGOMERY GENTRY "Speed"
4 PHIL VASSAR "God"
3 MONTGOMERY GENTRY "Speed"
3 TRAVIS TRITT "Country"

KLTL/Lubbock, TX
OM/PO: Jay Richards
MD: Kelly Greene
12 JESSICA ANDREWS "More"
2 JAMIE RICHARDS "Red"

WNOE/New Orleans, LA
PD: Les Acee
APD/MO: Casey Carter
2 TOBY KEITH "Rock"
2 JEFF BATES "Song"
2 TIM MCGRAW "Rain"

WLLR/Quad Cities, IA-IL
PD: Jim O'Hara
MD: Ron Evans
JOE DEE MESSINA "Life"
RASCAL FLATTS "Loud"
TAMMY COCHRAN "Let"

WJCL/Savannah, GA
PD/MO: Bill West
CHRIS CAGLE "Day"
MONTGOMERY GENTRY "Speed"

KWM/Tucson, AZ
PD: Buzz Jackson
MB: John Collins
1 SAMMY KERSHAW "Money"

WGNA/Albany, NY
OM/PO: Buzz Brindle
MD: Bill Earley
3 JENNIFER HANSON "Goodbye"
2 JESSICA ANDREWS "More"
1 MONTGOMERY GENTRY "Speed"

KIZN/Boise, ID
OM: Rich Summers
PD/MO: Spencer Burke
1 SAMMY KERSHAW "Money"

KRYS/Corpus Christi, TX
PD: Clayton Allen
MD: Cactus Lou
2 PHIL VASSAR "God"
2 FAITH HILL "Lights"
2 ANTHONY SMITH "Half"

WCKT/Ft. Myers, FL
PD: Kerry Babb
MD: Dave Logan
No Ads

WXBQ/Johnson City, TN
PD/MO: Bill Hagy
13 RANDY TRAVIS "Crosses"

WWQM/Madison, WI
PD: Mark Granlin
MD: Mel McKenzie
No Ads

WGH/Norfolk, VA
OM: John Shomby
MD: Mark McKay
JOE DEE MESSINA "Life"
RASCAL FLATTS "Loud"

KOUT/Rapid City, SD
PD/MO: Mark Houston
20 MARTINA MCBRIDE "Concrete"
16 RASCAL FLATTS "Loud"

WJCL/Savannah, GA
PD/MO: Bill West
CHRIS CAGLE "Day"
MONTGOMERY GENTRY "Speed"

KVOO/Tulsa, OK
OM: Moon Mullins
APD/MO: Scott Woodson
4 TAMMY COCHRAN "Let"
1 PHIL VASSAR "God"

KBOI/Albuquerque, NM
PD: Tommy Carrera
MD: Sammy Cruise
No Ads

KQFC/Boise, ID
OM: Rich Summers
PD: Lance Tidwell
MD: Cory Mikhaels
HOLLY LAMAR "Unkissed"

KPLX/Dallas-Ft. Worth, TX
PD: Paul Williams
APD: Smokey Rivers
MD: Cody Alan
2 VINCE GILL "Thing"

WWRG/Ft. Myers, FL
PD: Mark Phillips
MD: Steve Hart
6 MARTINA MCBRIDE "Concrete"
ANTHONY SMITH "Half"
CRAIG MORGAN "Almost"

WMTZ/Johnstown, PA
PD: Steve Walker
MD: Lara Mosby
1 MONTGOMERY GENTRY "Speed"
1 CHRIS CAGLE "Day"

KIAT/Mason City, IA
PD/MO: J. Brooks
21 KD ROCKS/ERYL CROW "Picture"
AARON THEA TIPPIN "Tomorrow"

KNFM/Odessa-Midland, TX
PD: John Moesch
MD: Dan Travis
No Ads

KTST/Oklahoma City, OK
PD/PO/MO: Crash
Asst. MD: Anthony Allen
4 KEITH URBAN "Raining"
HOLLY LAMAR "Unkissed"
JESSICA ANDREWS "More"
RASCAL FLATTS "Loud"
TIM MCGRAW "Rain"

WKHK/Richmond, VA
PD/PO/MO: Jimmy Tice
5 KEITH URBAN "Raining"
2 DIAMOND RIO "Believe"
2 RASCAL FLATTS "Loud"

KJUG/Visalia, CA
OM/PO: Ray Daniels
1 PAM TILLIS "Wrong"

KRRV/Alexandria, LA
PD/MO: Steve Casey
15 PHIL VASSAR "God"
2 JOE DEE MESSINA "Life"
2 KENNY CHESNEY "Star"
2 SAMMY KERSHAW "Money"

WKLB/Boston, MA
PD: Mike Brophy
APD/MO: Ginny Rogers
MONTGOMERY GENTRY "Speed"
STEVE HOLY "Heart"

KSCS/Dallas-Ft. Worth, TX
OM/Interim PD: Ted Stecker
APD/MO: Chris Huff
1 DIAMOND RIO "Believe"

WYZZ/Ft. Walton Beach, FL
PD: Laura Hussey
MD: Cindy Blake
9 CHRIS CAGLE "Day"
9 PHIL VASSAR "God"
9 TIM MCGRAW "Rain"

KIXQ/Joplin, MO
PD/MO: Cody Carlson
5 HOLLY LAMAR "Unkissed"

KTEC/McAllen, TX
PD: Jojo
MD: Patches
4 TOBY KEITH "Rock"
2 PHIL VASSAR "God"
2 MONTGOMERY GENTRY "Speed"
1 FAITH HILL "Lights"
1 TIM MCGRAW "Rain"

KRWD/Medford, OR
PD: Larry Neal
MD: Scott Schuler
JEFF BATES "Song"
JIMMY WAYNE "Gone"
JOHN M. MONTGOMERY "Thang"
SAMMY KERSHAW "Money"

KKXX/Oklahoma City, OK
PD: L.J. Smith
APD/MO: Bill Reed
2 KENNY CHESNEY "Star"
1 MONTGOMERY GENTRY "Speed"
1 TIM MCGRAW "Rain"

WWSL/Roanoke-Lynchburg, VA
PD: Brett Sharp
4 ANTHONY SMITH "Half"
2 SAMMY KERSHAW "Money"

WACD/Waco, TX
PD/OM: Zack Owen
10 JOE DEE MESSINA "Life"
10 RASCAL FLATTS "Loud"
10 TRAVIS TRITT "Country"

KGNC/Amarillo, TX
PD: Tim Butler
APD/MO: Patrick Clark
10 MONTGOMERY GENTRY "Speed"
10 RADNEY FOSTER "Scary"

KAGG/Bryan, TX
PD/MO: Jennifer Allen
20 TAMMY COCHRAN "Let"
20 RADNEY FOSTER "Scary"
20 JEFF BATES "Song"
20 JESSICA ANDREWS "More"

KYGO/Denver-Boulder, CO
PD: Joel Burke
MD: Tad Svendsen
4 TOBY KEITH "Rock"
3 TIM MCGRAW "Rain"

WQHK/Ft. Wayne, IN
OM/PO: Dean McNeil
APD/MO: Mark Allen
1 MONTGOMERY GENTRY "Speed"
1 TIM MCGRAW "Rain"
1 TRAVIS TRITT "Country"

KFKF/Kansas City, MO
PD: Dale Carter
APD/MO: Tony Stevens
No Ads

WDAF/Kansas City, MO
PD/MO: Ted Cramer
3 MONTGOMERY GENTRY "Speed"
3 CRAIG MORGAN "Almost"
2 SAMMY KERSHAW "Money"
2 AARON THEA TIPPIN "Tomorrow"
1 ALISON KRAUSS "Lucky"
1 STEVE HOLY "Heart"

WKWX/Memphis, TN
PD: Chip Miller
MD: Mark Billingsley
3 KEITH URBAN "Raining"
3 CHRIS CAGLE "Day"
JEFF BATES "Song"
TAMMY COCHRAN "Let"

KKXT/Omaha, NE
PD: Tom Goodwin
MD: Craig Allen
1 TRAVIS TRITT "Country"
1 SAMMY KERSHAW "Money"

WBYT/South Bend, IN
PD: Tom Oakes
APD/MO: Lisa Kosti
13 ALISON KRAUSS "Lucky"

WDEZ/Wausau, WI
PD: Dan Holiday
JOE DEE MESSINA "Life"
MONTGOMERY GENTRY "Speed"

WWWV/Ann Arbor MI
PD: Barry Maridit
MD: Tom Baker
3 RASCAL FLATTS "Loud"

WYRK/Bufalo, NY
PD: John Paul
1 RASCAL FLATTS "Loud"
1 TEBEY "Hands"

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APD/MO: Jim Disen
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WKKK/Meridian, MS
PD: Scott Ryland
MD: Scott Schuler
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JIMMY WAYNE "Gone"
JOHN M. MONTGOMERY "Thang"
SAMMY KERSHAW "Money"

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MD: Craig Allen
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1 SAMMY KERSHAW "Money"

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PD: Chris O'Kelley
5 VINCE GILL "Thing"
ANTHONY SMITH "Half"

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PD: Chris Keyzer
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WDEZ/Wausau, WI
PD: Dan Holiday
JOE DEE MESSINA "Life"
MONTGOMERY GENTRY "Speed"

WNCY/Appleton, WI
OM: Jeff McCarthy
PD: Randy Shannon
MD: Marci Braun
1 RANDY TRAVIS "Crosses"
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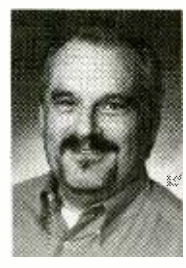
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\* Monitored Reporters
224 Total Reporters
149 Total Monitored
75 Total Indicator
72 Current Indicator Playlists

Reported Frozen Playlist (1):
KLUR/Wichita Falls, TX
Did Not Report, Playlist Frozen (2):
WHKX/Bluefield, WV
WFRG/Utica-Rome, NY





kcarter@radioandrecords.com

# Mixing It Up In Big D

Pat McMahon's winning profile

**K**DMX/Dallas PD Pat McMahon graciously says he's had the good fortune to rub elbows with a number of great folks who have influenced his style and approach to programming and management.

He's worked with Dan Vallie, whom he credits with delivering the programming equivalent of a Rhodes Scholarship. McMahon also says he was lucky enough to be exposed to incredible critical thinking and strategic planning during his six years at Nationwide Communications alongside programming guru Bill Richards (who hired McMahon to do afternoons at WNCI/Columbus, OH 16 years ago and is currently Clear Channel's Regional Sr. VP/Programming overseeing Dallas), consultant Guy Zapoleon and former programmer and GM Dave Robbins, who were willing to invest time in him and share what they learned in the pre-consolidation world. McMahon has certainly learned his lessons well.

**R&R:** You've had tremendous success in the latest book. Please share the breakdowns.

**PM:** The fall 2002 Arbitron was one of the biggest and best books in the history of this station. KDMX has been up-trending for the past year and is currently ranked fourth among persons 25-54 and No. 2 nonethnic. Obviously, women drive the quarter-hour on the radio station, but we are somewhat balanced as far as gender, with a fair number of male listeners as well.

**R&R:** Tell us about your two different "Mix lives."

**PM:** My first run was from 1991-94, during the pre-consolidation era. One station, one manager, live jocks 24/7, big research and marketing budgets and a much less crowded radio dial. We didn't know how good we had it.

The Dallas market was AC-heavy back then too. Cox had a Soft AC, Westinghouse had a Hot AC, and we were going head-to-head with KVIL in a mainstream battle. Two years ago, when I returned to KDMX, it had evolved into a Hot AC by taking advantage of the '80s position, and embracing a gold library that all the others had ignored. Likewise, KVIL had evolved into a Lite Rock position, and the lines of differentiation between the two stations became distinct.

While it was great having that mar-

keting and research war chest back in the day, we have all had to adapt to new, clearer thinking. We get great support from Clear Channel, but we've also learned to look for the best way to apply the resources that we are provided with without taking a single operating dollar for granted. We always analyze our return on investment.

**R&R:** To what do you attribute your latest success?

**PM:** I believe there were several factors that helped move the needle. First off, our Dallas cluster went through some leadership changes last year when Brian Purdy moved up from Houston to assume management duties for the Dallas market and the North Texas region. Rather than shoot from the hip, we tapped in to the resources of Critical Mass Media to get the lay of the land. It was time for a few adjustments to our musical recipe.

We also gave the imaging an overhaul and created a more vibrant and fun presentation. I'm a big believer in touching those super P1s, and our "Mix Rewards" loyal-listener program helped us to achieve that goal. We may not have a big staff, but we have a far more determined staff. No one here would ever say, "That's not my job." Instead, they say, "Let's get the job done." When everyone's pulling in the same direction and there isn't any negative energy being wasted on squabbles or egos, your efficiency factor goes way up.

**R&R:** What sets your morning show apart from other shows in the market and nationally?

**PM:** Jeff Elliott and Anna de Haro host mornings. They've worked together for a little over two years and are already ranked seventh 25-54 and sixth with women. It is not unusual to see them hanging around and working on the next day's show at 1pm. Their show is what I call "infotainment" and relatively fast-paced. We strive for a balance of music and service elements, with news twice an

hour and traffic four times per hour.

Jeff is married with two young children and shares that perspective on-air, while Anna is our Mary Tyler Moore. She's that 30-something single gal who would love to settle down but hasn't found Mr. Right. Their producer, Cappy [Aaron Capottelli], is tenacious and won't take no for an answer. He plays a tertiary on-air role as the young, just-married guy who's not getting any sleep because of a newborn. Our traffic person is Amy Austin, who's 30-ish and pregnant.

Although facets of the morning show staff's personal lives do come into play on the air, it's not necessarily a "friends" type of show. There are benchmarked and recurring bits like "Battle of the Sexes" and the "Nearly Impossible Question" mixed in with daily fresh bits and contests. Coming back from the holiday break they did the "On-Air Show Prep Meeting,"

which gave listeners the chance to offer feedback on regular features. It turned out to be amazing. We received direct information from our listeners about their passions and dislikes on the show, which we immediately implemented.

Our morning show has also developed a code so a caller can still make a point

or comment on sensitive or iffy topics. For example, sex is referred to as "going to Ohio." We feel it's cute, and it works on two levels: Listeners get it, but their young children don't. Because we have so many young families listening, we can still address sensitive or relatively sensitive issues while retaining a safe family environment.

And when it comes to celebrity interviews, Jeff and Anna avoid the usual spares like a Barry Williams or Dawn Wells. They want to make sure the guest matters to our listeners and will generate entertaining radio. An example would be having Jimmy Carter on the air the day he received the Nobel Prize or Pierce Brosnan "Bond-ing" with our listeners.

Even the occasional offbeat interview works, as long as it's entertaining — like the world's largest ball of baling wire, with some old-timer in Denton, TX talking about his balls, or "Two Minutes With Bob Tollman," the 30-year voice of the Ft. Worth Livestock Show and Rodeo, which is a huge deal here in Dallas.

**R&R:** Tell us about the rest of the staff.

**PM:** Lisa Thomas is the MD and Asst. PD; she also covers middays. She's a hometown lady, and, like all of our staffers, she has a tremendous



**RADIOTHON-ING!** The KDMX/Dallas programming staff conclude last year's Children's Miracle Network radiothon after raising nearly half a million dollars for local children's hospitals. Seen here (l-r) are afternoon driver Tony Zazza, MD/middayer Lisa Thomas, morning hosts Anna de Haro and Jeff Elliott, PD Pat McMahon and, (in front) Promotions Director Kelly Kemp.

work ethic. She's great on-air and on the phones and is the girlfriend of every woman who calls. She ranks second in persons 25-54 and second in women 25-54. She's also a great help in keeping the operations side flowing.

Our afternoon host, Tony Zazza, is only five or six years into the business, but he eats, breathes and sleeps radio. Some people say that consolidation doesn't provide opportunities for entry to our business, but Tony is a testament to the fact that if someone is passionate about radio and wants in, they will find a way.

His shift ranks third in both persons and women 25-54. He also handles much of our image production, working with our voice person, Larry Morgan — the same Larry Morgan who is VP/Premiere Radio Networks. Over-nighter Dina de la Rocha helps Tony with some of the promo assembly.

Rounding out the Mix crew are Promotion Director Kelly Kemp, who's right here with me every step of the way — detail-oriented, creative and knows every media gadfly in Dallas. Daniel Mitchell is our utility player. He produces our evening show, which is voicetracked by Cindy Spicer from KMYI/San Diego, and he assists in production.

And I have to mention one part-timer. I hired Steve Anderson in 1992, during my first go-round here, and since then he has survived seven PDs in 11 years. Currently, he has the distinction of having the longest tenure of anyone here.

**R&R:** How much community service is the station involved in?

**PM:** A lot. During last year's Children's Miracle Network radiothon our listeners responded with \$465,000 in cash donations. It is a tremendous undertaking that involves hours and hours of pre-production in the form of patient and family interviews and musical montages that tug at the heartstrings.

We are also a big supporter of the Make-a-Wish Foundation of North Texas. Our Holiday at the Hard Rock concert, starring Lisa Loeb and Sixpence None The Richer, raised \$7,000 for Make-a-Wish. And we always respond to local and regional emergencies. During the spring floods that ravaged Central Texas our morning show

staff quickly organized a drive for much-needed cleaning supplies for those who had suffered damage in their homes.

**R&R:** What's your proudest KDMX moment?

**PM:** Ratings come and go, and while they are important, working with our staff to raise nearly half a million dollars for the local children's hospitals during last year's radiothon was the best. I was so proud of each of them. I just about lost it on the air reading the total. In fact, my staff did lose it on the air a couple of times as they shared individual stories of tragedy and courage.

**R&R:** Can you share any advice from local management that you've embraced?

**PM:** Yes. Our new senior management team — Clear Channel Regional VP Brian Purdy and Clear Channel Sr. VP John Cullen — has really encouraged us to embrace Clear Channel's "best practices" policy, which is taking the best ideas and sharing them across the cluster and the region. It's simple, yet brilliant: Hire good, smart people and do good, smart radio.

**R&R:** Do you have any closing thoughts on the state of the industry?

**PM:** Be accepting of change. Realize that not every new idea is a good idea, but look for that diamond in the rough. Be willing to take chances and do what you think is right. We are in a new world of corporate radio that none of us could have imagined even a few years ago, but I can tell you that Clear Channel is constantly urging us to find ways to serve our local communities.

John Hogan and the Mays family are very committed to this concept. Young people coming into our business today don't know of a radio industry that doesn't use hard drives to deliver audio. The idea of one station with one GM in a single building is incomprehensible to them.

The business will continue to evolve, and we will continue to be challenged to find new ways to deliver on listener, advertiser and shareholder expectations. It's been 11 years since we pushed the start button on the cart machine — there's a throwback — and aired the first legal ID as KDMX/Dallas, and I still love coming in each day and being a part of this team.

## By The Numbers

Here are KDMX/Dallas' recent 25-54 numbers.

Spring 2002	3.0	No. 14
Summer 2002	3.9	No. 9
Fall 2002	4.6	No. 4



# R&R AC TOP 30

Powered By



February 7, 2003

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
5	1	DIXIE CHICKS Landslide (Monument/Columbia)	2532	+411	351096	12	116/0
2	2	PHIL COLLINS Can't Stop Loving You (Atlantic)	2475	+100	324025	18	113/0
1	3	FAITH HILL Cry (Warner Bros.)	2433	+18	341025	21	112/0
3	4	SANTANA F/MICHELLE BRANCH The Game Of Love (Arista)	2310	+46	323865	17	106/0
4	5	VANESSA CARLTON A Thousand Miles (A&M/Interscope)	2260	+11	279671	39	110/1
6	6	KELLY CLARKSON A Moment Like This (RCA)	1755	+54	197369	20	94/0
9	7	DARYL HALL & JOHN OATES Forever For You (U-Watch)	1599	+165	165890	13	100/1
7	8	FIVE FOR FIGHTING Superman (It's Not Easy) (Aware/Columbia)	1599	-49	194107	62	111/0
8	9	SHERYL CROW Soak Up The Sun (A&M/Interscope)	1512	-32	197328	37	99/1
10	10	SHANIA TWAIN I'm Gonna Getcha Good! (Mercury)	1354	+18	177166	12	97/1
12	11	CHRISTINA AGUILERA Beautiful (RCA)	1299	+239	209841	7	83/9
11	12	CELINE DION A New Day Has Come (Epic)	1219	-61	150761	50	107/0
13	13	ROD STEWART These Foolish Things (J)	1079	+62	139669	10	86/4
15	14	JOHN MAYER No Such Thing (Aware/Columbia)	838	-41	121583	34	66/0
14	15	CELINE DION At Last (Epic)	763	-180	102267	9	51/1
19	16	CELINE DION I Drove All Night (Epic)	728	+306	141213	3	82/13
23	17	JOSH GROBAN You're Still You (143/Reprise)	675	+375	69474	2	87/15
18	18	REGIE HAMM Babies (Refugee/Universal South)	646	+213	67915	4	51/3
16	19	PAUL SIMON Father And Daughter (Nick/Jive)	473	-6	54248	10	59/0
17	20	TAMARA WALKER If Only (Curb)	435	-4	37583	11	64/0
21	21	JOHN MAYER Your Body Is A Wonderland (Aware/Columbia)	406	+30	75917	9	29/2
24	22	DANA GLOVER Thinking Over (DreamWorks)	395	+118	32711	2	62/10
22	23	DJ SAMMY & YANOU Heaven (Candlelight) (Robbins)	297	-56	69271	14	28/0
20	24	MARIAH CAREY Through The Rain (MonarC/IDJMG)	276	-122	27730	16	44/0
28	25	GEORGE HARRISON Stuck Inside A Cloud (Capitol)	267	+84	23423	2	45/3
27	26	GARFUNKEL/SHARP/MONDLOCK Bounce (Manhattan)	227	+17	20843	7	43/3
26	27	UNCLE KRACKER In A Little While (Lava)	217	+6	49877	7	15/1
Debut	28	AVRIL LAVIGNE I'm With You (Arista)	193	+60	64591	1	11/2
30	29	KID ROCK W/SHERYL CROW Picture (Lava/Atlantic)	167	+21	40588	2	15/4
25	30	JAMES TAYLOR Whenever You're Ready (Columbia)	163	-83	17971	15	28/0

## Most Added®

www.rradds.com

ARTIST TITLE LABEL(S)	ADDS
JOSH GROBAN You're Still You (143/Reprise)	15
CELINE DION I Drove All Night (Epic)	13
VONDA SHEPARD Rainy Days (Jacket)	11
DANA GLOVER Thinking Over (DreamWorks)	10
CHRISTINA AGUILERA Beautiful (RCA)	9
BEN GREEN Without You (ASRC)	8
RUSSEL WATSON Is Nothing Sacred (Decca/Universal)	8
CRAIG DAVID Hidden Agenda (Wildstar/Atlantic)	7
RIC SANDLER I'll Let Ya Know (Rich ID)	6
ROD STEWART These Foolish Things (J)	4
KID ROCK W/SHERYL CROW Picture (Lava/Atlantic)	4
SIXPENCE NONE THE RICHER Don't Dream It's Over (Reprise/Curb)	4

**Shania Twain**  
 "I'M GONNA GETCHA GOOD!"  
 12\* at Monitor Mainstream Adult!  
 Album sold over 4 Million!  
 From her new album **UP!**  
 Don't miss the VH-1 Premier  
 "Shania: What It's Like" on Feb. 12th!

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
DIXIE CHICKS Landslide (Monument)	+411
JOSH GROBAN You're Still You (143/Reprise)	+375
CELINE DION I Drove All Night (Epic)	+306
CHRISTINA AGUILERA Beautiful (RCA)	+239
LIONEL RICHIE Angel (Island/IDJMG)	+223
REGIE HAMM Babies (Refugee/Universal South)	+213
DIDO Thankyou (Arista)	+169
DARYL HALL & JOHN OATES Forever For You (U-Watch)	+165
ENRIQUE IGLESIAS Hero (Interscope)	+144
LONESTAR I'm Already There (BNA)	+136

R&R Station Playlists have moved to the web.  
 See all of our monitored reporters at  
[www.radioandrecords.com](http://www.radioandrecords.com).

119 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 1/26-2/1. 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 (© 2003, The Arbitron Company). © 2003, R&R, Inc.

### New & Active

**GLORIA GAYNOR** I Never Knew (Logic)  
 Total Plays: 120, Total Stations: 21, Adds: 2

**VONDA SHEPARD** Rainy Days (Jacket)  
 Total Plays: 57, Total Stations: 24, Adds: 11

**KEITH URBAN** Somebody Like You (Virgin)  
 Total Plays: 91, Total Stations: 13, Adds: 1

Songs ranked by total plays

# JOSH GROBAN

"You're Still You"  
 The follow-up to two consecutive #1 singles  
**3x PLATINUM**  
**#1 Selling Mainstream AC Artist of 2002**

#1 MOST ADDED AGAIN!

R&R AC:  
23 - 17





America's Best Testing AC Songs 12+  
For The Week Ending 2/7/03

Artist Title (Label)	TW	LW	Familiarity	Burn	TD	Familiarity	Burn
<b>SANTANA/FMICHELLE BRANCH</b> The Game Of Love (Arista)	4.08	4.00	92%	24%	4.08	93%	24%
<b>PHIL COLLINS</b> Can't Stop Loving You (Atlantic)	4.07	4.07	93%	20%	4.06	95%	25%
<b>DARYL HALL &amp; JOHN OATES</b> Forever For You (U-Watch)	3.98	3.95	71%	12%	4.09	75%	12%
<b>CELINE DION</b> A New Day Has Come (Epic)	3.90	3.84	98%	35%	3.87	97%	37%
<b>FAITH HILL</b> Cry (Warner Bros.)	3.87	3.81	96%	33%	3.84	98%	36%
<b>LEANN RIMES</b> Life Goes On (Curb)	3.85	3.90	88%	23%	3.85	89%	26%
<b>VANESSA CARLTON</b> A Thousand Miles (A&M/Interscope)	3.80	3.73	91%	40%	3.79	91%	40%
<b>PAUL SIMON</b> Father And Daughter (Nick/Jive)	3.80		47%	7%	3.73	51%	7%
<b>JOHN MAYER</b> No Such Thing (Aware/Columbia)	3.73	3.72	85%	28%	3.74	83%	28%
<b>SHANIA TWAIN</b> I'm Gonna Getcha Good! (Mercury/IDJMG)	3.72	3.75	93%	31%	3.72	95%	34%
<b>SHERYL CROW</b> Soak Up The Sun (A&M/Interscope)	3.69	3.73	97%	44%	3.67	97%	44%
<b>KELLY CLARKSON</b> A Moment Like This (RCA)	3.68	3.57	96%	44%	3.75	97%	42%
<b>FIVE FOR FIGHTING</b> Superman (It's Not Easy) (Aware/Columbia)	3.64	3.58	96%	51%	3.58	96%	54%
<b>ENRIQUE IGLESIAS</b> Hero (Interscope)	3.58	3.58	98%	54%	3.58	98%	56%
<b>CELINE DION</b> At Last (Epic)	3.58	3.49	78%	22%	3.72	79%	22%
<b>ROD STEWART</b> These Foolish Things (J)	3.58	3.53	64%	15%	3.74	68%	15%
<b>DIXIE CHICKS/FISHERY CROW</b> Landslide (Open Wide/Monument)	3.48	3.47	91%	34%	3.47	91%	37%
<b>TAMARA WALKER</b> If Only (Curb)	3.44		37%	8%	3.49	41%	9%
<b>CHRISTINA AGUILERA</b> Beautiful (RCA)	3.36	3.51	83%	30%	3.38	80%	27%
<b>REGGIE HAMM</b> Babies (Refugee/Universal South)	3.17		16%	5%	3.20	16%	4%

Total sample size is 290 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.

**Indicator** **Most Added**

<b>DANA GLOVER</b> Thinking Over (DreamWorks)
<b>CELINE DION</b> I Drove All Night (Epic)
<b>DARYL HALL &amp; JOHN OATES</b> Forever For You (U-Watch)
<b>JOSH GROBAN</b> You're Still You (143/Reprise)
<b>CRAIG DAVID</b> Hidden Agenda (Wildstar/Atlantic)
<b>CHRISTINA AGUILERA</b> Beautiful (RCA)
<b>NORAH JONES</b> Don't Know Why (Blue Note/Virgin)
<b>ROD STEWART</b> These Foolish Things (J)
<b>VONDA SHEPARD</b> Rainy Days (Jacket)
<b>PAUL SIMON</b> Father And Daughter (Nick/Jive)
<b>KEITH URBAN</b> Somebody Like You (Virgin)
<b>UNCLE KRACKER</b> Drift Away (Top Dog/Lava/Atlantic)
<b>COUNTING CROWS</b> Big Yellow Taxi (Geffen/Interscope)
<b>BEN GREEN</b> Without You (ASRC)
<b>HOOTIE &amp; THE BLOWFISH</b> Innocence (Atlantic)
<b>DAVID LANZ</b> Walk On Water (Decca)
<b>JO DEE MESSINA</b> Was That My Life (Curb)
<b>RUSSELL WATSON</b> Is Nothing Sacred (Decca/Universal)

**Recurrents**

<b>ENRIQUE IGLESIAS</b> Hero (Interscope)	1443
<b>DIDO</b> Thankyou (Arista)	1122
<b>MATCHBOX TWENTY</b> If You're Gone (Lava/Atlantic)	1121
<b>LEE ANN WOMACK</b> I Hope You Dance (MCA/Universal)	1111
<b>LONESTAR</b> I'm Already There (BNA)	965
<b>SAVAGE GARDEN</b> I Knew I Loved You (Columbia)	907
<b>ENYA</b> Only Time (Reprise)	902

Songs ranked by total plays

**Reporters**

<b>WYJB/Albany, NY</b> OM: Michael Morgan PD: Chris Holmberg MD: Chad O'Hara 3 STREISAND & MANILOW "One" 2 KID ROCK/SHERYL CROW "Picture" RIC SANDLER "Let"	<b>KXLT/Boise, ID</b> OM: Tobin Jeffries 1 CELINE DION "Night"	<b>WKBA/Corpus Christi, TX</b> OM: Audrey Maliken PD/M/D: Jason Reid 16 RUSSELL WATSON "Sacred"	<b>WJLT/R. Wayne, IN</b> OM: Lee Tobin PD: Barb Richards MD: Jim Barron 3 CHRISTINA AGUILERA "Beautiful" NORAH JONES "Know" CHARLOTTE CHURCH "Know" CRAIG DAVID "Hidden"	<b>WYXG/Indianapolis, IN</b> OM: Greg Dunlin APD/M/D: Jim Carone No Adds	<b>WVGN/Madison, WI</b> VP/Prog: Pat O'Neill APD/M/D: Mark Van Allen DANA GLOVER "Over"	<b>WVDE/Norfolk, VA</b> OM/D: Don London APD/M/D: Jeff Moreau JOHN MAYER "Body"	<b>WRSN/Raleigh-Durham, NC</b> OM/D: Bob Bronson MD: Dave Horn RUSSELL WATSON "Sacred"	<b>KLSY/Seattle-Tacoma, WA</b> OM: Derla Thomas MD: Stephen "Drum"	<b>KMXZ/Tucson, AZ</b> OM: Buddy Van Aradale PD: Bobby Rich APD/M/D: Leslie Lois 1 JOSH GROBAN "Sitt"
<b>WVBC/Boston, MA</b> PD: Don Kelley APD: Candy O'Ryan MD: Mark Lawrence No Adds	<b>WVJX/Dallas, TX</b> OM/D: Kurt Johnson No Adds	<b>KVIL/Dallas, TX</b> OM/D: Kurt Johnson No Adds	<b>WTFM/Johnson City, TN</b> VP/Prog: Mark E. McKinney No Adds	<b>WTFM/Johnson City, TN</b> VP/Prog: Mark E. McKinney No Adds	<b>KVLY/McAllen, TX</b> PD/M/D: Alex Duran BEN GREEN "Without" VONDA SHEPARD "Rany"	<b>KMLG/Oklahoma City, OK</b> PD: Jeff Couch MD: Steve O'Brien 1 JOSH GROBAN "Sitt"	<b>KRNO/Reno, NV</b> PD/M/D: Dan Fritz No Adds	<b>KRMW/Seattle-Tacoma, WA</b> PD: Tony Coles MD: Laura Dana VONDA SHEPARD "Rany"	<b>WVJX/Dallas, TX</b> OM/D: Kurt Johnson No Adds
<b>KMGA/Albuquerque, NM</b> OM/D: Kris Abrams MD: Jenna James No Adds	<b>WVBE/Bridgeport, CT</b> PD: Curtis Hanson MD: Danny Lyons No Adds	<b>WLQT/Dayton, OH</b> OM: Mary Fleener PD/M/D/Promo Dir.: Sandy Coll No Adds	<b>WKYE/Johnstown, PA</b> PD: Jack Michaels MD: Brian Wolfe 1 DANA GLOVER "Over" COUNTING CROWS "Tax"	<b>WQYR/Memphis, TN</b> PD: Jerry Dean MD: Kramer No Adds	<b>WLRQ/Melbourne, FL</b> OM/D: Steve Abertsen APD: Jeff Larson 4 REGIE HAMM "Babes" CELINE DION "Night"	<b>WVMT/Richmond, VA</b> OM/D: Bill Cahill 3 CHRISTINA AGUILERA "Beautiful" 8 SHERYL CROW "Soak" BEN GREEN "Without"	<b>WVTV/Richmond, VA</b> OM/D: Bill Cahill 3 CHRISTINA AGUILERA "Beautiful" 8 SHERYL CROW "Soak" BEN GREEN "Without"	<b>KVKI/Shreveport, LA</b> OM: Gary McCoy PD/M/D: Stephanie Huffman No Adds	<b>WASH/Washington, DC</b> PD: Steve Allan 4 CHRISTINA AGUILERA "Beautiful" 3 JOSH GROBAN "Sitt" 2 CHARLOTTE CHURCH "Know"
<b>WLEV/Allentown, PA</b> PD: Bobby Knight 9 HALL & OATES "Forever" DANA GLOVER "Over" BEN GREEN "Without"	<b>WVZN/Bridgeport, CT</b> PD/M/D: Steve Marcus No Adds	<b>KOSI/Denver, CO</b> PD: Mark Edwards APD/M/D: Steve Hamilton No Adds	<b>WQLR/Kalamazoo, MI</b> OM/D: Ken Langhear APD/M/D: Brian Wertz 16 CELINE DION "Night"	<b>WVJX/Knoxville, TN</b> PD/M/D: Vance Dillard No Adds	<b>WVMT/Richmond, VA</b> OM/D: Bill Cahill 3 CHRISTINA AGUILERA "Beautiful" 8 SHERYL CROW "Soak" BEN GREEN "Without"	<b>WVTV/Richmond, VA</b> OM/D: Bill Cahill 3 CHRISTINA AGUILERA "Beautiful" 8 SHERYL CROW "Soak" BEN GREEN "Without"	<b>WVJX/Dallas, TX</b> OM/D: Kurt Johnson No Adds	<b>WVJX/Dallas, TX</b> OM/D: Kurt Johnson No Adds	<b>WVJX/Dallas, TX</b> OM/D: Kurt Johnson No Adds
<b>KYMG/Anchorage, AK</b> PD: Dave Flavin 4 PAUL SIMON "Father"	<b>WVJX/Dallas, TX</b> OM/D: Kurt Johnson No Adds	<b>KLTI/Des Moines, IA</b> OM: Jim Schaefer PD/M/D: Tim White 2 CHRISTINA AGUILERA "Beautiful"	<b>WVJX/Knoxville, TN</b> PD/M/D: Vance Dillard No Adds	<b>WVJX/Knoxville, TN</b> PD/M/D: Vance Dillard No Adds	<b>WVMT/Richmond, VA</b> OM/D: Bill Cahill 3 CHRISTINA AGUILERA "Beautiful" 8 SHERYL CROW "Soak" BEN GREEN "Without"	<b>WVTV/Richmond, VA</b> OM/D: Bill Cahill 3 CHRISTINA AGUILERA "Beautiful" 8 SHERYL CROW "Soak" BEN GREEN "Without"	<b>WVJX/Dallas, TX</b> OM/D: Kurt Johnson No Adds	<b>WVJX/Dallas, TX</b> OM/D: Kurt Johnson No Adds	<b>WVJX/Dallas, TX</b> OM/D: Kurt Johnson No Adds
<b>WPCB/Atlanta, GA</b> No Adds	<b>WVJX/Dallas, TX</b> OM/D: Kurt Johnson No Adds	<b>WVJX/Dallas, TX</b> OM/D: Kurt Johnson No Adds	<b>WVJX/Knoxville, TN</b> PD/M/D: Vance Dillard No Adds	<b>WVJX/Knoxville, TN</b> PD/M/D: Vance Dillard No Adds	<b>WVMT/Richmond, VA</b> OM/D: Bill Cahill 3 CHRISTINA AGUILERA "Beautiful" 8 SHERYL CROW "Soak" BEN GREEN "Without"	<b>WVTV/Richmond, VA</b> OM/D: Bill Cahill 3 CHRISTINA AGUILERA "Beautiful" 8 SHERYL CROW "Soak" BEN GREEN "Without"	<b>WVJX/Dallas, TX</b> OM/D: Kurt Johnson No Adds	<b>WVJX/Dallas, TX</b> OM/D: Kurt Johnson No Adds	<b>WVJX/Dallas, TX</b> OM/D: Kurt Johnson No Adds
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**ON THE RECORD**

With **Chandler**  
PD, KSZR (Star 97.5)/Tucson



KSZR (Star 97.5) is a brand-new radio station in Tucson. Formerly KOAZ (Cat Country 97.5), we debuted on Christmas Day after a month of stunting as "Christmas 97.5." Realizing that there is a large segment of the audience that gravitates to either CHR or AC by default without being completely satisfied with either, we have positioned Star 97.5 to play the best available music from both formats. • We are an "Adult CHR"

station and the only radio station in Tucson playing both today's hits and yesterday's favorites. It would not be unusual to hear Nickelback, The Backstreet Boys, Lee Ann Womack, A-ha and Avril Lavigne in the same half-hour. • As radio programmers, we like to think that listeners' tastes follow the same charts we read each week. They don't. Just get into almost anyone's car and look at their CD collection. When we choose new music for Star, we specifically look for crossover records. These are songs with such mass-appeal that they do well with the CHR listeners and the AC listeners simultaneously — and probably even some of the Country listeners. • It's funny, but after several years at the Country Radio Seminar listening to programmers complain that Leann Rimes, Faith Hill, Shania Twain and Lonestar sound too pop to play on their Country stations, I now welcome songs by those artists on Star 97.5. The Dixie Chicks' "Landslide" is in power rotation for us.

Just a week after they performed the national anthem at the Super Bowl, **The Dixie Chicks** vault to No. 1 on the AC chart with "Landslide" (Monument/Columbia) ... The other big move goes to **Josh Groban's** "You're Still You" (143/Reprise), which goes 23-17\*; he's also Most Added at AC. Groban is following up his chart-topping "To Where You Are" ... **Hall & Oates** are another act who recently topped the chart, with "Do It for Love" (BMG Heritage), and they're now up to No. 7 with "Forever for You" ... **Celine Dion** keeps rolling, moving 19-16\* as "I Drove All Night" is headed — rather quickly — for the top 10 ... On the Hot AC chart, Dixie Chicks hold at No. 2 but are closing in on **Santana f/Michelle Branch's** No. 1 "The Game of Love" (Arista) ... **Avril Lavigne** is about ready to have another chart-topper at Hot AC as "I'm With You" (Arista) moves up to No. 3 ... On the Most Added front, **Matchbox Twenty** win by a nearly 3-to-1 margin over their nearest competitor with "Unwell" (Atlantic), which chalks up nearly 40 adds ... Big chart moves at Hot AC: "Don't Dream It's Over" by **Sixpence None The Richer** (Curb/Reprise) climbs 28-20\*, **Uncle Kracker's** "Drift Away" goes 33-25\* (Lava), and **John Mayer** follows two top five hits with "Why Georgia" (Aware/Columbia), which rises 36-29\*.

AC/Hot AC  
**ON THE RADIO**

— Anthony Acampora, Director/Charts

artist activity

ARTIST: Erasure

LABEL: Mute

By **MIKE TRIAS**/ASSISTANT EDITOR



In 1985 former Depeche Mode member **Vince Clarke** placed a vocalist-wanted ad in a British music newspaper. When **Andy Bell** answered, Erasure — one of the most prolific electronic pop bands in history — were born. In 1988 they brought their sound to America with their third album, *The Innocents*. The singles "Chains of Love" and "A Little Respect" became smash hits, and Bell was recognized as one of the first openly gay performers in the pop world. Since then, Erasure have had multiple No. 1 albums in Europe and sold over 20 million albums worldwide. Now they are back with "Solsbury Hill," the lead single off their just-released CD, *Other People's Songs*.

"Solsbury Hill" is the duo's version of Peter Gabriel's classic song. Originally recorded by Gabriel in a 7/8 time signature, the track gave Erasure and producer Gareth Jones a tough time when they tried to remake it. "And then we just figured, 'We'll make it 4/4,' and the whole thing came together," says Clarke. "That was quite a moment. It was such a simple thing to do, but it took us ages to work it out."

After recording nine albums of almost entirely original songs — in 1992 they released an EP of Abba songs called *Abba-esque* — Erasure decided that their 10th album was a perfect vehicle to celebrate classic pop music. "I was thinking that there are so many tunes out there that I would love to do as a singer," says Bell. "So part of it was coming from the perspective of being a singer who loves great songs." Work on the project began in 2001, with Bell flying between Spain and the U.K. to work with Jones. Clarke

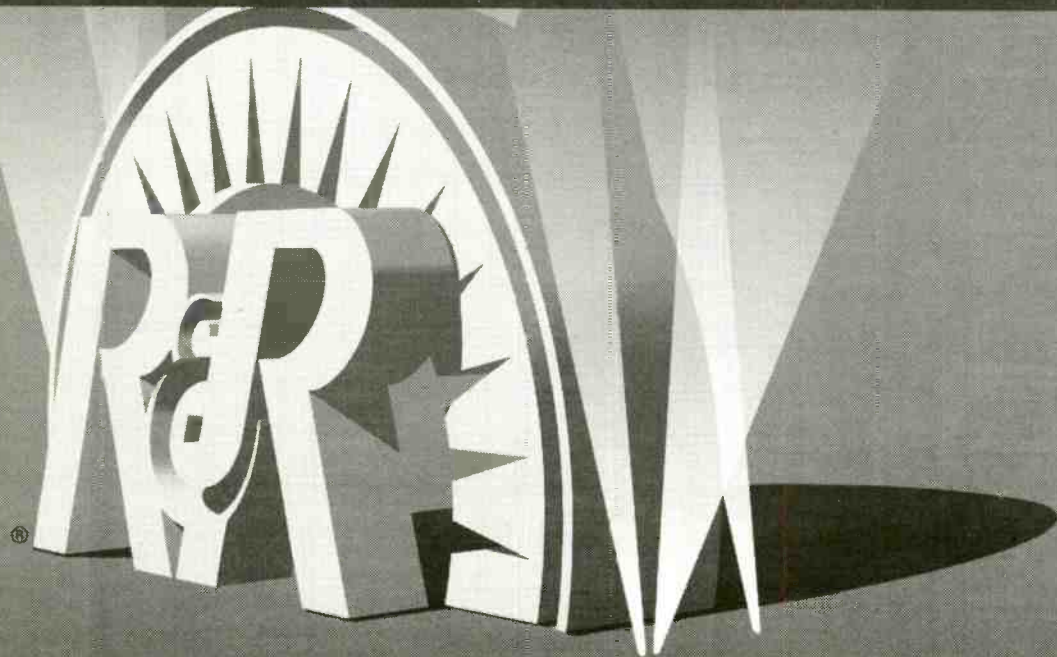
soon joined the pair to add his arrangement and keyboard skills, and Erasure were officially back in business.

"It's quite interesting, because when you choose your favorite song it's not necessarily the song that's going to work best when we record it as Erasure," says Clarke. "My favorite songs are set in time and history and they're to do with my youth, so sometimes the songs that I thought, 'Oh, they're fantastic,' didn't work, because we couldn't reproduce anything better than the originals."

Bell says, "It's also been quite refreshing for us. I think we found that we were heading toward autopilot after *Cowboy* and *Loveboat*. It's not that you lose the spark, but you forget what pop's all about and how inspiring music can be to you. What's interesting about doing these cover versions is that a lot of them are really old. They're from the 1950s. It's really weird that we've done synthesized versions, but the vocals still sound, sometimes, older than the original ones. It's quite bizarre."

To promote *Other People's Songs*, Erasure will be hitting the road with the *Other* tour, presented by VH1 Classic. For their first North American performances since 1997, the duo will be performing songs from the new album along with fan favorites from yesteryear. The *Other* tour begins in Washington, DC on March 2, crossing the country until it winds down in Seattle on March 23.

