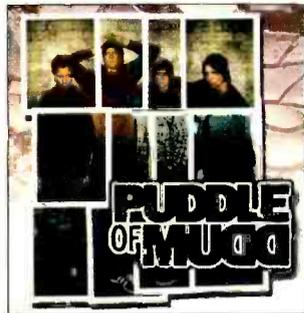


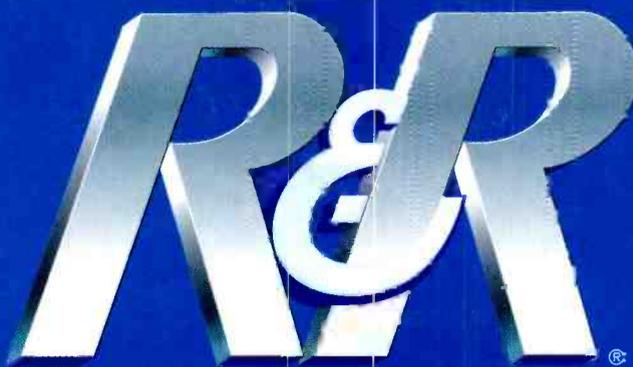
NEWSSTAND PRICE \$6.50

### Mudd Make Multiformat Splash

Puddle Of Mudd's "Blurry" holds on to the top spot on



R&R's Alternative and Active Rock charts this week. The Flawless/Geffen/Interscope song is also No. 3 at Rock and moves 25-17 at CHR/Pop and 25-19 at Hot AC. It also debuts at 27 at Triple A.



**RADIO & RECORDS**

[www.rroonline.com](http://www.rroonline.com)

FEBRUARY 22, 2002

### Annual Talk Radio Special

In conjunction with R&R's annual Talk Radio Seminar, going on right now in Washington, DC, Al Peterson paints the picture of News/Talk radio in a post-9/11 world. The special begins on Page 23.



# KENNY CHESNEY

## "YOUNG"

## RADIO

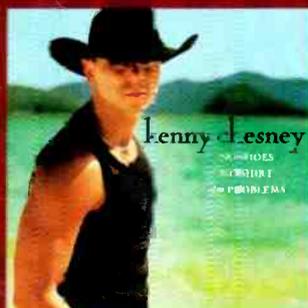
- ★ "Young" - Top 10 in 4 weeks
- ★ "Young" - fastest moving song of his career
- ★ "Young" - only single in the history of R&R Country Chart to debut from MP3 file play

## SALES

- ★ Over 7 million in sales and counting
- ★ Back-to-back double platinum albums
- ★ *Greatest Hits* debuted #1 and stayed in Top 10 for over one year