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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	SANTANA F/MICHELLE BRANCH The Game Of Love (Arista)	3374	-219	331839	18	87/0
2	2	DIXIE CHICKS Landslide (Monument/Columbia)	3279	-3	300561	13	78/0
5	3	AVRIL LAVIGNE I'm With You (Arista)	3101	+318	313597	10	86/0
3	4	NO DOUBT FLADY SAW Underneath It All (Interscope)	3053	-44	302221	18	83/0
4	5	JOHN MAYER Your Body Is A Wonderland (Aware/Columbia)	2950	-92	288554	24	81/0
8	6	KID ROCK W/SHERYL CROW Picture (Lava/Atlantic)	2636	+302	255208	11	83/2
6	7	MATCHBOX TWENTY Disease (Atlantic)	2478	-134	227865	17	77/0
7	8	UNCLE KRACKER In A Little While (Lava)	2381	+21	205288	23	72/0
10	9	NORAH JONES Don't Know Why (Blue Note/Virgin)	2193	+158	248202	31	65/0
9	10	CREED One Last Breath (Wind-up)	1948	-240	160966	35	73/0
14	11	TORI AMOS A Sorta Fairytale (Epic)	1700	+26	192463	16	64/0
17	12	CHRISTINA AGUILERA Beautiful (RCA)	1695	+230	162670	7	54/3
13	13	VANESSA CARLTON A Thousand Miles (A&M/Interscope)	1694	-41	155798	47	73/0
11	14	AVRIL LAVIGNE Complicated (Arista)	1687	-164	166389	41	87/0
16	15	3 DOORS DOWN When I'm Gone (Republic/Universal)	1648	+182	129405	9	62/0
20	16	COUNTING CROWS Big Yellow Taxi (Geffen/Interscope)	1304	+189	136994	9	65/7
18	17	FAITH HILL Cry (Warner Bros.)	1191	-51	109020	17	50/2
15	18	JOHN RZEZNIK I'm Still Here (Jim's Theme) (Walt Disney/Hollywood)	1148	-360	117185	15	58/0
19	19	DAVE MATTHEWS BAND Grey Street (RCA)	1075	-57	118348	10	49/0
28	20	SIXPENCE NONE THE RICHER Don't Dream It's Over (Reprise/Curb)	1007	+406	94933	2	72/8
23	21	BON JOVI Misunderstood (Island/IDJMG)	872	+49	99924	6	54/1
26	22	COLDPLAY Clocks (Capitol)	846	+151	119562	4	54/11
25	23	STERED FUSE Everything (ED/Wind-up)	794	+38	75704	14	44/1
24	24	CREED Don't Stop Dancing (Wind-up)	781	-27	61978	8	45/0
33	25	UNCLE KRACKER Drift Away (Top Dog/Lava/Atlantic)	704	+230	58669	3	48/12
22	26	RED HOT CHILI PEPPERS Zephyr Song (Warner Bros.)	673	-217	70254	14	39/0
29	27	PAY THE GIRL Freeze (TVT)	663	+72	53491	5	38/1
30	28	STONE SOUR Bother (Roadrunner/IDJMG)	602	+52	48730	6	33/0
36	29	JOHN MAYER Why Georgia (Aware/Columbia)	580	+126	85149	2	38/9
31	30	PUDDLE OF MUDD She Hates Me (Flawless/Geffen/Interscope)	554	+30	42494	4	13/0
34	31	VONRAY Inside Out (Elektra/EEG)	543	+69	37754	5	32/0
38	32	LUCY WOODWARD Dumb Girls (Atlantic)	500	+118	52062	3	39/3
32	33	FROU FROU Breathe In (MCA)	487	-2	43911	7	27/0
Debut	34	CELINE DION I Drove All Night (Epic)	445	+233	36980	1	27/2
27	35	DANA GLOVER Thinking Over (DreamWorks)	421	-203	25481	20	29/0
39	36	PHIL COLLINS Can't Stop Loving You (Atlantic)	384	+20	33663	7	15/0
35	37	JACK JOHNSON Bubble Toes (Enjoy/Universal)	383	-82	67855	11	18/0
37	38	SHANIA TWAIN I'm Gonna Getcha Good! (Mercury)	351	-94	31522	7	24/0
40	39	PINK Family Portrait (Arista)	332	-19	13368	5	8/0
-	40	VANESSA CARLTON Ordinary Day (A&M/Interscope)	293	-35	50480	15	7/0

## Most Added®

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ARTIST TITLE LABEL(S)	ADDS
MATCHBOX TWENTY Unwell (Melisma/Atlantic)	38
UNCLE KRACKER Drift Away (Top Dog/Lava/Atlantic)	12
COLDPLAY Clocks (Capitol)	11
MACY GRAY When I See You (Epic)	10
JOHN MAYER Why Georgia (Aware/Columbia)	9
SIXPENCE NONE THE RICHER Don't Dream It's Over (Reprise/Curb)	8
COUNTING CROWS Big Yellow Taxi (Geffen/Interscope)	7
EVERCLEAR Volvo Driving Soccer Mom (Capitol)	7
GOO GOO DOLLS Sympathy (Warner Bros.)	7
SUSAN TEDESCHI Alone (Tone-Cool/Artemis)	6
JASON MRAZ The Remedy (I Won't Worry) (Elektra/EEG)	6
CHANTAL KREVIUZUK In This Life (Columbia)	4

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## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
SIXPENCE NONE THE RICHER Don't Dream... (Reprise/Curb)	+406
AVRIL LAVIGNE I'm With You (Arista)	+318
KID ROCK W/SHERYL CROW Picture (Lava/Atlantic)	+302
CELINE DION I Drove All Night (Epic)	+233
CHRISTINA AGUILERA Beautiful (RCA)	+230
UNCLE KRACKER Drift Away (Top Dog/Lava/Atlantic)	+230
COUNTING CROWS Big Yellow Taxi (Geffen/Interscope)	+189
3 DOORS DOWN When I'm Gone (Republic/Universal)	+182
MATCHBOX TWENTY Unwell (Melisma/Atlantic)	+176
NORAH JONES Don't Know Why (Blue Note/Virgin)	+158

R&R Station Playlists have moved to the web.  
 See all of our monitored reporters at  
[www.radioandrecords.com](http://www.radioandrecords.com).

90 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 1/26-2/1. 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 (© 2003, The Arbitron Company). © 2003, R&R, Inc.

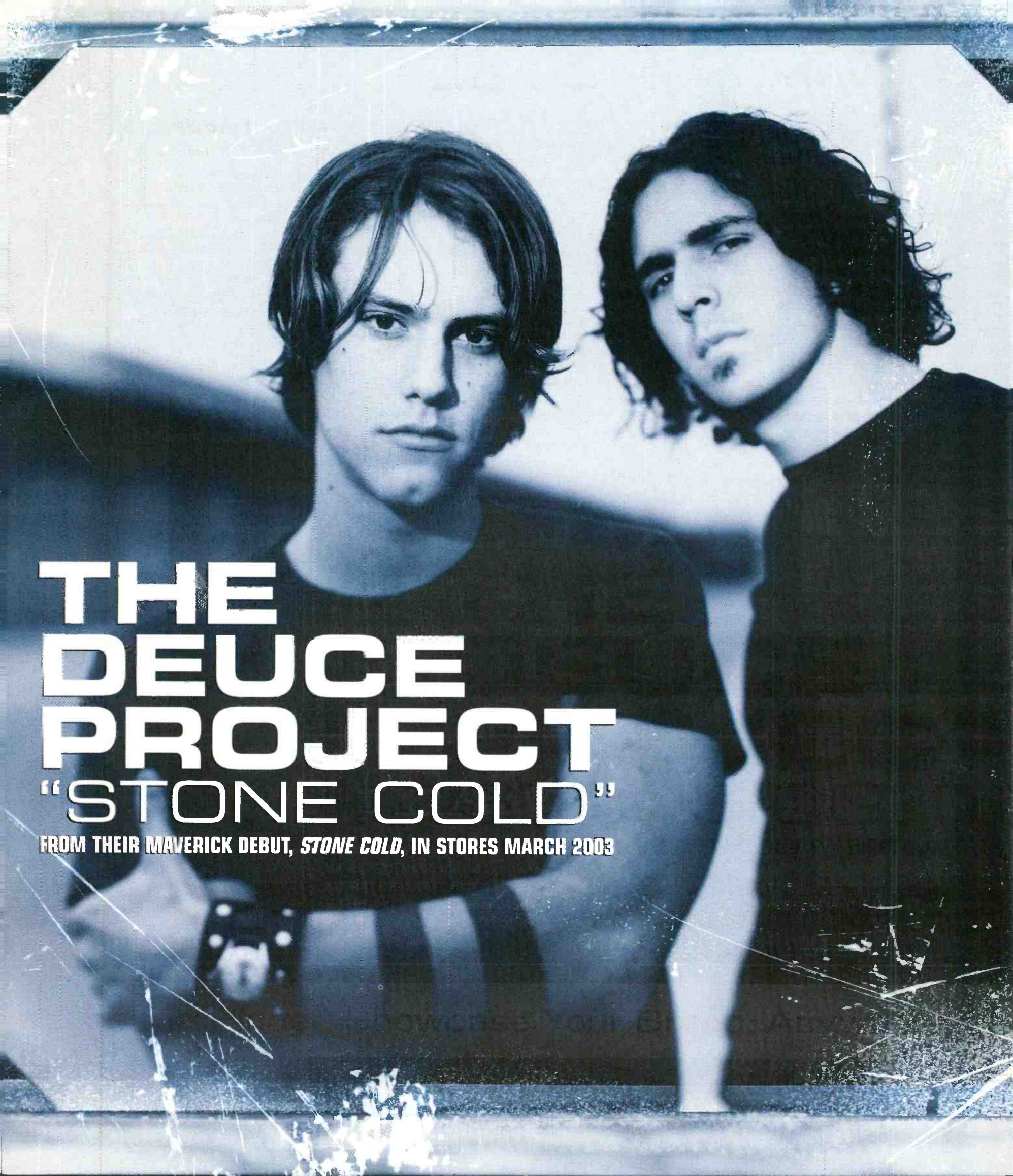
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America's Best Testing Hot AC Songs 12+ For The Week Ending 2/7/03.

Table with columns: Artist Title (Label), TW, LW, Familiarity, Burn, TD, Familiarity, Burn. Lists top songs like '3 DOORS DOWN When I'm Gone' and 'STONE SOUR Bother'.

Total sample size is 719 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\*

- CELINE DION I Drove All Night (Epic)
SUSAN TEDESCHI Alone (Tone-Cool/Artemis)
MATCHBOX TWENTY Unwell (Melisma/Atlantic)
PAY THE GIRL Freeze (TVT)
3 DOORS DOWN When I'm Gone (Republic/Universal)

New & Active

- SISTER HAZEL Your Mistake (Sixth Man)
Total Plays: 276, Total Stations: 16, Adds: 2
MACY GRAY When I See You (Epic)
Total Plays: 261, Total Stations: 27, Adds: 10

Songs ranked by total plays

Reporters

Grid of reporter information including station call letters, location, and contact details for various markets across the US.

\* Monitored Reporters 101 Total Reporters

90 Total Monitored

11 Total Indicator 9 Current Indicator Playlists

Did Not Report For Three Consecutive Weeks; Data Not Used (2): WMTK/Cedar Rapids, IA WNKI/Elmira-Corning, NY





# Smooth Jazz Television

## Show's success provides radio with come-building, revenue-generating opportunities

**T**he dramatic ratings gains for Smooth Jazz in recent years have come primarily from TSL growth as listener passion for the format has deepened. Come, on the other hand, has remained relatively stable at most stations. There is little doubt, however, that new fans will fall in love with smooth jazz when other forms of mass media — in particular, television — expose our fabulous music.

This fact was brought home to me when R&R Alternative Editor Max Tolkoff asked one day, "Have you seen Smooth Jazz Television? It's a great show!"

Smooth Jazz Television's creator, Cameron Smith, was a member of KOAI (The Oasis)/Dallas' original sales team and, most recently, in charge of morning drive at the station. Although he had never worked on the air, perceptual tests identified Smith as a bona fide Dallas celebrity as a result of his appearing on the TV show. He explains that his brainchild, Smooth Jazz Television, has been a work in progress for more than seven years, more often than not funded by cash advances on his credit card. The show launched in Dallas and then picked up affiliates in Houston, New Orleans, Kansas City, San Antonio and Austin. Affiliates in St. Louis and Memphis are set to be added when clearances can be secured. It also plays next to *Seinfeld* in the main cabin on nine international airlines.

In Los Angeles Smooth Jazz Television airs on KNBC-TV at 2am on Saturdays and again at 3pm on Sundays, where it earns a 2.2 share. That's more than all of the other stations' programming in the same time slot combined. That fact alone validates the show's out-of-the-box potential in L.A., the nation's No. 1 advertising market.

### Marketing Origins

Smith describes the genesis of Smooth Jazz Television: "When I was Director/Special Projects at The Oasis, we took a hit in the ratings at one point, and I had advertisers asking me what I was going to do to help them," he says. "I went to my GM at the time, Skip Schmidt, and told him I wanted to launch a 30-minute marketing message for the radio station on broadcast TV that included advertisers."

"We launched on the Fox affiliate in Dallas at 3am. Its basis was really a sales need. When we moved to the CBS affiliate a couple of years ago, the momentum started to kick in.

"In the beginning I arranged to use news shooters' video equipment in the middle of the night. We'd sit at the [Dallas jazz club] Caravan of Dreams until 2am, when Richard Elliot would finish showering. Smooth Jazz artists, of course, took hold of the idea first by graciously obliging us and making themselves available at the most inconvenient moments."



Cameron Smith

Smooth Jazz Television is programmed like a hybrid of Smooth Jazz radio and a smooth version of MTV. "I've always believed that the Smooth Jazz audience is hungry to learn more about the artists they love," Smith says.

"The show consists of concert footage, a backstage interview with our special guest star of the week and a jazz legend's biography that speaks to the roots of the music, like the contributions of Miles Davis, Duke Ellington and Dave Brubeck, without whom we wouldn't have smooth jazz."

"We get lots of feedback from non-smooth jazz fans praising the show, maybe 100-plus e-mails a week — especially about our legends segment."

### Making It Happen

Smith credits former KTWV (The Wave)/Los Angeles PD Chris Brodie and current Wave VP/Programming Paul Goldstein and Marketing Director Greg Schoenbaum with providing the launching pad for Smooth Jazz Television in L.A.

"Chris, before she left, and Greg were already aware of the show from action elsewhere in the Southwest," Smith says. "As soon as we sat down, they got it, even though I hadn't fully developed the cross-branding and sales opportunities."

"We didn't actually do a deal until Paul Goldstein was in place. He brought some interesting new twists to the package, such as using The Wave's personalities to voice the spots for the show to make it sound even more like a station product and completely wrap their personnel around it."

"Paul seized the weapon and im-

proved its accuracy. He and Greg were extremely influential in opening the Los Angeles market to Smooth Jazz TV.

"I must also pay homage to KNBC GM Paula Madison. She's the most powerful African-American female in television after Oprah. She was the first female news director of any color at WNBC/New York. She grew through the system. I recently saw a PBS show on the 10 most influential women in the media, and she was in the mix with the other nine usual suspects."

"She took a meeting with us at Greg Schoenbaum's recommendation. What we assumed would be a 15-minute discussion turned into a 90-minute love fest. We sat down with her, the VP of sales — who is also really amazing — and Howard Freed, who handles programming. We put the tape in the player."

"Normally, we would look at the introduction, then fast-forward to the next segment, but Paula was mesmerized. She said, 'Are you nuts? I want to see Ray Charles in concert.' They watched the entire show, transfixed. Paula queried everyone afterward, and they all saw the value. A week later we had struck an agreement. Without Paula's endorsement, the show wouldn't be on KNBC-TV."

### Strong Viewership

"Ratings have been staggering," Smith continues. "In its very first week on the air in L.A. Smooth Jazz Television was the No. 1 English-language program in the market. The only show that outperformed it was on Telemundo or Univision. The second week, with The Wave's support, not only were we No. 1, but our 2.2 equaled all the other affiliates combined — ABC, CBS, Fox and WB."

"We take a lot more risks than Smooth Jazz radio does. People in Smooth Jazz radio don't feel they can take risks, but I believe they would prosper if they did. It's very difficult to move old school beliefs forward."

"We query listeners when they contact us, and their feedback supports the show's texture. Many of them love the music, but they don't know The Wave exists. We're aggressively marketing the format and Smooth Jazz stations, and it's working."

"The other thing we have is a monthly version of the show that is broadcast on nine airlines globally. We covered Dave Koz's *Golden Slumbers* project by creating a beautiful feature.

## SJ TV Viewer Raves

The following is a sample of the kind of enthusiastic feedback Cameron Smith receives from Smooth Jazz Television fans. The last message comes from revered smooth jazz saxophonist and KTWV/Los Angeles morning co-host Dave Koz.

*I came across your show this past weekend on KNBC-TV. I'm a huge Steely Dan fan, so I decided to settle in and watch it. I hate smooth jazz — at least I thought I did. But after watching the entire show, I started listening to 94.7 The Wave [KTWV] here in L.A., and I haven't turned it off.*

*Thanks for turning me on to Norah Jones. I bought her CD and love it! Can you recommend more stuff like hers?*

*Saw your show and loved the Golden Slumbers story. All the little faces were adorable — so much so that I just picked up the CD for me and my newborn, Kalyn. She loves it, and so do I. It's so perfectly soothing! I didn't know Dave Koz was a DJ too. Where can I hear him? I'd love to tune in while we're running errands.*

*Well, I now have my own story. I was sitting comfortably in my seat aboard United Flight 488 from Denver to Indianapolis this evening, relaxing and doing my crossword, when my seatmate, a lovely woman whom I'd been talking to, nudges me and tells me to look up above. Lo and behold, there I am on TV! It was surreal, especially since all the people in the EPK were on the plane — Peter, Rick, David, etc. We all got a real kick out of it, and we became quick celebs on that flight.*

*It's amazing to think how many people will be seeing it this month. As it was playing I was casually looking around to see who was wearing their earphones; surprisingly, a lot of people were checking the programming out. All in all, a very good thing that we did this, team!*

—Dave Koz  
P.S. The show looked great!

Since the piece has been shown on air-planes Dave has been swamped by people whenever he flies. The aisles are swarming with autograph seekers who never knew his music before.

"That demonstrates to me that Smooth Jazz TV is a powerful vehicle for attracting new fans to this genre. This is the first time the majority of smooth jazz artists have ever been seen by anyone other than a P1 — someone who'll be first in line to buy a concert ticket."

### A Brand And A Destination

"What we've tried to do is create a show that looks like the way Smooth Jazz radio sounds," Smith says. "The look is elegant, because we want to pay as much respect to the artist and the station as we possibly can."

"Smooth Jazz TV is a programming destination and a brand. It's helping to differentiate instrumental artists for the record-buying public. It's happening. Between the TV product and the radio support, we're in a great position to herald the release of new artists and new initiatives."

"We have a platform that we can use strategically for the artist, because it's all about the music. It would cost an individual station \$10,000-\$20,000 per week to produce this show on a local basis."

"What we do for stations — in addition to giving them a brand on network television to initiate the uninitiated and create new listeners — is provide sales departments access to a sponsorship opportunity within the show to drive revenue. When they can

sell a package to a client like American Express, the client also gets a sponsored billboard at the top and bottom of the show as a co-presenter, along with a 30-second spot within the show.

"In return, we get 20 to 30 60-second spots on a rotating basis that are marketing announcements for each week's guests on the show. Within each :60 the local station's sales staff can pull in advertisers."

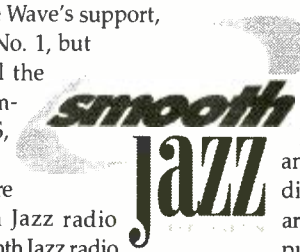
"In nearly every case the inventory comes from the sales side, so programming isn't impinged. It's so tough to make room for promotions on a radio station, so we sit down with sales and programming simultaneously to create marketing value with network play so that an advertiser can be sold and everyone has a chance to benefit."

### Profits Forthcoming

"We're not making any money yet," Smith admits, "but at least we're off the mat and standing tall. The show's broadcast profile has quadrupled in the past 24 months. The reason Smooth Jazz Television has taken off the way it has is because of the vision of one guy, the marketing director of Chevrolet. He said, 'I like this. I get this. Our mantra is diversity and inclusion.'"

"The passion of people like Frank Cody and Dave Koz has gotten us through some very thin times. To move out of the Southwest region and garner Chevrolet support on the West Coast is a huge step for us. Obviously, San Diego and San Francisco will be next our next area of focus."

*If you'd like to see a demo of Smooth Jazz Television on your computer, please contact Smith by e-mail at cameron@smoothjazztv.com.*





February 7, 2003

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
2	1	BOB JAMES Morning, Noon & Night (Warner Bros.)	845	+8	131286	18	41/0
1	2	BWB Groovin' (Warner Bros.)	832	-37	124146	17	40/0
4	3	PETER WHITE Who's That Lady? (Columbia)	729	-6	113914	19	38/0
6	4	BONEY JAMES Grand Central (Warner Bros.)	694	+60	92819	15	40/0
7	5	STEVE COLE Off Broadway (Warner Bros.)	693	+63	104373	19	38/0
3	6	STEVE OLIVER High Noon (Native Language)	683	-78	91647	21	35/1
12	7	DAVE KOZ & JEFF KOZ Blackbird (Rendezvous/WB)	537	+44	83621	10	40/1
5	8	RICHARD ELLIOT Q.T. (GRP/VMG)	535	-161	60558	25	30/0
8	9	JEFF GOLUB Cold Duck Time (GRP/VMG)	524	-44	89105	25	32/0
9	10	DIANA KRALL Just The Way You Are (Verve/VMG)	523	+10	61436	14	36/1
13	11	MINDI ABAIR Lucy's (GRP/VMG)	493	+57	90629	3	41/1
10	12	N. BROWN & M. MCDONALD I Still Believe (Warner Bros.)	484	-29	49018	13	33/0
15	13	MICHAEL LINGTON Still Thinking Of You (3 Keys)	453	+47	45262	11	36/2
11	14	NATALIE COLE Tell Me All About It (GRP/VMG)	453	-46	60143	21	33/0
14	15	KENNY G Paradise (Arista)	450	+19	72724	12	36/1
16	16	CRAIG CHAQUICO Afterglow (Higher Octave)	345	-22	19424	12	28/0
17	17	JOAN OSBORNE I'll Be Around (Compendia)	340	+17	29479	15	27/1
19	18	BOB BALDWIN The Way She Looked At Me (Narada)	332	+41	51062	6	31/3
18	19	MARION MEADOWS Tales Of A Gypsy (Heads Up)	309	-4	29177	17	28/2
22	20	GREG ADAMS 'Sup With That (Ripa/Blue Note)	294	+27	37072	5	25/1
20	21	JEFF LORBER Chopsticks (GRP/VMG)	285	-4	29213	8	21/0
21	22	DONNA GARDIER How Sweet It Is (Dome Records Limited)	282	+4	13800	7	18/0
23	23	GREGG KARUKAS Your Sweet Smile (N-Coded)	266	+8	14255	9	22/0
25	24	AL JARREAU Random Act Of Love (GRP/VMG)	239	+55	20357	2	17/1
29	25	KIM WATERS Waterfall (Shanachie)	238	+76	30480	2	27/7
24	26	NORAH JONES Come Away With Me (Blue Note/Virgin)	201	+12	14431	4	16/1
27	27	NESTOR TORRES Watermelon Man (Shanachie)	192	+19	20137	3	18/1
30	28	JONATHAN BUTLER Pata Pata (Warner Bros.)	158	+22	8651	2	15/0
28	29	MAYSA Friendly Pressure (N-Coded)	158	-13	23694	20	14/0
<b>Debut</b>	30	CHIELI MINUCCI Kickin' It Hard (Shanachie)	150	+47	15449	1	18/3

## Most Added®

www.rindicator.com

ARTIST TITLE LABEL(S)	ADDS
KIM WATERS Waterfall (Shanachie)	7
SPYRO GYRA Getaway (Heads Up)	6
NATALIE COLE f/DIANA KRALL Better Than Anything (GRP/VMG)	4
BOB BALDWIN The Way She Looked At Me (Narada)	3
CHIELI MINUCCI Kickin' It Hard (Shanachie)	3
PIECES OF A DREAM Loves Silhouette (Heads Up)	3
LARRY GITTENS Joe's Sample (Human Feel)	3
MANNHEIM STEAMROLLER Teardrops... (American Gramophone)	3
J. THOMPSON Tell Me The Truth (AMH)	3
MICHAEL LINGTON Still Thinking Of You (3 Keys)	2
MARION MEADOWS Tales Of A Gypsy (Heads Up)	2
GERALD ALBRIGHT Old School Jam (GRP/VMG)	2
DAVID LANZ Romantica (Decca)	2

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
KIM WATERS Waterfall (Shanachie)	+76
SPYRO GYRA Getaway (Heads Up)	+73
STEVE COLE Off Broadway (Warner Bros.)	+63
BONEY JAMES Grand Central (Warner Bros.)	+60
MINDI ABAIR Lucy's (GRP/VMG)	+57
AL JARREAU Random Act Of Love (GRP/VMG)	+55
MICHAEL LINGTON Still Thinking Of You (3 Keys)	+47
CHIELI MINUCCI Kickin' It Hard (Shanachie)	+47
DAVE KOZ & JEFF KOZ Blackbird (Rendezvous/WB)	+44
BOB BALDWIN The Way She Looked At Me (Narada)	+41

## Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
MICHAEL MANSDN Outer Drive (A440 Music Group)	388
KENNY G f/CHANTE MOORE One More Time (Arista)	270
FOURPLAY Rollin' (Bluebird/RCA Victor)	259
CHUCK LOEB Sarao (Shanachie)	237
EUGE GROOVE Slam Dunk (Warner Bros.)	212
NORMAN BROWN Just Chillin' (Warner Bros.)	206
LARRY CARLTON Morning Magic (Warner Bros.)	169
GERALD ALBRIGHT Ain't No Stoppin' (GRP/VMG)	139
LUTHER VANDROSS I'd Rather (J)	110
JOE SAMPLE X Marks The Spot (PRA/GRP/VMG)	108
KIM WATERS In The House (Shanachie)	97
NORAH JONES Don't Know Why (Blue Note/Virgin)	90
SPECIAL EFX Cruise Control (Shanachie)	88
DOWN TO THE BONE Electra Glide (GRP/VMG)	60
CRAIG CHAQUICO Luminosa (Higher Octave)	55
DAVID BENDIT Then The Morning Comes (GRP/VMG)	50
SADE Somebody Already Broke My... (Epic)	39
GREGG KARUKAS Night Shift (N-Coded)	34

42 Smooth Jazz reporters. Songs ranked by total plays for the airplay week of 1/26-2/1. 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. 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 (© 2003, The Arbitron Company). © 2003, R&R, Inc.

## New & Active

PIECES OF A DREAM Loves Silhouette (Heads Up)

Total Plays: 128, Total Stations: 14, Adds: 3

PAUL HARDCASTLE Desire (Trippin' 'n Rhythm)

Total Plays: 124, Total Stations: 10, Adds: 0

JDE MCBRIDE Keeping It Real (Heads Up)

Total Plays: 110, Total Stations: 10, Adds: 0

BLAKE AARON One Moment With You (Innervision)

Total Plays: 103, Total Stations: 10, Adds: 1

SPYRD GYRA Getaway (Heads Up)

Total Plays: 92, Total Stations: 15, Adds: 6

DAVID LANZ Romantica (Decca)

Total Plays: 71, Total Stations: 8, Adds: 2

RUSS FREEMAN Soul Dance (Peak)

Total Plays: 69, Total Stations: 7, Adds: 0

LIQUID SDUL Sun Ra (Shanachie)

Total Plays: 63, Total Stations: 5, Adds: 0

GERALD ALBRIGHT Old School Jam (GRP/VMG)

Total Plays: 60, Total Stations: 8, Adds: 2

GROUP 3 Roll With It (GRP/VMG)

Total Plays: 43, Total Stations: 4, Adds: 1

Songs ranked by total plays

# Mindi Abair

## "Lucy's"

13 - 11 493 spins, +57  
41 Stations On!

Add: WVMV

# Al Jarreau

## "Random Act of Love"

25 - 24 239 spins, +55

Add: KUJZ

# Gerald Albright

## "Old School Jam"

New & Active!

Add: KRVR KJZS

Already on: WQCD KIFM KAJZ  
WEIB KSBR JRN

# The Crusaders

## "Viva De Funk"

Add Date: 2/10

Add: WJZA

# Natalie Cole

f/Diana Krall

## "Better Than Anything"

Add Date: 2/17

#3 Most Added...2 weeks early!

Add: WNUA  
KKSF KWJZ KBZN



Already on:  
WSSM KJZY



a PolyGram company



Reporters

WZMR/Albany, NY

PD/MD: Tim Durkee  
CHIELI MINUCCI "Kickin"  
 MANNHEIM STEAMROLLER "Teardrops"

KAJZ/Albuquerque, NM

PD: Paul Lavoie  
 MD: Jeff Young  
No Adds

WJZZ/Atlanta, GA

PD/MD: Nick Francis  
1 KIM WATERS "Waterfall"  
 1 SPYRO GYRA "Getaway"

KSMJ/Bakersfield, CA

PD/MD: Chris Townshend  
No Adds

WNUA/Chicago, IL

DM: Bob Kaake  
 PD: Steve Stiles  
COLE FRKALL "Better"

WNWV/Cleveland, OH

PD/MD: Bernie Kimble  
DAVID LANZ "Romantica"

WJZA/Columbus, OH

DM/MD: Bill Harman  
 APD: Gary Woller  
MANNHEIM STEAMROLLER "Teardrops"  
 CRUSADERS "Viva"

KOAI/Dallas-Ft. Worth, TX

DM/MD: Kurt Johnson  
 APD/MD: Bret Michael  
KIM WATERS "Waterfall"

KJCD/Denver-Boulder, CO

PD/MD: Michael Fischer  
KIM WATERS "Waterfall"  
 BOB BALDWIN "Looked"  
 CELINE DION "Last"  
 PIECES OF A DREAM "Silhouette"

KVJZ/Des Moines, IA

PD: Mike Blakemore  
 MD: Becky Taylor  
MARION MEADOWS "Gypsy"

WWMV/Detroit, MI

PD: Tom Sleecker  
 MD: Sandy Kovach  
MINDI ABAIR "Lucy's"

KUJZ/Eugene, OR

PD: Chris Crowley  
AL LARBEAU "Birdon"  
 PIECES OF A DREAM "Silhouette"

KEZL/Fresno, CA

DM: Scott Keith  
 PD/MD: J. Weidenheimer  
3 LARRY GITTENS/MEDIA "Sample"

KCIY/Kansas City, MO

PD: Mark Edwards  
 MD: Michelle Chase  
NESTOR TORRES "Watermelon"  
 SPYRO GYRA "Getaway"

KOAS/Las Vegas, NV

OM: Vic Clemens  
 PD/MD: Erik Foxx  
MORAH JONES "Come"

KTWV/Los Angeles, CA

PD: Paul Goldstein  
 APD/MD: Ralph Stewart  
GROUP 3 "Roll"  
 STEVE OLIVER "High"

WJZN/Memphis, TN

PD: Norm Miller  
4 J. THOMPSON "Truth"  
 2 PIECES OF A DREAM "Silhouette"

WLVE/Miami, FL

PD: Rich McMillan  
MARION MEADOWS "Gypsy"  
 SPYRO GYRA "Getaway"

WJZ/Milwaukee, WI

OM/MD: Steve Scott  
DAVE KOZ & JEFF KOZ "Blackbird"  
 KIM WATERS "Waterfall"

KSBR/Mission Viejo, CA

DM/MD: Terry Wedel  
 MD: Susan Koshbay  
1 LARRY GITTENS/MEDIA "Sample"  
 1 SPYRO GYRA "Getaway"

KRVR/Modesto, CA

PD: Jim Bryan  
 MD: Doug Wulff  
3 BLAKE AARON "Moment"  
 3 DAVID LANZ "Romantica"  
 3 GERALD ALBRIGHT "School"

WQCD/New York, NY

OM: John Mullen  
 PD/MD: Charley Connolly  
7 DIANA KRALL "Way"  
 GREG ADAMS "With"  
 MICHAEL LINGTON "Thinking"

WJCD/Norfolk, VA

OM: Daisy Davis  
 APD/MD: Larry Hollowell  
No Adds

WLOQ/Orlando, FL

PD: Dave Kosh  
 MD: Patricia James  
3 SPYRO GYRA "Getaway"  
 JOAN OSBORNE "Around"

KYOT/Phoenix, AZ

PD: Shaun Holly  
 APD/MD: Angie Handa  
No Adds

KJZS/Reno, NV

Acting PD: Harry Reynolds  
11 KIM WATERS "Waterfall"  
 CHIELI MINUCCI "Kickin"  
 GERALD ALBRIGHT "School"

WJZV/Richmond, VA

OM/MD: Reid Snider  
BOB BALDWIN "Looked"  
 CHIELI MINUCCI "Kickin"  
 KIM WATERS "Waterfall"

KSSJ/Sacramento, CA

PD: Lee Hanson  
 APD: Ken Jones  
No Adds

WSSM/St. Louis, MO

PD: David Myers  
SPYRO GYRA "Getaway"

KBZN/Salt Lake City, UT

PD/MD: Rob Riesen  
MICHAEL LINGTON "Thinking"  
 COLE FRKALL "Better"

KIFM/San Diego, CA

PD: Mike Vasquez  
 APD/MD: Kelly Cale  
No Adds

KKSF/San Francisco, CA

PD: Steve Williams  
 APD/MD: Samantha Wiedmann  
J. THOMPSON "Truth"  
 KENNY G "Paradise"  
 COLE FRKALL "Better"  
 KIM WATERS "Knee"

KMGQ/Santa Barbara, CA

PD: Mark De Anda  
 APD/MD: Steve Bauer  
BOB BALDWIN "Looked"

KJZY/Santa Rosa, CA

PD: Gordon Zlot  
 APD/MD: Rob Singleton  
No Adds

KWJZ/Seattle-Tacoma, WA

PD: Carol Handley  
 MD: Dianna Rose  
COLE FRKALL "Better"

WEIB/Springfield, MA

PD: Ben Casey  
 MD: Darrel Cutting  
5 BOBBY LYLE "Sunken"  
 J. THOMPSON "Truth"  
 LARRY GITTENS/MEDIA "Sample"  
 MANNHEIM STEAMROLLER "Teardrops"  
 ED JOHNSON "Wave"

WSJT/Tampa, FL

OM/MD: Ross Block  
 MD: Kathy Curtis  
No Adds

WJZW/Washington, DC

OM: Kenny King  
 PD: Carl Anderson  
KIM WATERS "Waterfall"

JRN/(Jones NAC)/National

PD: Steve Hibbard  
 MD: Cheri Marquart  
No Adds

42 Total Reporters

39 Current Playlists

Reported Frozen Playlist (1):  
 WYJZ/Indianapolis, IN

Did Not Report, Playlist Frozen (2):  
 KNJK/Anchorage, AK  
 WJZZ/Philadelphia, PA

ON THE RECORD

With  
**Samantha Weidmann**  
 Asst. PD/MD, KKSJ/San Francisco



The new year is bringing lots of new artists to KKSJ. I'm really excited about Mindi Abair's album *It Just Happens That Way*. A few of our listeners thought Abair's "Lucy's" was a new David Sanborn song, which is a phenomenal comparison for a song from a debut album. Another new artist, Bay Area native J. Thompson, is causing a stir with his song "Tell Me the Truth." It has an Enigma feel with a deep groove, some sexy background vocals and a very intriguing sound. • Joan Osborne's "I'll Be Around" is also doing well for us. Joan really gave that song her fingerprint, and I think it works well for Smooth Jazz. We also just added Kim Waters' cover of the Donell Jones song "You Know That I Love You." It is New & Active on the Urban AC charts and definitely worth a listen. • We have lots of great new music from our core artists too. We just couldn't wait to add "Better Than Anything" by Natalie Cole and Diana Krall. Natalie's album *Ask a Woman Who Knows* is one of my favorites. Norman Brown is tearing up our playlist too. We're currently playing two of his songs, "I Still Believe" and "Just Chillin'," plus BWB's "Groovin'." We also like Gregg Karukas' "Your Sweet Smile," Greg Adams' "Sup With That" and Spyro Gyra's "Getaway." This may be the most radio-friendly Spyro track in years.

Kudos to **Bob James**, Warner Bros. VP/Promotion Deborah Lewow and the fine label team for going to No. 1 with James' "Morning, Noon & Night." Warner Bros. is on a hot streak, occupying four of our top five slots this week: **BWB's** "Groovin'" is No. 2; **Boney James'** "Grand Central" rises 6-4\* and is among Most Increased; **Steve Cole's** "Off Broadway" jumps 7-5\* ... **Dave Koz & Jeff Koz's** "Blackbird" (Rendezvous/Warner Bros.) enters the rarefied atmosphere of the top 10 with a five-point move, 12-7\*. I hear this track is beginning to test through in music tests nationwide ... **Mindi Abair's** "Lucy's" (GRP/VMG) continues its climb, this time to 11\* ... **Kim Waters'** "Waterfall" (Shanachie) is No. 1 Most Added with seven new adds, including WJZ/Milwaukee, WJZW/Washington and WJZZ/Atlanta, as well as No. 1 Most Increased with a 73-play gain ... Programmers bestowed big-time validation on **Spyro Gyra's** "Getaway" (Hears Up) when six of them added the track, including KCIY/Kansas City, WJZ, WJZZ, WSSM/St. Louis and WLVE/Miami ... **Natalie Cole and Diana Krall's** duet, "Better Than Anything" (GRP/VMG), is also among the Most Added with four adds, including KKSJ/San Francisco, KWJZ/Seattle and WNUA/Chicago ... **Mannheim Steamroller's** "Teardrops, Raindrops" (American Gramophone) earns three adds, and so does **J. Thompson's** "Tell Me the Truth" (AMH), including KKSJ ... Two tracks to take from your listen-to stack and hear without delay: **Fourplay's** "Ju-Ju" (Bluebird/RCA) and **Denny Jiosa's** "Europa" (1201 Music).



— Carol Archer, Smooth Jazz Editor

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# R&R SMOOTH JAZZ PLAYLISTS

**MARKET #1**

**WCCO/New York**  
Emmis  
(212) 352-1019  
Connolly  
12+ Cume 1,871,200

*Smooth Jazz*  
**CD 101.9**

PLAYS	LW	TW	ARTIST/TITLE	GI (000)
26	28	28	MINDI ABAIR/Lucy's	32144
21	28	28	STEVE OLIVER/High Noon	32144
28	27	28	BOB JAMES/Morning, Noon...	30996
29	27	28	BWB/Groovin'	30996
26	27	28	PETER WHITE/Who's That Lady?	30996
20	26	28	STEVE COLE/Off Broadway	29848
18	26	28	BONEY JAMES/Grand Central	20664
26	18	28	JEFF GOLUB/Cold Duck Time	20664
19	18	28	KENNY G/Paradise	20664
19	17	28	DAVE KOZ & JEFF KOZ/Blackbird	19516
12	19	28	GERALD ALBRIGHT/Old School Jam	13776
8	9	28	BOB BALDWIN/The Way She...	10332
7	9	28	JOE MCBRIDE/Keeping It Real	10332
7	9	28	PAUL HARDCASTLE/Desire	10332
7	8	28	BONA FIDE/Willie Don	9184
7	8	28	CHIELI MINUCCI/Kickin' It Hard	9184
7	8	28	LIQUID SOUL/Sun Ra	9184
7	8	28	MICHAEL MANSON/Outer Drive	9184
7	8	28	NESTOR TORRES/Watermelon Man	9184
7	7	28	AL JARREAU/Random Act Of Love	8036
7	7	28	JEFF GOLUB/Cold Duck Time	8036
7	7	28	KIM WATERS/Waterfall	8036
7	7	28	DIANA KRALL/Just The Way You Are	8036
7	7	28	GREG ADAMS/Sup With That	0
7	7	28	MICHAEL LINGTON/Still Thinking Of...	0

**MARKET #2**

**KTWV/Los Angeles**  
Infinity  
(310) 840-7180  
Goldstein/Stewart  
12+ Cume 946,000

*THE WAVE*  
**94.7 KTWV**

PLAYS	LW	TW	ARTIST/TITLE	GI (000)
22	23	23	BWB/Groovin'	15042
23	23	23	GREG ADAMS/Sup With That	15042
23	23	23	KENNY G/Paradise	15042
23	23	23	PAUL HARDCASTLE/Desire	15042
22	22	23	BOB JAMES/Morning, Noon...	14398
22	22	23	BONEY JAMES/Grand Central	14398
17	18	23	BONA FIDE/Willie Don	11772
18	18	23	MICHAEL MANSON/Outer Drive	11772
18	18	23	MINDI ABAIR/Lucy's	11772
16	17	23	PETER WHITE/Who's That Lady?	11118
17	16	23	DAVE KOZ & JEFF KOZ/Blackbird	10464
17	16	23	JEFF GOLUB/Cold Duck Time	10464
17	16	23	STEVE COLE/Off Broadway	10464
17	15	23	DOWN TO THE BONE/Electra Glide	9810
14	15	23	SAD/Somebody Already...	9810
13	13	23	BROWN & MCDONALD/Still Believe	8502
14	12	23	NATALIE COLE/Tell Me All About It	7848
14	11	23	NORAH JONES/Don't Know Why	7194
12	9	23	KENNY G F.C. MOORE/One More Time	5886
2	7	23	NORAH JONES/Come Away With Me	4578
2	7	23	GROUP 3/Roll With It	0
2	7	23	STEVE OLIVER/High Noon	0

**MARKET #3**

**WNUA/Chicago**  
Clear Channel  
(312) 645-9550  
Stiles  
12+ Cume 871,100

*Smooth Jazz*  
**95.5 WNUA**

PLAYS	LW	TW	ARTIST/TITLE	GI (000)
23	25	25	PAUL HARDCASTLE/First Light	13450
23	25	25	JEFF GOLUB/Cold Duck Time	12374
19	23	25	MHALLUM F/WHITE/Playing With Fire	12374
23	22	25	PETER WHITE/Who's That Lady?	11836
17	20	25	BOB JAMES/Morning, Noon...	10760
22	19	25	STEVE COLE/Off Broadway	10222
20	18	25	BOB BALDWIN/The Way She...	9684
21	18	25	NORAH JONES/This Is The Life	9684
20	18	25	MARION MEADOWS/Tales Of A Gypsy	9684
12	16	25	MAYS/Friendly Pressure	8608
11	12	25	JOAN OSBORNE/It'll Be Around	6456
12	12	25	JOYCE COOLING/Third Wish	6456
9	12	25	MICHAEL LINGTON/Still Thinking Of...	6456
14	12	25	NATALIE COLE/Tell Me All About It	6456
15	12	25	NORAH JONES/Don't Know Why	5918
11	11	25	GREG ADAMS/Sup With That	5918
11	11	25	MICHAEL LINGTON/Still Thinking Of...	5918
11	10	25	KIM WATERS/Waterfall	5380
9	10	25	MINDI ABAIR/Lucy's	5380
11	9	25	DIANA KRALL/Just The Way You Are	4842
11	9	25	RICHARD ELLIOT/Q.T.	4842
2	2	25	COLE F/KRALL/Better Than Anything	0

**MARKET #4**

**KKSF/San Francisco**  
Clear Channel  
(415) 975-5555  
Williams/Wiedmann  
12+ Cume 577,000

*Smooth Jazz*  
**103.7 KKSF**

PLAYS	LW	TW	ARTIST/TITLE	GI (000)
11	31	31	BOB JAMES/Morning, Noon...	9052
16	30	31	MICHAEL MANSON/Outer Drive	8760
30	30	31	RICHARD ELLIOT/Q.T.	8760
31	29	31	FOURPLAY/Rollin'	8468
14	17	31	BOB BALDWIN/The Way She...	4964
16	16	31	DAVE KOZ & JEFF KOZ/Blackbird	4672
16	16	31	JOAN OSBORNE/It'll Be Around	4672
16	16	31	JOE MCBRIDE/Keeping It Real	4672
14	16	31	LEE RITENOUR/Module 105	4672
16	16	31	BROWN & MCDONALD/Still Believe	4672
15	15	31	LUTHER VANDROSS/It's Rather	4380
14	14	31	MICHAEL LINGTON/Still Thinking Of...	4088
13	13	31	AL JARREAU/Random Act Of Love	3796
13	13	31	BONEY JAMES/Grand Central	3796
13	13	31	MINDI ABAIR/Lucy's	3796
13	13	31	STEVE COLE/Off Broadway	3796
13	13	31	J. THOMPSON/Tell Me The Truth	0
13	13	31	KENNY G/Paradise	0
13	13	31	COLE F/KRALL/Better Than Anything	0
13	13	31	KIM WATERS/You Know That...	0

**MARKET #5**

**KOAI/Dallas-Ft. Worth**  
Infinity  
(214) 526-9870  
Johnston/Michael  
12+ Cume 351,600

*Smooth Jazz*  
**107.5 FM KOAI**

PLAYS	LW	TW	ARTIST/TITLE	GI (000)
28	29	29	FOURPLAY/Rollin'	6467
28	28	29	BWB/Groovin'	6244
27	28	29	KIM WATERS/In The House	6244
27	28	29	RICHARD ELLIOT/Q.T.	6244
29	28	29	BOB BALDWIN/The Way She...	6244
28	28	29	LARRY CARLTON/Morning Magic	5129
26	23	29	LARRY CARLTON/Morning Magic	5129
18	16	29	KENNY G F.C. MOORE/One More Time	3568
16	16	29	LUTHER VANDROSS/It's Rather	3568
11	16	29	STEVE COLE/Off Broadway	3568
12	13	29	BONEY JAMES/Grand Central	2899
12	13	29	GERALD ALBRIGHT/Ain't No Stoppin'	2899
13	13	29	JOE SAMPLEX/Marks The Spot	2899
12	13	29	KENNY G/Paradise	2899
12	13	29	MICHAEL LINGTON/Still Thinking Of...	2899
12	12	29	DAVE KOZ & JEFF KOZ/Blackbird	2676
12	12	29	EUCE GROOVE/Slam Dunk	2676
12	12	29	JEFF GOLUB/Cold Duck Time	2676
12	12	29	DAVE KOZ & JEFF KOZ/Blackbird	2676
12	12	29	MINDI ABAIR/Lucy's	2676
12	12	29	PAUL HARDCASTLE/Desire	2676
12	12	29	SPECIAL FX/Cruise Control	2676
11	12	29	BOB JAMES/Morning, Noon...	2453
13	11	29	DOWN TO THE BONE/Electra Glide	2453
9	10	29	NATALIE COLE/Tell Me All About It	2230
10	8	29	BROWN & MCDONALD/Still Believe	1784
3	3	29	BOB BALDWIN/The Way She...	669
3	3	29	KIM WATERS/Waterfall	0

**MARKET #7**

**WJZW/Washington, DC**  
ABC  
(202) 895-2300  
Anderson  
12+ Cume 408,200

*Smooth Jazz*  
**105.9 WJZW**

PLAYS	LW	TW	ARTIST/TITLE	GI (000)
28	28	28	BWB/Groovin'	7000
28	28	28	DAVE KOZ & JEFF KOZ/Blackbird	7000
28	28	28	KENNY G/Malibu Dreams	7000
28	28	28	MICHAEL LINGTON/Still Thinking Of...	7000
28	28	28	PETER WHITE/Who's That Lady?	7000
28	28	28	STEVE OLIVER/High Noon	7000
17	17	28	DIDDI/Bankyou	4258
17	17	28	MAYS/Friendly Pressure	4250
17	17	28	NORAH JONES/Don't Know Why	4250
16	16	28	DONNA GARDIER/How Sweet It Is	4000
17	16	28	DIANA KRALL/Just The Way You Are	4000
12	12	28	BOB BALDWIN/The Way She...	3000
12	12	28	JEFF GOLUB/Cold Duck Time	3000
12	12	28	MICHAEL MANSON/Outer Drive	3000
12	12	28	PAUL HARDCASTLE/Desire	3000
12	12	28	PIECES OF A DREAM/Loves Silhouette	3000
12	12	28	RICHARD ELLIOT/Q.T.	3000
12	12	28	STEVE COLE/Off Broadway	3000
12	12	28	EUCE GROOVE/Slam Dunk	3000
11	12	28	GREG ADAMS/Sup With That	3000
11	12	28	MINDI ABAIR/Lucy's	3000
11	11	28	CHUCK LOEB/Sarao	2750
12	11	28	BONEY JAMES/Grand Central	2750
12	11	28	THOM ROTELLA/Day In The Life	2750
12	11	28	KIM WATERS/Waterfall	0

**MARKET #10**

**WVMV/Detroit**  
Infinity  
(248) 855-5100  
Sleeker/Kovach  
12+ Cume 464,700

*Smooth Jazz*  
**98.7 WVMV**

PLAYS	LW	TW	ARTIST/TITLE	GI (000)
24	23	23	MICHAEL MANSON/Outer Drive	7314
22	21	23	BWB/Groovin'	6678
22	21	23	RICHARD ELLIOT/Q.T.	6360
22	21	23	JEFF GOLUB/Cold Duck Time	6360
9	11	23	BOB BALDWIN/The Way She...	3498
9	11	23	MICHAEL LINGTON/Still Thinking Of...	3498
10	10	23	ALEXANDER ZONJIC/This Is The Day	3180
9	10	23	DIANA KRALL/Just The Way You Are	3180
10	10	23	BROWN & MCDONALD/Still Believe	3180
7	9	23	DAVE KOZ & JEFF KOZ/Blackbird	2862
10	9	23	KEM/Love Calls	2862
8	9	23	MAYS/Friendly Pressure	2862
10	9	23	NATALIE COLE/Tell Me All About It	2862
8	9	23	PAUL HARDCASTLE/Desire	2862
8	9	23	STEVE COLE/Off Broadway	2862
8	7	23	BONEY JAMES/Grand Central	2226
7	7	23	BRAXTON BROTHERS/Whenever I See You	2226
6	7	23	CRAIG CHAQUICO/Lumina	2226
6	7	23	EUCE GROOVE/Slam Dunk	2226
6	7	23	FOURPLAY/Rollin'	2226
8	7	23	GERALD ALBRIGHT/Ain't No Stoppin'	2226
9	7	23	KENNY G/Paradise	2226
9	7	23	KENNY G F.C. MOORE/One More Time	2226
7	7	23	KIM WATERS/In The House	2226
5	7	23	LARRY CARLTON/Morning Magic	2226
6	7	23	PETER WHITE/Who's That Lady?	2226
6	7	23	SPECIAL FX/Cruise Control	2226
9	7	23	STEVE OLIVER/High Noon	2226
5	6	23	CHUCK LOEB/Sarao	1908

**MARKET #11**

**WJZZ/Atlanta**  
Radio One  
(404) 765-9750  
Francis  
12+ Cume 282,200

*Smooth Jazz*  
**107.5 WJZZ**

PLAYS	LW	TW	ARTIST/TITLE	GI (000)
27	28	28	BWB/Groovin'	4452
28	28	28	STEVE OLIVER/High Noon	4452
27	27	28	BOB JAMES/Morning, Noon...	4293
28	27	28	BONEY JAMES/Grand Central	4293
27	27	28	RICHARD ELLIOT/Q.T.	4293
28	26	28	FOURPLAY/Rollin'	4134
16	16	28	AL JARREAU/Random Act Of Love	2544
15	16	28	DIANA KRALL/Just The Way You Are	2544
15	16	28	MAYS/Friendly Pressure	2544
16	16	28	NATALIE COLE/Tell Me All About It	2544
15	16	28	JOAN OSBORNE/It'll Be Around	2385
15	16	28	STEVE COLE/Off Broadway	2385
12	12	28	CHUCK LOEB/Sarao	1908
12	12	28	KENNY G/Paradise	1908
11	12	28	LEE RITENOUR/Module 105	1908
11	11	28	DAVE KOZ & JEFF KOZ/Blackbird	1749
10	11	28	MARION MEADOWS/Tales Of A Gypsy	1749
10	11	28	MINDI ABAIR/Lucy's	1749
11	10	28	NESTOR TORRES/Watermelon Man	1749
11	10	28	BOB BALDWIN/The Way She...	1590
10	10	28	MICHAEL MANSON/Outer Drive	1590
12	10	28	PETER WHITE/Who's That Lady?	1590
12	10	28	PIECES OF A DREAM/Loves Silhouette	1590
1	1	28	KIM WATERS/Waterfall	159
1	1	28	SPYRO GYRA/Getaway	159

**MARKET #12**

**WLVE/Miami**  
Clear Channel  
(954) 862-2000  
McMillan  
12+ Cume 348,800

*Smooth Jazz*  
**love 94 WLVE**

PLAYS	LW	TW	ARTIST/TITLE	GI (000)
26	27	27	BOB JAMES/Morning, Noon...	5886
27	27	27	BWB/Groovin'	5886
26	27	27	PETER WHITE/Who's That Lady?	5886
27	26	27	RICHARD ELLIOT/Q.T.	5668
26	26	27	STEVE OLIVER/High Noon	5668
9	24	27	STEVE COLE/Off Broadway	5232
17	17	27	NATALIE COLE/Tell Me All About It	3706
16	17	27	BROWN & MCDONALD/Still Believe	3706
15	16	27	DIANA KRALL/Just The Way You Are	3270
16	15	27	MAYS/Friendly Pressure	3270
14	14	27	KENNY G F.C. MOORE/One More Time	3052
27	13	27	CHUCK LOEB/Sarao	2834
10	11	27	MICHAEL MANSON/Outer Drive	2398
9	10	27	BONEY JAMES/Grand Central	2180
10	10	27	CRAIG CHAQUICO/Afterglow	2180
9	10	27	FOURPLAY/Rollin'	2180
9	10	27	MICHAEL LINGTON/Still Thinking Of...	2180
9	10	27	MINDI ABAIR/Lucy's	2180
11	10	27	NESTOR TORRES/Watermelon Man	2180
9	10	27	BOB BALDWIN/The Way She...	1962
9	9	27	DAVE KOZ & JEFF KOZ/Blackbird	1962
9	9	27	GREG ADAMS/Sup With That	1962
9	9	27	JEFF GOLUB/Cold Duck Time</	





America's Best Testing Active Rock Songs 12+  
For The Week Ending 2/7/03

Artist Title (Label)	TW	LW	Familiarity	Burn	TD	Familiarity	Burn
MUDVAYNE Not Falling (Epic)	4.12	4.15	79%	11%	4.15	85%	11%
DISTURBED Prayer (Reprise)	4.10	4.24	93%	29%	4.00	96%	36%
CHEVELLE The Red (Epic)	4.08	4.05	91%	31%	3.97	93%	39%
TAPROOT Poem (Velvet Hammer/Atlantic)	4.04	4.05	84%	19%	3.95	88%	22%
SEETHER Fine Again (Wind-up)	3.98	4.02	85%	20%	3.91	89%	25%
AUDIOSLAVE Like A Stone (Interscope/Epic)	3.98	-	58%	6%	4.05	65%	6%
SALIVA Always (Island/IDJMG)	3.96	4.00	93%	31%	3.77	93%	38%
STONE SOUR Bother (Roadrunner/IDJMG)	3.95	3.95	90%	36%	3.80	95%	44%
SYSTEM OF A DOWN Aerials (American/Columbia)	3.91	3.93	94%	46%	3.91	96%	48%
RA Do You Call My Name (Republic/Universal)	3.91	3.93	63%	14%	3.82	71%	20%
AUDIOSLAVE Cochise (Interscope/Epic)	3.90	3.79	90%	30%	4.03	94%	33%
SYSTEM OF A DOWN Innervision (American/Columbia)	3.90	3.91	86%	21%	3.91	90%	19%
3 DOORS DOWN When I'm Gone (Republic/Universal)	3.89	3.89	94%	28%	3.75	94%	32%
FOO FIGHTERS All My Life (Roswell/RCA)	3.89	3.90	94%	33%	3.95	95%	36%
TRAPT Headstrong (Warner Bros.)	3.89	3.96	66%	10%	3.72	73%	15%
QUEENS OF THE STONE AGE No One Knows (Interscope)	3.83	3.83	90%	32%	3.86	91%	35%
FUEL Won't Back Down (Wind-up/RCA)	3.80	3.79	62%	7%	3.66	65%	9%
SOCIAL BURN Down (Elektra/EEG)	3.80	3.84	61%	9%	3.58	68%	13%
CINDER Soul Creation (Geffen/Interscope)	3.79	3.76	56%	8%	3.78	64%	8%
NIRVANA You Know You're Right (Geffen/Interscope)	3.75	3.68	94%	40%	3.73	96%	43%
TRUSTCOMPANY Running From Me (Geffen/Interscope)	3.75	3.77	77%	15%	3.63	82%	17%
FOO FIGHTERS Times Like These (Roswell/RCA)	3.70	-	63%	10%	3.77	64%	9%
THEORY OF A DEAD MAN Make Up Your Mind (Roadrunner/IDJMG)	3.55	-	46%	9%	3.35	51%	12%
EXIES My Goddess (Virgin)	3.50	3.46	63%	15%	3.38	68%	19%
PACIFER Bulletproof (Arista)	3.47	3.51	47%	9%	3.31	50%	13%
RED HOT CHILI PEPPERS Can't Stop (Warner Bros.)	3.39	3.40	83%	27%	3.42	85%	26%
PEARL JAM Save You (Epic)	3.24	3.19	69%	20%	3.15	70%	20%
ZWAN Honestly (Reprise)	3.21	3.19	68%	22%	3.27	75%	24%
CREED Weathered (Wind-up)	3.14	3.16	89%	41%	3.00	92%	46%

Total sample size is 629 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 407-523-7272. RateTheMusic.com data is provided by Mediabase Research, A division of Premiere Radio Networks.

## New & Active

D4 Get Loose (Flying Nun/Hollywood)  
Total Plays: 55, Total Stations: 6, Adds: 0

STAGE I Will Be Something (Maverick/WB)  
Total Plays: 46, Total Stations: 8, Adds: 3

REVIS Caught In The Rain (Epic)  
Total Plays: 29, Total Stations: 7, Adds: 3

AFI Girl's Not Grey (DreamWorks)  
Total Plays: 14, Total Stations: 11, Adds: 10

Songs ranked by total plays

## Indicator

## Most Added

- GODSMACK Straight Out Of Line (Republic/Universal)
- (HED) PLANET EARTH Blackout (Volcano/Jive)
- AFI Girl's Not Grey (DreamWorks)
- PROJECT 86 Hollow Again (Atlantic)
- FOO FIGHTERS Times Like These (Roswell/RCA)
- CHEVELLE Send The Pain Below (Epic)
- NOISE THERAPY Get Up (Redline)
- BLINDSIDE Sleepwalking (Elektra/EEG)
- LEISUREWORLD I'm Dead (41/ARTISTdirect)
- STONE SOUR Inhale (Roadrunner/IDJMG)
- RED HOT CHILI PEPPERS Can't Stop (Warner Bros.)
- THEORY OF A DEADMAN Make Up Your Mind (Roadrunner/IDJMG)
- OUTSPOKEN Farther (Lava)
- OLEANDER Hands Off The Wheel (Sanctuary/SRG)
- STAGE I Will Be Something (Maverick/WB)
- EVANESCENCE Bring Me To Life (Wind-up)
- SLUR Who I Am (Tarpit)
- BREAKING BENJAMIN Skin (Hollywood)
- PAUL SHORTINO'S THE CUTT Sacred Place (Rock Quarry/Music Works)
- SEETHER Driven Under (Wind-up)

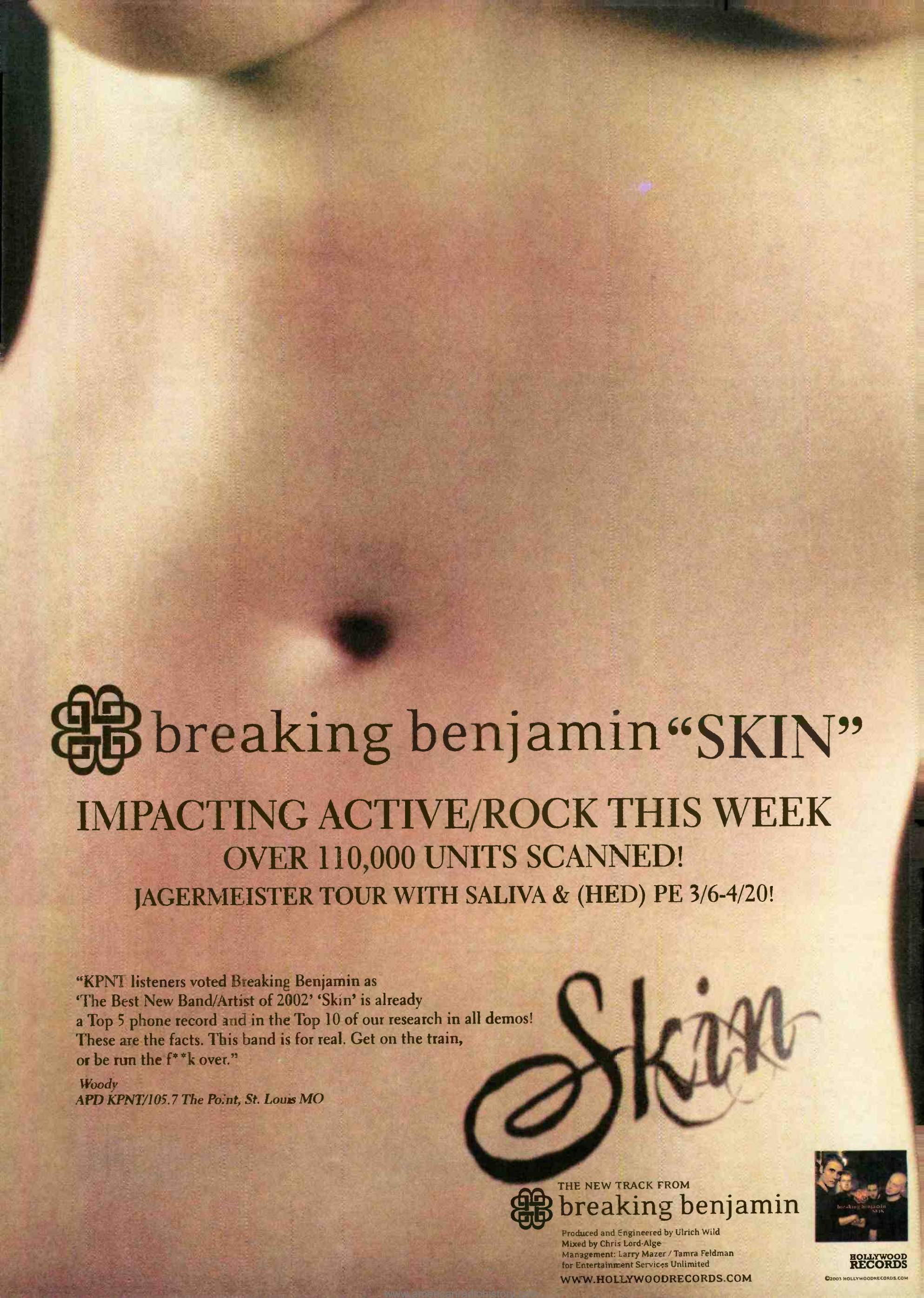
## Reporters


<p><b>WQBK/Albany, NY *</b> PD/MD: Chili Walker 27 GODSMACK "Straight" 5 BLINDSIDE "Sleepwalk" 1 (HED) PLANET EARTH "Blackout" 1 REVIS "Blair" 1 STAGE "Something"</p>	<p><b>KRQR/Chico, CA</b> PD/MD: Dain Sandoval 18 GODSMACK "Straight" 10 AFI "Grey" 3 (HED) PLANET EARTH "Blackout" 3 LEISUREWORLD "I'm Dead" 1 SLUR "Who"</p>	<p><b>WVBN/Flint, MI *</b> OM/MD: Brian Beedow MD: Tony LaBrie 2 GODSMACK "Straight" 2 FOO FIGHTERS "Times"</p>	<p><b>WQXA/Harrisburg, PA *</b> OM: Julie Gade PD: E.J. Marshall AP/MD: Sperry MD: Samantha Knight 7 GODSMACK "Straight" 1 AFI "Grey" 1 FOO FIGHTERS "Times"</p>	<p><b>KIBZ/Lincoln, NE</b> OM: Julie Gade PD: E.J. Marshall AP/MD: Sperry MD: Samantha Knight 7 GODSMACK "Straight" 1 AFI "Grey" 1 FOO FIGHTERS "Times"</p>	<p><b>WKZO/Myrtle Beach, SC</b> PD: Brian Rickman AP/MD: Charley 30 GODSMACK "Straight" 1 (HED) PLANET EARTH "Blackout" 1 LEISUREWORLD "I'm Dead" 1 SLUR "Who"</p>	<p><b>KUFO/Portland, OR *</b> OM: Dave Numme AP/MD: AJ Scott 23 GODSMACK "Straight" 6 (HED) PLANET EARTH "Blackout"</p>	<p><b>KISS/San Antonio, TX *</b> OM: Virgil Thompson PD: Kevin Vargas MD: C.J. Cruz 16 GODSMACK "Straight" 5 EVERCLEAR "Who" 1 (HED) PLANET EARTH "Blackout"</p>	<p><b>WLX/Springfield, MA *</b> PD: Scott Laudani MD: Becky Pohotsky 32 GODSMACK "Straight" 1 BLINDSIDE "Sleepwalk" 1 OLEANDER "Wheel"</p>
<p><b>KZRK/Amarillo, TX</b> PD/MD: Eric Slayter 5 BLINDSIDE "Sleepwalk" 5 GODSMACK "Straight"</p>	<p><b>WMMR/Cleveland, OH *</b> PD: Jim Trapp MD: Slats 16 GODSMACK "Straight" 2 MUDVAYNE "Not Falling" 1 STONE SOUR "Inhale"</p>	<p><b>KRZR/Fresno, CA *</b> OM/MD: E. Curtis Johnson MD: Rick Roddam 18 GODSMACK "Straight" 1 REVIS "Blair" 1 STONE SOUR "Inhale"</p>	<p><b>WCCC/Hartford, CT *</b> AP/MD: Mike Karolyi 18 GODSMACK "Straight"</p>	<p><b>WTFX/Louisville, KY *</b> OM: Michael Lee MD: Frank Webb 32 GODSMACK "Straight" 23 HOT ACTION COP "Fear" 15 DRIVING POOL "Fear" 1 PROJECT 86 "Hollow"</p>	<p><b>WNOR/Norfolk, VA *</b> PD: Harvey Kojan AP/MD: Tim Parker 19 GODSMACK "Straight" 1 STONE SOUR "Inhale" 1 (HED) PLANET EARTH "Blackout" 1 AFI "Grey" 1 STEREO MUD "Breathing"</p>	<p><b>KORB/Quad Cities, IA-IL *</b> OM: Denny Sullivan PD: Darren Pitra MD: Dave Levora 1 GODSMACK "Straight" 1 (HED) PLANET EARTH "Blackout"</p>	<p><b>KIOZ/San Diego, CA *</b> Dir/Prog: Jim Richards PD/MD: Shauna Moran-Brown 16 GODSMACK "Straight" 2 (HED) PLANET EARTH "Blackout" 2 QUEENS OF "Knows" 1 SALIVA "Rise"</p>	<p><b>KZRQ/Springfield, MO</b> OM: Dave DeFranzo MD: George Spankmeister 1 EVANESCENCE "Life" 1 GODSMACK "Straight"</p>
<p><b>WVXX/WXXV/Appleton-Green Bay, WI *</b> PD/MD: Guy Dark 17 GODSMACK "Straight" 1 BLINDSIDE "Sleepwalk" 1 (HED) PLANET EARTH "Blackout"</p>	<p><b>KILO/Colorado Springs, CO *</b> PD: Ross Ford AP/MD: Matt Gentry 23 GODSMACK "Straight"</p>	<p><b>WRQC/Fl. Myers, FL *</b> PD/MD: Fritz 24 GODSMACK "Straight"</p>	<p><b>KPOI/Honolulu, HI *</b> PD: J.J. Michaels AP/MD: Fil Slash 16 GODSMACK "Straight" 1 BLINDSIDE "Sleepwalk" 1 (HED) PLANET EARTH "Blackout"</p>	<p><b>KFMX/Lubbock, TX</b> OM: Wes Nessmann 15 GODSMACK "Straight" BLINDSIDE "Sleepwalk" RED HOT CHILI "Stop"</p>	<p><b>KATT/Oklahoma City, OK *</b> OM: Chris Baker MD: Jake Daniels 33 GODSMACK "Straight" RED HOT CHILI "Stop" TRAPT "Headstrong"</p>	<p><b>WBBB/Raleigh-Durham, NC *</b> OM/MD: Andy Meyer AP/MD: Gary Poole 32 SEETHER "Fire" 1 SOUNDTRACK OF OUR "Sister"</p>	<p><b>KURQ/San Luis Obispo, CA</b> OM: Adam Burnes 18 GODSMACK "Straight" 1 (HED) PLANET EARTH "Blackout" 1 FOO FIGHTERS "Times"</p>	<p><b>WXTB/Tampa, FL *</b> OM: Brad Hardin PD: Rick Schmidt AP/MD: Carl Harris MD: Laura Phillips 27 GODSMACK "Straight" 1 (HED) PLANET EARTH "Blackout" 1 CHEVELLE "Plan" 1 OLEANDER "Wheel" 1 BORN INTO KAOS "Wrong"</p>
<p><b>WCHZ/Augusta, GA *</b> OM: Harley Drew PD/MD: Chuck Williams 17 GODSMACK "Straight" 4 CHEVELLE "Plan" 1 PROJECT 86 "Hollow"</p>	<p><b>WBZC/Columbus, OH *</b> PD: Hel Fish AP/MD: Ronni Hunter 7 GODSMACK "Straight" 1 CHEVELLE "Plan" 1 LEISUREWORLD "I'm Dead" 1 OLEANDER "Wheel" 1 PROJECT 86 "Hollow"</p>	<p><b>WBRY/Fl. Wayne, IN *</b> OM: Jim Fox 16 STONE SOUR "Inhale" 11 GODSMACK "Straight" 1 REVIS "Blair" 1 RED HOT CHILI "Stop"</p>	<p><b>WAMX/Huntington, WV</b> PD/MD: Paul Ostlund 26 GODSMACK "Straight" 4 (HED) PLANET EARTH "Blackout" 4 STONE SOUR "Inhale" 3 AFI "Grey"</p>	<p><b>WJJO/Madison, WI *</b> PD: Randy Hawke AP/MD: Blake Patton 29 GODSMACK "Straight" 1 STONE SOUR "Inhale"</p>	<p><b>KROC/Omaha, NE *</b> PD: Tim Sheridan MD: Jon Terry 38 GODSMACK "Straight" 5 CHEVELLE "Plan" 3 STONE SOUR "Inhale"</p>	<p><b>WBBB/Raleigh-Durham, NC *</b> OM/MD: Andy Meyer AP/MD: Gary Poole 32 SEETHER "Fire" 1 SOUNDTRACK OF OUR "Sister"</p>	<p><b>KURQ/San Luis Obispo, CA</b> OM: Adam Burnes 18 GODSMACK "Straight" 1 (HED) PLANET EARTH "Blackout" 1 FOO FIGHTERS "Times"</p>	<p><b>WRTT/Huntsville, AL *</b> OM: Rob Harder PD/MD: Jimbo Wood AP/MD: Joe Kumer 13 GODSMACK "Straight" 1 (HED) PLANET EARTH "Blackout"</p>
<p><b>KRAB/Bakersfield, CA *</b> PD/MD: Danny Spens 23 GODSMACK "Straight" 21 STONE SOUR "Inhale" 12 SEETHER "Under"</p>	<p><b>KEGL/Dallas-Ft. Worth, TX *</b> PD: Max Dugan AP/MD: Chris Ryan MD: Cindy Scult 14 GODSMACK "Straight" 1 FOO FIGHTERS "Times" 1 CHEVELLE "Plan"</p>	<p><b>WRUF/Gainesville-Ocala, FL *</b> PD: Harry Guscott MD: Ryan North 16 GODSMACK "Straight" 1 LEISUREWORLD "I'm Dead"</p>	<p><b>WRTT/Huntsville, AL *</b> OM: Rob Harder PD/MD: Jimbo Wood AP/MD: Joe Kumer 13 GODSMACK "Straight" 1 (HED) PLANET EARTH "Blackout"</p>	<p><b>WJJO/Madison, WI *</b> PD: Randy Hawke AP/MD: Blake Patton 29 GODSMACK "Straight" 1 STONE SOUR "Inhale"</p>	<p><b>KROC/Omaha, NE *</b> PD: Tim Sheridan MD: Jon Terry 38 GODSMACK "Straight" 5 CHEVELLE "Plan" 3 STONE SOUR "Inhale"</p>	<p><b>WBBB/Raleigh-Durham, NC *</b> OM/MD: Andy Meyer AP/MD: Gary Poole 32 SEETHER "Fire" 1 SOUNDTRACK OF OUR "Sister"</p>	<p><b>KURQ/San Luis Obispo, CA</b> OM: Adam Burnes 18 GODSMACK "Straight" 1 (HED) PLANET EARTH "Blackout" 1 FOO FIGHTERS "Times"</p>	<p><b>WRTT/Huntsville, AL *</b> OM: Rob Harder PD/MD: Jimbo Wood AP/MD: Joe Kumer 13 GODSMACK "Straight" 1 (HED) PLANET EARTH "Blackout"</p>
<p><b>WYYY/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill AP/MD: Rob Heerman 22 GODSMACK "Straight"</p>	<p><b>KBPJ/Denver-Boulder, CO *</b> PD: Bob Richards AP/MD: Willie B. 2 GODSMACK "Straight" 1 (HED) PLANET EARTH "Blackout" 1 METALLICA "3rd"</p>	<p><b>WKLO/Grand Rapids, MI *</b> PD/MD: Mark Feurie AP/MD: Tom Stavrou 15 GODSMACK "Straight" 1 (HED) PLANET EARTH "Blackout" 1 CHEVELLE "Plan" 1 OLEANDER "Wheel"</p>	<p><b>KQRC/Kansas City, MO *</b> AP/MD: Don Jantzen 26 GODSMACK "Straight" 1 (HED) PLANET EARTH "Blackout" 1 FOO "Burn"</p>	<p><b>WLRZ/Milwaukee, WI *</b> PD: Mike Stern MD: Marilyn Mee 26 GODSMACK "Straight"</p>	<p><b>WJJO/Madison, WI *</b> PD: Randy Hawke AP/MD: Blake Patton 29 GODSMACK "Straight" 1 STONE SOUR "Inhale"</p>	<p><b>WBBB/Raleigh-Durham, NC *</b> OM/MD: Andy Meyer AP/MD: Gary Poole 32 SEETHER "Fire" 1 SOUNDTRACK OF OUR "Sister"</p>	<p><b>KURQ/San Luis Obispo, CA</b> OM: Adam Burnes 18 GODSMACK "Straight" 1 (HED) PLANET EARTH "Blackout" 1 FOO FIGHTERS "Times"</p>	<p><b>WRTT/Huntsville, AL *</b> OM: Rob Harder PD/MD: Jimbo Wood AP/MD: Joe Kumer 13 GODSMACK "Straight" 1 (HED) PLANET EARTH "Blackout"</p>
<p><b>WCPR/Biloxi-Gulfport, MS *</b> OM: Wayne Watkins PD: Scot Fox MD: Mitch Cry 16 HOT ACTION COP "Fear" 3 GODSMACK "Straight" 1 LEISUREWORLD "I'm Dead" 1 STAGE "Something"</p>	<p><b>KAZR/Des Moines, IA *</b> PD: Sean Elliott MD: Jo Michaels 17 GODSMACK "Straight" 6 STONE SOUR "Inhale"</p>	<p><b>WZOR/Green Bay, WI</b> PD/MD: Roxanne Steele 26 GODSMACK "Straight" 1 (HED) PLANET EARTH "Blackout" 1 OUTSPOKEN "Farther" 1 PROJECT 86 "Hollow" 1 THEORY OF A DEADMAN "Make"</p>	<p><b>KLFX/Killeen-Temple, TX</b> PD/MD: Bob Fonds No Adds</p>	<p><b>WLRZ/Milwaukee, WI *</b> PD: Mike Stern MD: Marilyn Mee 26 GODSMACK "Straight"</p>	<p><b>WJJO/Madison, WI *</b> PD: Randy Hawke AP/MD: Blake Patton 29 GODSMACK "Straight" 1 STONE SOUR "Inhale"</p>	<p><b>WBBB/Raleigh-Durham, NC *</b> OM/MD: Andy Meyer AP/MD: Gary Poole 32 SEETHER "Fire" 1 SOUNDTRACK OF OUR "Sister"</p>	<p><b>KURQ/San Luis Obispo, CA</b> OM: Adam Burnes 18 GODSMACK "Straight" 1 (HED) PLANET EARTH "Blackout" 1 FOO FIGHTERS "Times"</p>	<p><b>WRTT/Huntsville, AL *</b> OM: Rob Harder PD/MD: Jimbo Wood AP/MD: Joe Kumer 13 GODSMACK "Straight" 1 (HED) PLANET EARTH "Blackout"</p>
<p><b>WAAF/Boston, MA *</b> PD: Keith Hastings 57 GODSMACK "Straight" 1 DROWNING POOL "Blair" 1 REVIS "Blair" 1 SEETHER "Under"</p>	<p><b>WRIF/Detroit, MI *</b> OM/MD: Doug Podell AP/MD: Mark Pennington 17 GODSMACK "Straight" 1 CHEVELLE "Plan" 1 STAGE "Something"</p>	<p><b>WXQR/Greenville, NC *</b> PD/MD: Brian Rickman AP/MD: Amelia Ryser 25 GODSMACK "Straight" 1 AFI "Grey" 1 EVANESCENCE "Life" 1 (HED) PLANET EARTH "Blackout"</p>	<p><b>KOMP/Las Vegas, NV *</b> PD: John Griffin MD: Big Marty 17 GODSMACK "Straight"</p>	<p><b>WLRZ/Milwaukee, WI *</b> PD: Mike Stern MD: Marilyn Mee 26 GODSMACK "Straight"</p>	<p><b>WJJO/Madison, WI *</b> PD: Randy Hawke AP/MD: Blake Patton 29 GODSMACK "Straight" 1 STONE SOUR "Inhale"</p>	<p><b>WBBB/Raleigh-Durham, NC *</b> OM/MD: Andy Meyer AP/MD: Gary Poole 32 SEETHER "Fire" 1 SOUNDTRACK OF OUR "Sister"</p>	<p><b>KURQ/San Luis Obispo, CA</b> OM: Adam Burnes 18 GODSMACK "Straight" 1 (HED) PLANET EARTH "Blackout" 1 FOO FIGHTERS "Times"</p>	<p><b>WRTT/Huntsville, AL *</b> OM: Rob Harder PD/MD: Jimbo Wood AP/MD: Joe Kumer 13 GODSMACK "Straight" 1 (HED) PLANET EARTH "Blackout"</p>
<p><b>WRXR/Chattanooga, TN *</b> PD: Bone MD: Dave Spain 19 GODSMACK "Straight" 1 BLINDSIDE "Sleepwalk"</p>	<p><b>WGBF/Evansville, IN</b> PD: Fatboy AP/MD: Slack Nick 14 GODSMACK "Straight" 1 OLEANDER "Wheel"</p>	<p><b>WTPJ/Greenville, SC *</b> PD: Mark Hendrix MD: Smack Taylor 2 EVANESCENCE "Life" 2 GODSMACK "Straight" 1 OLEANDER "Wheel"</p>	<p><b>WZZL/Lexington-Fayette, KY *</b> OM/MD: Clyde Bass MD: Suzy Boe 4 GODSMACK "Straight"</p>	<p><b>WLRZ/Milwaukee, WI *</b> PD: Mike Stern MD: Marilyn Mee 26 GODSMACK "Straight"</p>	<p><b>WJJO/Madison, WI *</b> PD: Randy Hawke AP/MD: Blake Patton 29 GODSMACK "Straight" 1 STONE SOUR "Inhale"</p>	<p><b>WBBB/Raleigh-Durham, NC *</b> OM/MD: Andy Meyer AP/MD: Gary Poole 32 SEETHER "Fire" 1 SOUNDTRACK OF OUR "Sister"</p>	<p><b>KURQ/San Luis Obispo, CA</b> OM: Adam Burnes 18 GODSMACK "Straight" 1 (HED) PLANET EARTH "Blackout" 1 FOO FIGHTERS "Times"</p>	<p><b>WRTT/Huntsville, AL *</b> OM: Rob Harder PD/MD: Jimbo Wood AP/MD: Joe Kumer 13 GODSMACK "Straight" 1 (HED) PLANET EARTH "Blackout"</p>

\* Monitored Reporters  
74 Total Reporters  
58 Total Monitored  
16 Total Indicator







 breaking benjamin "SKIN"

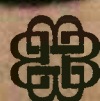
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PART TWO OF A TWO-PART SERIES

# Playlist Survey

## Programmers pick up-and-coming baby bands

**T**his week we resume our informal survey of programmers' habits with regard to their current playlists. Part One of this series appeared in the Jan. 24 issue of R&R, and in it we saw that the majority of programmers did not purge their currents in December just because it was the end of the year. Programmers also explained their criteria for deciding to pull currents off the air.

This week we continue with another question: Which of the brand-new bands, like Ra, Trapt, The Exies and Socialburn, have a chance to be the new Disturbed, System Of A Down and Puddle Of Mudd — or at least a chance to rise to slightly higher baby-band status, like Seether, Taproot and Chevelle?

KRXQ/Sacramento MD Paul Marshall says, "The current Socialburn single, 'Down,' has the catchiest hook and the most multiformat appeal. I can easily hear it on Active, mainstream, Alternative and, eventually, CHR. It remains to be seen if they're a one-shot band."

"Every year during the holidays there seems to be a record that you added as a favor into late-night that takes on a life of its own, free of the label hype," says WTKX/Pensacola, FL Asst. PD Mark "The Shark." "The record that reared its head this season was the Ra track 'Do You Call My Name.'"

"It's gone to top five phones, and our Universal local tells me we're the top-selling market in the Southeast. I've put it on the music promos and moved the daypart back to afternoons."

### Where Are They Now?

WAMX/Huntington, WV PD Paul Oslund agrees with Marshall and Mark. "I'd probably go with Socialburn, since I think they have the same mainstream appeal as Puddle Of Mudd," he says. "They seem to be developing the fastest too. While I was home in Michigan for the holidays, one of my younger brothers was asking me about Ra. That tells me they might be catching on."

KISW/Seattle Asst. PD Kylee Brooks says, "Of your list, I think Socialburn have the best legs, but Seether and Chevelle are still really

young bands, as are Taproot, although they are a disc and a year of marketing ahead of everyone else. Epic has done a phenomenal job with Chevelle, and Seether have a really strong first record and could prove to be a band for our formats.

"And who knows what the first quarter will be like, with lots of strong material on Lava and my fave aggro band from Ft. Myers-Cape Coral, Twisted Method, coming on MCA? Sorry, had to pimp — I knew them when. Actually, who's the next Godsmack?"

WMMS/Cleveland PD Jim Trapp is on the same page. "Honestly, Seether, Chevelle and Taproot are all still baby bands in my book," he says. "Until you better your introductory tune with a stronger followup, you're a baby band and the possible subject of some future 'Where Are They Now?' VH1 feature."

Rick Roddam, MD at KRZR/Fresno, says, "If 'Headstrong' by Trapt isn't a top 10 hit, then something's seriously wrong, because that record rocks, and you can hear the hook from a mile away. I'd also like Cinder to break through in 2003; 'Soul Creation' just plain smokes. And I wouldn't be surprised if Socialburn are proudly carrying the pop rock flag before the year is over. 'Down' is a snappy tune."

### The Sparta Sound

"The Exies have great stage presence, if more people could see them live," says WHEB/Portsmouth, NH PD Alex James. "Taproot can step up another level with their latest stuff. Socialburn can be embraced by most Rock formats, which is a key for exposure to a wide array of audiences."

Adam Burnes, KURQ/San Luis Obispo, CA PD, says, "I think the new Ra CD is solid, and Socialburn have the best single out of the newer bands. The Donnas just might be the badass babes this format needs."

WRKR/Kalamazoo, MI PD Jay Deacon says, "Sparta have a great sound and a great live show. Youthful energy is a plus that should appeal to both the Alternative and the Active format. Theory Of A Deadman are already well on their way to being a mainstream and Active Rock mainstay. They're starting to prove their success. We'll see how the new single, 'Make Up Your Mind,' does."

WEBN/Cincinnati MD The Dude checks in, saying, "The baby band I feel the strongest about is Trapt. I called [Warner Bros. VP/Rock Promotion] Mike Rittberg the day I got the full-length and told him to hold on tight, he's really got something there."

"I rarely make a call like that, although Rob Tarantino would say differently. I called him twice in two years with the same speech, on Puddle Of Mudd and Trustcompany."

"Also, keep an eye out for Oleander. They're back! I found 'Hands Off the Wheel' in April 2002 on a compilation disc — they were unsigned then — and spun it about 100

times due to a lack of new good shit. Well, months later, they are signed with Sanctuary and 'Hands Off the Wheel' is the track. Needless to say, I added it in December."

### Staying Power

WRQR/Wilmington, NC Asst. PD/MD Gregg Stepp predicts, "The biggest baby band this year will be Theory Of A Deadman. They are phenomenal live and so far have proven hungry, even to the point of impressing audiences while they were one member short for a few weeks."

"Otherwise, I think we can look forward to a couple of very strong sophomore releases from Oleander and Default. And I can't wait for the new Puddle Of Mudd."

WXTB/Tampa PD Rick Schmidt says, "Socialburn have the opportu-



**GETTING DOWN WITH 98 ROCK** Elektra's Socialburn recently visited WIYY/Baltimore. Pictured are (l-r, back) Socialburn's Neil Alday, WIYY MD Rob Heckman and PD Dave Hill, the band's Chris Cobb, Elektra's Scott Maness, (front) Socialburn's Dusty Price, WIYY afternoon host S'ash and the band's Brandon Bittner.

nity to be the next Puddle Of Mudd. Hell, they have the same producer, and the first single sounds like Puddle Of Mudd. Watch out for the band Shinedown on Atlantic. They will be the next baby band to break in 2003."

Sean Elliott, PD at KAZR/Des Moines, says, "I think all of these bands have potential. Time will tell which ones are able to really break through and have staying power. From a single-song perspective, Trapt's 'Headstrong' is showing the most potential, but I feel good about all of them."

KMRQ/Modesto, CA PD Jack Paper states, "I'm really into The Blank Theory, Socialburn and Blindside. Ra also seem to be getting the attention of our listeners. As for who becomes the next power in your Selector, that's tough. I'm pulling for 2003 to be a breakout year for the above-mentioned bands."

### A Plethora Of Blessings

"Of the ones you mention, Ra have had the most significant early reaction," says WNOR/Norfolk PD Harvey Kojan. "'Do You Call My Name' definitely cuts through; we get curiosity calls every time we play it."

"Socialburn and Trapt both have very solid songs with definite potential. I'm confident that we'll be giving both a good shot. Noise Therapy has an anthemic feel to it and jumps out of the speakers. Pacifier and Cinder stand out as well."

"We've been blessed with a plethora of interesting, quality, format-compatible material. Just about any of the baby bands we're playing have a shot of attaining at least the level of 'rising band,' like Taproot or Chevelle. Whether they have the multiple-track depth of Disturbed, Puddle Of Mudd or System Of A Down — well, that's the big question, and it won't be answered for quite a while."

"Hands down, Mudvayne is the one," says KDOT/Reno, NV PD

Jave Patterson. "Glassjaw have a great underground buzz, and Trapt are really turning it to phone action of late. I'm personally a big fan of Pulse Ultra. The stuff I've heard from Shinedown is great, and I think Socialburn stand a good chance of long-term success."

WCCC/Hartford Asst. PD/MD Mike Karolyi looks to the hometown angle. "Ra stand out more than the rest," he says. "Maybe it's because they are a New England band, or maybe they just have a very good song. Whatever it is, Ra are generating the most requests and interest of all the baby bands out right now."

WAAF/Boston PD Keith Hastings is in synch: "I think Ra could really be special at this format. The Boston audience has been yanking that record off the shelves here for months, and it shows no signs of slowing down."

### The Next Big Band

KLFX/Killeen, TX PD Bob Fonda says, "The bands we believe have the best shot at being the next big band are Audioslave, Stone Sour and Socialburn. Keep an eye and ear on a band on Capitol called The Music. They take me back to a time when U2 had energy. Very strong vocals and driving music; they should be the next big thing."

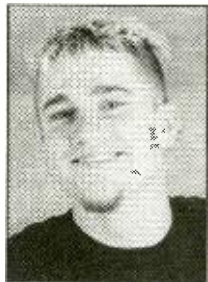
WCPR/Biloxi, MS PD Scot Fox says, "Ra, Trapt, Exies — I agree with all of the above. What a great impact they have had with our listeners. Other notables include Blindside, Sinch, Hatebreed and Afterhuman."