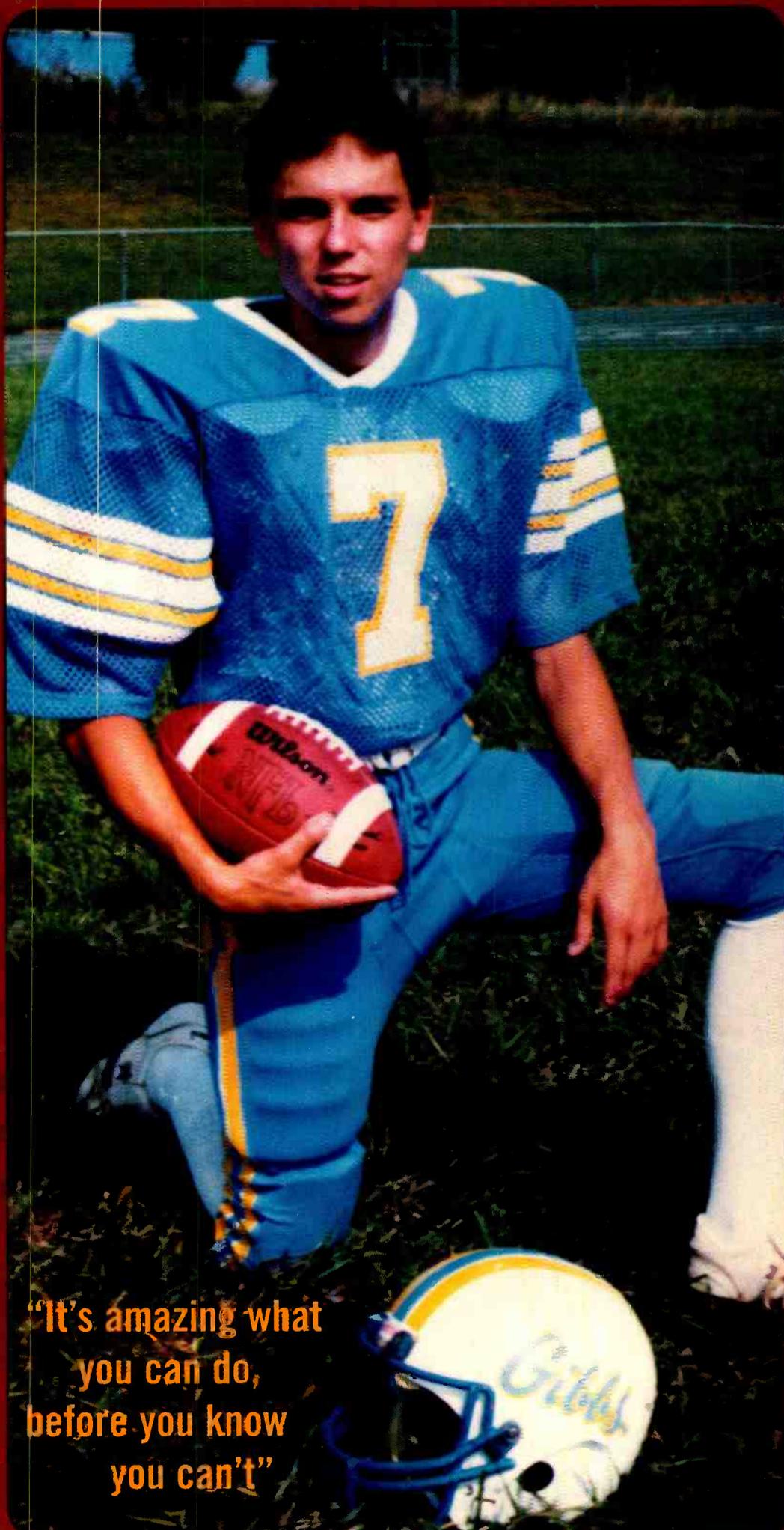
## TOUR

- ★ 1st Headlining Arena Tour, "No Shoes, No Shirt, No Problems" kicks off January 2002
- ★ "No Shoes, No Shirt, No Problems Tour," sponsored by the GM Card and CMT
- ★ Played to over 1 million fans in 2001



NEW ALBUM,  
*No Shoes, No Shirt,  
No Problems*  
IN STORES APRIL 23

**BNA** **CMT**  
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"It's amazing what you can do, before you know you can't"



# Ashanti

introduced on the #1 hit song  
*ja rule's "always on time"*

murder inc.'s first lady of  
 r&b with her debut single

## foolish

debut album in stores  
 april 9, 2002

**#1 MOST ADDED at Rhythm/Crossover AND Urban first week!!!  
 On over 125 combined stations!!**

Crossover Monitor	27* - 21* (+553)	#1 GREATEST GAINER!
Rhythm Monitor	39* - 25* (+334)	A GREATEST GAINER!
R&R Rhythmic	28 - 19 (+487)	#2 MOST INCREASED!
R&R Urban	48 - 30 (+478)	#1 MOST INCREASED!

Already Over 32 Million in  
 Audience & Over 2700 Spins...