WCPR MD Mitch Cry says, "From what I've listened to this year and who I've seen perform, I'd have to say The Exies, Trustcompany, Earshot, Sparta and 30 Seconds To Mars — if people would just listen to them."

KZOK/San Luis Obispo, CA PD David Atwood concludes with this crack: "I'm still waiting to see if Jack Osbourne has a new band up his post-pubescent sleeve!"



Kylee Brooks



The Dude





Table with columns: LAST WEEK, THIS WEEK, ARTIST TITLE LABEL(S), TOTAL PLAYS, +/- PLAYS, GROSS IMPRESSIONS (00), WEEKS ON CHART, TOTAL STATIONS/ ADDS. Lists top 30 songs including 3 Doors Down, Saliva, Creed, Stone Sour, Seether, Audioslave, Puddle of Mudd, Chevelle, Foo Fighters, Nickelback, Socialburn, Queens of the Stone Age, Red Hot Chili Peppers, Nirvana, Audioslave, Foo Fighters, Theory of a Deadman, Pearl Jam, Disturbed, Fuel, Taproot, Godsmack, Def Leppard, Gov't Mule, Zwan, Exies, System of a Down, Trapt, Donnas, and Outspoken.

Most Added®

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Table with columns: ARTIST TITLE LABEL(S), ADDS. Lists new additions including Godsmack, Chevelle, Leisureworld, AFI, Audioslave, Project 86, (Hed) Planet Earth, Foo Fighters, Theory of a Deadman, Trapt, Oleander, Pacifier, Revis, and Nickelback.

Most Increased Plays

Table with columns: ARTIST TITLE LABEL(S), TOTAL PLAY INCREASE. Lists songs with significant play increases, including Godsmack, Audioslave, Foo Fighters, Chevelle, Oleander, Theory of a Deadman, Bon Jovi, Styx, Saliva, and Seether.

Most Played Recurrents

Table with columns: ARTIST TITLE LABEL(S), TOTAL PLAYS. Lists songs with high total play counts, including Nickelback, System of a Down, Disturbed, Puddle of Mudd, Godsmack, Red Hot Chili Peppers, Staind, Nickelback, Default, Staind, Creed, and Primus.

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 1/26-2/1. 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.

New & Active

- BON JOVI Bounce (Island/IDJMG) Total Plays: 140, Total Stations: 14, Adds: 0
RA Do You Call My Name (Republic/Universal) Total Plays: 127, Total Stations: 12, Adds: 0
OLEANDER Hands Off The Wheel (Sanctuary/SRG) Total Plays: 121, Total Stations: 16, Adds: 2
STYX Waiting For Our Time (CMC/SRG) Total Plays: 113, Total Stations: 12, Adds: 0
CHEVELLE Send The Pain Below (Epic) Total Plays: 99, Total Stations: 17, Adds: 4

- PACIFIER Bullitproof (Arista) Total Plays: 96, Total Stations: 15, Adds: 2
STEREOMUD Breathing (Columbia) Total Plays: 62, Total Stations: 6, Adds: 0
BLANK THEORY Middle Of Nowhere (New Line) Total Plays: 58, Total Stations: 7, Adds: 0
LOUDERMILK Rock 'N' Roll & The Teenage... (DreamWorks) Total Plays: 39, Total Stations: 6, Adds: 1
BLINDSIDE Sleepwalking (Elektra/EEG) Total Plays: 37, Total Stations: 4, Adds: 0

Songs ranked by total plays

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

Reporters

Grid of reporter information including station call letters, location, and reporter name. Includes stations like WONE/Akron, OH; KIOC/Beaumont, TX; WVRK/Columbus, GA; WQBZ/Macon, GA; KCLB/Palm Springs, CA; WROV/Roanoke-Lynchburg, VA; KISW/Seattle-Tacoma, WA; KLPX/Tucson, AZ; WZRR/Albuquerque, NM; WKGB/Binghamton, NY; KFRQ/McAllen, TX; WRRX/Pensacola, FL; WCMF/Rochester, NY; KTXU/Shreveport, LA; KMOD/Tulsa, OK; KZRR/Alexandria, LA; WRQK/Canton, OH; WCLB/Morgantown, WV; WWCT/Peoria, IL; WWRX/Rockford, IL; KBER/Salt Lake City, UT; WZWO/Allentown, PA; WPXC/Cape Cod, MA; WPHD/Elmira-Corning, NY; WRCQ/Fayetteville, NC; WYBB/Charleston, SC; WAPL/Appleton, WI; WKLC/Charleston, WV; WYBY/Charleston, SC; WAPL/Appleton, WI; WKLJ/Austin, TX; WVRK/Columbus, GA; WQBZ/Macon, GA; KCLB/Palm Springs, CA; WROV/Roanoke-Lynchburg, VA; KISW/Seattle-Tacoma, WA; KLPX/Tucson, AZ; WZRR/Albuquerque, NM; WKGB/Binghamton, NY; KFRQ/McAllen, TX; WRRX/Pensacola, FL; WCMF/Rochester, NY; KTXU/Shreveport, LA; KMOD/Tulsa, OK; KZRR/Alexandria, LA; WRQK/Canton, OH; WCLB/Morgantown, WV; WWCT/Peoria, IL; WWRX/Rockford, IL; KBER/Salt Lake City, UT; WZWO/Allentown, PA; WPXC/Cape Cod, MA; WPHD/Elmira-Corning, NY; WRCQ/Fayetteville, NC; WYBB/Charleston, SC; WAPL/Appleton, WI; WKLC/Charleston, WV; WYBY/Charleston, SC; WAPL/Appleton, WI; WKLJ/Austin, TX.

\*Monitored Reporters 57 Total Reporters 37 Total Monitored 20 Total Indicator





# R&R ACTIVE ROCK TOP 50

February 7, 2003

Powered By



LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	SALIVA Always (Island/IDJMG)	1950	-63	167896	19	58/0
2	2	3 DOORS DOWN When I'm Gone (Republic/Universal)	1763	-90	149235	18	57/0
3	3	CHEVELLE The Red (Epic)	1698	-63	141962	30	57/0
4	4	SEETHER Fine Again (Wind-up)	1665	+27	149167	29	56/1
5	5	TAPROOT Poem (Velvet Hammer/Atlantic)	1540	-14	117511	22	57/0
8	6	QUEENS OF THE STONE AGE No One Knows (Interscope)	1266	+36	107085	18	55/1
10	7	DISTURBED Remember (Reprise)	1166	+62	100857	10	57/0
Debut	8	GODSMACK Straight Out Of Line (Republic/Universal)	1156	+1156	113373	1	57/57
11	9	MUDVAYNE Not Falling (Epic)	1122	+44	93047	17	57/1
9	10	DISTURBED Prayer (Reprise)	1116	-97	93215	25	58/0
13	11	TRAPT Headstrong (Warner Bros.)	1114	+92	87296	17	55/1
6	12	FOO FIGHTERS All My Life (Roswell/RCA)	1079	-188	93787	21	53/0
12	13	RA Do You Call My Name (Republic/Universal)	1071	+45	89616	19	53/0
7	14	AUDIOSLAVE Cochise (Interscope/Epic)	1046	-191	102619	17	54/0
15	15	SOCIALBURN Down (Elektra/EEG)	1027	+36	88732	11	58/0
14	16	SYSTEM OF A DOWN Inner Vision (American/Columbia)	967	-40	75666	12	54/0
16	17	ZWAN Honestly (Reprise)	855	-36	61505	9	52/0
24	18	AUDIOSLAVE Like A Stone (Interscope/Epic)	832	+277	66676	4	54/1
19	19	RED HOT CHILI PEPPERS Can't Stop (Warner Bros.)	823	-2	69838	8	49/3
21	20	EXIES My Goddess (Virgin)	760	-36	54051	15	54/0
17	21	NIRVANA You Know You're Right (Geffen/Interscope)	715	-144	60527	17	47/0
27	22	FOO FIGHTERS Times Like These (Roswell/RCA)	665	+190	44966	4	54/3
23	23	FUEL Won't Back Down (Wind-up)	631	+19	45469	6	45/0
18	24	CREED Weathered (Wind-up)	605	-252	41722	12	43/0
26	25	THEORY OF A DEADMAN Make Up Your Mind (Roadrunner/IDJMG)	581	+88	57975	3	48/1
22	26	CINDER Soul Creation (Geffen/Interscope)	554	-67	48495	14	50/0
25	27	PACIFIER Bulletproof (Arista)	542	+48	43016	13	43/0
36	28	CHEVELLE Send The Pain Below (Epic)	419	+211	33312	3	43/8
30	29	OUTSPOKEN Farther (Lava)	394	+29	34243	6	38/0
31	30	NOISE THERAPY Get Up (Redline)	356	-9	25722	11	36/1
32	31	STEREOMUD Breathing (Columbia)	351	0	27175	6	32/1
33	32	DONNAS Take It Off (Lookout/Atlantic)	314	-10	22621	8	25/1
28	33	PEARL JAM Save You (Epic)	272	-138	17969	7	28/0
34	34	BLANK THEORY Middle Of Nowhere (New Line)	269	-25	18349	7	27/0
39	35	(HED) PLANET EARTH Blackout (Volcano/Jive)	267	+99	24528	3	37/14
43	36	OLEANDER Hands Off The Wheel (Sanctuary/SRG)	244	+87	22040	3	29/6
29	37	TRUSTCOMPANY Running From Me (Geffen/Interscope)	232	-155	27972	14	31/0
44	38	BLINDSIDE Sleepwalking (Elektra/EEG)	231	+87	15459	4	32/8
38	39	FINCH What It Is To Burn (Drive-Thru/MCA)	207	+34	16146	3	22/1
42	40	PROJECT 86 Hollow Again (Atlantic)	194	+35	12859	3	29/5
35	41	KORN Alone I Break (Immortal/Epic)	192	-67	21566	15	20/0
41	42	LEISUREWORLD I'm Dead (41/ARTISTdirect)	174	+12	17834	5	21/4
40	43	SUM 41 Still Waiting (Island/IDJMG)	162	-1	12310	12	12/0
47	44	STONE SOUR Inhale (Roadrunner/IDJMG)	160	+73	17386	2	15/11
45	45	LOUDERMILK Rock 'N' Roll & The Teenage... (DreamWorks)	133	+4	7159	3	14/0
37	46	SPARTA Air (DreamWorks)	110	-75	9276	9	17/0
Debut	47	30 SECONDS TO MARS Edge Of The Earth (Immortal/Virgin)	92	+37	7104	1	15/1
50	48	SEETHER Driven Under (Wind-up)	87	+27	5495	2	7/2
46	49	AUDIOSLAVE Show Me How To Live (Interscope/Epic)	86	-22	16368	9	5/0
Debut	50	EVANESCENCE Bring Me To Life (Wind-up)	79	+33	7087	1	6/3

58 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 1/26-2/1. 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 (© 2003, The Arbitron Company). © 2003, R&R, Inc.

## Most Added®

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ARTIST TITLE LABEL(S)	ADDS
GODSMACK Straight Out Of Line (Republic/Universal)	57
(HED) PLANET EARTH Blackout (Volcano/Jive)	14
STONE SOUR Inhale (Roadrunner/IDJMG)	11
AFI Girl's Not Grey (DreamWorks)	10
CHEVELLE Send The Pain Below (Epic)	8
BLINDSIDE Sleepwalking (Elektra/EEG)	8
OLEANDER Hands Off The Wheel (Sanctuary/SRG)	6
PROJECT 86 Hollow Again (Atlantic)	5
LEISUREWORLD I'm Dead (41/ARTISTdirect)	4
FOO FIGHTERS Times Like These (Roswell/RCA)	3
RED HOT CHILI PEPPERS Can't Stop (Warner Bros.)	3
STAGE I Will Be Something (Maverick/WB)	3
REVIS Caught In The Rain (Epic)	3
EVANESCENCE Bring Me To Life (Wind-up)	3

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
GODSMACK Straight Out Of Line (Republic/Universal)	+1156
AUDIOSLAVE Like A Stone (Interscope/Epic)	+277
CHEVELLE Send The Pain Below (Epic)	+211
FOO FIGHTERS Times Like These (Roswell/RCA)	+190
(HED) PLANET EARTH Blackout (Volcano/Jive)	+99
TRAPT Headstrong (Warner Bros.)	+92
THEORY OF A DEADMAN Make Up Your Mind (Roadrunner/IDJMG)	+88
BLINDSIDE Sleepwalking (Elektra/EEG)	+87
OLEANDER Hands Off The Wheel (Sanctuary/SRG)	+87
STONE SOUR Inhale (Roadrunner/IDJMG)	+73

## Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
SYSTEM OF A DOWN Aerials (American/Columbia)	743
STONE SOUR Bother (Roadrunner/IDJMG)	730
PUDDLE OF MUDD She Hates Me (Flawless/Geffen/Interscope)	623
GODSMACK I Stand Alone (Republic/Universal)	531
KORN Here To Stay (Immortal/Epic)	469
NICKELBACK Never Again (Roadrunner/IDJMG)	463
STAIN'D For You (Flip/Elektra/EEG)	452
KORN Thoughtless (Immortal/Epic)	436
PUDDLE OF MUDD Blurry (Flawless/Geffen/Interscope)	411
PUDDLE OF MUDD Drift & Die (Flawless/Geffen/Interscope)	409
LINKIN PARK In The End (Warner Bros.)	408
SYSTEM OF A DOWN Toxicity (American/Columbia)	376
DISTURBED Down With The Sick (Giant/Reprise)	365
TOOL Schism (Volcano)	364
P.O.D. Alive (Atlantic)	353
LINKIN PARK One Step Closer (Warner Bros.)	349
P.O.D. Youth Of The Nation (Atlantic)	348
RED HOT CHILI PEPPERS By The Way (Warner Bros.)	341
PUDDLE OF MUDD Control (Flawless/Geffen/Interscope)	320
DROWNING POOL Bodies (Wind-up)	305

R&R Station Playlists have moved to the web.  
See all of our monitored reporters at  
[www.radioandrecords.com](http://www.radioandrecords.com).

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## ON THE RECORD

WITH  
**Paul Cannell**  
PD, WRXW/Jackson, MS



Another new year — and my first at a different radio station in half a decade. Change is good! WRXW went on the air in August, and the timing couldn't have been better. With great new music from Disturbed, Audioslave, Saliva, 3 Doors Down, The Foo Fighters, The Chili Peppers — and breakthrough songs from Chevelle, Taproot and Queens Of The Stone Age — a new

Rock station in a rock-starved market can't go wrong. Many thanks to Jacobs Media consultant Bill Jacobs, OM Dru Laborde and a great staff for making this job so easy for me. • And the music just keeps coming! A song like "Straight Out of Line" is what the term "no-brainer" was created for. The signature Godsmack anger, with a little Tool flavor in the mix, is a monster followup for these Grammy nominees. • Theory Of A Deadman's "Make Up Your Mind" is sure to be another crossover smash for Roadrunner. On the subject of Roadrunner, Stone Sour's "Inhale" sounds great on the air. The song has enough of the "Bother" sound to make it comfortable, with a Slipknot roar to ensure that Rock owns this one. If you don't have a copy of SevenWiser's EP (Kik It Records, 516-679-3033), find one. In the right hands this band could be the sleeper of the year. • Guilty pleasure: Evanescence's "Bring Me to Life."

It's no surprise that **Godsmack** had such a strong first week, virtually closing out the Active panel and making a strong dent at Rock. "Straight Out of Line" scored 84 adds (57 Active, 27 Rock) and debuted at an impressive No. 8 at Active. Even Alternative wants a piece of this track, despite how hard it is ... It's pretty cool to see the development of **(Hed) Planet Earth** with their new track "Blackout." Another 14 Actives added it this week, and it rose to No. 35 on the chart. It's clear that the band worked very hard on this record, and radio is taking them seriously ... **Stone Sour** had a good week with "Inhale." No doubt "Bother" opened them up to a whole new world of fans, and I think it's smart to keep to one-word song titles ... **AFI's** "Girl's Not Grey" has some *amazing* stations adding it, including KXXR/Minneapolis, WNOR/Norfolk and KUPD/Phoenix ... Even if you think I've given too much love already to **Outspoken**, keep reading, please. Having now given the full CD a complete listen (oops, did I say that?), I'm even more certain that "Farther" is just the beginning for these guys ... **Breaking Benjamin's** "Skin" is such a feel-good rock song. WEBN/Cincinnati MD The Dude is a huge fan. The record has sold 110,000 so far, and the Jagermeister tour is helping the band reach new fans. Those who look for research will be interested to know that Alternative KPNT/St. Louis already has top 10 research and top five phones on "Skin," and its listeners voted Breaking Benjamin the No. 1 new band of 2002. All great reasons for making it this week's **MAX PIX: BREAKING BENJAMIN "Skin" (Hollywood).**

— Cyndee Maxwell, Active Rock/Rock Editor



## active INSIGHT

ARTIST: **Erase The Grey**

LABEL: **Republic/Universal**

By **FRANK CORREIA** / ROCK SPECIALTY EDITOR



Ah, relationships — the mood-swinging muse for many a musician. Time-honored odes to sweethearts and swindlers run the gamut from celebrating love to Axl Rose wanting to bury his ex-lover in the backyard. And just because you're metal doesn't mean you don't feel (even the Tin Man had a heart, after all). The challenge for nu-metallers, however, is maintaining the hard edge without looking like a thumb-sucking baby writing lyrics in black crayon.

Fortunately, Cleveland's **Erase The Grey** — consisting of vocalist Jon Sayre, guitarists Jeff Dicken and John Stepp, drummer Josh Adkins, bassist Josh Boyson and sampler Nate Morgan — manage this Jekyll and Hyde game quite well on their debut EP for Universal, *27 Days*. Pre-produced, recorded and mixed in Atlanta in less than a month (hence the title), the EP shines with polished metal riffs and melodic vocals thanks to the production talents of Jeff Tomei (Smashing Pumpkins, Jerry Cantrell) and David Bottrill (Tool, Flaw).

"The Melting Side" opens *27 Days* with the cage-rattling distortion Machine Head are known for before settling into a solid groove augmented by Sayre's melodic vocals. While Sayre can

emote melodically a la Incubus, he can also summon up a hell-spawn scream when the mood calls for that pitchfork in the ass. "Pariah" jumps boots-first into the fray with an amped-up tempo while "Waiting" explores the more melodic side of the metal spectrum.

The debut single, "Rain," is a perfect example of the emotional torrent Erase The Grey is ready to unleash on the masses. Written by Sayre about a troubled friend, "Rain" creeps in with murky atmospheres before unleashing a flood of distortion and expressive lyrical outbursts. The riffs here pull like uneasy tides, and Dickens and Stepp show off their fretboard wizardry on more than one occasion on the EP. With such an accomplished balance of emotive lyrics and strong musicality, this young band may paint Active Rock grey this year. Now if we could just get them to cover "Used to Love Her."

## R&R TOP 20 SPECIALTY ARTISTS

1. **AMON AMARTH** (*Metal Blade*) "Death In Fire"
2. **SWORN ENEMY** (*Elektra/EEG*) "My Misery"
3. **PRONG** (*Locomotion*) "Broken Peace (Live)"
4. **GRADE 8** (*Lava*) "Brick By Brick"
5. **MUDVAYNE** (*Epic*) "Not Falling"
6. **STRAPPING YOUNG LAD** (*Century Media*) "Devour"
7. **POINT BREAK, VOL. I** (*SideCho*) "Deadworld"
8. **UNLOCO** (*Reprise*) "Bruises"
9. **PISSING RAZORS** (*Spitfire*) "Burning Bridges"
10. **LUXT** (*Black Liner*) "American Beast"
11. **GRAVE** (*Century Media*) "No Regrets"
12. **IT'S CASUAL** (*Friendly Hills*) "Break The Cycle"
13. **(HED) PLANET EARTH** (*Jive*) "Blackout"
14. **RAUNCHY** (*Century Media*) "Tonight"
15. **BOBAFLEX** (*BobaFlex*) "Bobaflex Warriors"
16. **RISE ABOVE** (*Sanctuary/SRG*) "Thirsty & Miserable"
17. **BEYOND THE SIXTH SEAL** (*Lifeforce*) "Awaken"
18. **DRI** (*Beer City*) "I Don't Need Society"
19. **OPETH** (*Koch*) "Deliverance"
20. **ERASE THE GREY** (*Republic/Universal*) "Pariah"

Ranked by total number of shows reporting artist.

## Record Of The Week

ARTIST: **Strapping Young Lad**  
LABEL: **Century Media**

It's been nearly six years since Strapping Young Lad's last effort, but you wouldn't know it listening to their latest offering, *SYL*. The Canadian four-piece is firing on all cylinders with a brutal mix of contemporary metal and vintage thrash — a well-oiled killing machine for a violent new world. Fronted by producer, Hevy Devy Records owner, musician and overall metal workhorse Devin Townsend, *SYL* is a war-centric album inspired by the events surrounding 9/11. Townsend's lyrics not only deal with past, present and future conflict, the music here is also a full-on mechanized invasion. "Relentless" lives up to its title with a merciless barrage of puree-speed riffs and rapid-fire double bass, while "Aftermath" explodes with some of the most inspired thrash riffs in years.

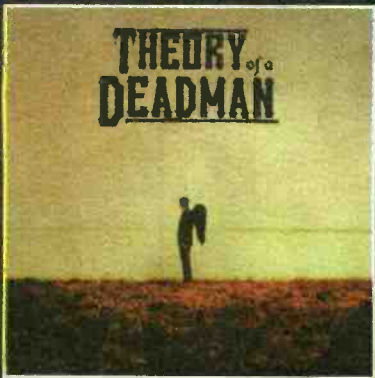
— Frank Correia, Rock Specialty Editor





# THEORY of a DEADMAN

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WZZI WCYY WARQ  
KNXX WAVF and many more

New this week:  
WJRR WEND WXNR  
WLRS KCNL

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explosion since impact  
Myrtle Beach – 90 pcs.  
Washington – 65 pcs.  
Norfolk – 90 pcs.  
Providence – 173 pcs.  
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Pittsburgh – 150 pcs.  
Indianapolis – 127 pcs.  
Cincinnati – 75 pcs.

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WCCC KUFO WLZR  
KQRC WEBN WBZX  
WTPT WKLQ KBER  
WNOR KISS WHJY  
WQXA WTFX and many more

New this week:  
WBUF KDOT WZOR  
KEZO KXUS





PART TWO OF A TWO-PART SERIES

# 91X Turns 20

## San Diego's XTRA-FM dives into the new millennium

When last we delved into the subject of San Diego's XTRA-FM (91X), I was waxing nostalgic about the formative years of a station that changed the listening habits of an entire city. That may sound like pompous hype, but it's true. And it's true because the ratings prove it.

Much like KROQ/Los Angeles, 91X was a dominant player in San Diego after its format flip. That was the situation through much of the '80s. As a result, San Diego became one of the few cities in America where the masses were exposed to Depeche Mode, Psychedelic Furs, The Cure, etc.

### The First Big Winner

Quick, how many cities had a highly rated commercial Alternative station in 1983? I mean a station that was making a huge impact on the market. The answer is, damn few.

Hey, we can argue till the cows come home about the impact of the early WHFS/Washington; WLIR/Garden City, NY; WFNX/Boston; and (insert call letters here), but the

fact is, the early years were characterized by random programming, weak signals and bad ratings everywhere except Southern California.

That's why, today, there's no real call on a national level for a full-on, full-time "classic Alternative" station. Not enough people in the rest of the country remember "Radio Free Europe" by R.E.M.

So, what's my point? 91X was important, but no one realized it at the time. "I remember when Alternative wasn't even the name of the format. We called it 'Rock of the '80s' and speculated about what would happen when we got to the '90s,'" Mike Glickenhau, Clear Channel VP/Market Manager and current 91X GM, recalls.

Glickenhau's history with the station goes back 23 years. He was

there before all of us, and he's seen it all. Mike started in sales, became LSM and then, as Noble Broadcast Group became Jacor and then Clear Channel, hung on for the ride of his life.

Today he has more call letters attached to his title than the entire alphabet. You don't need to be reminded that that's a tremendous amount of time at one station.

Glickenhau's perspective still echoes the tenor of that far-off time. "We tried to create a format that was in tune with the active lifestyle of the audience and tried to expose them to the best new music we could find," he says.

"We didn't want to be the alternative as much as simply San Diego's favorite radio station." Period. Really, the goal all along was to make 91X the city's best Rock station, not just a dominant "new rock" or "modern" or whatever.

### Heretical Heritage

*Heritage* is a dangerous word in this industry. For Alternative stations, it's like peeling garlic cloves in front of Dracula. What current-based, low-end-demo, zippy-zappy, Puddle-Of-Mudd-lovin' broadcaster wants the kids to think of them as *heritage*?

"Heritage is an opportunity and an albatross," Glickenhau says. "You have to be careful that you don't get hung up on the past but use it to further cement the bond with your listeners."

Current 91X PD and original air personality Bryan Schock puts it another way: "I really don't feel like we're old. We don't dwell on the trail of dead bodies we've left behind."

I suspect this comment comes after Bryan's fourth viewing of *Lord of the Rings: The Two Towers*. He goes on to say, "We look at our position as the heritage Alternative station in San Diego as more of a survivor badge. Many have come and challenged, and many have fallen."

Ever the warrior, Schock may be referring to Jefferson-Pilot's new foray into the format with KBZT, the former AC/Modern AC/Classic Modern Almost AC K-Best.

Now in the hands of Jacobs Media, Garret Michaels and former

## Max Tolkoff And The Tijuana Brass

### Smuggling doughnuts across the border for face time

By Mark Gorlick

VP/Promotion, Lava Records

I remember the circumstances that brought me down to see Max in XTRA-FM (91X)'s studios in Tijuana like it was yesterday. While people had told me he was hard to get on the phone, I had no problem, because I was local. But it was hard to keep him on the phone for any length of time. Max was always in meetings, and the trip across the border after his shift was done limited his time at the station.

Max said the only way I'd be able to spend quality time talking to him about records was to actually come to the station after he got off the air. After I reminded him that the control room was in Mexico, he laughed at me and told me I could take as much time as I wanted talking to him on the drive back across the border into the U.S., which could take up to two hours, depending on traffic.

Not being one to back down from a dare, I told Max I'd meet him at 91X. He gave me specific instructions: Don't drive across the border, because there would be people who would hit me on purpose. Park at the lot on the U.S. side of the border and walk across. Don't bring anything of value, because people would try to steal it. And don't walk to the station or try to find it myself. Just ask any cab driver where the station was, because they all knew its location.

I had no idea what to expect, especially because Max told me that no one had ever come out to visit him at the station. I set out for the 91X studios, stopping at Winchell's for a dozen doughnuts. I figured that if the 91X staff didn't eat them, I could bribe some people in Tijuana with them.

I followed Max's instructions and arrived at the station. I don't remember much of how the building actually looked, but I remember seeing a four- or five-inch-long scorpion pinned to the wall with a thumbtack over the teletype (this was before fax machines) next to the water cooler. Max told me they were always crawling all over the control room.

We established a policy that day: Max would only talk to me about music if I brought doughnuts across the border to his station and rode back to the U.S. with him and his morning staff. And if the drive back to American territory took too long, we'd go straight to lunch from there.

91X-er Mike Halloran, the station is trying to make a run at 91X's slightly more mature end. That part of the story continues to unfold.

### Rocky Fall

Like most of the rest of the format, the fall 2002 "Arbitron Experience" for 91X was like a coaster ride after a huge lunch of corn dogs. The station now sits with its lowest 12+ ratings (3.2) since winter 1998, when it scored a 3.0.

But, as I perused 91X's 20-year ratings history, I noticed many ups and downs. Some books were even worse than this past fall's, but the station has always bounced back. Kudos to management for sticking with the format through some very hard times, ratingswise.

And even though it looks glum from outside the market, Glickenhau refuses to see the glass as half-empty. He says, "91X still has very successful ratings and, in fact, is now the largest cash-flow station in our entire cluster."

So it's "hang tough" time once again for 91X. When discussing the ongoing ratings challenge, Schock

says that the main goal of the station is to attract the easy-to-distract "Generation A-D-D." "Technology has been, and will remain, our biggest competitor," he says.

As for 20th-anniversary plans, both Glickenhau and Schock were uncomfortable about giving away too much information, noting that they'd have to kill me if they revealed more than the obligatory, "We have a lot of things planned all year long. That's all we can say." Fine, then — let's talk again when the station turns 40.

### TALK BACK TO R&R!

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

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## 91X, Then And Now

Here are two hours of afternoon drive separated by 20 years.

1983

WALL OF VOODOO Mexican Radio  
TALKING HEADS Life During Wartime  
THOMPSON TWINS Lies  
THE CLASH London Calling  
X Los Angeles  
PRETENDERS Back On The Chain Gang  
RAMONES Beat On The Brat  
THE FIXX Red Skies At Night  
ADAM ANT Goody Two Shoes  
THE JAM A Town Called Malice  
THE CARS My Best Friend's Girl  
'FELONY The Fanatic  
U2 Sunday Bloody Sunday  
BILLY IDOL White Wedding (remix)  
DEPECHE MODE People Are People  
PSYCHEDELIC FURS Love My Way  
THOMAS DOLBY She Blinded...  
LOS LOBOS Will The Wolf Survive  
THE DICKIES Stukas Over Disneyland  
GARY NUMAN Cars  
GO-GO'S Vacation

2003

311 Amber  
ZWAN Honestly  
PEARL JAM Black  
RED HOT CHILI PEPPERS Can't Stop  
URGE OVERKILL Girl You'll Be A...  
HOOBASTANK Crawling In The Dark  
SOUNDTRACK... Sister Surround  
GOLDFINGER Here In Your Bedroom  
STROKES Soma  
SOUNDGARDEN Black Hole Sun  
BAD RELIGION Infected  
JACK JOHNSON Bubble Toes  
QUEENS OF THE... No One Knows  
BEASTIE BOYS Intergalactic  
JIMMY EAT WORLD A Praise Chorus  
INCUBUS Are You In  
FOO FIGHTERS All My Life  
LIT My Own Worst Enemy  
LIAM LYNCH United States Of Whatever  
PEARL JAM Evenflow  
TELEPOPMUSIK Breathe



# R&R ALTERNATIVE TOP 50

February 7, 2003

Powered By



LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	QUEENS OF THE STONE AGE No One Knows (Interscope)	2971	-27	323923	20	77/0
2	2	SALIVA Always (Island/IDJMG)	2755	-128	272754	19	73/1
3	3	3 DOORS DOWN When I'm Gone (Republic/Universal)	2750	+15	273331	17	67/0
4	4	FOO FIGHTERS All My Life (Roswell/RCA)	2422	-192	278890	21	74/0
6	5	SEETHER Fine Again (Wind-up)	2314	-12	257005	29	72/0
5	6	CHEVELLE The Red (Epic)	2269	-173	244634	30	72/0
9	7	RED HOT CHILI PEPPERS Can't Stop (Warner Bros.)	2248	+152	290483	9	77/0
7	8	SUM 41 Still Waiting (Island/IDJMG)	2127	-66	232731	15	75/0
8	9	ZWAN Honestly (Reprise)	2066	-60	218594	8	76/0
11	10	TAPROOT Poem (Velvet Hammer/Atlantic)	1785	-68	149383	20	69/0
13	11	COLDPLAY Clocks (Capitol)	1661	+98	242959	11	63/0
14	12	ALL-AMERICAN REJECTS Swing Swing (DreamWorks)	1659	+166	182709	8	68/2
10	13	NIRVANA You Know You're Right (Geffen/Interscope)	1657	-197	245833	17	70/0
15	14	FOO FIGHTERS Times Like These (Roswell/RCA)	1637	+277	205298	4	73/0
21	15	AUDIOSLAVE Like A Stone (Interscope/Epic)	1625	+414	197834	5	73/2
12	16	SYSTEM OF A DOWN Inner Vision (American/Columbia)	1398	-237	146786	12	69/0
22	17	DONNAS Take It Off (Lookout/Atlantic)	1311	+117	163456	9	66/1
17	18	SOCIALBURN Down (Elektra/EEG)	1308	+20	107373	8	63/0
19	19	TRANSPLANTS Diamonds & Guns (Epitaph)	1290	+27	167665	10	56/2
18	20	UNWRITTEN LAW Rest Of My Life (Lava)	1280	+17	115137	6	61/1
24	21	GOOD CHARLOTTE The Anthem (Epic)	1258	+167	155401	4	66/2
23	22	DISTURBED Remember (Reprise)	1192	+65	112986	5	62/2
27	23	EVANESCENCE Bring Me To Life (Wind-up)	1169	+188	108582	5	57/11
26	24	TRAPT Headstrong (Warner Bros.)	1104	+100	82607	14	59/8
28	25	EXIES My Goddess (Virgin)	982	+41	86148	13	58/1
25	26	AUDIOSLAVE Cochise (Interscope/Epic)	875	-151	128895	17	54/0
Debut	27	GODSMACK Straight Out Of Line (Republic/Universal)	834	+834	91800	1	62/59
29	28	JIMMY EAT WORLD A Praise Chorus (DreamWorks)	757	-182	91669	16	38/0
34	29	MUDVAYNE Not Falling (Epic)	680	+56	48214	13	40/1
32	30	EVERCLEAR Volvo Driving Soccer Mom (Capitol)	675	+8	59443	4	39/0
39	31	AFI Girl's Not Grey (DreamWorks)	658	+176	133859	2	51/18
35	32	MAROON 5 Harder To Breathe (Octone)	608	+4	48840	5	36/1
43	33	USED Buried Myself Alive (Reprise)	605	+188	103395	2	47/7
31	34	EMINEM Lose Yourself (Shady/Interscope)	583	-164	76391	17	47/0
36	35	FUEL Won't Back Down (Wind-up)	578	-6	39316	5	35/0
38	36	AMERICAN HI-FI The Art Of Losing (Island/IDJMG)	552	+35	45459	3	44/4
30	37	TRUSTCOMPANY Running From Me (Geffen/Interscope)	516	-312	38334	12	36/0
33	38	PEARL JAM Save You (Epic)	507	-135	34418	6	35/0
42	39	FINCH What It Is To Burn (Drive-Thru/MCA)	504	+71	40692	3	48/13
41	40	PACIFIER Bulletproof (Arista)	503	+63	50655	10	45/4
49	41	CHEVELLE Send The Pain Below (Epic)	468	+169	76122	2	55/14
40	42	BREAKING BENJAMIN Polyamorous (Hollywood)	438	-14	42478	14	26/0
37	43	CREED Weathered (Wind-up)	388	-191	22312	10	25/0
Debut	44	BURNING BRIDES Arctic Snow (V2)	370	+86	35813	1	36/5
Debut	45	THEORY OF A DEADMAN Make Up Your Mind (Roadrunner/IDJMG)	296	+55	25689	1	29/4
47	46	AUTHORITY ZERO One More Minute (Lava)	292	-14	19620	19	13/0
Debut	47	N.E.R.D. Lapdance (Virgin)	275	+36	26355	1	27/7
Debut	48	RA Do You Call My Name (Republic/Universal)	269	+6	20980	1	15/0
Debut	49	TREBLE CHARGER Hundred Million (Virgin)	269	0	18602	1	21/0
Debut	50	D4 Get Loose (Flying Nun/Hollywood)	257	+80	21755	1	30/4

78 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 1/26-2/1. 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 (© 2003, The Arbitron Company). © 2003, R&R, Inc.

## Most Added®

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ARTIST TITLE LABEL(S)	ADDS
GODSMACK Straight Out Of Line (Republic/Universal)	59
AFI Girl's Not Grey (DreamWorks)	18
ATARIS In This Diary (Columbia)	16
(HED) PLANET EARTH Blackout (Volcano/Jive)	16
CHEVELLE Send The Pain Below (Epic)	14
FINCH What It Is To Burn (Drive-Thru/MCA)	13
EVANESCENCE Bring Me To Life (Wind-up)	11
TRAPT Headstrong (Warner Bros.)	8
BEN KWELLER Commerce, TX (ATD/RCA)	8
USED Buried Myself Alive (Reprise)	7
N.E.R.D. Lapdance (Virgin)	7
MUSIC Take The Long Road And Walk It (Capitol)	6

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
GODSMACK Straight Out Of Line (Republic/Universal)	+834
AUDIOSLAVE Like A Stone (Interscope/Epic)	+414
FOO FIGHTERS Times Like These (Roswell/RCA)	+277
EVANESCENCE Bring Me To Life (Wind-up)	+188
USED Buried Myself Alive (Reprise)	+188
AFI Girl's Not Grey (DreamWorks)	+176
CHEVELLE Send The Pain Below (Epic)	+169
GOOD CHARLOTTE The Anthem (Epic)	+167
ALL-AMERICAN REJECTS Swing Swing (DreamWorks)	+166
RED HOT CHILI PEPPERS Can't Stop (Warner Bros.)	+152

## Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
DISTURBED Prayer (Reprise)	1227
PUDDLE OF MUDD She Hates Me (Flawless/Geffen/Interscope)	1168
STONE SOUR Bother (Roadrunner/IDJMG)	1086
SYSTEM OF A DOWN Aerials (American/Columbia)	1013
HOBBASTANK Running Away (Island/IDJMG)	756
RED HOT CHILI PEPPERS By The Way (Warner Bros.)	752
TRUSTCOMPANY Downfall (Geffen/Interscope)	699
JIMMY EAT WORLD Sweetness (DreamWorks)	692
HOBBASTANK Crawling In The Dark (Island/IDJMG)	666
GOOD CHARLOTTE Lifestyles Of The Rich And... (Epic)	664
LINKIN PARK In The End (Warner Bros.)	648
JIMMY EAT WORLD The Middle (DreamWorks)	618
INCUBUS I Wish You Were Here (Immortal/Epic)	609
STAINO For You (Flip/Elektra/EEG)	576
PUDDLE OF MUDD Blurry (Flawless/Geffen/Interscope)	540
INCUBUS Warning (Immortal/Epic)	505
P.O.O. Alive (Atlantic)	457

R&R Station Playlists have moved to the web.  
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## ON THE RECORD

With  
**Jacent Jackson**  
PD, KQXR (The X)/Boise, ID



You know, back when I was doing my tour of duty in 'Nam, we didn't have all the great music that we have now. Take the band Chevelle, for instance. Let me tell you, those guys are something else. We've been playing "The Red" here at KQXR for what seems like forever, and it just doesn't

burn. Not like that rash I got in the jungle.

• Then there's this band called The Transplants. Who knows what will be said of these guys years from now, but today "Diamonds and Guns" is one of our most-requested songs. • I really think the Socialburn record is pretty deep — not deep like the muck we had to trek through in the DMZ, but deep with potential hits. I'm really looking forward to seeing how "Down" performs. • Here at The X we've found few things that pump up the troops like Disturbed. "Remember" looks great. Other fun songs that sound great on the air include singles by N.E.R.D., Queens Of The Stone Age and Good Charlotte. The ladies would love those guys in camouflage. I hear it's making a comeback. Here's to a great 2003. Over and out.

The chart is verrrry interesting this week. Check out the bullet train from No. 17 to 25. **The Donnas, Socialburn, Transplants, Unwritten Law, Good Charlotte, Disturbed, Evanescence, Trapt** and **The Exies** all look like they're gonna clobber the upper floors of our little high-rise. But they have to get by **Audioslave**, who took a huge jump 21-15 ... Other hurdles include **Foo Fighters**, who inch up 15-14; **All-American Rejects**, who graduate 14-12; and the tenacious **Coldplay**, who continue their sneaky foray into the upper echelons, going 13-11 (oh, that's right, that's why we're Alternative) ... New to the chart this week are **The D4, Treble Charger, Ra, N.E.R.D., Theory Of A Deadman** and **Burning Brides**. Most Added overachievers: **Godsmack, AFI, Ataris, (Hed) Planet Earth, Chevelle** and **Finch**.



— Max Tolkoff, Alternative Editor

## COMING RIGHT UP

ARTIST: **The Music**

LABEL: **Capitol**

By **FRANK CORREIA** / ROCK SPECIALTY EDITOR



Keep it simple, stupid. This four-word mantra has served everyone from ad copywriters to art directors well. When it comes to naming bands, the formula is pretty much set, depending on your genre. Nu-metalhead? Grab your DJ and get to misspelling (see Linkin Park, Limp Bizkit). Pop punker? Play it by the numbers (Blink-182, Sum 41). Potential retro rocker looking to date a supermodel? "The" is *the* way to go (The Hives, The Strokes, et al.).

But Leeds, England's **The Music** break the name-genre blueprint. They stand well outside that retro rock circle, unless Stone Roses, Primal Scream and The Verve are your idea of retro. Naturally, Brits are already hip to The Music's greatness, but the U.S. is finally getting a taste as Capitol gears up for the state-side release of the group's self-titled album on Feb. 25. *Spin* tapped The Music in its Next Big Thing issue, and the group will hit the David Letterman show March 15. Alternative specialty has certainly let The Music do the talking, and tastemakers like WBCN/Boston are starting to feel the buzz with the lead single, "Take the Long Road and Walk It."

The buzz started in early 2001 with a demo version of that song. With an average age of 16, The Music — vocalist Robert Harvey, guitarist Adam Nutter, bassist Stuart Coleman and drummer Phil Jordan — were making a name for themselves in their hometown with a killer live show. Influential DJ Steve Lamacq caught wind of "Take the Long Road" and began pumping it on his Radio One program while declaring The Music the best

unsigned band in Britain. Not surprisingly, all 1,000 copies of the EP, distributed by indie label Fierce Panda, were snatched up.

A bidding war ensued, with Hut Records emerging as the victor. Britain's love-it-or-shove-it press heaped praise on the group's provocatively titled EP *You Might As Well Try to Fuck Me*. The EP *The People* followed to similar acclaim, and Capitol picked up the group in mid-2002.

So what is all the hype about? One listen will answer that question. Good music will make your foot tap, but certain sounds just infect your body and make it move. The Music provide a bombastic blast of booty-shakin' tracks that allow you to simultaneously rock 'n' rave. "Take the Long Road" carries an undeniable beat and truly inspired guitar wah and fuzz.

Check out the noise collision at the end of "Float," where vocal echoes and a wall of distortion, electro textures and ringing guitar overwhelm the senses with delight. Coleman and Jordan are the rhythm section from hell, enticing listeners with grooves that possess the id, while Nutter takes his guitars on sonic journeys, venturing from Delta blues and Jimmy Page riffs to the whacked-out frequencies of Tom Morello. Harvey's vocals hit highs reminiscent of Perry Farrell. And forget "wall of sound" — this album is a goddamned monolith. The Music keep it simple, all right — simply amazing.

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### America's Best Testing Alternative Songs 12+ For The Week Ending 2/7/03

Artist Title (Label)	TW	LW	Familiarity	Burn	TD	Familiarity	Burn
CHEVELLE The Red (Epic)	4.13	4.10	93%	29%	4.01	95%	33%
TAPROOT Poem (Velvet Hammer/Atlantic)	4.11	4.01	82%	16%	4.02	83%	18%
SEETHER Fine Again (Wind-up)	4.10	4.01	86%	21%	4.07	89%	23%
FOO FIGHTERS All My Life (Roswell/RCA)	4.03	4.10	95%	33%	4.02	96%	34%
SOCIALBURN Down (Elektra/EEG)	4.01	3.85	59%	6%	3.96	62%	6%
SUM 41 Still Waiting (Island/IDJMG)	4.00	3.99	91%	23%	3.93	91%	26%
JIMMY EAT WORLD A Praise Chorus (DreamWorks)	4.00	3.99	83%	21%	3.99	83%	19%
EVANESCENCE Bring Me To Life (Wind-up)	3.99		32%	4%	3.97	35%	4%
UNWRITTEN LAW Rest Of My Life (Lava)	3.98	3.83	65%	7%	3.89	66%	9%
TRAPT Headstrong (Warner Bros.)	3.98	3.93	53%	6%	3.85	54%	7%
FOO FIGHTERS Times Like These (Roswell/RCA)	3.97	3.96	63%	7%	3.95	63%	7%
3 DOORS DOWN When I'm Gone (Republic/Universal)	3.96	3.95	93%	26%	3.89	94%	28%
SALIVA Always (Island/IDJMG)	3.96	3.92	89%	27%	3.93	91%	29%
DISTURBED Prayer (Reprise)	3.96	3.95	86%	26%	3.90	89%	28%
GOOD CHARLOTTE The Anthem (Epic)	3.96		78%	16%	3.79	74%	16%
DISTURBED Remember (Reprise)	3.94	3.86	68%	9%	3.89	70%	11%
QUEENS OF THE STONE AGE No One Knows (Interscope)	3.93	3.95	91%	27%	3.93	93%	27%
ALL-AMERICAN REJECTS Swing Swing (DreamWorks)	3.92	3.83	56%	7%	3.73	55%	8%
STONE SOUR Bother (Roadrunner/IDJMG)	3.83	3.83	89%	34%	3.78	90%	37%
EXIES My Goddess (Virgin)	3.82	3.81	53%	7%	3.71	53%	8%
NIRVANA You Know You're Right (Geffen/Interscope)	3.79	3.87	94%	37%	3.73	95%	40%
RED HOT CHILI PEPPERS Can't Stop (Warner Bros.)	3.70	3.74	84%	24%	3.63	86%	27%
SYSTEM OF A DOWN Innervision (American/Columbia)	3.70	3.66	80%	22%	3.66	84%	22%
AUDIOSLAVE Like A Stone (Interscope/Epic)	3.70		53%	8%	3.67	55%	9%
TRANSPLANTS Diamonds And Guns (Epitaph)	3.64	3.68	58%	13%	3.61	57%	13%
THE DONNAS Take It Off (Atlantic)	3.61	3.62	77%	18%	3.65	79%	16%
PUDDLE... She Hates Me (Flawless/Geffen/Interscope)	3.60	3.60	99%	56%	3.52	99%	58%
AUDIOSLAVE Cochise (Interscope/Epic)	3.59	3.67	82%	29%	3.59	84%	32%
ZWAN Honestly (Reprise)	3.58	3.63	70%	16%	3.54	74%	18%
COLDPLAY Clocks (Capitol)	3.52	3.62	78%	24%	3.58	82%	23%

Total sample size is 749 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 (Persons 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

1. DATSUNS (V2) "In Love"
2. ATARIS (Columbia) "In This Diary"
3. AFI (DreamWorks) "Girl's Not Grey"
4. FLASHLIGHT BROWN (Hollywood) "Ready To Roll"
5. SONIC TORPEDOES (Fatsounds) "Crooked Hill"
6. RAINER MARIA (Polyvinyl) "Ears Ring"
7. BEAUTIFUL MISTAKE (Militia Group) "On Building"
8. LEISUREWORLD (ARTISTdirect) "I'm Dead"
9. JOHNNY MARR & THE HEALERS (iMusic/ARTISTdirect) "Bangin' On"
10. HOT ROD CIRCUIT (Vagrant) "The Pharmacist"
11. NICK CAVE & THE BAD SEEDS (Mute) "Dead Man In My Bed"
12. OPEN HAND (Trustkill) "In Your Eyes"
13. INTERNATIONAL NOISE CONSPIRACY (Epitaph) "A Textbook Example"
14. THEY WALK IN LINE (Unsigned) "Pension For Fairfax"
15. MELLOWDRONE (ARTISTdirect) "Fashionably Uninvited"
16. LOUDERMILK (DreamWorks) "Rock 'N' Roll And The Teenage Desperation"
17. SWITCHFOOT (Columbia) "Meant To Live"
18. REGGIE & THE FULL EFFECT (Vagrant) "Congratulations Smack & Katy"
19. JESSE MALIN (Artemis) "Queen Of The Underworld"
20. TED LEO & THE PHARMACISTS (Lookout) "Where Have All The Rude Boys Gone?"

Ranked by total number of shows reporting artist.

### Record Of The Week

ARTIST: Various Artists  
 TITLE: *Rough Trade Rock And Roll 1*  
 LABEL: Rough Trade/Mute



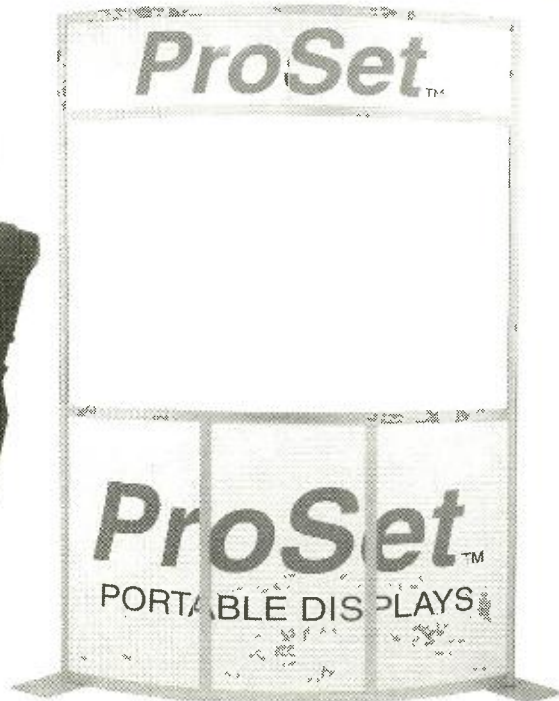
OK, you've been at the bar for hours now, waiting for that Stooges, Stones and Stripes jukebox mix that you paid your hard-earned dollar to hear. Unfortunately, the frat boy who arrived two hours earlier decided that tonight would be a Jimmy Buffet block party weekend. No worries, grab the crew, pick up some brew and break out *Rough Trade Rock and Roll 1*. No need to load up the disc player and hit shuffle; this two-disc set plays like the hippest college station ever, without the baked 'n' blathering DJs. Boss Hog, The Von Bondies, Detroit Cobras, The Pixies, The Hives, MC5, Mudhoney, Rocket From The Crypt — need I go on? Pass me a cold one.

— Frank Correia, Rock Specialty Editor

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**Stations and their adds listed alphabetically by market**

**Reporters**

**WHRL/Albany, NY \***  
 OM/PO/AD/MD: Lisa Biello  
 26 GODSMACK "Straight"  
 4 AFI "Grey"  
 2 CHEVELLE "Pain"  
 1 (HED) PLANET EARTH "Blackout"

**KTEG/Albuquerque, NM \***  
 PD: Ellen Flaherty  
 MD: Adam 12  
 8 GODSMACK "Straight"  
 (HED) PLANET EARTH "Blackout"  
 DROWNING POOL "Fear"

**KTZO/Albuquerque, NM \***  
 PD: Scott Souhrada  
 MD: Don Kelley  
 1 GODSMACK "Straight"  
 1 CHEVELLE "Pain"  
 1 UNWRITTEN LAW "Life"

**WNNX/Atlanta, GA \***  
 PD: Leslie Fram  
 APD: Chris Williams  
 MD: Jay Harren  
 12 GODSMACK "Straight"  
 1 GOOD CHARLOTTE "Anthem"  
 BURNING BRIDES "Snow"  
 DISTURBED "Remember"  
 JOHNNY CASH "Hurt"

**WJSE/Atlantic City, NJ \***  
 OM: Lou Romanini  
 PD: Al Parinello  
 MD: Jason Ulanet  
 5 GODSMACK "Straight"  
 AFI "Grey"  
 ATARIS "Diary"  
 BEN KWELLER "Commerce"  
 KAZZER "Road"  
 MUSIC "Road"  
 NICKEL CREEK "Spit"

**KROX/Austin, TX \***  
 PD: Melody Lee  
 MD: Toby Ryan  
 4 GODSMACK "Straight"  
 AFI "Grey"

**KNXX/Baton Rouge, LA \***  
 PD/MD: Randy Chase  
 APD: Bill Jackson  
 ATARIS "Diary"  
 BEN KWELLER "Commerce"  
 GODSMACK "Straight"

**WRAX/Birmingham, AL \***  
 PD: Susan Groves  
 APD: Hurricane Shane  
 MD: Mark Lindsey  
 3 GODSMACK "Straight"  
 MUSIC "Road"

**KQXR/Boise, ID \***  
 PD: Jacent Jackson  
 APD/MD: Kallao  
 5 GODSMACK "Straight"  
 1 ATARIS "Diary"  
 1 BLINDSIDE "Sleepwalk"

**WBCN/Boston, MA \***  
 OM: Tony Berardini  
 VP/Programming: Oedipus  
 APD/MD: Steven Strick  
 9 GODSMACK "Straight"  
 EXILES "Goddess"  
 FINCH "Burn"  
 SIMPLE PLAN "Addicted"

**WFNX/Boston, MA \***  
 PD: Cruze  
 APD/MD: Kevin Mays  
 25 GODSMACK "Straight"  
 4 ATARIS "Diary"

**WEOG/Buttalo, NY \***  
 PD: Lenny Diana  
 MD: Ryan Patrick  
 17 GODSMACK "Straight"  
 2 TRAPT "Headstrong"  
 1 DONNAS "OH"  
 1 MUDWAYNE "Falling"

**WAVF/Charleston, SC \***  
 PD: Greg Patrick  
 APD/MD: Danny Villalobos  
 6 GODSMACK "Straight"  
 (HED) PLANET EARTH "Blackout"  
 PEARL JAM "Right"

**WEND/Charlotte, NC \***  
 PD: Jack Daniel  
 APD/MD: Kristen Honeycutt  
 1 ATARIS "Diary"  
 1 USED "Myself"  
 GODSMACK "Straight"  
 THEORY OF A DEADMAN "Make"

**WKQX/Chicago, IL \***  
 PD: Tim Richards  
 APD/MD: Mary Shuminas  
 AMO: Nicole Chuminatto  
 4 JOHNNY CASH "Hurt"  
 BEN KWELLER "Commerce"  
 BURNING BRIDES "Snow"  
 FINCH "Burn"  
 INTERPOL "PDA"

**WZZN/Chicago, IL \***  
 APD: Steve Levy  
 MD: James VanOsdol  
 1 FINCH "Burn"  
 1 (HED) PLANET EARTH "Blackout"  
 D4 "Get"

**WAQZ/Cincinnati, OH \***  
 PD: John Michael  
 APD/MD: Shaggy  
 22 GODSMACK "Straight"

**WXTM/Cleveland, OH \***  
 PD: Kim Monroe  
 APD: Dom Nardella  
 MD: Pete Schiecke  
 24 GODSMACK "Straight"  
 (HED) PLANET EARTH "Blackout"  
 STAGE "Something"  
 USED "Myself"

**WRAR/Birmingham, AL \***  
 PD: Susan Groves  
 APD: Hurricane Shane  
 MD: Mark Lindsey  
 3 GODSMACK "Straight"  
 MUSIC "Road"

**KQXR/Boise, ID \***  
 PD: Jacent Jackson  
 APD/MD: Kallao  
 5 GODSMACK "Straight"  
 1 ATARIS "Diary"  
 1 BLINDSIDE "Sleepwalk"

**WBCN/Boston, MA \***  
 OM: Tony Berardini  
 VP/Programming: Oedipus  
 APD/MD: Steven Strick  
 9 GODSMACK "Straight"  
 EXILES "Goddess"  
 FINCH "Burn"  
 SIMPLE PLAN "Addicted"

**KDGE/Dallas-Ft. Worth, TX \***  
 PD: Duane Doherty  
 APD/MD: Alan Ayo  
 CHEVELLE "Pain"

**WXEG/Dayton, OH \***  
 PD: Steve Kramer  
 MD: Boomer  
 23 GODSMACK "Straight"

**KTCL/Denver-Boulder, CO \***  
 PD: Mike O'Connor  
 MD: Sabrina Saunders  
 TRAPT "Headstrong"  
 SALIVA "Always"

**CIMX/Detroit, MI \***  
 PD: Murray Brookshaw  
 APD: Vince Cannova  
 MD: Matt Franklin  
 23 GODSMACK "Straight"  
 FINCH "Burn"  
 PACIFER "Bullit"  
 OUR LADY PEACE "Self"

**KNRP/Eugene-Springfield, OR**  
 PD: Chris Crowley  
 APD/MD: Stu Allen  
 GODSMACK "Straight"  
 TRANSPLANTS "Diamonds"  
 USED "Myself"

**KXNA/Fayetteville, AR**  
 PD: Dave Jackson  
 AUDIOSLAVE "Stone"  
 GODSMACK "Straight"

**WJBX/Ft. Myers, FL \***  
 PD: Bill Gamble  
 APD: Fitz Madrid  
 MD: Jeff Zito  
 18 GODSMACK "Straight"  
 1 (HED) PLANET EARTH "Blackout"  
 EVANESCENCE "Life"

**KFRR/Fresno, CA \***  
 PD: Chris Squires  
 MD: Reverend  
 17 GODSMACK "Straight"  
 7 AFI "Grey"  
 2 ALL-AMERICAN REJECTS "Swing"  
 (HED) PLANET EARTH "Blackout"  
 EVANESCENCE "Life"

**WGRD/Grand Rapids, MI \***  
 PD: Bobby Duncan  
 MD: Michael Grey  
 3 GODSMACK "Straight"  
 AFI "Grey"  
 TRAPT "Headstrong"

**WXNR/Greenville, NC \***  
 PD: Jeff Sanders  
 APD: Tumer Watson  
 18 GODSMACK "Straight"  
 CHEVELLE "Pain"  
 THEORY OF A DEADMAN "Make"

**WEED/Hagerstown, MD**  
 PD: Brad Hunter  
 APD: Dave Roberts  
 14 GODSMACK "Straight"  
 1 AFI "Grey"  
 1 KAZZER "Pedal"

**WMRQ/Hartford, CT \***  
 PD: Todd Thomas  
 MD: Chad Kelly  
 3 GODSMACK "Straight"  
 2 AFI "Grey"  
 BECK "Lost"  
 CHEVELLE "Pain"

**KUCO/Honolulu, HI \***  
 PD: Jamie Hyatt  
 MD: Ryan Sean  
 AMERICAN HI-FI "Losing"  
 NICKEL CREEK "Spit"  
 OFF BY ONE "Change"

**KTBB/Houston-Galveston, TX \***  
 PD: Vince Richards  
 APD: Eric Schmidt  
 GODSMACK "Straight"

**WRZX/Indianapolis, IN \***  
 PD: Scott Jameson  
 MD: Michael Young  
 27 TRANSPLANTS "Diamonds"  
 15 GODSMACK "Straight"  
 2 (HED) PLANET EARTH "Blackout"  
 1 AFI "Grey"

**WPLA/Jacksonville, FL \***  
 PD: Bo Matthews  
 APD/MD: Chad Chumley  
 No Adds

**WRZK/Johnson City, TN \***  
 VP/Prog. Ops.: Mark E. McKinn  
 EVANESCENCE "Life"  
 GODSMACK "Straight"  
 TRAPT "Headstrong"

**KRBZ/Kansas City, KS \***  
 OM/PO: Mike Kaplan  
 APD: Andy West  
 MD: Todd Violette  
 2 AMERICAN HI-FI "Losing"  
 2 CHEVELLE "Pain"  
 1 FINCH "Burn"  
 1 GODSMACK "Straight"  
 MUSIC "Road"

**WNFZ/Knoxville, TN \***  
 PD: Dan Bozky  
 APD/MD: Anthony Proffitt  
 AMO: Opie Hines  
 20 GODSMACK "Straight"  
 1 EVANESCENCE "Life"  
 USED "Myself"

**KFTE/Lafayette, LA \***  
 PD: Scott Perrin  
 MD: Chris Olivier  
 20 GODSMACK "Straight"  
 2 CHEVELLE "Pain"

**WWDX/Lansing, MI \***  
 PD: John Boyle  
 MD: Kelly Bradley  
 23 GODSMACK "Straight"  
 3 AFI "Grey"  
 1 CHEVELLE "Pain"  
 1 PROJECT 86 "Hollow"  
 ATARIS "Diary"  
 BURNING BRIDES "Snow"

**KXTE/Las Vegas, NV \***  
 PD: Dave Wellington  
 APD/MD: Chris Ripley  
 35 GODSMACK "Straight"  
 6 AFI "Grey"

**KLEC/Little Rock, AR \***  
 OM: Peter Gunn  
 PD: Marty Dehlf  
 APD: Jay Hamilton  
 MD: Gregory Paul  
 3 GODSMACK "Straight"  
 AFI "Grey"  
 BEN KWELLER "Commerce"  
 BRAND NEW "Jude"  
 FINCH "Burn"

**KROQ/Los Angeles, CA \***  
 VP/Prog.: Kevin Weatherly  
 APD: Gene Sandblom  
 MD: Lisa Worden  
 3 CHEVELLE "Pain"  
 1 GODSMACK "Straight"  
 NIRVANA "Pennyroyal"

**WLRS/Louisville, KY \***  
 Dir/Prog.: J. D. Kunes  
 PD: Lance  
 MD: Annrae Fitzgerald  
 17 GODSMACK "Straight"  
 D4 "Get"  
 EVANESCENCE "Life"  
 THEORY OF A DEADMAN "Make"

**WFMS/Memphis, TN \***  
 PD: Rob Cressman  
 MD: Mike Killabrew  
 1 GODSMACK "Straight"  
 MAROON 5 "Breathe"  
 TRAPT "Headstrong"

**WZTA/Miami, FL \***  
 PD: Troy Hanson  
 APD/MD: Ryan Castle  
 31 GODSMACK "Straight"  
 AMERICAN HI-FI "Losing"  
 ATARIS "Diary"  
 EVANESCENCE "Life"  
 HOT ACTION COP "Fever"

**WLUM/Milwaukee, WI \***  
 PD: Tommy Wilde  
 MD: Kenny Neumann  
 17 GODSMACK "Straight"  
 AFI "Grey"  
 ATARIS "Diary"  
 LOUDERMILK "Teenage"

**WHTD/Monmouth-Ocean, NJ \***  
 PD: Darrin Smith  
 MD: Brian Zanyor  
 24 MATCHBOX TWENTY "Unwell"

**KMBY/Monterey-Salinas, CA \***  
 PD: Kenny Allen  
 APD/MD: Opie Taylor  
 10 FINCH "Burn"  
 ATARIS "Diary"  
 CHEVELLE "Pain"  
 HOT ACTION COP "Fever"  
 N.E.R.D. "Lapdance"  
 SIMPLE PLAN "Addicted"  
 SYSTEM OF A DOWN "I-E-A-I-A"

**WBUZ/Nashville, TN \***  
 OM: Jim Patrick  
 PD/MD: Russ Schenck  
 2 JOHNNY CASH "Hurt"  
 (HED) PLANET EARTH "Blackout"  
 AFI "Grey"  
 OFF BY ONE "Change"

**WRRV/Newburgh, NY**  
 PD/MD: Andrew Boris  
 7 GODSMACK "Straight"  
 USED "Myself"

**KKND/New Orleans, LA \***  
 OM/PO: Rob Summers  
 APD/MD: Sig  
 8 GODSMACK "Straight"  
 EVANESCENCE "Life"  
 TRAPT "Headstrong"

**WXRK/New York, NY \***  
 PD: Steve Kingston  
 MD: Mike Peer  
 6 ATARIS "Diary"  
 1 EVANESCENCE "Life"

**WROX/Norfolk, VA \***  
 PD: Michele Diamond  
 MD: Mike Powers  
 BECK "Lost"  
 GODSMACK "Straight"  
 SUM 41 "Song"

**KORX/Odessa-Midland, TX**  
 PD: Michael Todd Mobley  
 7 (HED) PLANET EARTH "Blackout"  
 7 AFI "Grey"  
 7 GODSMACK "Straight"  
 7 SIMIAN "Breeze"

**WJRR/Orlando, FL \***  
 PD: Pat Lynch  
 MD: Dickerman  
 40 GODSMACK "Straight"  
 5 SOUNDTRACK OF OUR "Sister"  
 4 BURNING BRIDES "Snow"  
 THEORY OF A DEADMAN "Make"

**WOCL/Orlando, FL \***  
 PD: Alan Amith  
 APD/MD: Bobby Smith  
 23 GODSMACK "Straight"  
 6 SYSTEM OF A DOWN "I-E-A-I-A"  
 1 SOUNDTRACK OF OUR "Sister"  
 1 EVANESCENCE "Life"

**WPLY/Philadelphia, PA \***  
 PD: Jim McGuinn  
 MD: Dan Fein  
 12 GODSMACK "Straight"  
 1 AFI "Grey"  
 1 FINCH "Burn"  
 D4 "Get"  
 TRAPT "Headstrong"

**KEDJ/Phoenix, AZ \***  
 PD: Nancy Stevens  
 APD: Dead Air Dave  
 MD: Robin Nash  
 (HED) PLANET EARTH "Blackout"  
 BEN KWELLER "Commerce"

**KZON/Phoenix, AZ \***  
 OM/PO: Tim Maranville  
 APD/MD: Kevin Mannion  
 42 MATCHBOX TWENTY "Unwell"  
 AFI "Grey"  
 TONIC "Straight"

**WXDX/Pittsburgh, PA \***  
 PD: John Moschitta  
 MD: Winnie  
 16 GODSMACK "Straight"  
 2 ALL-AMERICAN REJECTS "Swing"  
 1 TRAPT "Headstrong"  
 CHEVELLE "Pain"

**WCYY/Portland, ME**  
 PD: Herb Ivy  
 MD: Brian James  
 17 GODSMACK "Straight"  
 BEN KWELLER "Commerce"  
 BLINDSIDE "Sleepwalk"

**KNRK/Portland, OR \***  
 PD: Mark Hamilton  
 APD/MD: Jayn  
 23 GODSMACK "Straight"  
 EVANESCENCE "Life"  
 N.E.R.D. "Lapdance"  
 PACIFER "Bullit"

**WBRU/Providence, RI \***  
 PD: Tim Schiavelli  
 MD: Alicia Mullin  
 No Adds

**KRZQ/Reno, NV \***  
 OM: Rob Blaze Brooks  
 APD: Jeremy Smith  
 MD: Matt Diablo  
 8 GODSMACK "Straight"  
 2 N.E.R.D. "Lapdance"  
 1 EVANESCENCE "Life"

**WDYL/Richmond, VA \***  
 PD: Mike Murphy  
 MD: Keith Dakin  
 16 GODSMACK "Straight"  
 9 PACIFER "Bullit"  
 7 N.E.R.D. "Lapdance"  
 (HED) PLANET EARTH "Blackout"  
 ATARIS "Diary"

**KCXX/Riverside, CA \***  
 OM/PO: Kelli Cluque  
 APD/MD: Daryl James  
 23 GODSMACK "Straight"  
 5 AFI "Grey"  
 (HED) PLANET EARTH "Blackout"  
 OLEANDER "Wheel"

**WZZL/Rockville-Lynchburg, VA \***  
 GM/PO: Bob Travis  
 MD: Greg Travis  
 (HED) PLANET EARTH "Blackout"  
 BEFORE BRAILLE "Spine"  
 BEN KWELLER "Commerce"  
 LEISUREWORLD "Dead"  
 USED "Myself"  
 SIMIAN "Breeze"

**WZNE/Rochester, NY \***  
 OM/PO: Mike Danger  
 MD: Violet  
 11 GODSMACK "Straight"  
 1 HOT ACTION COP "Fever"  
 1 AMERICAN HI-FI "Losing"  
 BRAND NEW "Jude"

**KWOD/Sacramento, CA \***  
 PD: Ron Bunce  
 APD: Boomer  
 13 GODSMACK "Straight"  
 (HED) PLANET EARTH "Blackout"  
 ATARIS "Diary"  
 BEN KWELLER "Commerce"  
 MUSIC "Road"  
 N.E.R.D. "Lapdance"

**KPNT/St. Louis, MO \***  
 PD: Tommy Matern  
 MD: Jeff Frisse  
 APD: Jeff "Woody" Fife  
 13 GODSMACK "Straight"

**KXKR/Salt Lake City, UT \***  
 PD/PP/OPS. & Prog.: Mike Summ  
 APD/MD: Arlie Furkin  
 AMO: Corey O'Brien  
 1 GODSMACK "Straight"

**XTRA/San Diego, CA \***  
 PD: Bryan Schock  
 MD: Chris Muckley  
 1 D4 "Get"

**KITS/San Francisco, CA \***  
 PD: Sean Demery  
 MD: Aaron Axelsen  
 5 ELECTRIC SIX "Danger"  
 1 FINCH "Burn"  
 USED "Myself"

**KJEE/Santa Barbara, CA**  
 GM/PO: Eddie Gutierrez  
 MD: Dakota  
 23 AFI "Grey"  
 BEN HARPER "Hands"  
 BEN KWELLER "Commerce"  
 FINCH "Burn"

**KNDD/Seattle-Tacoma, WA \***  
 PD: Phil Manning  
 APD: Bob Keller  
 MD: Seth Resler  
 32 DISTURBED "Remember"  
 21 GODSMACK "Straight"  
 12 STREETS "Forward"  
 FINCH "Burn"  
 PACIFER "Bullit"  
 ATARIS "Diary"

**KSYR/Shreveport, LA \***  
 Acting PD: Rod The Human Trip  
 25 GODSMACK "Straight"  
 10 FINCH "Burn"  
 3 MUSIC "Road"  
 ATARIS "Diary"  
 BURNING BRIDES "Snow"  
 N.E.R.D. "Lapdance"  
 STAGE "Something"

**WKRL/Syracuse, NY \***  
 OM/PO: Mimi Griswold  
 APD/MD: Abbie Weber  
 24 GODSMACK "Straight"  
 4 N.E.R.D. "Lapdance"  
 1 STAGE "Something"  
 (HED) PLANET EARTH "Blackout"  
 AFI "Grey"  
 KAZZER "Pedal"

**WSFM/Wilmington, NC**  
 PD: Knothead  
 31 GODSMACK "Straight"  
 15 GLASSJAW "Ape"  
 1 AMERICAN HI-FI "Losing"  
 1 FINCH "Burn"  
 1 GOOD CHARLOTTE "Anthem"  
 1 STAGE "Something"

**\* Monitored Reporters**  
 87 Total Reporters

**78 Total Monitored**  
 9 Total Indicator

**WXSX/Tallahassee, FL**  
 PD: Steve King  
 MD: Meathead  
 7 BLINDSIDE "Sleepwalk"  
 7 TRANSPLANTS "Diamonds"  
 GODSMACK "Straight"  
 LEISUREWORLD "Dead"  
 NOISE THERAPY "Get"  
 RA "Call"  
 ZWAN "Honestly"

**WSUN/Tampa, FL \***  
 OM: Chuck Beck  
 PD: Shark  
 APD: Pat Largo  
 1 AUDIOSLAVE "Stone"  
 1 FINCH "Burn"  
 1 AFI "Grey"  
 CHEVELLE "Pain"

**KFMA/Tucson, AZ \***  
 PD: Libby Carstensen  
 MD: Matt Spry  
 20 GODSMACK "Straight"  
 16 GOOD CHARLOTTE "Anthem"  
 FINCH "Burn"

**KMYZ/Tulsa, OK \***  
 PD: Lynn Barstow  
 MD: Corbin Pierce  
 1 CHEVELLE "Pain"  
 1 GODSMACK "Straight"  
 1 MUSIC "Road"

**WHFS/Washington, DC \***  
 PD: Robert Benjamin  
 APD: Bob Waugh  
 MD: Pat Ferrise  
 16 GODSMACK "Straight"

**WWDC/Washington, DC \***  
 PD: Buddy Rizer  
 MD: LeeAnn Curtis  
 No Adds

**WPBZ/West Palm Beach, FL \***  
 OM/PO: John O'Connell  
 MD: Eric Kristensen  
 1 CHEVELLE "Pain"  
 1 GODSMACK "Straight"  
 (HED) PLANET EARTH "Blackout"  
 USED "Myself"

**WSFM/Wilmington, NC**  
 PD: Knothead  
 31 GODSMACK "Straight"  
 15 GLASSJAW "Ape"  
 1 AMERICAN HI-FI "Losing"  
 1 FINCH "Burn"  
 1 GOOD CHARLOTTE "Anthem"  
 1 STAGE "Something"

**New & Active**

**BECK Lost Cause (Geffen/Interscope)**  
 Total Plays: 250, Total Stations: 16, Adds: 2

**SOUNDTRACK OF OUR LIVES Sister Surround (Republic/Universal)**  
 Total Plays: 224, Total Stations: 25, Adds: 3

**SYSTEM OF A DOWN I-E-A-I-A-I-O (American/Columbia)**  
 Total Plays: 198, Total Stations: 10, Adds: 2

**HOT ACTION COP Fever For The Flava (Lava)**  
 Total Plays: 186, Total Stations: 19, Adds: 3

**ATARIS In This Diary (Columbia)**  
 Total Plays: 179, Total Stations: 29, Adds: 16

**OFF BY ONE Change (LMC)**  
 Total Plays: 143, Total Stations: 12, Adds: 2

**PROJECT 86 Hollow Again (Atlantic)**  
 Total Plays: 139, Total Stations: 12, Adds: 1

**STAGE I Will Be Something (Maverick/WB)**  
 Total Plays: 126, Total Stations: 15, Adds: 3

**BLINDSIDE Sleepwalking (Elektra/EEG)**  
 Total Plays: 114, Total Stations: 13, Adds: 1

**INTERPOL PDA (Matador)**  
 Total Plays: 103, Total Stations: 9, Adds: 1

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**  
 Email: mdavis@radioandrecords.com

**Indicator Most Added\***

- GODSMACK Straight Out Of Line (Republic/Universal)
- AFI Girl's Not Grey (DreamWorks)
- TRANSPLANTS Diamonds & Guns (Epitaph)
- USED Buried Myself Alive (Reprise)
- BLINDSIDE Sleepwalking (Elektra/EEG)
- FINCH What It Is To Burn (Drive-Thru/MCA)
- BEN KWELLER Commerce, TX (ATO/RCA)
- ZWAN Honestly (Reprise)
- AUDIOSLAVE Like A Stone (Interscope/Epic)
- AMERICAN HI-FI The Art Of Losing (Island/IDJMG)
- GOOD CHARLOTTE The Anthem (Epic)
- RA Do You Call My Name (Republic/Universal)
- LEISUREWORLD I'm Dead (41/ARTISTdirect)
- SIMIAN La Breeze (Astralwerks/Virgin)
- STAGE I Will Be Something (Maverick/WB)
- (HED) PLANET EARTH Blackout (Volcano/Jive)
- GLASSJAW Ape Dos Mil (Warner Bros.)
- BEN HARPER With My Own Two Hands (Virgin)
- KAZZER Pedal To The Metal (Epic)
- NOISE THERAPY Get Up (Redline)





# Play The Hits ... Revisited

The formats with which Triple A shares the most songs

About this time last year I wrote a column called "Play the Hits" that addressed the issue of Triple A playing fewer songs but more often. This meant that songs on the stations' playlists were, in general, getting more spins per week. This also meant that Triple A radio was becoming more competitive with other contemporary music stations, and it was accomplishing this by sharing more songs with those formats.

The idea was to compare Triple A to the other contemporary music formats in a number of areas — including how long top songs stayed on the charts, the average number of weeks a song remained on the chart and the number of songs that reached the top 15 over the course of the year — to see how we stood against the other formats.

As you'll see, Triple A continues to remain competitive on many levels with other contemporary music formats. Many of the artists who are considered core to the format are no longer exclusive to Triple A, but most got their starts at Triple A before crossing over to the other formats. Today most of these artists and their songs remain on Triple A playlists long after other stations in town begin to give them airplay — something that didn't happen often in the past.

This works both ways though: A sizable number of songs that Triple A played in 2002 were originally launched at another format. Plus, a substantial number of songs that Triple A played during this past year remained almost entirely exclusive to the format. Let's see how things have changed — or stayed the same — over the past year.

## Remaining Competitive

The year-to-year stats did not change dramatically. Both Hot AC and AC's longest-charted song in 2002 lasted 50 weeks (up from 45 in 2001 for Hot AC; no change for AC). Next was Active Rock at 43 weeks (up from 37 in 2001), followed by Triple A at 39 weeks (compared to 38 last year). Figures for Rock, Alternative and CHR/Pop were all less than those for 2001.

When one starts to compare the

average number of weeks songs charted at the formats, the ranking begins to change. Just about every format remained the same — or close to it — except AC, which was down from 24 to 21 weeks. The two formats with the shortest weeks-on-the-chart average for 2002 were Triple A with 15 and CHR/Pop with 17.

Interestingly, the two formats with the lowest average were also the formats with the most songs reaching top 15 in the course of the year — CHR/Pop had 80, and Triple A had 75. Hence, more songs seeing top 15 success meant less time spent on the chart.

Overall, the comparison of Triple A to other contemporary music formats hasn't changed that much. Triple A programmers seem to have found a balance between the number of songs played and how long they are played that allows them to compete successfully against the other formats. But this is just a general way to make comparisons; let's delve a little deeper.

## Apples To Apples

Without question, the format that shares the most music — and most audience — with Triple A is Hot AC. It's no secret that as the Hot AC format started to materialize, one of the formats those programmers paid close attention to was Triple A — to cherry-pick certain artists. The connection between the two remains striking, as one can see from the number of songs Triple A shared with Hot AC.

Of the top 100 Triple A songs of 2002, 71% of them also charted in Hot AC's top 100. The percentage of sharing is dramatically less with all the other contemporary music formats: Rock was 23%, AC was 20%, Alternative was 15%, CHR/Pop was 14%, and Active Rock was just 6%.

But, as you break it down further, this relationship begins to show an interesting divergence. When one focuses in on the top 50 songs at Triple A, only 27 of were shared with Hot AC, nine with Rock, eight with AC, five with Alternative and CHR/Pop and two with Active Rock. It gets even more segregated when you look at the top 10 songs: Triple A shared only two songs with Hot AC.

Clearly, there's a lot of sharing going on in the battle to increase cume, but a big hit for one format was often only a moderate or marginal hit for another. When it comes to the big songs of the year, each format had certain songs that it had great success

## Sharing The Hits

The number of year-end songs Triple A shared with:

Format	Top 100	Top 50	Top 10
Hot AC	44	25	2
Rock	14	9	0
Active Rock	4	2	0
Alternative	10	5	0
AC	12	8	0
CHR	9	5	0

## Triple A-Hot AC Year-End Chart Comparison

ARTIST Song	Triple A Position	Hot AC Position
JACK JOHNSON Flake	1	26
SHERYL CROW Soak...	2	3
DAVE MATTHEWS BAND Everyday	3	25
JOHN MAYER No Such Thing	4	7
DAVE MATTHEWS BAND Where...	5	17
PETE YORN Strange...	6	—
JIMMY EAT WORLD The Middle	7	6
CHRIS ISAAK Let...	8	70
U2 In A Little While	9	—
GOO GOO DOLLS Here...	10	16
NORAH JONES Don't...	11	35
ALANIS MORISSETTE Hands...	12	15
CALLING Wherever...	13	1
JOHN MAYER Your Body...	14	39
COLDPLAY In My Place	15	65

## Triple A Remains Competitive

The following comparisons are derived from R&R's 2002 year-end charts, as well as weekly chart information. The charts were built using airplay information provided by Mediabase 24/7.

### Most Weeks A Song Spent On The Chart

Triple A	
2002	39 weeks
2001	38 weeks
Hot AC	
2002	50 weeks
2001	45 weeks
Rock	
2002	38 weeks
2001	48 weeks
Active Rock	
2002	43 weeks
2001	37 weeks
Alternative	
2002	31 weeks
2001	35 weeks
AC	
2002	50 weeks
2001	50 weeks
CHR	
2002	28 weeks
2001	37 weeks

### Average Weeks On Chart

Triple A	
2002	15 weeks
2001	16 weeks
Hot AC	
2002	21 weeks
2001	21 weeks
Rock	
2002	18 weeks
2001	18 weeks
Active Rock	
2002	18 weeks
2001	18 weeks
Alternative	
2002	18 weeks
2001	18 weeks
AC	
2002	21 weeks
2001	24 weeks
CHR	
2002	17 weeks
2001	18 weeks

### Number Of Songs That Reached Top 15

Triple A	
2002	75 songs
2001	77 songs
Hot AC	
2002	47 songs
2001	49 songs
Rock	
2002	63 songs
2001	70 songs
Active Rock	
2002	65 songs
2001	71 songs
Alternative	
2002	69 songs
2001	76 songs
AC	
2002	45 songs
2001	45 songs
CHR	
2002	80 songs
2001	81 songs

Continued on Page 77





February 7, 2003

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
	<b>1</b>	<b>COLDPLAY</b> Clocks ( <i>Capitol</i> )	615	+27	40803	10	25/0
	<b>2</b>	<b>TORI AMOS</b> A Sorta Fairytale ( <i>Epic</i> )	523	+19	32386	20	23/0
	<b>3</b>	<b>BECK</b> Lost Cause ( <i>Geffen/Interscope</i> )	430	-4	23457	10	24/1
	<b>4</b>	<b>DAVE MATTHEWS BAND</b> Grey Street ( <i>RCA</i> )	414	+22	18249	6	15/2
	<b>5</b>	<b>WALLFLOWERS</b> How Good It Can Get ( <i>Interscope</i> )	412	+65	28642	5	23/0
	<b>6</b>	<b>COUNTING CROWS</b> Big Yellow Taxi ( <i>Geffen/Interscope</i> )	390	+33	29436	4	18/1
	<b>7</b>	<b>SUSAN TEDESCHI</b> Alone ( <i>Tone-Cool/Artemis</i> )	364	+24	27684	11	21/0
	<b>8</b>	<b>PAUL SIMON</b> Father And Daughter ( <i>Nick/Jive</i> )	353	+40	32856	7	17/0
	<b>9</b>	<b>MATCHBOX TWENTY</b> Disease ( <i>Atlantic</i> )	336	-24	23058	16	18/0
	<b>10</b>	<b>BRAD</b> Shinin' ( <i>Redline</i> )	294	-4	16959	11	22/1
	<b>11</b>	<b>RHETT MILLER</b> Come Around ( <i>Elektra/EEG</i> )	293	+42	17850	6	19/1
	<b>12</b>	<b>TRACY CHAPMAN</b> You're The One ( <i>Elektra/EEG</i> )	266	-27	22151	19	18/0
	<b>13</b>	<b>DAVID GRAY</b> Be Mine ( <i>ATO/RCA</i> )	264	+51	19325	2	23/3
	<b>14</b>	<b>JACK JOHNSON</b> Bubble Toes ( <i>Enjoy/Universal</i> )	260	-4	19998	24	16/0
	<b>15</b>	<b>SOUNDTRACK OF OUR LIVES</b> Sister Surround ( <i>Republic/Universal</i> )	250	+22	14907	4	19/1
	<b>16</b>	<b>SANTANA F/MICHELLE BRANCH</b> The Game Of Love ( <i>Arista</i> )	239	-15	15974	17	11/0
	<b>17</b>	<b>STONE SOUR</b> Bother ( <i>Roadrunner/IDJMG</i> )	226	-9	8529	7	9/0
<b>Debut</b>	<b>18</b>	<b>JOHN MAYER</b> Why Georgia ( <i>Aware/Columbia</i> )	225	+96	16208	1	22/3
	<b>19</b>	<b>SHERYL CROW</b> C'mon, C'mon ( <i>A&amp;M/Interscope</i> )	219	+15	15592	5	18/0
	<b>20</b>	<b>NORAH JONES</b> Come Away With Me ( <i>Blue Note/Virgin</i> )	192	+14	14116	13	17/0
	<b>21</b>	<b>PRETENDERS</b> Complex Person ( <i>Artemis</i> )	189	-29	11814	12	18/0
<b>Debut</b>	<b>22</b>	<b>JASON MRAZ</b> The Remedy (I Won't Worry) ( <i>Elektra/EEG</i> )	180	+104	9752	1	20/6
	<b>23</b>	<b>MAROON 5</b> Harder To Breathe ( <i>Octone</i> )	178	+6	5993	5	10/1
	<b>24</b>	<b>DAVE MATTHEWS BAND</b> Grace Is Gone ( <i>RCA</i> )	168	+15	14417	17	14/0
	<b>25</b>	<b>ZWAN</b> Honestly ( <i>Reprise</i> )	157	-15	4969	3	9/0
	<b>26</b>	<b>KIM RICHEY</b> Circus Song (Can't Let Go) ( <i>Lost Highway/IDJMG</i> )	151	-2	4542	3	11/0
	<b>27</b>	<b>GEORGE HARRISON</b> Stuck Inside A Cloud ( <i>Capitol</i> )	145	-18	6502	9	13/0
	<b>28</b>	<b>BRUCE SPRINGSTEEN</b> Lonesome Day ( <i>Columbia</i> )	143	-17	9655	18	15/0
	<b>29</b>	<b>BIG HEAD TODD &amp; THE MONSTERS</b> Julianna ( <i>Big</i> )	141	-3	4846	2	13/0
<b>Debut</b>	<b>30</b>	<b>SISTER HAZEL</b> Your Mistake ( <i>Sixth Man</i> )	139	+27	5120	1	5/0

26 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 1/26-2/1. 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 (© 2003, The Arbitron Company). © 2003, R&R, Inc.

## New & Active

**NO DOUBT F/LADY SAW** Underneath It All (*Interscope*)

Total Plays: 127, Total Stations: 4, Adds: 0

**RED HOT CHILI PEPPERS** Can't Stop (*Warner Bros.*)

Total Plays: 108, Total Stations: 7, Adds: 0

**DAR WILLIAMS** I Saw A Bird Fly Away (*Razor & Tie*)

Total Plays: 105, Total Stations: 11, Adds: 1

**WHITE STRIPES** We're Going To Be Friends (*Third Man/V2*)

Total Plays: 96, Total Stations: 8, Adds: 0

**WARREN ZANES** Where We Began (*Dualtone*)

Total Plays: 93, Total Stations: 7, Adds: 0

**3 DOORS DOWN** When I'm Gone (*Republic/Universal*)

Total Plays: 89, Total Stations: 4, Adds: 1

**JOAN OSBORNE** Only You Know & I Know (*Compendia*)

Total Plays: 84, Total Stations: 8, Adds: 1

**KATHLEEN EDWARDS** Six O'Clock News (*Zoe/Rounder*)

Total Plays: 83, Total Stations: 11, Adds: 2

**JEFFREY GAINES** Over & Over (*Artemis*)

Total Plays: 82, Total Stations: 7, Adds: 0

**SONNY LANDRETH** Hell At Home (*Sugar Hill/Vanguard*)

Total Plays: 81, Total Stations: 8, Adds: 0

Songs ranked by total plays

## Most Added

www.rradds.com

ARTIST TITLE LABEL(S)	ADDS
<b>JASON MRAZ</b> The Remedy (I Won't Worry) ( <i>Elektra/EEG</i> )	6
<b>MATCHBOX TWENTY</b> Unwell ( <i>Melisma/Atlantic</i> )	5
<b>NICKEL CREEK</b> Spit On A Stranger ( <i>Sugar Hill</i> )	5
<b>ROSANNE CASH</b> Rules Of Travel ( <i>Capitol</i> )	4
<b>DAVID GRAY</b> Be Mine ( <i>ATO/RCA</i> )	3
<b>JOHN MAYER</b> Why Georgia ( <i>Aware/Columbia</i> )	3
<b>DAVE MATTHEWS BAND</b> Grey Street ( <i>RCA</i> )	2
<b>KATHLEEN EDWARDS</b> Six O'Clock News ( <i>Zoe/Rounder</i> )	2
<b>JESSE MALIN</b> Queen Of The Underworld ( <i>Artemis</i> )	2
<b>JOHNNY MARR</b> Down On The Corner ( <i>iMusic</i> )	2
<b>BRUCE SPRINGSTEEN</b> Waitin' On A Sunny Day ( <i>Columbia</i> )	2
<b>TOM PETTY &amp; THE HEARTBREAKERS</b> Have Love... ( <i>Warner Bros.</i> )	2
<b>CROSS CANADIAN RAGWEED</b> Don't Need You ( <i>Universal South</i> )	2
<b>WIL SEABROOK</b> It's Your Life ( <i>Maverick/WB</i> )	2

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
<b>JASON MRAZ</b> The Remedy (I Won't Worry) ( <i>Elektra/EEG</i> )	+104
<b>JOHN MAYER</b> Why Georgia ( <i>Aware/Columbia</i> )	+96
<b>WALLFLOWERS</b> How Good It Can Get ( <i>Interscope</i> )	+65
<b>DAVID GRAY</b> Be Mine ( <i>ATO/RCA</i> )	+51
<b>DAR WILLIAMS</b> I Saw A Bird Fly Away ( <i>Razor &amp; Tie</i> )	+45
<b>MATCHBOX TWENTY</b> Unwell ( <i>Melisma/Atlantic</i> )	+44
<b>RHETT MILLER</b> Come Around ( <i>Elektra/EEG</i> )	+42
<b>PAUL SIMON</b> Father And Daughter ( <i>Nick/Jive</i> )	+40
<b>COUNTING CROWS</b> Big Yellow Taxi ( <i>Geffen/Interscope</i> )	+33
<b>SONNY LANDRETH</b> Hell At Home ( <i>Sugar Hill/Vanguard</i> )	+30

## Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
<b>JOHN MAYER</b> Your Body Is A Wonderland ( <i>Aware/Columbia</i> )	269
<b>NORAH JONES</b> Don't Know Why ( <i>Blue Note/Virgin</i> )	257
<b>RED HOT CHILI PEPPERS</b> Zephyr Song ( <i>Warner Bros.</i> )	236
<b>JACK JOHNSON</b> Flake ( <i>Enjoy/Universal</i> )	223
<b>DAVE MATTHEWS BAND</b> Where Are You Going ( <i>RCA</i> )	186
<b>COLDPLAY</b> In My Place ( <i>Capitol</i> )	156
<b>JOHN MAYER</b> No Such Thing ( <i>Aware/Columbia</i> )	134
<b>JIMMY EAT WORLD</b> The Middle ( <i>DreamWorks</i> )	117
<b>PETE YORN</b> Strange Condition ( <i>Columbia</i> )	107
<b>DAVID GRAY</b> Babylon ( <i>ATO/RCA</i> )	106
<b>U2</b> Beautiful Day ( <i>Interscope</i> )	105
<b>NICKELBACK</b> How You Remind Me ( <i>Roadrunner/IDJMG</i> )	92

R&R Station Playlists have moved to the web. See all of our monitored reporters at [www.radioandrecords.com](http://www.radioandrecords.com).