#1 Phones Already at:  
 Hot 97      KBMB  
 KYLD      WWKX  
 KMEL      WZMX  
 KOHT (power rotation)

Top 5 Phones Seattle, Denver, DC, Baltimore, Albuquerque  
 Top 10 Callout with core KQKS  
 Top 5 Callout WXYV

The first Pick in the new Rhythmic column by Dontay Thompson!

www.murderinrecords.com

MURDER

AJM Records

ADD

MV

BET



management ♦ marketing ♦ sales

According to the experts, there are signs of recovery in the radio-industry economy. At the recent RAB 2002 convention in Orlando, RAB President/CEO Gary Fries admitted that business last year fell to depths nobody could have imagined. But Fries said that business in January 2002 was actually higher than it was a year earlier, and there are other signs that the radio industry could be in decent shape this year. Our Management, Marketing & Sales section also features our annual Spring Ratings Tuneup from consultant John Lund and our GM Spotlight, which this week features a manager of Olympic proportions, KSL/Salt Lake City's Chris Redgrave.

Pages 10-14

**R&R '02 INDUSTRY ACHIEVEMENT AWARD NOMINATIONS**

Here's your chance to nominate the best and the brightest for a 2002 R&R Industry Achievement Award. In this issue (and only this issue) you'll find an official ballot where you can suggest your favorite station, GM, PD, MD, personality, label and label exec. A second round of balloting will occur in April; the winners will be announced at R&R Convention 2002 in Beverly Hills, CA.

Page 40

**RUSH LIMBAUGH SPEAKS UP!**

As Talk radio executives from around the world gather in Washington, DC for the R&R Talk Radio Seminar, News/Talk/Sports Editor **Al Peterson** put together another great special documenting the year in News/Talk radio. Anchoring this year's special is an interview with Rush Limbaugh, who discusses at length his comeback from total deafness. Al also has profiles of Sean Hannity, Glenn Beck, Kevin Straley and Ken and Daria Dolan.

Begins on Page 23



**Four Markets Get Sirius**

■ Ad campaign rolls out on terrestrial radio

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

More than 14 months after **Sirius Satellite Radio** had originally expected to launch its much-ballyhooed service, audiophiles in Houston; Denver; Phoenix; and Jackson, MS got their first opportunity to subscribe to the 100-channel,

digital-quality service for \$12.95 per month.



**SIRIUS**

Jackson, the market where Sirius CEO Joe Clayton launched DIRECTV 10 years ago, hosted a VIP kickoff gala with live performances by Randy Travis, Earl Scruggs, Tom T. Hall, Tracy Lawrence and Rhonda Vincent & The Rags.

**SIRIUS/See Page 17**

**Sept. 11 Boosts Interest In Rush Limbaugh**

■ Paragon Research update: Limbaugh's appeal as strong as ever

Rush Limbaugh's listeners have taken a keen interest in the talk host following the Sept. 11, 2001 events and in their aftermath. The surge in listening is particularly strong among younger listeners. The research — which also shows Limbaugh's appeal to be stronger than it was three years ago — was conducted by Paragon Media Strategies.



Limbaugh

Of the 379 people queried by Paragon who said they listen to Limbaugh regularly or occasionally, a net 30% of listeners said they listen more since the terrorist attacks of Sept. 11. (Net gain is the percentage of those who listen more minus the percentage of those who listen less.) Among listeners under 25, 52% said they listen more.

When asked a similar question about listening during the ongoing war on terrorism, a net 24% of the panel said they listen to Limbaugh more, with 44% of under-25s listening more.

Limbaugh's battle to hear is widely known among his listeners, but it has virtually no effect on his appeal. Almost three out of four listeners were aware of Limbaugh's hearing problems, and 44% said they have noticed some change in his speech. But 95% of listeners said the issue will have no effect on their future listening.

To request the full report on Rush Limbaugh, go to [www.paragonmediastrategies.com](http://www.paragonmediastrategies.com).

**Tracking Rush's Appeal**

In 1999 and again this year, Paragon Media Strategies asked Rush Limbaugh's listeners questions about various aspects of his appeal. Percentages below are those listeners who agreed with the statements.