**BDS Monitor 2\*** WXRT (#1) KFOG (#5) KINK (#3) KBCO KTCZ KGSR  
**R&R Tracks** 5 KPRI (#3) WGVX (#2) WBOS WXPB WXRV KMTT

# the WALLFLOWERS

"How Good It Can Get"

The follow up to the #1 song "When You're On Top"

From the album **RED LETTER DAYS**  
**In Stores Now**

Written by Jakob Dylan  
 Produced & Recorded by Tobias Miller & Bill Appleberry  
 Mixed by Tom Lord-Alge  
 Management: Pat Magnarella at Atlas/Third Rail

On Tour Now

www.wallflowers.com  
 www.interscope.com  
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February 7, 2003

## 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	COLDPLAY Clocks (Capitol)	280	-30	6269	10	18/0
2	2	SUSAN TEDESCHI Alone (Tone-Cool/Artemis)	257	-24	6774	12	19/0
6	3	DAVID GRAY Be Mine (ATO/RCA)	251	+39	7487	3	18/1
3	4	BECK Lost Cause (Geffen/Interscope)	236	-24	5667	13	16/0
9	5	WALLFLOWERS How Good It Can Get (Interscope)	230	+35	5915	5	17/0
4	6	GEORGE HARRISON Stuck Inside A Cloud (Capitol)	211	-22	6241	11	18/0
14	7	KATHLEEN EDWARDS Six O'Clock News (Zoe/Rounder)	190	+29	5996	3	18/2
19	8	DAR WILLIAMS I Saw A Bird Fly Away (Razor & Tie)	188	+57	6113	2	18/0
7	9	PRETENDERS Complex Person (Artemis)	186	-19	3980	13	14/0
5	10	TORI AMOS A Sorta Fairytale (Epic)	183	-39	4823	20	14/0
12	11	PHISH 46 Days (Elektra/EEG)	178	-1	5080	5	16/0
8	12	TRACY CHAPMAN You're The One (Elektra/EEG)	173	-26	3564	19	15/0
13	13	SHERYL CROW C'mon, C'mon (A&M/Interscope)	172	-4	2740	11	12/0
10	14	KIM RICHEY Circus Song (Can't Let Go) (Lost Highway/IDJMG)	169	-24	5185	6	17/0
17	15	JOHNNY MARR Down On The Corner (iMusic)	167	+34	4981	3	16/0
11	16	PETER GABRIEL More Than This (Geffen/Interscope)	160	-22	3356	9	13/0
16	17	SOUNDTRACK OF OUR LIVES Sister Surround (Republic/Universal)	149	+13	3066	4	13/0
15	18	PAUL SIMON Father And Daughter (Nick/Jive)	135	-12	3812	11	14/0
21	19	NEIL FINN Human Kindness (Nettwerk)	131	+5	4909	4	14/0
20	20	STEVE EARLE Jerusalem (E-Squared/Artemis)	130	0	2951	8	12/0
Debut	21	JOHN MAYER Why Georgia (Aware/Columbia)	127	+52	2926	1	11/0
Debut	22	JASON MRAZ The Remedy (I Won't Worry) (Elektra/EEG)	125	+71	3325	1	15/1
23	23	BIG HEAD TODD & THE MONSTERS Julianna (Big)	122	+3	1305	3	9/0
27	24	COUNTING CROWS Big Yellow Taxi (Geffen/Interscope)	118	+7	2390	2	9/1
24	25	JOAN OSBORNE Only You Know & I Know (Compendia)	117	+1	4894	2	12/0
18	26	BRUCE SPRINGSTEEN Lonesome Day (Columbia)	117	-16	3306	16	12/0
25	27	NORAH JONES Come Away With Me (Blue Note/Virgin)	113	-2	2226	13	9/0
22	28	RHETT MILLER Come Around (Elektra/EEG)	112	-10	2019	24	10/0
Debut	29	DAVE MATTHEWS BAND Grey Street (RCA)	106	+8	899	1	5/0
30	30	BRAD Shinin' (Redline)	106	+4	2276	2	10/0

20 Triple A Indicator Reports. Songs ranked by total plays for the airplay week of Sunday 1/26-Saturday 2/1. © 2003, R&R Inc.

## Most Added

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ARTIST TITLE LABEL(S)	ADDS
ROSANNE CASH Rules Of Travel (Capitol)	9
NICKEL CREEK Spit On A Stranger (Sugar Hill)	4
KASEY CHAMBERS If I Were You (Warner Bros.)	3
GREY EYE GLANCES Big Red Boat (Sojourn Hills)	3
KATHLEEN EDWARDS Six O'Clock News (Zoe/Rounder)	2
PAUL WELLER It's Written In The Stars (Yep Roc)	2
CROSS CANADIAN RAGWEED Don't Need You (Universal South)	2
LOU REED Who Am I? (Reprise)	2
RY COODER & MANUAL GALBAN Mambo Sinuendo (Nonesuch)	2
RY COODER & MANUAL GALBAN Patricia (Nonesuch)	2
WIL SEABROOK It's Your Life (Maverick/WB)	2
DAVID GRAY Be Mine (ATO/RCA)	1
JASON MRAZ The Remedy (I Won't Worry) (Elektra/EEG)	1
SONNY LANDRETH Hell At Home (Sugar Hill/Vanguard)	1
RICHARD ASHCROFT Science Of Silence (Hut/Virgin)	1
PATTY LARKIN Different World (Vanguard)	1
JESSE MALIN Queen Of The Underworld (Artemis)	1
WARREN ZANES Where We Began (Dualtone)	1
COUNTING CROWS Big Yellow Taxi (Geffen/Interscope)	1
JEFFREY GAINES Over & Over (Artemis)	1

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
BOB DYLAN Cross The Green Mountain (Columbia)	+81
JESSE MALIN Queen Of The Underworld (Artemis)	+75
JASON MRAZ The Remedy (I Won't Worry) (Elektra/EEG)	+71
DAR WILLIAMS I Saw A Bird Fly Away (Razor & Tie)	+57
PATTY LARKIN Different World (Vanguard)	+54
JOHN MAYER Why Georgia (Aware/Columbia)	+52
DAVID GRAY Be Mine (ATO/RCA)	+39
SONNY LANDRETH Hell At Home (Sugar Hill/Vanguard)	+39
WALLFLOWERS How Good It Can Get (Interscope)	+35
KASEY CHAMBERS If I Were You (Warner Bros.)	+35
JOHNNY MARR Down On The Corner (iMusic)	+34
KATHLEEN EDWARDS Six O'Clock News (Zoe/Rounder)	+29
BRUCE SPRINGSTEEN Waitin' On A Sunny Day (Columbia)	+22

## Reporters

<b>WAPS/Akron, OH</b> PD/M: Bill Graber 1 AME MANN "Be" 1 COUNTING CROWS "Tax" 1 GREY EYE GLANCES "Red" 1 ROSANNE CASH "Travel" 1 SONNY LANDRETH "Home"	<b>KBCO/Denver-Boulder, CO *</b> PD: Scott Arbough MD: Keeler 3 JASON MRAZ "Remedy"	<b>KTCZ/Minneapolis, MN *</b> PD: Lauren MacLeash APD/M: Mike Wolf 10 BRUCE SPRINGSTEEN "Sunny" 10 MATCHBOX TWENTY "Unwell" 9 JASON MRAZ "Remedy" 6 NICKEL CREEK "Spit" 6 DAVE MATTHEWS BAND "Street"	<b>WCLZ/Portland, ME</b> PD: Herb Ivy MD: Brian James ROSANNE CASH "Travel"	<b>KOTR/San Luis Dbispo, CA</b> PD: Drew Ross 5 KASEY CHAMBERS "Were" 4 KELLER WILLIAMS "Kodney" 4 LOU REED "Am"	
<b>KGSR/Austin, TX *</b> DM: Jeff Carrol PD: Jody Denberg APD: Jyl Hershman-Ross MD: Susan Castle 7 DREK TRUCKS "Heart" 1 ROSANNE CASH "Travel" 4 BOB DYLAN "Green" COODER & GALBAN "Mambo"	<b>WDET/Detroit, MI</b> PD: Judy Adams MD: Martin Bandyke AMD: Chuck Horn 3 ROSANNE CASH "Travel" 3 COODER & GALBAN "Mambo"	<b>WGVX/Minneapolis, MN *</b> DM: Dave Hamilton APD: Jeff Collins 11 DAR WILLIAMS "Bird"	<b>KINK/Portland, OR *</b> PD: Dennis Constantine MD: Kevin Welch 18 UNCLE KRACKER "Little" 12 TOM PETTY & HB "Have" 3 CHANTAL KREVAZUK "Life" 2 JASON MRAZ "Remedy" 2 GOO GOO DOLLS "Sincerely" 2 SOUNDTRACK OF OUR "Sister"	<b>KBAC/Santa Fe, NM</b> GM/MD: Ira Gordon APD: Sam Ferrara 11 PAUL WELLER "Stars" 4 JEFFREY GAINES "Over" 4 WARREN ZANES "Began"	
<b>WRNR/Baltimore, MD</b> DM: Jon Peterson PD: Alex Cartwright MD: Damian Einstein 15 BRUCE SPRINGSTEEN "Sunny" GREY EYE GLANCES "Red" SONDRÉ LERCHE "Nature"	<b>WVOD/Elizabeth City, NC</b> PD: Matt Cooper MD: Tad Abbey WIL SEABROOK BAND "Life" KATHLEEN EDWARDS "News" HOBEY "Games" MDE "Okay"	<b>WZEW/Mobile, AL *</b> PD: Brian Hart MD: Les Ann Konik JOHN MAYER "Georgia" RHETT MILLER "Come"	<b>WDSY/Poughkeepsie, NY</b> PD: Greg Gattine APD: Christine Martinez MD: Roger Menell PAUL WELLER "Stars"	<b>KTAO/Santa Fe, NM</b> PD: Brad Hockmeyer APD/MD: Michael Dean 7 KASEY CHAMBERS "Were" 7 ROSANNE CASH "Travel" 5 WIL SEABROOK BAND "Life" 5 CROSS CANADIAN "Need"	
<b>KRVB/Boise, ID *</b> DM/MD: Dan McColl KATHLEEN EDWARDS "News" MATCHBOX TWENTY "Unwell" TOM PETTY & HB "Have"	<b>WNCW/Greenville, SC</b> PD: Mark Keefe APD/MD: Kim Clark NICK CURRAN "Shot" LOUI REED "Am" ROSANNE CASH "Travel" COODER & GALBAN "Mambo" BROOKS WILLIAMS "True"	<b>KPIG/Monterey, CA</b> PD/MD: Laura Ellen Hopper 3 ROBERT GLOVER "England" 2 ROSANNE CASH "Travel" DELBERT MCCLINTON "Blues" NICKEL CREEK "Spit"	<b>KTHX/Reno, NV *</b> PD: Harry Reynolds MD: Dave Herold JOHNNY MARR/HEALERS "Come" ROSANNE CASH "Travel"	<b>KRSH/Santa Rosa, CA *</b> PD: Bill Bowler MD: Pam Long CROSS CANADIAN "Need" NICKEL CREEK "Spit" WIL SEABROOK BAND "Life"	
<b>WBOS/Boston, MA *</b> PD: Chris Herrmann APD/MD: Michele Williams LISA MARIE PRESLEY "Liges"	<b>WTTW/Indianapolis, IN *</b> PD: Brad Heltz MD: Todd Berryman COUNTING CROWS "Tax" JASON MRAZ "Remedy" MARGO "5 Breathe"	<b>WRLT/Nashville, TN *</b> DM/MD: David Hall APD/MD: Keith Coes 13 RICHARD ASHCROFT "Science" DAVID GRAY "Mine" GREY EYE GLANCES "Red"	<b>KENZ/Salt Lake City, UT *</b> DM/MD: Bruce Jones MD: Karl Bushman 1 MATCHBOX TWENTY "Unwell" 1 JESSE MALIN "Queen"	<b>KMTT/Seattle-Tacoma, WA *</b> GM/MD: David Hall APD/MD: Shawn Stewart 2 JOHN MAYER "Georgia" BRUCE SPRINGSTEEN "Sunny"	
<b>WXRW/Boston, MA *</b> PD: Joanne Deedy MD: Dana Marshall 1 JESSE MALIN "Queen" 1 MATCHBOX TWENTY "Unwell" 1 PATTY LARKIN "Different"	<b>WOKI/Knoxville, TN *</b> PD: Shane Cox MD: Sarah McClune 13 DAVID GRAY "Mine" BRAD "Shane" ROSANNE CASH "Travel"	<b>WFUV/New York, NY</b> PD: Chuck Singleton MD: Rita Houston AMD: Russ Boris ROSANNE CASH "Travel" JESSE MALIN "Queen" KASEY CHAMBERS "Were" COODER & GALBAN "Patnoc"	<b>KPRI/San Diego, CA *</b> PD/MD: Dona Shateb 11 DAVE MATTHEWS BAND "Street"	<b>KAEP/Spokane, WA *</b> PD: Tim Colter MD: Karl Bushman NICKEL CREEK "Spit" BECK "Loser" JASON MRAZ "Remedy" BEN KWELLER "Commerc"	
<b>WNCB/Burlington, VT</b> PD/MD: Mark Abuzzahab 1 DAVID GRAY "Mine" 1 NICKEL CREEK "Spit"	<b>KMTN/Jackson, WY</b> PD/MD: Mark Fishman 1 CROSS CANADIAN "Need" 1 GREY EYE GLANCES "Red" 1 KATHLEEN EDWARDS "News" 1 PATTY LARKIN "Different"	<b>WKOC/Rerford, VA *</b> PD: Paul Shugrue MD: Kristen Groat 3 DOORS DOWN "Gone" NICKEL CREEK "Spit" ROSANNE CASH "Travel" SANTANA F.C. KRUGER "Don't" SANTANA FIDIO "Fire"	<b>KFDG/San Francisco, CA *</b> PD: Dave Benson APD/MD: Haley Jones 2 NICKEL CREEK "Smoothie"	<b>WRNX/Springfield, MA *</b> GM/MD: Tom Davis APD: Donnie Moorhouse MD: Lisa Withanoe CROSS CANADIAN "Need" NICKEL CREEK "Spit"	
<b>WMVY/Cape Cod, MA</b> PD/MD: Barbara Dacey No Adds	<b>KTBG/Kansas City, MO</b> PD: Jon Hart MD: Byron Johnson 5 LICE "Lice" NICK CAVES/BAD SEEDS "Bring" NICKEL CREEK "Spit" RICHARD ASHCROFT "Science" ROSANNE CASH "Travel" VIENNA TENG "Tower"	<b>KCTY/Omaha, NE *</b> PD: Brian Burns MD: Ryan Morton 1 DONNAS "Or"	<b>WXP/Philadelphia, PA</b> PD: Bruce Warren APD/MD: Helen Leicht 21 COODER & GALBAN "Patnoc" 5 ROSANNE CASH "Travel" 3 MARY FAUL "Song"	<b>WVFP/Pittsburgh, PA</b> PD: Rosemary Weisich APD/MD: Chris Griffin 2 NICKEL CREEK "Spit" 2 KASEY CHAMBERS "Days"	
<b>WDDO/Chattanooga, TN *</b> DM/MD: Danny Howard JOHN MAYER "Georgia" JOHNNY MARR/HEALERS "Come"	<b>WMMM/Madison, WI *</b> PD: Tom Teuber MD: Gabby Parsons 6 MATCHBOX TWENTY "Unwell" 3 WIL SEABROOK BAND "Life" KATHLEEN EDWARDS "News"	<b>WYEP/Pittsburgh, PA</b> PD: Rosemary Weisich APD/MD: Chris Griffin 2 NICKEL CREEK "Spit" 2 KASEY CHAMBERS "Days"	<b>WPKP/Louisville, KY</b>	<b>WRX/Chicago, IL *</b> PD: Norm Winer APD/MD: John Farnedo 2 JASON MRAZ "Remedy"	<b>KBXR/Columbia, MO</b> PD/MD: Lana Trezise 3 JASON MRAZ "Remedy" 1 FOO FIGHTERS "Times"

## Play The Hits...Revisited

Continued from Page 75

with. Furthermore, only Rock and Alternative had the same No.1 song of the year — Puddle Of Mudd's "Blurry."

### Apples To Oranges

Certain artists were just about as successful for Triple A as for Hot AC, such as Sheryl Crow, Alanis Morissette, The Goo Goo Dolls and The Calling, who performed Hot AC's No. 1 song of the year, "Wherever You Will Go." But a majority of the most successful songs for Triple A in 2002 didn't fare as well at Hot AC.

For example, Triple A's No. 1 song of the year — Jack Johnson's "Flake" — peaked at No. 26 on Hot AC's year-end chart. Other examples include Dave Matthews Band's "Everyday," which reached No. 3 at Triple A and only No. 25 at Hot AC, and Norah Jones' "Don't Know Why," which hit No. 11 at Triple A while landing at No. 35 at Hot AC.

In all fairness, Triple A did grab some successful songs from other formats to balance its sound (approximately 15 of its top 100 songs). But of the top 100 Triple A songs of 2002, 29 were exclusive or close to exclusive to the format, including such big songs as Pete Dinklage's "Strange Condition," U2's "In A Little While" and The Indigo Girls' "Moment of Forgiveness." In fact, of those 29 "exclusive" songs, 16 of them were in the top 50.

Ultimately, even though Triple A is sharing more songs with Hot AC and other contemporary music formats than ever, what continues to set Triple A apart is its willingness to give early support to many of these artists.

The majority of artists — both new and established — who were shared with Hot AC got started at Triple A radio, and many are now having more lasting success at the format that got behind them first. These, along with certain format-exclusive songs, are the hits that differentiate Triple A from the competition.



## ON THE RECORD

WITH  
**Mike Wolf**

Asst. PD/MD, KTCZ (Cities 97)/Minneapolis



Rhett Miller's new album, *The Instigator*, is a pleasant departure from his work with Old 97's. Not that songs like "Murder or a Heart Attack" weren't good, but this new CD provides Triple A stations like Cities 97 with songs that are easily accessible and better produced than the stripped-down alt-country sound of Old 97's. • There's also something selfishly comforting in knowing that a good-looking guy like Rhett Miller could possibly worry about whether he's going to be "lonely for the rest of his life"! That's the hook from his new song, "Come Around" (although, I still wonder why the song isn't titled "Lonely for the Rest of My Life" — I guess that would make it too easy for listeners to find the song on the CD). The song has a great hook and a sentiment that our audience easily identifies with. • This song almost got lost in the avalanche of big-name releases last fall, but luckily the word *quit* isn't in the vocabulary of Elektra Records VP Lisa Michelson-Sonkin. I'm sure she doesn't mind hearing she was right when she told me last September that Cities 97 would eventually be playing the song. If you're one of the few stations still not playing it, it's definitely worth reconsidering.

**T**he Most Added include **Rosanne Cash**, who brings in 13 total adds this week (No. 1 Indicator, No. 3 monitored), **Nickel Creek** with nine total (No. 2 on both panels) and **Matchbox Twenty** with five (No. 2 monitored) ... **Jason Mraz** has another good week; in fact, he was No. 1 Most Added on the monitored side again this week ... **Wil Seabrook Band**, **Ry Cooder & Manual Galban** and **Cross Canadian Ragweed** are also off to good starts ... **Johnny Marr**, **Kathleen Edwards**, **Grey Eye Glances**, **Kasey Chambers**, **Sonny Landreth**, **Jesse Malin**, **Richard Ashcroft** and **Patty Larkin** close some important holes ... On the monitored chart, **Coldplay** remain at 1\* for the fifth week, **Tori Amos** regains her bullet at 2\*, **Beck** holds at 3, **Dave Matthews Band** stay at 4\*, **The Wallflowers** climb to 5\*, **Counting Crows** are 6\*, **Susan Tedeschi** advances to 7\*, **Paul Simon** is up at 8\*, and **Brad** stay at No. 10 ... **Rhett Miller** is knocking on the door of the top 10 at 11\* (up from 15\*), **David Gray** jumps 19\*-13\*, **The Soundtrack Of Our Lives** advance 17\*-15\*, **Sheryl Crow** is 19\*, **Norah Jones** is now top 20 at 20\*, and **Maroon 5** keep their bullet at 23\* ... There are some big debuts, beginning with **John Mayer** at 18\* and then **Mraz** at 22\* (both are rapidly gaining in spin totals) ... **Sister Hazel** also debut at 30\* ... On the Indicator chart, **Coldplay** hold at No. 1, **Gray** moves 6\*-3\*, **Wallflowers** are now top five at 5\*, **Edwards** leaps 14\*-7\*, **Dar Williams** jumps 19\*-8\*, and **Marr** goes 17\*-15\* ... Other key numbers include **Soundtrack** (17\*), **Neil Finn** (19\*), **Big Head Todd & The Monsters** (23\*), **Joan Osborne** (25\*) and **Brad** (30\*) ... **Mayer** debuts at 21\*, **Mraz** at 22\* and **DMB** at 29\* ... Keep an eye on **Warren Zanes**, **Jeffrey Gaines** and **Bob Dylan**.



— John Schoenberger, Triple A Editor

# AAA ARTIST

OF THE WEEK

ARTIST: **Dar Williams**

LABEL: **Razor & Tie**

By **JOHN SCHOENBERGER** / TRIPLE A EDITOR



**D**ar Williams is an amazing artist who has carved a niche for herself in the world of singer-songwriters, but it's even more amazing to discover that music was not necessarily her first calling.

Born in Mt. Kisco, NY, but raised in Chappaqua, NY, Williams was brought up in a liberal family atmosphere. She began studying guitar at age 9 and was soon writing her own songs. As she neared the end of high school her interests broadened to include drama. After graduating from Wesleyan College in Connecticut, Williams moved to Boston to find a career in the arts. She got involved in everything from directing plays and operas to performing onstage. She also started to take voice lessons, which ultimately led her back in the direction of music.

Williams tried the coffeehouse route in Boston for about a year before heading for the more relaxed town of Northampton, MA, which also happens to be a good base of operations for folk-oriented artists. Through hard work and perseverance she started to make a name for herself and in 1993 released her debut album, *Honesty Room*, to critical acclaim. Since then she's released three albums on Razor & Tie Records plus a live package in 2001.

A couple years ago Williams left the comfort of her adopted home in Massachusetts and moved to New York City. This change in her life and her subsequent change in perspective were the inspiration for her new album, *The Beauty of the Rain*.

Of the move, Williams says, "I wanted to reach out into the world and see what else was going on. Where 2000's *The Green World* was a meditation on the big picture — on the sky and fields of Massachusetts

and being surrounded by nature — *The Beauty of the Rain* is more tied to an urban landscape. It takes on smaller conversations."

Even though her lyrics are more focused and somewhat more introspective on this outing, the music itself features a more expanded sound. Much of this is due to the impressive list of people who helped her out. The album was produced by Stuart Lerman and Rob Human and features the musical contributions of Alison Krauss and Cliff Eberhardt (vocals), Stefan Lessard (bass), Mike Kang (fiddle), John Medeski (keys), John Popper (vocals, harmonica), Bela Fleck (banjo) and Chris Botti (trumpet).

"We grabbed people as they came through New York," Williams says. "Whether they were here touring or visiting friends, we brought them into the studio alone or in pairs. We took our time and built a real atmosphere of intimacy, which I think comes through on the record."

In spite of the stellar supporting cast, Dar Williams and her music remain in the spotlight and, in many respects, she reveals more of herself to us than she ever has. "The World's Not Falling Apart," "I Saw a Bird Fly Away," "Mercy of the Fallen," "Beauty of the Rain" and "Whispering Pines," among others, represent an artist at the top of her game.

# Nickel Creek

**#2 MOST ADDED!**

ALREADY ON:  
**KFOG! KTCZ! KBCO!**

PLUS  
**WKOC KPRI PLUS 10 MORE**

SUGAR HILL





**RICK WELKE**  
*rwelke@radioandrecords.com*

# Christian Label Directory

Our annual list of record promoters

At the beginning of each year we give you the complete Christian record label and promoter listing that everyone craves, highlighting those individuals who work directly with Christian radio. Get out that address book and update your contact information.

**Absolute Records**

Rebecca Dickerson  
 615-591-4567  
*biz@absoluterecords.com*

**Aluminum Records**

Brian Hardin  
*brian@aluminumrecords.com*

**Ardent Records**

Aislynn Rappe  
 Christine Mundie  
 901-725-0855  
*arappe@ardentrecords.com*  
*cmundie@ardentrecords.com*

**Bettie Rocket Records**

Philip Von Wrede  
 831-335-5288  
*bettie@bettierocket.com*

**Big Town Productions**

Shannon Becker  
 417-358-5135  
*shannon@shannonbecker.com*

**Blackberry Records**

Sandra Graham  
 601-684-0117

**Bryan Farrish Radio Promotion**

Bryan Farrish  
 818-905-8038  
*bryan@radio-media.com*

**Cross-Driven Records**

Ryan Howard  
 800-858-4109

**Cul De Sac Records**

Britt Smiley  
 480-220-4453  
*brittsmiley@culdесacrecords.com*

**Curb Records**

John Butler  
 615-321-5080, ext. 347  
*jbutler@curb.com*

**Daywind Music Group**

Rhonda Thompson  
 800-635-9581  
*rhonda@daywind.com*

**Embassy Music**

Darwin Moody  
 615-361-3700  
*dmoody@embassymusic.com*

**EMI Gospel/Dexterity Sounds**

Benita Bellamy  
 Grant Jenkins  
 800-704-5843

**Essential Records**

Phil Conner  
 615-261-6500  
*radio@essentialrecords.com*

**Fervent Records**

Kandace Kirkham  
 615-261-6520  
*kkirkham@providentmusicgroup.com*

**Flicker Records**

AJ Keatts  
 615-771-7179  
*aj@flickerrecords.com*

**Floodgate Records**

Sevan Khodanian  
 714-573-0264  
*sevan@floodgaterecords.com*

**ForeFront Records**

Kat Davis  
 Tim Watson  
 888-711-1364  
*kdavis@forefrontrecords.com*  
*twatson@forefrontrecords.com*

**Galaxy 21 Records**

Dan Michaels  
 615-777-2500

**Gospo Centric/B-Rite**

Linda Klosterman  
 615-322-1212  
*lklosterman@tkomarketing.net*

**Gotee Records**

Ed Placencia  
 615-262-7098, ext. 206  
*ed@gotee.com*

**Grr Records**

Caryl Montroy  
 773-561-2450, ext. 6331  
*cmontroy@jpusa.org*

**Here To Him Music**

Glenn Wagner  
 615-599-3114

**IHS Promotions**

Donna Del Sesto  
 615-771-7739  
*ihs@comcast.net*

**INO Records/M2.0 Communications**

Dan Michaels  
 615-777-2500  
*dan@m2-0.com*

**Inpop Records**

James Riley  
 615-778-8897, ext. 3  
*james@inpop.com*

**Integrity Label Group**

Mark Giles  
 850-974-8998  
*mtgflorida@aol.com*

**Kyle Fenton Promotions**

Kyle Fenton  
 877-289-4251  
*kfp@comcast.net*

**Least Of These Promotions**

Seth Holloway  
 615-298-3858  
*relapse777@aol.com*

**Lion Of Zion Entertainment**

Scott Whelan  
 615-360-7664  
*radio@lionofzion.com*

**Malaco Records**

Greg Preston  
 601-982-4528

**Maranatha Music/Legacy Promotions**

Linda Meyers  
 402-932-3302  
*aspenmeyers@msn.com*

**Metro 1 Music**

Radio Promotions  
 949-673-6701

**One Voice Records**

Edwin Rivera  
 Ileana Garces  
 888-286-2869  
*radio@one-voice.com*

**Reunion Records**

Conor Farley  
 Steve Strout  
 615-261-6491  
*cfarley@reunionrecords.com*  
*steve@reunionrecords.com*

**Rhythm House/True Tunes**

Ann Janette  
 615-263-6300

**Rocketown Records**

Derek Jones  
 615-503-9994  
*derek@rocketownrecords.com*

**Shabach Entertainment**

Zink Delgado  
 904-381-0852  
*shabach@shabachonline.com*

**Sparrow Label Group**

Brian Dishon  
 Rob Poznanski  
 Laura Miller  
 800-347-4777  
*bdishon@sparrowrecords.com*  
*rpoznanski@sparrowrecords.com*  
*lmiller@sparrowrecords.com*

## The Other Side Of The Radio

Over the next several weeks R&R will spotlight a deserving Christian-radio employee or volunteer who goes beyond the call of duty of his or her position. Nominations are open through Feb. 14 and can be sent to *rwelke@radioandrecords.com*. Weekly winners will receive a special gift from Rocketown Records and Chris Rice.

**Who: Jami Caskey**

**What: CCM specialty show host**

**Where: WRAL/Raleigh-Durham**

Caskey is being highlighted for her excellence as a part-time broadcaster in the Raleigh-Durham area. She currently hosts a four-hour Christian AC Sunday-morning specialty show called *Cornerstone* on AC station WRAL. She puts the show together each week while being a full-time mom and part-time copywriter for the station.

The show consistently pulls in huge audience numbers for the station, allowing WRAL to sell ads in a normally dead daypart. Caskey has put on a professionally produced show for several years, going out of her way to secure servicing from record labels that wouldn't normally service such a show.

We salute Caskey for being a champion of Christian music — on the other side of the radio!



**Jami Caskey**

**Spindust Records**

Rachel Curet  
 615-790-3260  
*rachel@spindustrecords.com*

**Spring Hill Music Group**

Buffi Holland  
 615-312-5647  
*bholland@springhillmusic.com*

**Syntax Records**

Gus Stephenson  
 619-462-5444  
*info@jydist.com*

**TMB**

Tony McAnany  
 609-865-8669  
*tony@mcanany.com*

**Tooth & Nail/Solid State/BEC**

Amanda MacKinnon  
 206-691-9782  
*amanda@toothandnail.com*

**Tyscot Records**

Tracy Williamson  
 800-971-1664  
*twilliamson@tyscot.com*

**Uprok Records**

Josh Niemyjski  
 206-691-9782, ext. 232  
*josh@uprokrecords.com*

**Verity Records/Zomba**

Jeff Grant  
 212-824-1795

**Vertical Music**

Sheila Crocker  
 251-633-9000

**Vineyard Music Group**

Al Yang  
 714-777-7733

**Warner Bros. Christian/Word/Squint**

Lori Cline  
 Jennifer Shelton  
 615-726-7951  
 615-726-7954  
*christianradio@wbr.com*

**Wind-up Records**

Shanna Fischer  
 (212) 895-3113  
*sfischer@winduprecords.com*

ADD TODAY! **AVALON**  
*"Everything is Me"*

from their new CD  
**"Testify To Love,  
 The Very Best of Avalon"**  
 in stores March 25th!

**AVALON**

For more promotional information, contact Brian Dishon at 800-347-4777 or *bdishon@sparrowrecords.com*



# The CCM Update

Christian Retail, Radio & Records Newsweekly

## The CCM Update

Executive Editor  
Rick Edwards

Editor

Lizza Connor

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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## CATCHING UP WITH....

### Sanctus Real

CCM UPDATE's Stephanie Ottosen recently got Sanctus Real frontman Matt Hammit on the phone while the band was out on the road with Festival Con Dios. Matt catches up THE CCM UPDATE on what's new with the quartet since the release of their Dec. 24 debut, *Say It Loud*.

CCM: *Where are you today?*

MH: We're in San Antonio.

CCM: *Do you have the day off or a show today?*

MH: We have the day off. We're thinking about driving down to New Orleans tonight.

CCM: *Rumor is you've had a few mishaps on the road.*

MH: We left Portland, OR for San Francisco and our van had only 35,000 miles on it. It's pretty brand-new — we haven't even had it for a year. In San Francisco, on our day off, the van just blew up. It started smoking like crazy and was overheating. We had no idea what was going on. We got to a Ford dealer, where they basically told us we needed a new engine.

We left that night to go back to where we were staying, and on our way — in our rental car — a deer broadsided us and took off the mirror and dented the side of the car. Just after finding out that our van blew up, that happened. It was pretty freaky.

CCM: *I heard you had a third accident not long after that.*

MH: I was out with a motocross professional [from the Festival Con Dios tour] on our day off in Oklahoma, and I dislocated my shoulder. It was a motorcycle wreck. He took us off the track, and I hit a bump and blew up the bike. It was a little bit painful.

CCM: *How's that impacting your show?*

MH: I'm not playing guitar. I've just been singing. It's working out really well, and I'm having a lot of fun. It's a whole different feel not to play and just sing. It frees me up a little more to perform. It's been a positive thing; I might actually try to do some songs without my guitar from now on.

CCM: *This is the band's first official tour since you guys hooked up in 1996. What's your favorite part of life on the road?*

MH: We've done our own touring in the Midwest, playing about 600 to 700 shows independently, but we've never been on an organized nationwide tour. My favorite part about touring has been this incredible family we've developed on the road. Everyone really encourages and supports one another, and there are things like Bible study every day.

CCM: *In your opinion, what's the best cut on your new album?*

MH: Musically, my favorite song is "Say It Loud." It's energetic and fun to perform. Lyrically, my favorite is "After Today." I wrote the song after graduating from high school in 1998, and we've recorded it three times. It's about the fact that God has a plan for everything in our lives, and it's not necessarily our place to understand it. God works everything out, good or bad — like my shoulder being dislocated.

CCM: *Do you write most of the songs?*

MH: I write the lyrics and a lot of the music, but Chris Rohman comes up with the catchy guitar hooks. We work together; it's 50/50.

CCM: *Who's your ideal tourmate?*

MH: Weezer.



Sanctus Real

## CCM UPDATE GALLERY



**GRIFFITH PATROLS MUSIC ROW** Television icon Andy Griffith was the honored guest at a recent reception hosted by country artist Marty Stuart, Irving Music and BMI. The Andy Griffith Show and Matlock legend was in town recording a Christmas gospel album for Sparrow, with Stuart as producer. Pictured at BMI/Nashville are (l-r) BMI's Paul Corbin, Irving Music's Bobby Rymer, Andy and Cindi Griffith, Stuart, Connie Smith and Sparrow's Billy Ray Hearn.

## The Wire: Feb. 7, 2003

- **Compassion International** reports that nearly 4,000 children have acquired sponsors in six weeks through the efforts of artist partner **Michael W. Smith**. The sponsorships were generated through two concert tours headlined or co-headlined by Smith in November and December 2002. Additionally, Smith's *Worship Again* was recently certified gold by the Recording Industry Association of America.

- **Integrity Gospel** debuts the Gospel Signature Series, songbooks featuring modern praise songs. The debut title in the line is *The Best of Joe Pace*, featuring popular songs from writer-arranger-producer Pace. The songbook includes a collection of songs from Pace's past albums, as well as tips on leading worship, harmonies (with solós), chord symbols and piano scores. The \$24.95 songbook will be available in stores Feb. 11.

- **Integrity Music, Proper Management and Creative Artists Agency** roll out the 15-date iWORSHIP Tour, launching March 13. The tour will feature Don Moen, Twila Paris, Chris Tomlin, ZOEgirl, Sara Groves, Paul Baloche, Lenny LeBlanc, Darrell Evans, Lincoln Brewster, Kara and The Women Of Faith Worship Team.

- The title cut from **Allen Asbury's** debut, "Somebody's Praying Me Through," has been selected by the Presidential Prayer Team as its theme song for 2003. Asbury has also been asked to join the organization as an honorary committee member.

- Everyone's favorite singing veggies are back with two new releases in the best-selling **VeggieTales** Sing-Alongs! series of children's CDs from award-winning Big Idea Productions. *O Veggie, Where Art Thou?* and *On the Road With Bob & Larry* will be released to Christian bookstores on March 25.

- In the midst of the CBA Expo Convention in Indianapolis, Chordant Distribution Group launches **Chordant.com** as a full-service business-to-business website for its music-retail customers. Chordant.com provides retailers with account information, order tracking, online ordering, complete product information, music sampling and other tools to help build sales. The new members-only site is accessible to all Chordant business partners. The first phase of the launch, already completed, includes most of the main features, including online ordering, account management and StockWatch audit information. The second phase will introduce features including a media vault containing electronic album images and advertising copy for local retail promotions, expanded ordering functions, clerk training programs and more. These new features will go live in the next year.

For the record: **Jeff Deyo** is the former lead singer of Sonicflood.

## MOVERS, SHAKERS & NEWSMAKERS

- **Charles "Chuck" Finney** is appointed to the newly created position of National PD/Music & Brand Manager for Salem's Contemporary Christian "Fish" format. Finney will provide support and direction to Salem's 15 Fish stations while continuing to serve as Director/Programming for KLTU-FM/Dallas, where he has led America's No. 1 Contemporary Christian station to its highest ratings ever. Before joining Salem Finney served as PD of Infinity's WGRR/Cincinnati, receiving two Marconi nominations and leading the station to unprecedented ratings. As VP/Operations for Secret Communications, he oversaw programming and marketing for 18 stations and achieved excellent results in a number of highly competitive situations, winning Marconi Awards for those efforts.

- **ForeFront Records** appoints **Brent Milligan** VP/Artist & Repertoire. Milligan has been mentored by Eddie DeGarmo, a principal architect of ForeFront, and has served in Michael W. Smith's band and with Charlie Peacock Productions. He has produced Seven Day Jesus, Geoff Moore, The Elms and Chasing Furies, among others. He replaces interim head of A&R Charlie Peacock, whose yearlong commitment expires in March.

- **The Adolph Agency**, an advertising, sales and representation firm whose clients include iTickets.com and Women Of Faith, announces a joint agreement with **Tarrant Enterprises**, a media firm recently formed by Dede Donatelli-Tarrant. Donatelli-Tarrant will join Adolph's Bruce Adolph and Scott Shuford to represent print and electronic media. She resigned her position with CCM Communications/Salem Publishing, where she served as Sr. Director/Advertising, in January.

- **Mission House Music Group** signs Christian artist **Brian Smith**. Smith is completing his debut project, *Restless*; the first single, "Nobody Knows Me Better," is slated to hit radio in early spring.



February 7, 2003

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART	TOTAL STATIONS
1	1	MERCY ME Spoken For (INO)	1774	-55	19	52/0
2	2	STEVEN CURTIS CHAPMAN All About Love (Sparrow)	1686	+56	5	58/0
3	3	CHRIS RICE The Other Side Of The Radio (Rocketown)	1493	-69	12	51/0
5	4	JANNA LONG Greater Is He (Sparrow)	1476	-19	15	47/0
6	5	THIRD DAY Nothing Compares (Essential)	1449	-1	17	49/0
4	6	4HIM I Know You Now (Word/Curb/Warner Bros.)	1393	-107	17	47/0
15	7	NEWSBOYS He Reigns (Sparrow)	1109	+166	3	49/4
9	8	SIXPENCE NONE THE RICHER Breathe Your Name (Squint/Curb/Reprise)	1091	-41	12	37/0
12	9	MICHAEL W. SMITH Lord Have Mercy (Reunion)	1082	+20	11	38/0
8	10	NICHOLE NORDEMAN Holy (Sparrow)	1072	-171	24	35/0
14	11	NATALIE GRANT I Will Be (Curb)	1066	+61	6	41/0
11	12	MARK SCHULTZ Think Of Me (Word/Curb/Warner Bros.)	1043	-59	16	39/1
10	13	JOY WILLIAMS Surrender (Reunion)	1027	-83	18	35/0
7	14	JODY MCBRAYER To Ever Live Without Me (Sparrow)	1023	-247	19	35/0
17	15	CAEDMON'S CALL Only Hope (Essential)	1013	+105	5	41/3
13	16	BEBO NORMAN Great Light Of The World (Essential)	1012	-31	22	37/1
16	17	BIG DADDY WEAVE Audience Of One (Fervent)	976	+57	9	34/1
18	18	JARS OF CLAY The Valley Song (Essential)	879	+83	5	39/3
19	19	PHILLIPS, CRAIG & DEAN My Praise (Sparrow)	789	+73	4	36/2
20	20	KARA Beautiful Moment (Vertical)	700	+9	9	27/0
23	21	ZOEGIRL Plain (Sparrow)	534	-9	5	22/0
21	22	PHIL JOEL I Adore You (Inpop)	505	-83	11	21/0
24	23	FREDDIE COLLOCA You Chose My Heart (One Voice)	502	+16	6	22/1
25	24	RACHAEL LAMPA Brand New Life (Word/Curb/Warner Bros.)	501	+77	2	23/2
22	25	GINNY OWENS With Me (Rocketown)	466	-98	20	20/0
26	26	AUDIO ADRENALINE Pierced (ForeFront)	441	+38	2	20/2
27	27	DAILY PLANET I Live (Reunion)	434	+39	2	17/2
Debut	28	JACI VELASQUEZ You're My God (Word/Curb/Warner Bros.)	423	+423	1	37/37
28	29	AVALON Undeniably You (Sparrow)	344	-47	27	14/0
Debut	30	TRUE VIBE Pray (Essential)	330	+21	1	20/2

## Most Added®

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ARTIST TITLE LABEL(S)	ADDS
JACI VELASQUEZ You're My God (Word/Curb/Warner Bros.)	37
FFH You Found Me (Essential)	18
AVALON Everything To Me (Sparrow)	12
DEREK WEBB She Must And Shall Go Free (INO)	4
NEWSBOYS He Reigns (Sparrow)	4
CAEDMON'S CALL Only Hope (Essential)	3
JARS OF CLAY The Valley Song (Essential)	3
AUDIO ADRENALINE Pierced (ForeFront)	2
DAILY PLANET I Live (Reunion)	2
GLASSBYRD I Stand Amazed (Word/Curb/Warner Bros.)	2
JOEL HANSON Broken (Independent)	2
PHILLIPS, CRAIG & DEAN My Praise (Sparrow)	2
RACHAEL LAMPA Brand New Life (Word/Curb/Warner Bros.)	2
TRUE VIBE Pray (Essential)	2
TWILA PARIS We Bow Down (Sparrow)	2

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
JACI VELASQUEZ You're My God (Word/Curb/Warner Bros.)	+410
FFH You Found Me (Essential)	+239
NEWSBOYS He Reigns (Sparrow)	+166
AVALON Everything To Me (Sparrow)	+160
CAEDMON'S CALL Only Hope (Essential)	+105
JARS OF CLAY The Valley Song (Essential)	+83
RACHAEL LAMPA Brand New Life (Word/Curb/Warner Bros.)	+77
PHILLIPS, CRAIG & DEAN My Praise (Sparrow)	+73
DEREK WEBB She Must And Shall Go Free (INO)	+66
SALVADOR Worthy (Word)	+65

## Christian Activity

by Rick Welke

## We're Expanding!

With the persistent growth in Christian radio, R&R continues to offer extended coverage to the format. With that in mind, we have expanded the newspaper by one full page to highlight the biggest genre within the format: Christian AC radio. What you hold in your hands is the new layout we've been working on for many months.

Also, we have added important new artist and song information, including Most Added, Most Increased Plays and New & Active, for each major format. Now programmers will know how songs are doing even before they make it on the R&R charts and how songs stack up in the adds or plays categories.

We will continue to listen to the industry and upgrade our services to you. Thanks for your continuing support of Christian music inside the pages of The Industry's Newspaper — R&R!