- *The Rush Limbaugh Radio Show* still has the same aggressive, political edge that it has always had.  
2002: 84% 1999: 63%
- Rush Limbaugh is now part of the conservative establishment rather than an independent outsider.  
2002: 60% 1999: 49%
- *The Rush Limbaugh Radio Show* is the only reason I listen to the radio station he's on.  
2002: 31% 1999: 21%
- *The Rush Limbaugh Radio Show* is less entertaining than it was six months ago.  
2002: 25% 1999: 22%
- I'm listening more to *The Rush Limbaugh Radio Show* now than I was six months ago.  
2002: 26% 1999: 18%
- I'm listening less to *The Rush Limbaugh Radio Show* now than I was six months ago.  
2002: 34% 1999: 35%

Source: Paragon Media Strategies survey of 379 people in 2002 and 296 people in 1999 (ages 15-64) who said they listen regularly or occasionally to Rush Limbaugh. The 2001 sample was composed of 53% men and 47% women.

EXCLUSIVE RUSH LIMBAUGH INTERVIEW: SEE PAGE 24.

**Universal South Sets Switzer As Sr. VP/Promotion**

By LON HELTON  
R&R COUNTRY EDITOR  
lhelton@rronline.com

Bryan Switzer has been named Sr. VP/Promotion for new Nashville-based label **Universal South**. He was formerly VP/GM at Atlantic/Nashville.



Switzer

"We are thrilled to have someone with Bryan's experience, knowledge and passion joining Universal South's senior management team," said

**SWITZER/See Page 18**

PART TWO OF A TWO-PART SERIES

**Telecom Turns 6: Did The Act Eliminate 'The Little Guy'?**

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

The Telecommunications Act of 1996 led to an unbridled boom of consolidation in the radio industry, driving up the prices of radio stations and the stocks

Court Orders FCC To Reconsider TV Ownership Cap: Page 4

of companies that own them. Amid the economic flurry, many believe that radio lost some of its uniqueness and that delivering a healthy bottom line took precedence over radio's traditional focus on serving communities.

While he stopped short of calling the act bad for radio,

Entravision Radio President Jeffrey Liberman said that consolidation has put too much control in the hands of station owners and advertisers. "Since station groups are now able to sell in clusters, this allows an advertiser to dominate the amount of dollars in each market," he told R&R. Liberman also believes that larger operators have the power to dominate weaker competitors. "Controlling multiple formats has allowed operators to niche

**TELECOM/See Page 49**

**Johnson Becomes Sr. VP/Marketing & Promo, Motown**

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

**Motown Records** has appointed **Michael Johnson Sr.** VP/Marketing & Promotions. Based in New York and reporting to Motown President/CEO Kedar Massenburg, Johnson will oversee radio promotion, as well as marketing and sales operations.



M. Johnson

Massenburg said, "As a well-respected music-industry veteran, Michael's wealth of knowledge

**MOTOWN/See Page 17**

**THIS #1 WEEK**

- CHR/POP**  
• NO DOUBT Hey Baby (Interscope)
- CHR/RHYTHMIC**  
• JA RULE Always On Time (Murder Inc./Def Jam/IDJMG)
- URBAN**  
• BRANDY What About Us? (Atlantic)
- URBAN AC**  
• MICHAEL JACKSON Butterflies (Epic)
- COUNTRY**  
• STEVE HOLY Good Morning Beautiful (Curb)
- AC**  
• ENRIQUE IGLESIAS Hero (Interscope)
- HOT AC**  
• CALLING Wherever You Will Go (RCA)
- SMOOTH JAZZ**  
• BRIAN CULBERTSON All About You (Atlantic)
- ROCK**  
• CREED My Sacrifice (Wind-up)
- ACTIVE ROCK**  
• PUDDLE OF MUDD Blurry (Flawless/Geffen/Interscope)
- ALTERNATIVE**  
• PUDDLE OF MUDD Blurry (Flawless/Geffen/Interscope)
- TRIPLE A**  
• ALANIS MORISSETTE Hands Clean (Maverick/Reprise)

# The Only Static You'll Get Is From The Caller On Line 1



You may get a lot of noise from an opinionated caller, but your show sounds crystal clear to the radio audience. That is if you have a Gentner Broadcast Telephone System from Harris.