60 AC reporters. Songs ranked by total plays for the airplay week of Sunday 1/26-Saturday 2/1.  
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## New & Active

**SONICFLOOD** Famous One (INO)  
Total Plays: 323, Total Stations: 16, Adds: 1

**FFH** You Found Me (Essential)  
Total Plays: 282, Total Stations: 21, Adds: 18

**SALVADOR** Worthy (Word)  
Total Plays: 267, Total Stations: 12, Adds: 0

**JOEL HANSON** Broken (Independent)  
Total Plays: 224, Total Stations: 9, Adds: 2

**DC TALK** The Hardway (Revisited) (ForeFront)  
Total Plays: 206, Total Stations: 11, Adds: 1

**AVALON** Everything To Me (Sparrow)  
Total Plays: 195, Total Stations: 16, Adds: 12

**SWITCHFOOT** More Than Fine (Sparrow)  
Total Plays: 129, Total Stations: 6, Adds: 1

**CHRIS TOMLIN** Not To Us (Sparrow)  
Total Plays: 125, Total Stations: 6, Adds: 1

**GLASSBYRD** I Stand Amazed (Word/Curb/Warner Bros.)  
Total Plays: 124, Total Stations: 7, Adds: 2

**WAYNE WATSON** Somebody Sing (Spring Hill)  
Total Plays: 118, Total Stations: 5, Adds: 0

Songs ranked by total plays



## CHR Top 30

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART	TOTAL STATIONS
1	1	PAUL COLMAN TRIO Run ( <i>Essential</i> )	995	-21	14	26/0
2	2	JEREMY CAMP Understand ( <i>BEC</i> )	905	+9	15	23/1
3	3	JOY WILLIAMS Surrender ( <i>Reunion</i> )	775	-45	19	21/0
10	4	JARS OF CLAY Revolution ( <i>Essential</i> )	757	+103	7	24/1
9	5	DELIRIOUS? Touch ( <i>Furious?</i> )	738	+51	9	22/0
6	6	MERCY ME Spoken For ( <i>INO</i> )	735	+21	13	20/0
7	7	NICHOLE NORDEMAN Holy ( <i>Sparrow</i> )	683	-22	20	16/0
8	8	TREE 63 No Words ( <i>Inpop</i> )	677	-20	13	20/0
5	9	THIRD DAY 40 Days ( <i>Essential</i> )	668	-68	19	18/0
12	10	NEWSBOYS He Reigns ( <i>Sparrow</i> )	659	+127	3	25/1
15	11	SWITCHFOOT More Than Fine ( <i>Sparrow</i> )	616	+119	4	24/2
13	12	KUTLESS Run ( <i>BEC</i> )	590	+67	6	18/1
11	13	LIFEHOUSE Spin ( <i>Sparrow/DreamWorks</i> )	563	-50	20	16/0
4	14	SIXPENCE NONE THE RICHER Breathe... ( <i>Squint/Curb/Reprise</i> )	555	-228	18	16/0
18	15	PLUMB Sink-n-Swim ( <i>Curb</i> )	550	+106	3	22/3
17	16	SHAUN GROVES Should I Tell Them? ( <i>Rocketown</i> )	528	+53	4	17/2
28	17	STEVEN CURTIS CHAPMAN All About Love ( <i>Sparrow</i> )	474	+100	2	18/3
14	18	EVERYDAY SUNDAY Stand Up ( <i>Flicker</i> )	464	-49	21	13/0
16	19	BEBO NORMAN Great Light Of The World ( <i>Essential</i> )	461	-18	20	11/0
21	20	DAILY PLANET Everything Revolves ( <i>Reunion</i> )	452	+18	5	17/1
20	21	SWIFT Under The Sun ( <i>Flicker</i> )	444	+8	4	16/0
24	22	BENJAMIN GATE Lift Me Up ( <i>ForeFront</i> )	431	+21	5	15/0
27	23	BIG DADDY WEAVE Audience Of One ( <i>Fervent</i> )	409	+32	4	13/1
26	24	RELIENT K Less Is More ( <i>Gotee</i> )	401	+6	14	13/0
29	25	TRUE VIBE Supernatural ( <i>Essential</i> )	379	+34	2	16/2
22	26	DC TALK Let's Roll ( <i>ForeFront</i> )	372	-53	17	12/0
30	27	SANCTUS REAL Say It Loud ( <i>Sparrow</i> )	371	+26	5	13/0
-	28	ALL STAR UNITED Sweet Jesus ( <i>Furious?</i> )	353	+20	6	14/0
25	29	AUDIO ADRENALINE Ocean Floor ( <i>ForeFront</i> )	336	-62	27	8/0
-	30	CHRIS RICE The Other Side Of The Radio ( <i>Rocketown</i> )	329	+3	4	11/0

28 CHR reporters. Songs ranked by total plays for the airplay week of Sunday 1/26-Saturday 2/1.  
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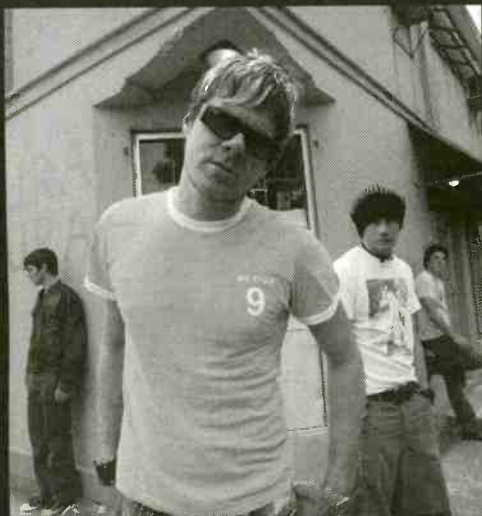
## Rock Top 30

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART	TOTAL STATIONS
1	1	KUTLESS Run ( <i>BEC</i> )	366	0	12	37/1
4	2	SANCTUS REAL Say It Loud ( <i>Sparrow</i> )	307	+40	12	29/2
3	3	JUSTIFIDE To Live ( <i>Ardent</i> )	307	-35	11	31/2
2	4	12 STONES The Way I Feel ( <i>Wind-up</i> )	267	-86	14	28/0
6	5	BENJAMIN GATE Lift Me Up ( <i>ForeFront</i> )	256	+14	14	29/2
8	6	38TH PARALLEL Hear My Cry ( <i>Squint/Curb/Warner Bros.</i> )	251	+19	3	31/2
9	7	PAX217 I'll See You ( <i>ForeFront</i> )	239	+7	16	22/1
7	8	JARS OF CLAY Revolution ( <i>Essential</i> )	231	-10	8	23/2
12	9	BILLIONS Never Felt This Way Before ( <i>Northern</i> )	214	+17	4	18/1
18	10	PIVITPLEX You Know ( <i>Sonic Fish Productions</i> )	211	+44	2	21/2
5	11	LIFEHOUSE Spin ( <i>Sparrow/DreamWorks</i> )	209	-57	18	27/0
11	12	LAST TUESDAY Right Here ( <i>DUG</i> )	203	+1	5	22/2
17	13	POOR OLD LU Revolve ( <i>Tooth &amp; Nail</i> )	193	+19	5	25/3
15	14	DELIRIOUS? Fire ( <i>Furious?</i> )	188	+2	4	24/3
10	15	OC SUPERTONES Superfly ( <i>Tooth &amp; Nail</i> )	182	-22	11	27/0
20	16	BLINDSIDE Pitiful ( <i>Elektra/EEG</i> )	173	+7	14	12/0
26	17	238 Modern Day Prayer ( <i>Tooth &amp; Nail</i> )	172	+19	3	13/4
16	18	P.O.D. Satellite ( <i>Atlantic</i> )	165	-17	16	18/0
28	19	CURBSQUIRRELS Dependence Day ( <i>DUG</i> )	163	+12	6	17/2
27	20	STAVESACRE If Not Now ( <i>Nitro</i> )	159	+7	8	16/0
<b>Debut</b>	21	STRANGE OCCURRENCE Sunrise ( <i>Steelroots</i> )	156	+26	1	12/1
19	22	SKILLET Will You Be There ( <i>Ardent</i> )	155	-11	4	16/1
23	23	ACQUIRE THE FIRE Lift ( <i>Inpop</i> )	154	-4	7	18/0
14	24	DC TALK Let's Roll ( <i>ForeFront</i> )	152	-40	18	19/0
25	25	HALO FRIENDLIES Sellout ( <i>Tooth &amp; Nail</i> )	148	-6	4	11/3
24	26	EAST WEST Superstar ( <i>Floodgate/Epic</i> )	146	-10	14	22/0
<b>Debut</b>	27	TOO BAD EUGENE Soli Deo Gloria ( <i>Tooth &amp; Nail</i> )	140	+21	1	10/1
22	28	PILLAR Echelon ( <i>Flicker</i> )	138	-25	21	17/1
13	29	CADET Change My Name ( <i>BEC</i> )	138	-54	14	23/0
30	30	ALL STAR UNITED Weirdo ( <i>Furious?</i> )	135	-4	6	19/0

44 Rock reporters. Songs ranked by total plays for the airplay week of Sunday 1/26-Saturday 2/1.  
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Group of the Year  
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#### DOVE NOMINATIONS:

Group of the Year  
Artist of the Year  
Song of the Year  
Pop/Contemporary Album of the Year





**Inspo Top 20**

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART	TOTAL STATIONS
2	1	MICHAEL W. SMITH Lord Have Mercy (Reunion)	346	+7	10	20/0
1	2	KATINAS Eagle's Wings (Gotee)	329	-18	14	19/0
4	3	AL DENSON Holy Is The Lord/He Is Exalted (Spring Hill)	319	+18	8	18/0
3	4	4HIM Who You Are (Word/Curb/Warner Bros.)	309	-24	15	19/0
5	5	MERCY ME Spoken For (INO)	280	-19	17	16/0
6	6	GO FISH Savior (Inpop)	275	+24	5	19/0
9	7	ALLEN ASBURY In The Light Of That City (Doxology)	244	+28	7	16/0
7	8	BROOKLYN TABERNACLE CHOIR This Is How... (M2.0)	233	-8	10	15/0
10	9	RAY BOLTZ In Your Name (Spindust)	216	+12	5	17/0
8	10	MARTINS You Are Holy (Spring Hill)	195	-30	16	12/0
13	11	PHILLIPS, CRAIG & DEAN My Praise (Sparrow)	194	+20	3	15/0
12	12	SHANNON WEXELBERG From The Rising (Doxology)	190	+9	3	15/0
15	13	WAYNE WATSON Cry Of My Heart (Spring Hill)	188	+29	4	15/1
11	14	SCOTT KRIPPAYNE My Everything (Spring Hill)	187	-14	13	13/0
14	15	CHRIS RICE The Other Side Of The Radio (Rocketown)	182	+16	5	14/1
17	16	JIM WITTER Forgiveness (Curb)	140	-12	8	11/0
Debut	17	TWILA PARIS We Bow Down (Sparrow)	138	+75	1	14/8
18	18	NICHOLE NORDEMAN Holy (Sparrow)	138	-1	17	10/0
Debut	19	RONNIE FREEMAN Satisfied (Rocketown)	134	+23	1	13/2
20	20	COREY EMERSON Turn Your Eyes Upon Jesus (Discovery House)	119	+3	2	7/0

20 Inspo reporters. Songs ranked by total plays for the airplay week of Sunday 1/26-Saturday 2/1. © 2003 Radio & Records.

**Rhythmic Specialty Programming**

RANK	ARTIST TITLE LABEL(S)
1	JOHN REUBEN Doin' (Gotee)
2	T-BONE Blazing Microphones (Flicker)
3	PLAYDOUGH Seeds Of Abraham (Uprok)
4	KJ-52 Dear Slim (Uprok)
5	TRIN-I-TEE 5:7 Dance Like Sunday (B-Rite/Jive)
6	KNOWDAVERBS What You Rock Now (Gotee)
7	ROYAL RUCKUS A Wink And A Nudge (Flicker)
8	DJ MAJ Street Credibility (Gotee)
9	RIGHTEOUS RIDERS Me & You (Tyscot)
10	MICHELLE WILLIAMS Heart To Yours (Music World Entertainment/Columbia)

**CHR Most Added**

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ARTIST TITLE LABEL(S)	ADDS
STACIE ORRICO Security (ForeFront)	5
PLUMB Sink-n-Swim (Curb)	3
STEVEN CURTIS CHAPMAN All About Love (Sparrow)	3
AARON SPIRO Thrill (Sparrow)	2
AUDIO ADRENALINE Dirty (ForeFront)	2
AVALON Everything To Me (Sparrow)	2
LARUE Tonight (Reunion)	2
NATALIE GRANT I Will Be (Curb)	2
SWITCHFOOT More Than Fine (Sparrow)	2
TRUE VIBE Supernatural (Essential)	2

**Rock Most Added**

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ARTIST TITLE LABEL(S)	ADDS
HOLLAND I'm Not Backing Down (Tooth & Nail)	9
12 STONES Crash (Wind-up)	4
238 Modern Day Prayer (Tooth & Nail)	4
DENISON MARRS Send Me An Angel (Floodgate)	3
POOR OLD LU Revolve (Tooth & Nail)	3
SWITCHFOOT Meant To Live (Sparrow)	3
38TH PARALLEL Hear My Cry (Squint/Curb/Warner Bros.)	2
EVANESCENCE Bring Me To Life (Wind-up)	2
HALO FRIENDLIES Sellout (Tooth & Nail)	2
LARUE Tonight (Reunion)	2
LAST TUESDAY Right Here (DUG)	2
MIKE STAND Bound To The Unknown (Galaxy 21)	2
PILLAR A Shame (Flicker)	2
PIVITPLEX You Know (Sonic Fish Productions)	2
RELIENT K I Am Understood? (Gotee)	2
ROCK 'N' ROLL WORSHIP CIRCUS Loving You (Vertical)	2

**Inspo Most Added**

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ARTIST TITLE LABEL(S)	ADDS
TWILA PARIS We Bow Down (Sparrow)	8
AVALON Everything To Me (Sparrow)	3
KATHY TROCCOLI You're The Heart Of Me (Reunion)	3
SALVADOR Worthy (Word)	3
RONNIE FREEMAN Satisfied (Rocketown)	2
CHRIS RICE The Other Side Of The Radio (Rocketown)	1
FFH You Found Me (Essential)	1
JOEL HANSON Broken (Independent)	1
MARK SCHULTZ Think Of Me (Word/Curb/Warner Bros.)	1
MICHAEL CARD I Left Everything To Follow You (M2.0)	1
NEWSBOYS He Reigns (Sparrow)	1
RANDY STONEHILL W/ PHIL KEAGGY That's The Way It Goes (Fair Oaks)	1
SELAH Hold On (Curb)	1
WAYNE WATSON Cry Of My Heart (Spring Hill)	1

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# Juan Gabriel's 'No Tengo Dinero'

How a remake of the hit song is making waves

A recent meeting at the EMI Latin office brought an unexpected surprise: Kumbia Kings' new single, "No Tengo Dinero." EMI VP/Regional Mexican & Tejano Miguel Trujillo put it on and said, "Kumbia Kings are breaking ground again. Check this out." After hearing the song and learning who had contributed to it, I marveled at how perfectly this version defined out-of-the-box thinking.

"No Tengo Dinero" was written by one of Mexico's most prolific and acclaimed singer-songwriters, Juan Gabriel. Everyone in the Latin music business wants to record a song written by Gabriel, because it is almost guaranteed to be a success. Gabriel recorded and released "Dinero" back in the '70s, and it was a hit.

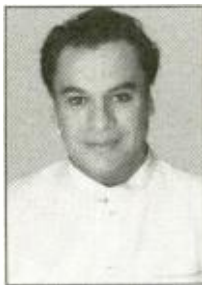
Remakes of Gabriel's songs are nothing new, but this single tickles funny bones and raises eyebrows because it comes at a time when the superstar is going through financial and legal hardships.

"No Tengo Dinero" translates to

**"We just wanted to have fun with this song and have the opportunity to participate in a project with Juan Gabriel."**

Tony Hernández

"I Have No Money," and that's precisely what Gabriel is claiming: In 2002 he was sued by ex-employees, ex-managers and promoters for everything from unpaid salaries to breach of contract, and he's



Juan Gabriel

still dealing with many of these lawsuits.

## Original Sounds

This remake, however, is a tribute to Gabriel. A.B. Quintanilla, Kumbia Kings' leader and producer, brought together three original sounds to create a single

that is turning heads. El Gran Silencio, one of Mexico's most authentic alternative bands, Kumbia Kings' cumbia sound and Gabriel's distinctive voice combine to make "No Tengo Dinero" hot.

"It's a wonderful song," says KLNO/Dallas PD Chayan Ortuño. "This is the first time I have added a song so fast. It was a hit before, and now, with the new arrangement by Kumbia Kings and El Gran Silencio plus Juan Gabriel, wow!"

And what a promotional tool for all three: Kumbia Kings are releasing their new album, 4, Feb. 25, El Gran Silencio are set to release *Superiddim Internacional Vol. 1* in late March (Vol. 2 is due in October), and Gabriel needs all the publicity he can get.

"For Juan Gabriel, this remake brings him closer to a younger generation; it reinvents him," says Quintanilla, while emphasizing that Gabriel's record sales are nothing to sneeze at and that his concerts are always sold out.

"That's what this game is about: having the longevity and staying power," Quintanilla continues. "Juan Gabriel is a genius. He's

**"Juan Gabriel might be having a lot of financial problems, but that doesn't stop you from being who you are or diminish your talent."**

A.B. Quintanilla

been here for many decades and will continue to be at the top."

For El Gran Silencio, the opportunity to work with Gabriel was more of a draw than any publicity they could get out of the project. "We just wanted to have fun with this song and have the opportunity to participate in a project with him," says Tony Hernández, one of El Gran Silencio's lead singers. That's worth more than any promotion we get out of this."

## Vocal Power

"No Tengo Dinero" brings together three distinctive musical styles that mesh with ease. Quintanilla's idea of remaking the original pop tune into a cumbia was taken much further by El Gran Silencio. "We put in all the vocals, accordion, rap and hip-hop arrangements," Hernández says. "They put in the Kumbia Kings' flavor."

El Gran Silencio recorded the musical base of the song in their hometown of Monterrey, Mexico, then Quintanilla took it to Houston to add other arrangements and Gabriel's voice.

"When Juan was listening to the song, I was terrified, because this is Juan Gabriel," Quintanilla says of the recording process. "I'm re-

cording him, and I'm not his regular producer, so it was a terrifying experience."

Quintanilla was impressed by Gabriel's vocal power. "When he recorded his vocals, he was standing about six or seven feet away from the microphone, and it was peaking at the console. These types of singers are very rare. The only other artist I know who recorded like this is Selena."

Quintanilla was biting his nails the first time he played the song for Gabriel, but he needn't have worried.

"He loved it," Quintanilla says.

## High Concept

Why "No Tengo Dinero," and why include El Gran Silencio? The original idea was to change the concept of the song to "Si Tengo Dinero" ("I Do Have Money"), says Quintanilla. He wanted to explore the idea of the wealth he's accrued as a successful artist and how many people are after it.

"It was going to be one of those 'Carcacha' type stories," he says. "I was going to flip it. Unfortunately, all of Juan's troubles started, the legal disputes, so I decided to leave the original."

As for El Gran Silencio, Quintanilla has been friends with the band for quite a while and admires their work.

The last piece of the puzzle, then, was Gabriel. "He thought it was a great idea," Quintanilla says. "I had no trouble convincing him." Gabriel is said to be a big fan of Selena's cumbias, 98% of which were written by Quintanilla.

## A New Trend

Was anybody worried that the song might seem to be in bad taste, considering Gabriel's problems? "People are enjoying the song because of its message," Quintanilla says, and, truth be told, the song does have deeper lyrics than "I have no money." It talks about a person who has nothing to give except love.

"The lyrics are very simple, and that's what sells," Quintanilla says. "It's like 'Como La Flor'—that's so a-b-c, but it's a mega-hit. 'No Tengo Dinero' was a mega-hit in the '70s,

and it very much applies today."

He's referring to the fact that the world's economy is not booming right now and that many people aren't very well off financially. "Juan Gabriel might be having a lot of financial problems, and I've been in the same boat, but that doesn't stop you from being who you are or diminish your talent," Quintanilla explains. "That always shines through. It happens to a lot of stars, but in time you're able to get back up."

Quintanilla feels that this is a time for artists to help each other out. "I freak out on rappers like P. Diddy, Jay-Z and Ja Rule," he says. "They all come out in each other's videos, and there's so much camaraderie between them. With Latinos, it's hard to do. There's so much politics. I hope this will start some kind of a trend."

## A New Generation

Hernández says he's been told that Gabriel is very surprised that people who are not close to him are helping out and that those who know him and whom he's helped out at some point in their careers are not. "He didn't expect that," he says.

"And we're not the only ones supporting him. There are also people like Saúl [Hernández, leader of Jaguares], who recorded another of his great hits 'Te Lo Pido Por Favor.' He expected people from his generation to do things like this for him, but it's the new generation that is recognizing his work."

Quintanilla is out there creating new art not only with Kumbia Kings, but also with people like Límite, Thalía and the many others he's worked with. What sets him apart and keeps him on the creative edge? "I'm very unorthodox," he says. "I go against the grain, and I've always been a chance taker. You have to evolve. You can't be stagnant, or sales decline."

Creativity is what keeps the industry alive, he points out, and it's up to the new generation to step up and take control. "I'm hoping more young kids follow in our footsteps and use the door that's been opened to be more creative," Quintanilla says.



Chayan Ortuño



El Gran Silencio



A.B. Quintanilla

## For The Record

In last week's "Selling to the Hispanic Community" article, the comments from KDIF/Riverside GM were from Gilberto Esquivel, not Gilberto Esparza. Gilberto Esparza is PD of KEJS/Lubbock.



Gilberto Esquivel



# RADIO MÚSICA®

This Week In Spanish-Language Music

## News

• Spanish-language rock music keeps on getting stronger, with more and more stations putting it on the air. On Feb. 2 WZTA (Zeta)/Miami launched its rock show, *En Fuego*. The two-hour show will be hosted by Zeta nighttimer Nicole Alvarez and will spotlight the best in Latin rock.

"There's been a wide variety of great Latin-based rock music floating around for a while, and we think people want to hear it and should hear it, especially here in South Florida," says Zeta PD Troy Hanson.

WZTA also plans to get involved in bringing big-name Latin bands to Miami more frequently. Miami has been showing interest in Spanish rock for some time now, but it is still a developing market compared to Los Angeles or Chicago, where rock bands sell out massive venues.

• The Latin Alternative Music Conference will move to Los Angeles, the U.S.'s Latin rock capital, after three years in New York. It will make its L.A. debut at the Beverly Hilton on Aug. 14-16.

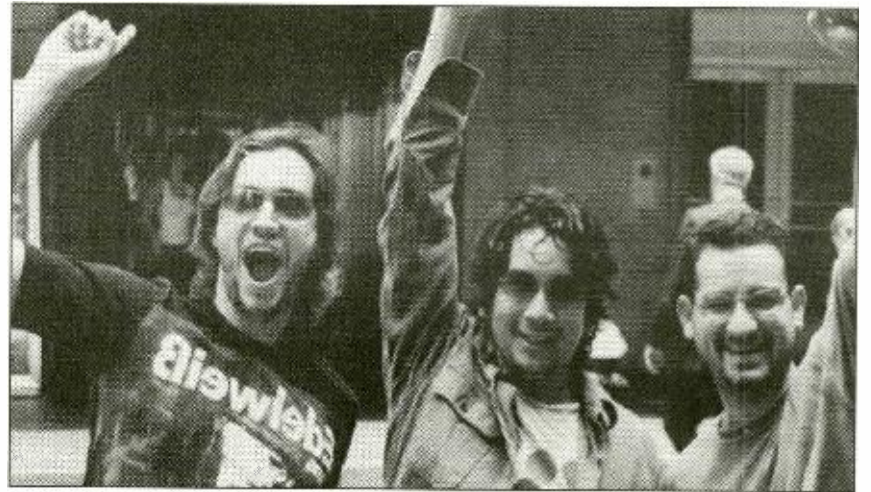
The biggest showcase in the United States for Latin rock and hip-hop, the LAMC hosts the hottest bands in the industry and has become a platform for developing bands to promote their music to a vast audience that includes media, label executives and rock fans. The names of the panelists and bands for the 2003 conference have not yet been announced. Enrique Bunbury, Circo, El Gran Silencio, Panteón Rococó, Kinky, Ely Guerra and Vico C have all been part of the LAMC in past years.



Daniel René

• Univision Music Group released "No Me Tortures," the first single by soon-to-be teen sensation Daniel René. The Miami-born singer was part of the very successful boy band MDO in the mid-'90s.

With a solid voice, great looks and a song by Jorge Luis Piloto, who wrote Pilar Montenegro's mega-hit "Quitame Ese Hombre," this 20-year-old is out to conquer the Latin music industry with his self-titled debut album, due out March 4.



**BACILOS IN NYC** Best Latin Pop Album Grammy nominees Bacilos show their excitement before their recent performance at Radio City Music Hall with fellow label-mate Alejandro Sanz.

## On The Shelf

Freddie Records

Feb. 11: Ramón Ayala y Sus Bravos Del Norte, *Bailamos Tía* and *Dos Hojas Sin Rumbo*



Ramón Ayala



Los Terribles del Norte

Feb. 14: Los Terribles del Norte, *La Tercera Es La Vencida*



Rubén Naranjo

Feb. 14: Rubén Naranjo, *Unforgettable Hits*

## Rock/Alternative

- | TW | ARTIST          | Title                 | Label(s)      |
|----|-----------------|-----------------------|---------------|
| 1  | MOLOTOV         | Frijolero             | (Universal)   |
| 2  | ATERCIOPELADOS  | Mi Vida Brilla        | (BMG)         |
| 3  | ENANITOS VERDES | Cuánto Poder          | (Universal)   |
| 4  | RESORTE         | Alcohol               | (Warner M.L.) |
| 5  | JAGUARES        | Te Lo Pido Por Favor  | (BMG)         |
| 6  | CAFE TACUBA     | Déjate Caer           | (MCA)         |
| 7  | VOLUMEN CERO    | Tortugas Y Sumos      | (Warner M.L.) |
| 8  | JUANES          | Es Por Ti             | (Universal)   |
| 9  | PANTEÓN ROCOCÓ  | Esta Noche            | (BMG)         |
| 10 | ENRIQUE BUNBURY | SI                    | (EMI Latin)   |
| 11 | MANA            | Eres Mi Religión      | (Warner M.L.) |
| 12 | GUSTAVO CERATI  | Cosas Imposibles      | (BMG)         |
| 13 | PERICOS         | Complicado Y Aturdido | (EMI Latin)   |
| 14 | CATUPECU MACHU  | Origen Extremo        | (EMI Latin)   |
| 15 | NICOLE          | Vida                  | (Maverick)    |

Songs ranked by total number of points. 13 Rock/Alternative reporters. Total Stations is equal to number of stations reporting the song.

## Record Pool

- | TW | ARTIST            | Title                        | Label(s)      |
|----|-------------------|------------------------------|---------------|
| 1  | INDIA             | Sedúceme                     | (Sony Discos) |
| 2  | SON DE CALI       | Tan Buena                    | (Univision)   |
| 3  | EL GENERAL        | La Mecedora                  | (Mock & Roll) |
| 4  | TITO ROJAS        | Después De Dios, Las Mujeres | (MP)          |
| 5  | THALIA A          | Quién Le Importa             | (EMI Latin)   |
| 6  | LIMI-T            | 21 Arranca En Fa             | (EMI Latin)   |
| 7  | CABAS             | Tu Boca                      | (EMI Latin)   |
| 8  | MIMI IBARRA       | A Una Mujer Como Yo          | (MP)          |
| 9  | TAINO             | Festival                     | (MP)          |
| 10 | ALEX BUENO        | Pídeme                       | (J&N)         |
| 11 | GUANABANA         | Guillaera                    | (Cutting)     |
| 12 | KINITO MENDEZ     | Tírame Tú Que Yo Devuelvo    | (J&N)         |
| 13 | FRUKO Y SUS TESOS | Tabaco Y Ron                 | (Fuentes)     |
| 14 | VICTOR MANUELLE   | En Nombre De Los Dos         | (Sony Discos) |
| 15 | MELAO CRIOLLO     | Tu Boca                      | (J&N)         |

Songs ranked by total number of points. 16 Record Pool reporters. Total Stations is equal to number of record pools reporting the song.



## Contemporary Top 25

THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS
1	<b>RICARDO ARJONA</b> El Problema (Sony Discos)	640
2	<b>SHAKIRA</b> Que Me Quedes Tú (Sony Discos)	526
3	<b>ENRIQUE IGLESIAS</b> Quizás (Universal)	514
4	<b>JUANES</b> Es Por Ti (Universal)	412
5	<b>THALIA</b> No Me Enseñaste (EMI Latin)	385
6	<b>MANA</b> Eres Mi Religión (Warner M.L.)	379
7	<b>OLGA TAÑÓN</b> Así Es La Vida (Warner M.L.)	375
8	<b>CRISTIAN</b> Cuando Me Miras Así (BMG)	347
9	<b>CHAYANNE Y Tú Te Vas</b> (Sony Discos)	308
10	<b>LAS KETCHUP</b> Aserejé (Sony Discos)	303
11	<b>MARCO A. SOLIS</b> Dónde Estará Mi Primavera (Fonovisa)	288
12	<b>SIN BANDERA</b> Entra En Mi Vida (Sony Discos)	243
13	<b>JUANES A Dios Le Pido</b> (Universal)	242
14	<b>GISSELLE</b> Marchate (BMG)	241
15	<b>ALEJANDRO MONTANER</b> Dimelo (Sony Discos)	224
16	<b>JENNIFER PEÑA</b> El Dolor De Tu Presencia (Univision)	219
17	<b>INDIA</b> Sedúceme (Sony Discos)	200
18	<b>SIN BANDERA</b> Kilómetro (Sony Discos)	191
19	<b>PAULINA RUBIO</b> Todo Mi Amor (Universal)	184
20	<b>RICARDO MONTANER</b> Si Tuviera Que Elegir (Warner M.L.)	177
21	<b>JORDI</b> Tú No Sospechas (Sony Discos)	170
22	<b>BACILOS</b> Mi Primer Millón (Warner M.L.)	169
23	<b>LUIS MIGUEL</b> Hasta Que Vuelvas (Warner M.L.)	168
24	<b>ANGEL LOPEZ</b> Elegiste Perder (Sony Discos)	154
25	<b>ALEXANDRE PIRES</b> Necesidad (BMG)	149

Data is compiled from the airplay week of January 26-February 1.  
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## Going For Adds

**CABAS** Tu Boca (EMI Latin)  
**TIZIANO FERRO** Alucinado (EMI Latin)  
**AMARAL** Sin Ti No Soy Nada (EMI Latin)  
**CAROLINA** Prefiero Estar Sola (Warner M.L.)  
**LOS RABANES** Bam Bam (Crescent Moon)  
**NICOLE** Viaje Infinito (Maverick Música)  
**VILMA PALMA** Vuelve A Comenzar (Balboa)


## Tropical Top 25

THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS
1	<b>OLGA TAÑÓN</b> Así Es La Vida (Warner M.L.)	405
2	<b>INDIA</b> Sedúceme (Sony Discos)	380
3	<b>SON DE CALI</b> Tan Buena (Univision)	261
4	<b>JERRY RIVERA</b> Herida Mortal (BMG)	251
5	<b>DOMINGO QUIÑÓNEZ A</b> Que No Te Atreves (Universal)	245
6	<b>VICTOR MANUELLE</b> En Nombre De Los Dos (Sony Discos)	241
7	<b>BACILOS</b> Mi Primer Millón (Warner M.L.)	207
8	<b>JERRY RIVERA</b> Vuela Muy Alto (BMG)	201
9	<b>VICTOR MANUELLE</b> El Tonto Que No Te Olvidó (Sony Discos)	200
10	<b>EL GRAN COMBO</b> Se Nos Perdió El Amor (Combo)	190
11	<b>NUEVA ERA</b> Amor Eterno (J&N)	185
12	<b>GILBERTO S. ROSA</b> Un Montón De Estrellas (Sony Discos)	182
13	<b>TITO NIEVES</b> Dime Que Sí (Warner M.L.)	178
14	<b>AREA 305</b> Si No Estás (Univision)	155
15	<b>MARC ANTHONY</b> Viviendo (Sony Discos)	130
16	<b>JOSEPH FONSECA</b> Que Levanten La Mano (Karen)	130
17	<b>ALEX BUENO</b> Pideme (J&N)	121
18	<b>ENRIQUE IGLESIAS</b> Quizás (Universal)	121
19	<b>GRUPO MANIA</b> Un Beso (Universal)	117
20	<b>MARC ANTHONY</b> Barca A La Deriva (Sony Discos)	115
21	<b>DANIELITO</b> 150 (Universal)	112
22	<b>RICARDO ARJONA</b> El Problema (Sony Discos)	109
23	<b>DANIEL RENE</b> No Me Tortures (Univision)	103
24	<b>NUEVOS SABROSDS</b> Me Voy De Party (Más Music)	101
25	<b>SHAKIRA</b> Que Me Quedes Tú (Sony Discos)	99

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## Going For Adds

**FRANKIE NEGRON** Mi Mulata (Warner M.L.)  
**LOS ILEGALES** Siento (EMI Latin)  
**TOÑO ROSARIO** Yerba Mala (Warner M.L.)




# Millie

In Stores Now!

Contains the hit single

Currently Top 10 on  
Billboard's Hot Latin  
Track Chart





**Regional Mexican Top 25**

THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS
1	INTOCABLE Sueña (EMI Latin)	1002
2	TEMERARIOS Comer A Besos (Fonovisa)	951
3	LIMITE Papacito (Universal)	891
4	PALOMO De Uno Y De Todo Los Modos (Disa)	758
5	GERMAN LIZARRAGA Donde Vayas (Disa)	700
6	BANDA EL RECODO Las Vías Del Amor (Fonovisa)	689
7	CONJUNTO PRIMAVERA Perdóname Mi Amor (Fonovisa)	682
8	JOAN SEBASTIAN Afortunado (Balboa)	600
9	TIGRES DEL NORTE La Reina Del Sur (Fonovisa)	588
10	TUCANES DE TIJUANA La Chica Sexy (Universal)	476
11	LA ONDA Aserejé (EMI Latin)	462
12	LIBERACION Niña Y Mujer (Disa)	401
13	PODER DEL NORTE Enamórate De Alguien (Disa)	399
14	JOEL HIGUERA El Baile De La Toallita (Disa)	338
15	BANDA MACHOS La Suegra (Warner M.L.)	338
16	LUPILLO RIVERA Te Solté La Rienda (Sony Discos)	307
17	AROMA Querido Ladrón (Fonovisa)	295
18	CUISILLOS Eres Imposible De Olvidar (Balboa)	288
19	REYES DEL CAMINO Para Olvidarme De Ti (Disa)	267
20	ANGELES DE CHARLY Por Un Minuto De Tu Amor (Fonovisa)	266
21	LUPILLO RIVERA Sin Fortuna (Sony Discos)	256
22	KUMBIA KINGS f/JUAN GABRIEL & EL GRAN SILENCIO No Tengo Dinero (EMI Latin)	249
23	PANCHO BARRAZA Una Oración (Balboa)	275
24	PESADO Lástima Me Das (Warner M.L.)	232
25	CONTROL Carita De Angel (EMI Latin)	222

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**Going For Adds**

- MARCOS OROZCO El Parrandero (Catalina)
- RAMON AYALA/PEDRO INFANTE Mira Nada Más (Warner M.L.)
- PESADO No Valgo Nada (Warner M.L.)
- LA BANDA PIRINOLA Con Mis Propias Manos (Balboa)
- BANDA CAÑA VERDE Una Flecha (Freddie)
- JUAN ACUÑA Ay Qué Cruz (Freddie)

**Tejano Top 25**

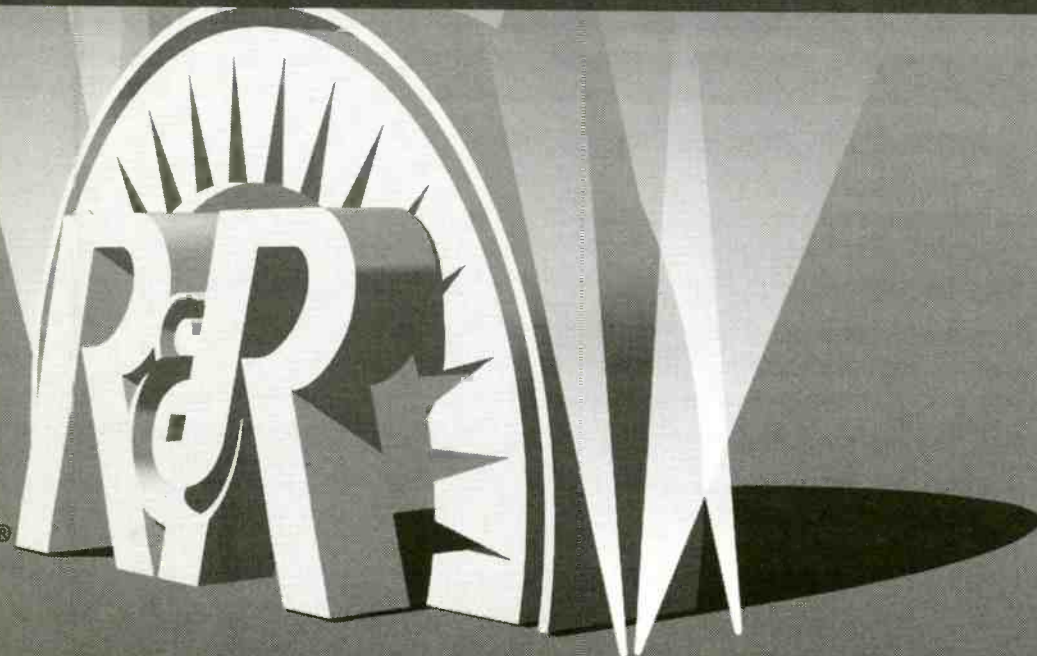
THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS
1	INTOCABLE Sueña (EMI Latin)	812
2	LIMITE Papacito (Universal)	765
3	JIMMY GONZALEZ Yo Te Voy A Amar (Freddie)	687
4	BIG CIRCO La Maquinita (EMI Latin)	539
5	KUMBIA KINGS f/JUAN GABRIEL & EL GRAN SILENCIO No Tengo Dinero (EMI Latin)	501
6	IMAN Me Has Robado El Corazón (Univision)	440
7	JENNIFER PEÑA El Dolor De Tu Presencia (Univision)	431
8	LA ONDA Aserejé (EMI Latin)	420
9	KUMBIA KINGS La Cucaracha (EMI Latin)	418
10	DUELO El Amor No Acaba (Univision)	404
11	CONTROL Carita De Angel (EMI Latin)	398
12	FRIJOLES ROMANTICOS No Me Asustan (Río Grande)	359
13	MARCOS OROZCO El Parrandero (Catalina)	350
14	RAMON AYALA Quedó Triste El Jacal (Freddie)	332
15	PALOMO De Uno Y De Todos Los Modos (Disa)	315
16	SIGGNO Sin Tu Amor (Crown)	297
17	EMILIO NAVAIRA A Medias De La Noche (BMG)	269
18	IMAN Que Mala Onda (Univision)	268
19	DESPERADOZ La Bailadora (Tejas)	264
20	JAY PEREZ Quiero Ser Viejo (Sony Discos)	234
21	MICHAEL SALGADO Mi Ultima Parranda (Sony Discos)	216
22	HOMETOWN BOYS Echame A Mí La Culpa (EMI Latin)	204
23	JENNIFER PEÑA Entre El Delirio Y La Locura (Univision)	191
24	PALOMINOS No Debes Llorar (Fonovisa)	189
25	CARLOS Y SUS CACHORROS Me Dejaste Solo (Univision)	185

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**Going For Adds**

- GRUPO TRUENO Cuando Vas Al Baile (Seven Rivers)
- DEYA Prueba Con Un Beso (Catalina)
- CLAUDIA LOPEZ Abrázame (MP)
- ATRAPADO Hay Que Olvidarla (Freddie)
- ESENCIA Duele Querer (Freddie)
- JODY Tributo Al Rey (Ramón Ayala) (Freddie)

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**2003**

The Beverly Hilton Hotel  
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**June 19-21**



## NATIONAL

Legendary rock station is looking for a lead talent to join existing morning show. You must adapt and work well with a fast moving and highly creative group of individuals. You will have a monster work ethic, positive attitude and absolutely love working with sound. You will also bring something fresh to the table every morning and work well in a group dynamic to make it perfect. Topicality, hard work and humor get this job done. Please send tape, letter and resume to: Radio & Records, 10100 Santa Monica Blvd., 3rd Floor, #1073, Los Angeles, CA 90067. EOE.

## EAST

### MORNING SHOW PARTNER AT CITADEL PROVIDENCE!

AC market leader, Lite Rock 105 needs a morning show co-host. You love AC, represent the demo, read lifestyle news and want to grow with the #1 station in town. Have min. 2 years of radio experience. T's & R's to Tony Bristol, WWLI 1502 Wampanoag Trail, E. Providence, RI 02915. Citadel is an EOE. No calls or emails please.

NE Pennsylvania broadcast group is looking to grow! We're looking for air talent, news directors and program directors. Our formats include CHR, Hot AC, News, Sports and Classic Rock. We're a privately owned, community-oriented corporation. Our compensation packages are very competitive and our markets offer a great quality of life. Please send tape, letter and resume to: Radio & Records, 10100 Santa Monica Blvd., 3rd Floor, #1072, Los Angeles, CA 90067. EOE.

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## SOUTH

Do you live for news? Do you crave a radio station where you can investigate, go live on the scene, and have a 'team' around you? WVNN is looking for it's next assistant News Director. Contact Marty Broman ND @ weatherwatch@wvnn.com. EOE.

If you communicate well with a 40+ audience, and have a working knowledge of music from the '40s until today, if you are interested in a future, with an eye to possible eventual managerial involvement, if you'd like to work at a truly unusual station with excellent benefits, please rush your package to Bill Ashford, WVLG-AM, 1161 Main Street, The Villages, FL 32159. Knowledge of Scott helpful. No calls. EOE.

### National Sales Manager

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## WEST

Large Market looking for Morning Show Team for CHR station. Please send tapes, resume, and track record to Radio & Records, 10100 Santa Monica Blvd., 3rd floor, # 1070, Los Angeles, CA 90067. EOE.

## POSITIONS SOUGHT

**Intelligent rookie sportscaster** seeking employment, and willing to travel. You will not be disappointed! Delinta 972-641-0271. (2/7)

**Targeting Gulf Coast, New England, Northwest.** Drivetime, APD/MD stripes. Dream gig Rock/AAA. Radiochica2@aol.com. Gerri 479-646-1586. (2/7)

**Seeking Sports Director/PBP/Sales Position.** Joe 1-888-327-4996 (2/7)

**Want to sell your radio station** (\$200 or less)? Call me... I'm a hungry buyer! (856) 863-6955 Joe Burke

**Bill Elliott Hot new format available.** 3DSJ Request & Dedication Radio. Listen: www.3DSJ.com BILL ELLIOTT: (813) 920-7102, billemliott@3DSJ.com. (2/7)

**Experienced GM/DOS available.** 20+ years experience as GM, Group/Market DOS, GSM in Major, Medium, Small markets. Bob 903-553-1116. E-mail strczk@aol.com. I know how to win! (2/7)

**Trained rookie radio talent** wants to be a part of your team. Prefer Oklahoma area. Chantele (405) 320-1069. (2/7)

**Glenn Sauter Hot oldies DJ available.** The Hits of Yesteryear. Listen: www.hitsofyesteryear.com. Email: glenn@hitsofyesteryear.com. (2/7)

**Detroit, Michigan. 13 yrs in radio,** board op, DJ, promotions. Looking for a "NEW" radio home. Need more info-Please e-mail: djmartin88@hotmail.com. Bags are packed and Ready to go! (2/7)

**Last Call Before School!** Bay area veteran seeks NorCal/PacNorthwest gig before going for Masters Degree. Call Frank at (510)223-1534. (2/7)

## R&R Opportunities Free Advertising

Radio & Records provides free (20 words maximum) listings to radio stations ON A SPACE AVAILABLE BASIS in Opportunities. Free listings of the same length are also available to individuals seeking work in the industry under Positions Sought.

### Deadline

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: [llinares@radioandrecords.com](mailto:llinares@radioandrecords.com) Address all 20-word ads to R&R Free Opportunities, 10100 Santa Monica Blvd., Third Floor, Los Angeles, CA 90067.

## R&R Opportunities Advertising

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### Blind Box: add \$50

The R&R address and your box number adds 12 words to your ad. Regular Opportunities rates apply to Blind Box ads, but a \$50 service charge is added for shipping and handling

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Individuals seeking employment may run ads in the Positions Sought section at the special rate of \$50/inch.

## Payable In Advance

Opportunities Advertising orders must be typewritten on company/station letterhead and accompanied by advance payment. Ads are accepted by fax: (310-203-8727) or mail. Visa, MC, AmEx or Discover card accepted. Include card number, name as it appears on credit card, expiration date and phone number. Blind box responses are sent to advertisers every Friday by first-class mail.