Although the system's console looks like an ordinary telephone your talk show host will see the difference

immediately. Not only is the sound incredibly clean and crisp, the system includes two built-in digital hybrids so you can conference up to four on-air callers

simultaneously. And each one will be heard loud and clear. Even Mr.

Cranky on line 1.

Which brings us to another important point.

Gentner Broadcast Telephone Systems have multi-colored line indicators so your host knows who's on the air, who's on hold, who is talking to the producer and who has been screened. Plus, the host can screen calls off the air while other callers are on the air. So if the guy on line 1 isn't a good fit for today's show – he's history.

There's much more to know, of course, including Gentner's 6 or 12 telephone line capabilities, available software to customize a system to your specific requirements, and network solutions that let you connect multiple studios.

To learn all that a Gentner Broadcast Telephone System can do for your operation, contact your local Harris representative.

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[www.broadcast.harris.com](http://www.broadcast.harris.com)

**HARRIS**

## Johnson Joins J As VP/Urban Promo

J Records has tapped Cynthia Johnson as VP/Urban Promotion.



Johnson

Based in New York, she reports to Sr. VP/Urban Promotion Ken Wilson.

"It is my pleasure to welcome Cynthia to our promotion team, and I'm truly excited to work with her again," Wilson said.

"She has an excellent understanding of this ever-changing promotion game, and her extensive experience, enthusiasm and dedication complement what J Records is all about."

Johnson said, "I am extremely happy to work with the exceptionally talented people at J Records and to contribute to the company's overall success. Ken Wilson is my mentor and friend. I'm elated to work with him again. Having him on the J Records team assures our success."

"I am also honored to have the opportunity to work with [J founder and Chairman/CEO] Clive Davis, whom I have admired for years, and [Sr. VP/Black Music] Ron Gillyard, who has the vision and ability to make the dream a reality."

Johnson was most recently Sr. VP/Urban Promotion at Columbia Records. She was also named R&R Urban Promotion Executive of the Year in 2000 and 2001.

## CC Takes '80s To The 'MAX In Atlanta

Clear Channel on Monday completed its move-in and signal shift of WYAI/Atlanta from Bowdon, GA by unveiling a pop-based '80s format as "105.3 WMAX."

WYAI was previously Country at 105.5 MHz, serving a rural area between Atlanta and Anniston, AL. The station now boasts a class C signal that covers most of the city; WYAI's signal is weakest in the far northeastern portions of the metropolitan area.

WYAI has already changed its call letters to WMAX, which were formerly located on the newly renamed WMGP/LaGrange, GA. Core artists of the new 'MAX include Prince, John Cougar Mellencamp and Bon Jovi. A PD

WMAX/See Page 17



Dukes

## Talkin' 'Bout Freedom!



Paul McCartney recently sat down with MJI Broadcasting Sr. Director/Rock Programming & Specials Sal Cirrincione for an extensive interview about McCartney's latest album, Driving Rain. The special was a co-production between MJI and McCartney's MPL Communications.

## Emmis Exits Denver With KALC Sale

■ Entercom buys Hot AC 'Alice' for \$88 million

By MOLLIE ZIEGLER  
R&R WASHINGTON BUREAU  
mziegler@rronline.com



Smulyan

Emmis Communications sold its second Denver radio station in as many days last week when Entercom agreed to pay \$88 million for KALC. The deal came a day after Entravision said it would buy KXPB/Denver for \$47.5 million.

Entercom will assume control of Hot AC KALC under a time-brokerage agreement once the deal passes muster with the Department of Justice, expected sometime this quarter, and the transaction should close in May.

On Feb. 1 Entercom took control of three other Denver stations — Tribune's KEZW, KKHK & KOSI — but the closing of that deal could

be delayed by up to three years, at Tribune's option. Entercom President/COO David Field calls KALC "the perfect strategic complement to the Tribune properties."

While selling its two stations in Denver is a lucrative prospect for Emmis — it's pocketing \$135.5 million for the pair — the company will no longer have a presence in

market No. 23 and will have to live without the \$3.5 million in cash flow the two stations are expected to generate this year.

But, referring to when he saw the prices Entercom paid for Tribune's Denver outlets, Emmis Chairman/CEO Jeff Smulyan said, "We realized it made

EMMIS/See Page 17

## Clear Channel Ups Carls In Louisville

Kelly Carls has been named to the newly created Director/Operations position for Clear Channel/Louisville. Carls rises from Director/AM Operations, in which position he oversaw News/Talk WHAS, Talk WKJK and Sports WXXA. Now he oversees the entire cluster, which also includes Country WAMZ, Classic Rock WQMF, Rock WTFX, Country WYBL and CHR/Pop WZKF.

"In an ongoing effort to better organize and streamline our operation, I am pleased to announce the promotion of Kelly Carls," Clear Channel Regional VP/Market Manager Bill

Gentry said. "With heavy mandates and deadlines, new and expanded acquisitions and responsibilities and increasing regional pressure, Kelly is the logical choice to help us sort it all out (so I don't have to). Kelly will be available to assist our award-winning PDs, to determine and coordinate priorities with engineering and to continue to try to force his news product on the FMs!"

Carls was previously OM of WHAS and Regional PD for Clear Channel's News/Talk stations in Kentucky (Louisville and Lexington), Tennessee (Memphis) and Shreveport, LA.



Carls

FEBRUARY 22, 2002

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## SBS/L.A. Promotes Radlovic To VP/GM

As expected, KLAX (La Raza) & KXOL (El Sol)/Los Angeles VP/Station Manager Marko Radlovic has been promoted to VP/GM of the Spanish Broadcasting System Regional Mexican duo. Radlovic became interim VP/GM of the stations when Bob Visotcky, who had been VP/GM since August 2001, exited at the end of January.



Radlovic

"I am pleased that Marko has accepted this increased responsibility," said SBS President/CEO Raul Alar-

Jr., to whom Radlovic reports. "His knowledge of the L.A. marketplace is a valuable asset as we continue to expand our share of the nation's largest Hispanic market. Marko's combination of experience and demonstrated leadership bode well for his ability to maximize our sales potential in Los Angeles."

Radlovic told R&R, "I want to thank Raul Alarcon Jr. and

RADLOVIC/See Page 17

## KKRZ/Portland, OR Appoints Hayes PD

Michael Hayes has been named PD of Clear Channel's CHR/Pop KKRZ (Z100)/Portland, OR. Hayes transfers from a similar post at the company's WKST/Pittsburgh. "I grew up in the Pacific Northwest and consider my move to Portland and KKRZ a homecoming," said Hayes. "I still get an adrenaline rush when I hear great radio. Radio is more than just a job to me; it's an art form. "My other passion is music; I can't

fathom anyone getting into the business without a love and passion for the music. KKRZ has long had a reputation as being one of the premier CHR stations in America, and it's our job to put Z100 back on top where it belongs in the Portland market."

Hayes is a 20-year programming veteran, with stints at WIOQ/Philadelphia, KBEQ/Houston, WZOU/Boston and KQKS/Denver on his resume.

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## FCC Proposes System For Noncom Auctions

Also puts forward 'consumer-friendly' complaints system

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

In an effort to work around a Washington, DC Circuit Court decision that interfered with its plans for spectrum auctions, the FCC has proposed several solutions to the problem of commercial and noncommercial operators sharing the same spectrum and has asked for public comment on its proposals.