### Deadline

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## RADIO & RECORDS

10100 Santa Monica Blvd., Third Floor, Los Angeles, CA 90067

R&R is published weekly, except the week of December 25. Subscriptions are available for \$325.00 per year (plus applicable sales tax) in the United States, \$320.00 in Canada and Mexico, and \$495.00 overseas (U.S. funds only) from Radio & Records Inc. at 10100 Santa Monica Blvd., 3rd Floor, Los Angeles, California 90067. Annual subscription plan includes the weekly newspaper plus two R&R Directories issues and other special publications. Refunds are prorated based on the actual value of issue received prior to cancellation. Nonrefundable quarterly rates available. All reasonable care taken but no responsibility assumed for unsolicited material. R&R reserves all rights in material accepted for publication. All letters addressed to R&R or its Editors will be assumed intended for publication reproduction and may therefore be used for this purpose. Letters may be edited for space and clarity and may appear in the electronic versions of R&R. The writer assumes all liability regarding the content of the letter and its publication in R&R. Nothing may be reproduced in whole or in part without written permission from the Publisher.

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POSTMASTER: Send address changes to R&R, 10100 Santa Monica Blvd., Third Floor, Los Angeles, California 90067.

## HOW TO REACH US

RADIO & RECORDS INC. / 10100 SANTA MONICA BLVD., THIRD FLOOR, LOS ANGELES, CA 90067

WEBSITE: [www.radioandrecords.com](http://www.radioandrecords.com)

	Phone	Fax	E-mail
<b>CIRCULATION:</b>	310-788-1625	310-203-8727	moreinfo@radioandrecords.com
<b>NEWS DESK:</b>	310-788-1699	310-203-9763	newsroom@radioandrecords.com
<b>R&amp;R ONLINE SERVICES:</b>	310-788-1635	310-553-4056	kmccabe@radioandrecords.com
<b>ADVERTISING/SALES:</b>	310-553-4330	310-203-8450	hmowry@radioandrecords.com

	Phone	Fax	E-mail
<b>OPPORTUNITIES/MARKETPLACE:</b>	310-788-1622	310-203-8727	llinares@radioandrecords.com
<b>EDITORIAL, OTHER DEPTS:</b>	310-553-4330	310-203-9763	mailroom@radioandrecords.com
<b>WASHINGTON, DC BUREAU:</b>	301-951-9050	301-951-9051	rrdc@radioandrecords.com
<b>NASHVILLE BUREAU:</b>	615-244-8822	615-248-6655	lhelton@radioandrecords.com



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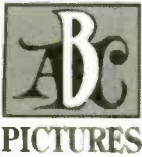
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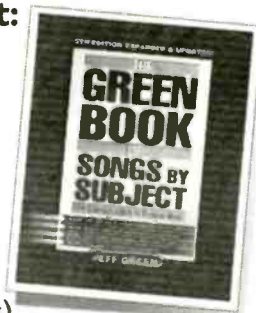
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## CHR/POP

LW	TW	ARTIST	SON	Label
2	1	AVRIL LAVIGNE	I'm With You	(Arista)
1	2	CHRISTINA AGUILERA	Beautiful	(RCA)
3	3	JUSTIN TIMBERLAKE	Cry Me A River	(Jive)
5	4	JENNIFER LOPEZ F/LL COOL J	All I Have	(Epic)
4	5	NIVEA	Don't Mess With My Man	(Jive)
11	6	B2K AND P. DIDDY	Bump, Bump, Bump	(Epic)
6	7	JAY-Z F/BEYONCE	'03 Bonnie & Clyde	(Roc-A-Fella/IDJMG)
7	8	GOOD CHARLOTTE	Lifestyles Of The Rich And...	(Epic)
12	9	KID ROCK W/SHERYL CROW	Picture	(Lava/Atlantic)
10	10	PINK	Family Portrait	(Arista)
9	11	PUDDLE OF MUDD	She Hates Me	(Flawless/Geffen/Interscope)
15	12	T.A.T.U.	All The Things She Said	(Interscope)
13	13	NELLY	Air Force Ones	(Fo' Reel/Universal)
18	14	JA RULE F/ASHANTI	Mesmerize	(Murder Inc./IDJMG)
8	15	EMINEM	Lose Yourself	(Shady/Interscope)
17	16	JC CHASEZ	Blowin' Me Up	(With Her Love) (Jive)
14	17	JENNIFER LOPEZ	Jenny From The Block	(Epic)
16	18	JOHN MAYER	Your Body Is A Wonderland	(Aware/Columbia)
25	19	EMINEM	Superman	(Shady/Aftermath/Interscope)
24	20	DIXIE CHICKS	Landslide	(Monument/Columbia)
21	21	VANESSA CARLTON	Pretty Baby	(A&M/Interscope)
27	22	3 DOORS DOWN	When I'm Gone	(Republic/Universal)
23	23	LASGO	Something	(Robbins)
26	24	SIMPLE PLAN	I'd Do Anything	(Lava/Atlantic)
19	25	MISSY ELLIOTT	Work It	(Gold Mind/Elektra/EEG)
22	26	SANTANA F/MICHELLE BRANCH	The Game Of Love	(Arista)
29	27	DFDUB	Country Girl	(Columbia)
33	28	AMANDA PEREZ	Angel	(Powerhouse/Virgin)
28	29	CAM'RON	Hey Ma	(Roc-A-Fella/IDJMG)
31	30	CRAIG DAVID	Hidden Agenda	(Wildstar/Atlantic)

### #1 MOST ADDED

STACIE ORRICO Stuck (Forefront/Virgin)

### #1 MOST INCREASED PLAYS

JA RULE F/ASHANTI Mesmerize (Murder Inc./IDJMG)

### TOP 5 NEW & ACTIVE

50 CENT In Da Club (Shady/Aftermath/Interscope)

LUCY WOODWARD Dumb Girls (Atlantic)

VI-3 Eyes Closed So Tight (MCA)

ANGIE MARTINEZ F/IKELIS Take You Home (Elektra/EEG)

FAITH HILL Cry (Warner Bros.)

CHR/POP begins on Page 25.

## AC

LW	TW	ARTIST	SON	Label
5	1	DIXIE CHICKS	Landslide	(Monument/Columbia)
2	2	PHIL COLLINS	Can't Stop Loving You	(Atlantic)
1	3	FAITH HILL	Cry	(Warner Bros.)
3	4	SANTANA F/MICHELLE BRANCH	The Game Of Love	(Arista)
4	5	VANESSA CARLTON	A Thousand Miles	(A&M/Interscope)
6	6	KELLY CLARKSON	A Moment Like This	(RCA)
9	7	DARYL HALL & JOHN OATES	Forever For You	(U-Watch)
7	8	FIVE FOR FIGHTING	Superman (It's Not Easy)	(Aware/Columbia)
8	9	SHERYL CROW	Soak Up The Sun	(A&M/Interscope)
10	10	SHANIA TWAIN	I'm Gonna Getcha Good!	(Mercury)
12	11	CHRISTINA AGUILERA	Beautiful	(RCA)
11	12	CELINE DION	A New Day Has Come	(Epic)
13	13	ROD STEWART	These Foolish Things	(J)
15	14	JOHN MAYER	No Such Thing	(Aware/Columbia)
14	15	CELINE DION	At Last	(Epic)
19	16	CELINE DION	I Drove All Night	(Epic)
23	17	JOSH GROBAN	You're Still You	(143/Reprise)
18	18	REGIE HAMM	Babies	(Refugee/Universal South)
16	19	PAUL SIMON	Father And Daughter	(Nick/Jive)
17	20	TAMARA WALKER	If Only	(Curb)
21	21	JOHN MAYER	Your Body Is A Wonderland	(Aware/Columbia)
24	22	DANA GLOVER	Thinking Over	(DreamWorks)
22	23	DJ SAMMY & YANOU	Heaven	(Candlelight) (Robbins)
20	24	MARIAH CAREY	Through The Rain	(MonarC/IDJMG)
28	25	GEORGE HARRISON	Stuck Inside A Cloud	(Capitol)
27	26	GARFUNKEL/SHARP/MONDOLOCK	Bounce	(Manhattan)
26	27	UNCLE KRACKER	In A Little While	(Lava)
-	28	AVRIL LAVIGNE	I'm With You	(Arista)
30	29	KID ROCK W/SHERYL CROW	Picture	(Lava/Atlantic)
25	30	JAMES TAYLOR	Whenever You're Ready	(Columbia)

### #1 MOST ADDED

JOSH GROBAN You're Still You (143/Reprise)

### #1 MOST INCREASED PLAYS

DIXIE CHICKS Landslide (Monument/Columbia)

### TOP NEW & ACTIVE

GLORIA GAYNOR I Never Knew (Logic)

KEITH URBAN Somebody Like You (Virgin)

VONDA SHEPARD Rainy Days (Jacket)

AC begins on Page 52.

## CHR/RHYTHMIC

LW	TW	ARTIST	SON	Label
2	1	JENNIFER LOPEZ F/LL COOL J	All I Have	(Epic)
3	2	JA RULE F/ASHANTI	Mesmerize	(Murder Inc./IDJMG)
1	3	B2K AND P. DIDDY	Bump, Bump, Bump	(Epic)
9	4	50 CENT	In Da Club	(Shady/Aftermath/Interscope)
5	5	AALIYAH	Miss You	(BlackGround/Universal)
4	6	NELLY	Air Force Ones	(Fo' Reel/Universal)
8	7	MISSY ELLIOTT	Gossip Folks	(Gold Mind/Elektra/EEG)
10	8	EMINEM	Superman	(Shady/Aftermath/Interscope)
7	9	2PAC	Thugz Mansion	(Amaru/Death Row/Interscope)
6	10	JAY-Z F/BEYONCE	'03 Bonnie & Clyde	(Roc-A-Fella/IDJMG)
11	11	50 CENT	Wanksta	(Shady/Interscope)
12	12	BABY F/P. DIDDY	Do That...	(Cash Money/Universal)
16	13	JUSTIN TIMBERLAKE	Cry Me A River	(Jive)
13	14	MISSY ELLIOTT	Work It	(Gold Mind/Elektra/EEG)
17	15	EVE	Satisfaction	(Ruff Ryders/Interscope)
15	16	NIVEA	Don't Mess With My Man	(Jive)
20	17	LL COOL J F/AMERIE	Paradise	(Def Jam/IDJMG)
18	18	SMILEZ AND SOUTHWESTAR	Tell Me	(ARTISTdirect)
22	19	TYRESE	How You Gonna Act Like That	(J)
27	20	FIELD MOB	Sick Of Being Lonely	(MCA)
25	21	R. KELLY	Ignition	(Jive)
21	22	TRINA F/LUDACRIS B R	Right	(Slip 'N Slide/Atlantic)
14	23	EMINEM	Lose Yourself	(Shady/Interscope)
35	24	KILLER MIKE A.D.I.D.A.S.	(Aquemini/Columbia)	
30	25	SNOOP DOGG	Beautiful	(Doggy Style/Priority/Capitol)
19	26	CLIPSE	When The Last Time...	(Star Trak/Arista)
23	27	AMANDA PEREZ	Angel	(Powerhouse/Virgin)
24	28	NAS	Made You Look	(Columbia)
29	29	CHRISTINA AGUILERA	Beautiful	(RCA)
36	30	GINUWINE	Hell Yeah	(Epic)

### #1 MOST ADDED

FABOLOUS F/LIL' MO Can't Let You Go (Elektra/EEG)

### #1 MOST INCREASED PLAYS

50 CENT In Da Club (Shady/Aftermath/Interscope)

### TOP 5 NEW & ACTIVE

NAS I Can (Columbia)

MARQUES HOUSTON That Girl (Interscope)

SOLANGE' F/M.O.R.E. Feelin' You (Columbia)

KELLY ROWLAND Can't Nobody (Columbia)

NIVEA Laundromat (Jive)

CHR/RHYTHMIC begins on Page 32.

## HOT AC

LW	TW	ARTIST	SON	Label
1	1	SANTANA F/MICHELLE BRANCH	The Game Of Love	(Arista)
2	2	DIXIE CHICKS	Landslide	(Monument/Columbia)
5	3	AVRIL LAVIGNE	I'm With You	(Arista)
3	4	NO DOUBT F/LADY SAW	Underneath It All	(Interscope)
4	5	JOHN MAYER	Your Body Is A Wonderland	(Aware/Columbia)
8	6	KID ROCK W/SHERYL CROW	Picture	(Lava/Atlantic)
6	7	MATCHBOX TWENTY	Disease	(Atlantic)
7	8	UNCLE KRACKER	In A Little While	(Lava)
10	9	NORAH JONES	Don't Know Why	(Blue Note/Virgin)
9	10	CREED	One Last Breath	(Wind-up)
14	11	TORI AMOS	A Sorta Fairytale	(Epic)
17	12	CHRISTINA AGUILERA	Beautiful	(RCA)
13	13	VANESSA CARLTON	A Thousand Miles	(A&M/Interscope)
11	14	AVRIL LAVIGNE	Complicated	(Arista)
16	15	3 DOORS DOWN	When I'm Gone	(Republic/Universal)
20	16	COUNTING CROWS	Big Yellow Taxi	(Geffen/Interscope)
18	17	FAITH HILL	Cry	(Warner Bros.)
15	18	JOHN RZEZNIK	I'm Still Here	(Jim's Theme) (Walt Disney/Hollywood)
19	19	DAVE MATTHEWS BAND	Grey Street	(RCA)
28	20	SIXPENCE NONE THE RICHER	Don't Dream It's Over	(Reprise/Curb)
23	21	BON JOVI	Misunderstood	(Island/IDJMG)
26	22	COLDPLAY	Clocks	(Capitol)
25	23	STERED FUSE	Everything	(EQ/Wind-up)
24	24	CREED	Don't Stop Dancing	(Wind-up)
33	25	UNCLE KRACKER	Drift Away	(Top Dog/Lava/Atlantic)
22	26	RED HOT CHILI PEPPERS	Zephyr Song	(Warner Bros.)
29	27	PAY THE GIRL	Freeze	(TVT)
30	28	STONE SOUR	Bother	(Roadrunner/IDJMG)
36	29	JOHN MAYER	Why Georgia	(Aware/Columbia)
31	30	PUDDLE OF MUDD	She Hates Me	(Flawless/Geffen/Interscope)

### #1 MOST ADDED

MATCHBOX TWENTY Unwell (Melisma/Atlantic)

### #1 MOST INCREASED PLAYS

SIXPENCE NONE THE RICHER Don't Dream It's Over (Reprise/Curb)

### TOP 5 NEW & ACTIVE

SISTER HAZEL Your Mistake (Sixth Man)

MACY GRAY When I See You (Epic)

MATCHBOX TWENTY Unwell (Melisma/Atlantic)

BOWLING FOR SOUP Girl All The Bad Guys Want (Silvertone/Jive)

NO DOUBT Running (Interscope)

AC begins on Page 52.

## URBAN

LW	TW	ARTIST	SON	Label
1	1	R. KELLY	Ignition	(Jive)
2	2	AALIYAH	Miss You	(BlackGround/Universal)
4	3	50 CENT	In Da Club	(Shady/Aftermath/Interscope)
3	4	B2K AND P. DIDDY	Bump, Bump, Bump	(Epic)
7	5	JA RULE F/ASHANTI	Mesmerize	(Murder Inc./IDJMG)
13	6	JENNIFER LOPEZ F/LL COOL J	All I Have	(Epic)
5	7	NELLY	Air Force Ones	(Fo' Reel/Universal)
6	8	50 CENT	Wanksta	(Shady/Interscope)
9	9	ERYKAH BADU F/COMMON	Love Of My Life	(Magic Johnson/MCA)
8	10	DRU HILL	I Should Be...	(Def Soul/IDJMG)
11	11	MISSY ELLIOTT	Gossip Folks	(Gold Mind/Elektra/EEG)
12	12	TYRESE	How You Gonna Act Like That	(J)
15	13	FIELD MOB	Sick Of Being Lonely	(MCA)
10	14	JAHEIM	Fabulous	(Divine Mill/WB)
21	15	SMILEZ AND SOUTHWESTAR	Tell Me	(ARTISTdirect)
14	16	MISSY ELLIOTT	Work It	(Gold Mind/Elektra/EEG)
16	17	BUSTA RHYMES	Make It Clap	(J)
20	18	BABY F/P. DIDDY	Do That...	(Cash Money/Universal)
17	19	2PAC	Thugz Mansion	(Amaru/Death Row/Interscope)
24	20	JUSTIN TIMBERLAKE	Cry Me A River	(Jive)
23	21	COMMON F/MARY J. BLIGE	Come Close To Me	(MCA)
18	22	NAS	Made You Look	(Columbia)
19	23	LL COOL J F/AMERIE	Paradise	(Def Jam/IDJMG)
25	24	NIVEA	Laundromat	(Jive)
22	25	JAY-Z F/BEYONCE	'03 Bonnie & Clyde	(Roc-A-Fella/IDJMG)
30	26	BLACKSTREET	Deep	(DreamWorks)
26	27	EVE	Satisfaction	(Ruff Ryders/Interscope)
49	28	JAY-Z	Excuse Me Miss	(Roc-A-Fella/IDJMG)
28	29	TRICK DADDY	Thug Holiday	(Slip 'N Slide/Atlantic)
32	30	VIVIAN GREEN	Emotional Rollercoaster	(Columbia)

### #1 MOST ADDED

MARIO C'mon (J)

### #1 MOST INCREASED PLAYS

50 CENT In Da Club (Shady/Aftermath/Interscope)

### TOP 5 NEW & ACTIVE

MARIO C'mon (J)

KELLY ROWLAND Can't Nobody (Columbia)

KIZZY ROCK Twurkulator Part 2 (Koch)

ROOTS F/MUSIQ Break You Off (MCA)

KILLER MIKE A.D.I.D.A.S. (Aquemini/Columbia)

URBAN begins on Page 39.

## ROCK

LW	TW	ARTIST	SON	Label
1	1	3 DOORS DOWN	When I'm Gone	(Republic/Universal)
2	2	SALIVA	Always	(Island/IDJMG)
3	3	CREED	Weathered	(Wind-up)
4	4	STONE SOUR	Bother	(Roadrunner/IDJMG)
6	5	SEETHER	Fine Again	(Wind-up)
5	6	AUDIOSLAVE	Cochise	(Interscope/Epic)
7	7	PUDDLE OF MUDD	She Hates Me	(Flawless/Geffen/Interscope)
8	8	CHEVELLE	The Red	(Epic)
10	9	FOO FIGHTERS	All My Life	(Roswell/RCA)
11	10	NICKELBACK	Never Again	(Roadrunner/IDJMG)
15	11	SOCIALBURN	Down	(Elektra/EEG)
12	12	QUEENS OF THE STONE AGE	No One Knows	(Interscope)
13	13	RED HOT CHILI PEPPERS	Can't Stop	(Warner Bros.)
9	14	NIRVANA	You Know You're Right	(Geffen/Interscope)
22	15	AUDIOSLAVE	Like A Stone	(Interscope/Epic)
21	16	FOO FIGHTERS	Times Like These	(Roswell/RCA)
18	17	THEORY OF A DEADMAN	Make Up Your Mind	(Roadrunner/IDJMG)
14	18	PEARL JAM	Save You	(Epic)
19	19	DISTURBED	Remember	(Reprise)
20	20	FUEL	Won't Back Down	(Wind-up)
17	21	TAPROOT	Poem	(Velvet Hammer/Atlantic)
-	22	GODSMACK	Straight Out Of Line	(Republic/Universal)
16	23	DEF LEPPARD	Four Letter Word	(Island/IDJMG)
23	24	GOV'T MULE	Drivin' Rain	(ATO)
24	25	ZWAN	Honestly	(Reprise)
26	26	EXIES	My Goddess	(Virgin)
25	27	SYSTEM OF A DOWN	Inner Vision	(American/Columbia)
27	28	TRAPT	Headstrong	(Warner Bros.)
29	29	DONNAS	Take It Off	(Lookout/Atlantic)
30	30	OUTSPOKEN	Farther	(Lava)

### #1 MOST ADDED

GODSMACK Straight Out Of Line (Republic/Universal)

### #1 MOST INCREASED PLAYS

GODSMACK Straight Out Of Line (Republic/Universal)

### TOP 5 NEW & ACTIVE

BON JOVI Bounce (Island/IDJMG)

RA Do You Call My Name (Republic/Universal)

OLEANDER Hands Off The Wheel (Sanctuary/SRG)

STYX Waiting For Our Time (CMC/SRG)

CHEVELLE Send The Pain Below (Epic)

ROCK begins on Page 65.



## URBAN AC

LW	TW	ARTIST	SON	Label
3	1	MUSIQ	Dontchange	(Def Soul/IDJMG)
1	2	JAHEIM	Fabulous	(Divine Mill/WB)
2	3	WHITNEY HOUSTON	One Of Those Days	(Arista)
4	4	SYLEENA JOHNSON	Guess What	(Jive)
6	5	ERYKAH BADU F/COMMON	Love Of My Life	(Magic Johnson/MCA)
7	6	VIVIAN GREEN	Emotional Rollercoaster	(Columbia)
5	7	HEATHER HEADLEY	He Is	(RCA)
10	8	TYRESE	How You Gonna Act Like That	(J)
8	9	GERALD LEVERT	Funny	(Elektra/EEG)
9	10	RUFF ENDZ	Someone To Love You	(Epic)
11	11	LUTHER VANDROSS	I'd Rather	(J)
12	12	INDIA ARIE	Little Things	(Motown)
16	13	GERALD LEVERT	Closure	(Elektra/EEG)
13	14	AALIYAH	I Care 4 U	(BlackGround)
15	15	DEBORAH COX	The Morning After	(J)
14	16	DRU HILL	I Should Be...	(Def Soul/IDJMG)
19	17	K-CI & JOJO	This Very Moment	(MCA)
20	18	KENNY LATTIMORE/CHANTE MOORE	Loveable...	(Arista)
24	19	SOUNDS OF BLACKNESS	Don't You Ever Give Up	(Sounds Of Blackness)
21	20	BLACKSTREET	Deep	(DreamWorks)
-	21	FLOETRY	Say Yes	(DreamWorks)
18	22	NEXT	Imagine That	(J)
23	23	TONI BRAXTON	A Better Man	(Arista)
17	24	AL JARREAU	Secrets Of Love	(GRP/VMG)
27	25	KEM	Love Calls	(Motown/Universal)
25	26	JEFF MAJORS	Somebody Bigger	(Music One)
29	27	AALIYAH	Miss You	(BlackGround/Universal)
26	28	GINUWINE	Stingy	(Epic)
30	29	TONY TERRY	In My Heart	(Golden Boy)
28	30	NELLY F/KELLY ROWLAND	Dilemma	(Fo' Reel/Universal)

### #1 MOST ADDED

REMY SHAND The Way I Feel (Motown)

### #1 MOST INCREASED PLAYS

GERALD LEVERT Closure (Elektra/EEG)

### TOP 5 NEW & ACTIVE

CRAIG DAVID Personal (Wildstar/Atlantic)

DONNIE MCCLURKIN F.Y. ADAMS The Prayer (Verity)

KIM WATERS You Know That I Love You (Shanachie)

MARY MARY I Try (Columbia)

JONATHAN BUTLER Back To Love (Warner Bros.)

URBAN begins on Page 39.

## ACTIVE ROCK

LW	TW	ARTIST	SON	Label
1	1	SALIVA	Always	(Island/IDJMG)
2	2	3 DOORS DOWN	When I'm Gone	(Republic/Universal)
3	3	CHEVELLE	The Red	(Epic)
4	4	SEETHER	Fine Again	(Wind-up)
5	5	TAPROOT	Poem	(Velvet Hammer/Atlantic)
8	6	QUEENS OF THE STONE AGE	No One Knows	(Interscope)
10	7	DISTURBED	Remember	(Reprise)
-	8	GODSMACK	Straight Out Of Line	(Republic/Universal)
9	9	MUDVAYNE	Not Falling	(Epic)
9	10	DISTURBED	Prayer	(Reprise)
13	11	TRAPT	Headstrong	(Warner Bros.)
6	12	FOO FIGHTERS	All My Life	(Roswell/RCA)
12	13	RA	Do You Call My Name	(Republic/Universal)
7	14	AUDIOSLAVE	Cochise	(Interscope/Epic)
15	15	SOCIALBURN	Down	(Elektra/EEG)
14	16	SYSTEM OF A DOWN	Inner Vision	(American/Columbia)
16	17	ZWAN	Honestly	(Reprise)
24	18	AUDIOSLAVE	Like A Stone	(Interscope/Epic)
19	19	RED HOT CHILI PEPPERS	Can't Stop	(Warner Bros.)
21	20	EXIES	My Goddess	(Virgin)
17	21	NIRVANA	You Know You're Right	(Geffen/Interscope)
27	22	FOO FIGHTERS	Times Like These	(Roswell/RCA)
23	23	FUEL	Won't Back Down	(Wind-up)
18	24	CREED	Weathered	(Wind-up)
26	25	THEORY OF A DEADMAN	Make Up Your Mind	(Roadrunner/IDJMG)
22	26	CINDER	Soul Creation	(Geffen/Interscope)
25	27	PACIFIER	Bullitproof	(Arista)
36	28	CHEVELLE	Send The Pain Below	(Epic)
30	29	OUTSPOKEN	Farther	(Lava)
31	30	NOISE THERAPY	Get Up	(Redline)

### #1 MOST ADDED

GODSMACK Straight Out Of Line (Republic/Universal)

### #1 MOST INCREASED PLAYS

GODSMACK Straight Out Of Line (Republic/Universal)

### TOP NEW & ACTIVE

D4 Get Loose (Flying Nun/Hollywood)

STAGE I Will Be Something (Maverick/WB)

REVIS Caught In The Rain (Independent)

AFI Girl's Not Grey (DreamWorks)

ROCK begins on Page 65.

## COUNTRY

LW	TW	ARTIST	SON	Label
1	1	MARK WILLIS	19 Somethin'	(Mercury)
2	2	BLAKE SHELTON	The Baby	(Warner Bros.)
4	3	TERRI CLARK	I Just Wanna Be Mad	(Mercury)
3	4	EMERSON DRIVE	Fall Into Me	(DreamWorks)
5	5	AARON LINES	You Can't Hide Beautiful	(RCA)
7	6	GARY ALLAN	Man To Man	(MCA)
8	7	JOE NICHOLS	Brokenheartsville	(Universal South)
9	8	BRAD PAISLEY	I Wish You'd Stay	(Arista)
10	9	DIXIE CHICKS	Travelin' Soldier	(Monument)
14	10	ALAN JACKSON	That'd Be Alright	(Arista)
12	11	TRACE ADKINS	Chrome	(Capitol)
13	12	SHANIA TWAIN	Up!	(Mercury)
11	13	LONESTAR	Unusually Unusual	(BNA)
15	14	JENNIFER HANSON	Beautiful Goodbye	(Capitol)
16	15	VINCE GILL	Next Big Thing	(MCA)
24	16	KENNY CHESNEY	Big Star	(BNA)
19	17	KEITH URBAN	Raining On Sunday	(Capitol)
17	18	TRICK PONY	On A Mission	(H2E/WB)
21	19	DIAMOND RIO	I Believe	(Arista)
23	20	MARTINA MCBRIDE	Concrete Angel	(RCA)
20	21	FAITH HILL	When The Lights Go Down	(Warner Bros.)
22	22	DEANA CARTER	There's No Limit	(Arista)
18	23	KELLIE COFFEY	At The End Of The Day	(BNA)
27	24	TIM MCGRAW	She's My Kind Of Rain	(Curb)
26	25	CHRIS CAGLE	What A Beautiful Day	(Capitol)
28	26	TOBY KEITH	Rock You Baby	(DreamWorks)
25	27	DARRYL WORLEY	Family Tree	(DreamWorks)
29	28	PHIL VASSAR	This Is God	(Arista)
30	29	JEFF BATES	The Love Song	(RCA)
34	30	JESSICA ANDREWS	There's More To Me Than You	(DreamWorks)

### #1 MOST ADDED

RASCAL FLATTS Love You Out Loud (Lyric Street)

### #1 MOST INCREASED PLAYS

DIXIE CHICKS Travelin' Soldier (Monument)

### TOP NEW & ACTIVE

RADNEY FOSTER Scary Old World (Dualtone)

STEVE WARINER Snowfall On The Sand (Selectone)

HOLLY LAMAR Unkissed (Universal South)

COUNTRY begins on Page 44.

## ALTERNATIVE

LW	TW	ARTIST	SON	Label
1	1	QUEENS OF THE STONE AGE	No One Knows	(Interscope)
2	2	SALIVA	Always	(Island/IDJMG)
3	3	3 DOORS DOWN	When I'm Gone	(Republic/Universal)
4	4	FOO FIGHTERS	All My Life	(Roswell/RCA)
6	5	SEETHER	Fine Again	(Wind-up)
5	6	CHEVELLE	The Red	(Epic)
9	7	RED HOT CHILI PEPPERS	Can't Stop	(Warner Bros.)
7	8	SUM 41	Still Waiting	(Island/IDJMG)
8	9	ZWAN	Honestly	(Reprise)
11	10	TAPROOT	Poem	(Velvet Hammer/Atlantic)
13	11	COLDPLAY	Clocks	(Capitol)
14	12	ALL-AMERICAN REJECTS	Swing Swing	(DreamWorks)
10	13	NIRVANA	You Know You're Right	(Geffen/Interscope)
15	14	FOO FIGHTERS	Times Like These	(Roswell/RCA)
21	15	AUDIOSLAVE	Like A Stone	(Interscope/Epic)
12	16	SYSTEM OF A DOWN	Inner Vision	(American/Columbia)
22	17	DONNAS	Take It Off	(Lookout/Atlantic)
17	18	SOCIALBURN	Down	(Elektra/EEG)
19	19	TRANSPLANTS	Diamonds & Guns	(Epitaph)
18	20	UNWRITTEN LAW	Rest Of My Life	(Lava)
24	21	GOOD CHARLOTTE	The Anthem	(Epic)
23	22	DISTURBED	Remember	(Reprise)
27	23	EVANESCENCE	Bring Me To Life	(Wind-up)
26	24	TRAPT	Headstrong	(Warner Bros.)
28	25	EXIES	My Goddess	(Virgin)
25	26	AUDIOSLAVE	Cochise	(Interscope/Epic)
-	27	GODSMACK	Straight Out Of Line	(Republic/Universal)
29	28	JIMMY EAT WORLD	A Praise Chorus	(DreamWorks)
34	29	MUDVAYNE	Not Falling	(Epic)
32	30	EVERCLEAR	Volvo Driving Soccer Mom	(Capitol)

### #1 MOST ADDED

GODSMACK Straight Out Of Line (Republic/Universal)

### #1 MOST INCREASED PLAYS

GODSMACK Straight Out Of Line (Republic/Universal)

### TOP 5 NEW & ACTIVE

BECK Lost Cause (Geffen/Interscope)

SOUNDTRACK OF OUR LIVES Sister Surround (Republic/Universal)

SYSTEM OF A DOWN I-E-A-I-A-I-D (American/Columbia)

HOT ACTION COP Fever For The Flava (Lava)

ATARIS In This Diary (Columbia)

ALTERNATIVE begins on Page 70.

## SMOOTH JAZZ

LW	TW	ARTIST	SON	Label
2	1	BOB JAMES	Morning, Noon & Night	(Warner Bros.)
1	2	BWB	Groovin'	(Warner Bros.)
4	3	PETER WHITE	Who's That Lady?	(Columbia)
6	4	BONEY JAMES	Grand Central	(Warner Bros.)
7	5	STEVE COLE	Off Broadway	(Warner Bros.)
3	6	STEVE OLIVER	High Noon	(Native Language)
12	7	DAVE KOZ & JEFF KOZ	Blackbird	(Rendezvous/WB)
5	8	RICHARD ELLIOT	Q.T.	(GRP/VMG)
8	9	JEFF GOLUB	Cold Duck Time	(GRP/VMG)
9	10	DIANA KRALL	Just The Way You Are	(Verve/VMG)
13	11	MINDI ABAIR	Lucy's	(GRP/VMG)
10	12	N. BROWN & M. MCDONALD	I Still Believe	(Warner Bros.)
15	13	MICHAEL LINGTON	Still Thinking Of You	(3 Keys)
11	14	NATALIE COLE	Tell Me All About It	(GRP/VMG)
14	15	KENNY G	Paradise	(Arista)
16	16	CRAIG CHAQUICO	Afterglow	(Higher Octave)
17	17	JOAN OSBORNE	I'll Be Around	(Compendia)
19	18	BOB BALDWIN	The Way She Looked At Me	(Narada)
18	19	MARION MEADOWS	Tales Of A Gypsy	(Heads Up)
22	20	GREG ADAMS	'Sup With That	(Rip/Blue Note)
20	21	JEFF LORBER	Chopsticks	(GRP/VMG)
21	22	DONNA GARDIER	How Sweet It Is	(Dome Records Limited)
23	23	GREGG KARUKAS	Your Sweet Smile	(N-Coded)
25	24	AL JARREAU	Random Act Of Love	(GRP/VMG)
29	25	KIM WATERS	Waterfall	(Shanachie)
24	26	NORAH JONES	Come Away With Me	(Blue Note/Virgin)
27	27	NESTOR TORRES	Watermelon Man	(Shanachie)
30	28	JONATHAN BUTLER	Pata Pata	(Warner Bros.)
28	29	MAYSA	Friendly Pressure	(N-Coded)
-	30	CHIELI MINUCCI	Kickin' It Hard	(Shanachie)

### #1 MOST ADDED

KIM WATERS Waterfall (Shanachie)

### #1 MOST INCREASED PLAYS

KIM WATERS Waterfall (Shanachie)

### TOP 5 NEW & ACTIVE

PIECES OF A DREAM Loves Silhouette (Heads Up)

PAUL HARDCASTLE Desire (Trippin' 'n Rhythm)

JOE MCBRIDE Keeping It Real (Heads Up)

BLAKE AARON One Moment With You (Innervision)

SPYRO GYRA Getaway (Heads Up)

Smooth Jazz begins on Page 59.

## TRIPLE A

LW	TW	ARTIST	SON	Label
1	1	COLDPLAY	Clocks	(Capitol)
2	2	TORI AMOS	A Sorta Fairytale	(Epic)
3	3	BECK	Lost Cause	(Geffen/Interscope)
4	4	DAVE MATTHEWS BAND	Grey Street	(RCA)
7	5	WALLFLOWERS	How Good It Can Get	(Interscope)
6	6	COUNTING CROWS	Big Yellow Taxi	(Geffen/Interscope)
8	7	SUSAN TEDESCHI	Alone	(Tone-Cool/Artemis)
9	8	PAUL SIMON	Father And Daughter	(Nick/Jive)
5	9	MATCHBOX TWENTY	Disease	(Atlantic)
10	10	BRAD SHININ'	(Redline)	
15	11	RHETT MILLER	Come Around	(Elektra/EEG)
11	12	TRACY CHAPMAN	You're The One	(Elektra/EEG)
19	13	DAVID GRAY	Be Mine	(ATO/RCA)
13	14	JACK JOHNSON	Bubble Toes	(Enjoy/Universal)
17	15	SOUNDTRACK OF OUR LIVES	Sister Surround	(Republic/Universal)
14	16	SANTANA F/MICHELLE BRANCH	The Game Of Love	(Arista)
16	17	STONE SOUR	Bother	(Roadrunner/IDJMG)
-	18	JOHN MAYER	Why Georgia	(Aware/Columbia)
20	19	SHERYL CROW	C'mon, C'mon	(A&M/Interscope)
21	20	NORAH JONES	Come Away With Me	(Blue Note/Virgin)
18	21	PRETENDERS	Complex Person	(Artemis)
-	22	JASON MRAZ	The Remedy (I Won't Worry)	(Elektra/EEG)
22	23	MAROON 5	Harder To Breathe	(Octone)
27	24	DAVE MATTHEWS BAND	Grace Is Gone	(RCA)
23	25	ZWAN	Honestly	(Reprise)
26	26	KIM RICHEY	Circus Song (Can't Let Go)	(Lost Highway/IDJMG)
24	27	GEORGE HARRISON	Stuck Inside A Cloud	(Capitol)
25	28	BRUCE SPRINGSTEEN	Lonesome Day	(Columbia)
30	29	BIG HEAD TODD & THE MONSTERS	Julianna	(Big)
-	30	SISTER HAZEL	Your Mistake	(Sixth Man)

### #1 MOST ADDED

JASON MRAZ The Remedy (I Won't Worry) (Elektra/EEG)

### #1 MOST INCREASED PLAYS

JASON MRAZ The Remedy (I Won't Worry) (Elektra/EEG)

### TOP 5 NEW & ACTIVE

NO DOUBT FLADY SAW Underneath It All (Interscope)

RED HOT CHILI PEPPERS Can't Stop (Warner Bros.)

DAR WILLIAMS I Saw A Bird Fly Away (Razor & Tie)

WHITE STRIPES We're Going To Be Friends (Third Man/V2)

WARREN ZANES Where We Began (Dualtone)

TRIPLE A begins on Page 75.



# Publisher's Profile

By Erica Farber



## FRANK OSBORN

President/CEO, Qantum Communications

**A**t a time when we hear more about people selling out, Frank Osborn is bucking the trend. Last year he founded his third broadcast company, Qantum Communications, a radio acquisition company with equity funding from Banc of America Capital Partners and Nautic Partners.

As he reflects back on his 25 years in the business, Osborn believes strongly that you either adapt quickly to the changes that have occurred or you have significant problems. He encourages people not to lament change, but to come to terms with it.

**Getting into the business:** "I got out of Wharton with an MBA and went to work for RCA in the mid-'70s as an internal consultant. For four years I was on the corporate staff in New York, advising people on how to manage diverse businesses. If you're a junior person at corporate, after a certain number of years you need to go to a division. I looked around and saw that the guys at NBC were having the most fun and making the most money. I went into NBC as VP/Finance for NBC Radio.

"It's hard to get off a staff position, but I was able to talk Bob Sherman into making me VP/GM of WYNY/New York in 1981. The next trick was to make the transition from working for a major corporation to being an entrepreneur. Even though I had been VP/Finance for NBC, that's not real-world finance. If you need money, you go to the board of directors, and they say you've got it or you don't.

"I needed an education in real-world finance. I ended up going with Bob Price, who was an investment banker-turned-broadcaster. I agreed to help him go operationally, and he agreed to teach me how Wall Street worked. I was then able to go out and raise money and start Osborn Communications in 1985."

**Choosing radio:** "I remember the day I announced I was going to radio. An Exec. VP of NBC took me aside. He put his arm around me and said, 'Don't stay in radio very long.' The perception at NBC at the time was that radio was a poor cousin and that if you wanted to advance, you really needed to be in something other than radio. As an internal consultant, one of the things I did was go around to different stations and do management studies. Through those studies I got to understand how radio stations worked.

"As a kid, I spent a lot of time recording different radio stations and remixing it to what I liked. I served in Vietnam with the Marines and used to record Radio Saigon; I still have some of the jingles. At the time it never occurred to me that it would lead me to the radio business. The real answer is, I just looked at it, saw a lot of people having fun and making money and said, 'Looks good to me.'"

**On starting another company:** "We had significant success at Aurora Communications. When you develop a track record, it makes it easier to do things. When I started Osborn Communications, it took me a year and a half of wandering around and being rejected by almost

everybody before I was able to put together an equity group. Osborn then led to bringing in a new investor group, led by Banc of America Capital Investors. That was Aurora.

"Aurora was quickly successful. Equity players were actually calling me and saying, 'We want to put money to work.' I have a fellow who works with me, Mike Mangan. He was CFO of Aurora and is now my partner. Given the success we had with Aurora, we decided that if I worked with him, we could get this thing up and running faster than he could if he just went off on his own."

**Mission of Qantum:** "One is looking at middle to smaller markets. We'd also like to go into a moderate number of them — 20 would be my guess. I want to be involved in each station; I want to know all the call letters, the names of all the cities we're in, and I want to know the people and the clients. You go beyond that, and your management process is very different."

**Selecting the name Qantum:** "We struggled with that for months. We wanted something that sounded ethereal. We kept checking, and all the good ones were taken. Finally, we came up with Quantum, and, of course, it was taken. That's why we spelled it the way we did. My dad was Australian, and I lived there for a while. In Australia they drop the U."

**Biggest challenge:** "Finding quality properties. You can build a group pretty quickly, and there have been a number of transactions in the past six months. One of the deals we're going to announce was really not on the market. It's an excellent cluster. We hope, over time, that it's a good value. You're not stealing anything at this juncture. That's the trick: to make the model work. To pay the kind of prices you have to pay to get anything of quality, you hope you don't hit a recession in the first year."

**State of the industry:** "I seem to be all alone — from the standpoint of the entrepreneurs — in believing that it's great. I believe consolidation has really been good for the industry. It's been good for the consolidators, and it's been good for the guys selling, because they got higher prices. It's been good for listeners, and it's been good for advertisers. I believe all those things. This is from a guy who has to compete against the majors to get product."

**Why more people don't feel like him:** "To a large extent, consolidation has not been good for station management. There's probably one-quarter of the number of general managers there were five years ago. It's been very hard on management inside radio stations. What you've had is a revolution in the industry. And, in revolutions, things change the way you manage.

"Having said that, a lot of the arguments going on on Capitol Hill are false — people saying that you're getting homogenized product. I can point to markets we've consolidated where, in the old days, you had multiple ACs because you had to have good 25-54 demos. We've gone in and consolidated markets where we took programming and spread it out. So, instead of an AC, we have an Oldies station or we have a different form of Rock. I guarantee that, in some of these smaller and middle markets, there is more format diversity for the local listener.

"You also have stronger companies. We were all desperate in 1991, in the last recession. Desperate companies don't do a lot of extra things. If you can own seven radio stations in one market and you're spreading your cost basis across seven revenue streams, suddenly you can actually afford a news department. You have a news department feeding multiple stations, but you actually have a credible news department. The local listeners get more product.

"I happen to believe that all national programming is

not bad. The listeners decide that. You can say what you want about Howard Stern, but the listeners have spoken. They want to hear him in a lot of markets beyond New York City. What's wrong with a mix of national, regional and local programming?"

**How Wall Street views the business today:** "They love it; it's hot. They got creamed in telecom. They want more stability, more certainty, and they view radio as having it. There's an enormous amount of money ready to be put to work in radio. There's more money than there are true entrepreneurs and deals."

**Something about his company that might surprise our readers:** "What you can do with very few people in corporate headquarters. There are three of us — Mike, myself and the person who answers the phone. The other real revolution in the '90s, besides the Telecom Act, was the coming of age of computers and their ability to permit people to do things they couldn't otherwise do."

"I remember going to a lecture by Tom Peters. He said, 'Staff is evil.' Someone put up their hand and said, 'You're just exaggerating for effect.' He said he meant it. And a smart staff is worse than a dumb staff. A dumb staff just costs you money. A smart staff asks line guys tough questions and confuses them. Operators ought to operate. Therefore, you ought to minimize the number of people sitting around and gazing at what operators are doing."

**Most influential individual:** "Bob Sherman gave me my first GM job. He had to take a risk. He was Exec. VP/Radio O&Os for NBC. Bob Price really helped me. To run a successful radio company you've got to be excellent in operations and finance. Bob was the guy who gave me the sense of how to do a capital structure. Also, Ralph Guild. From him I learned to look forward, not backward, and to take a creative approach to the way you solve problems. He's been a big influence on me in my career."

**Career highlight:** "Having started a company — and, now, multiple companies. The first one's the toughest. I'm proud we made money for people. We didn't crash terribly in 1991; we didn't discount our debt. We made a fair amount of money for a fair number of people. Every day I get up I say thank you that I was born in the United States. Virtually only in the United States can you come with no money, only an idea and your own ambition, and create companies."

**Career disappointment:** "When I was at NBC, before I became GM, I was working on a Ph.D. I'd finished all the course work and wrote the first chapter of the dissertation, but I never finished it. I'm going to get back on it. It was basically using social psychological theories and techniques to work on black-white interactions in the United States. I'd come out of the '60s and '70s. It's a lot better now, but we're still not there. I'd really like to get back to that someday."

**Favorite radio format:** "AC, News and Classical."

**Favorite television show:** "A&E's *Biography*."

**Favorite song:** "Bridge Over Troubled Waters."

**Favorite book:** "James Boswell's *The Life of Samuel Johnson*."

**Favorite movie:** "A Man for All Seasons."

**Favorite restaurant:** "Four Seasons, New York City."

**Beverage of choice:** "Good wines, both red and white."

**Hobbies:** "Mountains and oceans; I like them both."

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**Advice for broadcasters:** "I believe radio is one of the most democratic institutions in the United States. Pay attention to what your listeners are saying. A lot of radio guys want to give listeners what they believe listeners should want to hear. I've spent a career finding out what listeners want to hear or what product they want and giving that to them. Then they reward you."



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