In July 2001 a DC federal appeals court vacated an existing FCC rule and said that noncommercial educational radio broadcasters are exempt from having to compete in auctions for commercial broadcast frequencies. That decision forced the FCC to come up with a new policy for licensing noncommercial stations on commercial channels.

At the FCC's Feb. 14 meeting the Mass Media Bureau introduced a proposal that it hopes will begin to resolve the issue. The bureau proposed three options: to limit noncom applicants to

the existing reserved noncommercial frequencies, to permit noncoms to acquire licenses for unreserved channels when no commercial entities apply or to allow noncoms to reserve additional channels.

However, the bureau stressed that these are not the only options it will consider and invited public comment and additional ideas. Mass Media Bureau Chief Roy Stewart said that, since there is a large backlog of applications, his bureau hopes to act quickly.

After the meeting FCC Chairman Michael Powell said his agency is in a

"very difficult situation" as it faces the challenge of handling this issue and admitted that he doesn't feel strongly about any one proposal. "We have to explore all of those and many more options to resolve what I believe was a court decision in error," he said.

Commissioner Michael Copps added that the delay caused by the court's ruling "is harming our ability to license new spectrum," but he commended the Mass Media Bureau for trying to find a creative solution within the narrow ruling.

### Consumer-Friendly Complaints

Also at the Feb. 14 meeting, the FCC's Consumer Information Bureau proposed what it called "consumer-

FCC See Page 6

## Court Orders FCC To Reconsider Ownership Cap

By MOLLIE ZIEGLER  
R&R WASHINGTON BUREAU CHIEF  
mailroom@rronline.com

A U.S. appeals court has rejected the FCC's defense of its regulations capping the national reach of broadcast owners at 35% of the television audience and has sent the issue back to the commission for further consideration. Chief Judge Douglas Ginsburg wrote on behalf of the three-judge panel that the FCC's decision to retain the rules was "arbitrary and capricious and contrary to law."

Viacom, which owns the CBS and UPN networks, joined FOX and NBC in challenging the rule. Viacom and FOX both have reach above the cap imposed by FCC regulations, and Viacom has been a vocal opponent of the rule.

The larger television networks have long argued that the regulation on national reach is outdated. Developed in an era when three networks competed for market control, the rule now restricts seven broadcast networks in an increasingly competitive environment that includes radio, cable, Internet and digital broadcasting. Independent broadcasters and affiliates have supported the regulation, fearing that without it they will lose bargaining power.

Viacom issued a statement on Tuesday that said, "We are pleased with the court's ruling. It's a great decision for viewers. We believe strongly that the FCC should eliminate its archaic restrictions on broadcast ownership — rules that date back to the 1940s and are clearly an anachronism in today's world of ever-expanding media choices."

NAB President/CEO Edward Fritts disagreed. He said, "The 35% television ownership cap has been critically important in preserving the network-affiliate relationship that has made the U.S. system of free, over-the-air broadcasting the envy of the world. This rule has been instrumental in promoting localism and diversity. The

NAB will continue to build a solid record to convince the FCC, Congress and the courts to preserve the 35% cap." Viacom pulled its 35 CBS stations and 175 Infinity stations out of the NAB last year over the issue.

The court on Tuesday also threw out the FCC's regulation prohibiting a single entity from controlling cable systems and broadcast stations in the same market.

The FCC is required to review its ownership rules every two years, and in May 2000 the commission voted to uphold both the ownership cap and the broadcast-cable ownership ban. The commission's reasoning at the time was that too little time had passed since it increased the ownership cap from 25%; that increase was enacted in 1998.

FCC Chairman Michael Powell, who was an FCC commissioner at the time, strongly opposed the 2000 decision, claiming that the FCC refused to consider the new competitive landscape.

## BUSINESS BRIEFS

### NAB: The Time Is Ripe For IBOC

In comments filed in the FCC's in-band, on-channel digital-broadcasting proceeding, the NAB said, "IBOC technology is the radio industry's preferred route to a digital future," and asked the commission to authorize iBiquity's technology for the service. The NAB pointed out that supporting a "vibrant and vital terrestrial radio service" for the public and creating digital opportunities for broadcasters have been policy goals for the FCC, and it said that IBOC technology "has now proven out for the FM band and is clearly the path to achieve these policy goals." The NAB noted that questions still exist about IBOC's effect on terrestrial radio stations but pointed out that iBiquity, NPR and the International Association of Audio Information Services have tests underway to address those concerns. The NAB also asked the FCC to announce what final steps will be necessary to authorize digital radio transmissions.

### Saga Pays \$9 Million For New England Quartet

Saga Communications purchased Tele-Media Co.'s WKNE-AM & FM/Keene, NH and WKVT-AM & FM/Brattleboro, VT for \$9 million in a cash deal announced last week. The acquisition of WKNE-AM & FM expands Saga's presence in New Hampshire, where it already owns WFEA-AM, WQLL-FM & WZID-FM/Manchester. And, while WKVT-AM & FM are Saga's first stations in Vermont, the company owns four stations in a nearby market: It has WHMP-AM, WHNP-AM, WAQY-FM & WLZX-FM/Springfield, MA. Saga expects to close the deal in the second quarter. Robert Maccini of Media Services Group represented Saga in the deal, and Frank Boyle of Frank Boyle & Co. represented Tele-Media.

### Millennium Completes \$110M Press Deal

Millennium Radio Group has completed its \$110 million purchase of Press Communications' WBUD-AM & WKXW-FM/Trenton, NJ and WBSS-FM/Atlantic City, NJ. The deal, announced in June 2001, was red-flagged by the FCC over ad-revenue concerns. That holdup likely centered on Millennium's acquisition of five Monmouth stations from Nassau Broadcasting — a deal Millennium announced just five days after the Press deal and that is still awaiting completion. Millennium also bought three Atlantic City stations from Citadel in March 2001.

### Clear Channel Venture Buys Australian FM License

The Australian Radio Network, Clear Channel Communications' joint-venture with Australia's APN News & Media and the U.K.'s DMG Radio

Continued on Page 18

## R&R Stock Index

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

	2/15/01	2/08/02	2/15/02	2/15/01	2/8/02-2/15/02
R&R Index	258.09	235.49	240.99	-6.6%	+2.3%
Dow Industrials	10,891.02	9744.24	9903.04	-9%	+1.6%
S&P 500	1326.61	1096.22	1104.18	-17%	+0.7%



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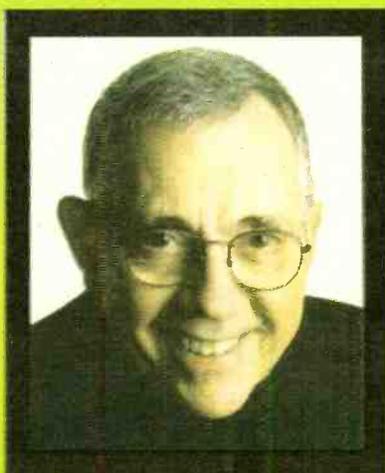
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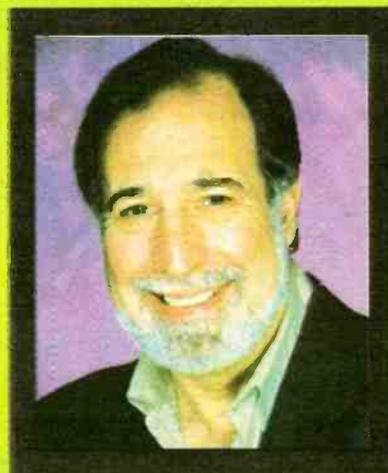
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# NAB

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# 2002

## DEAL OF THE WEEK

- **KALC-FM/Denver (Denver-Boulder), CO \$88 million**

## 2002 DEALS TO DATE

**Dollars to Date: \$247,572,911**  
(Last Year: \$3,860,191,556)

**Dollars This Quarter: \$247,572,911**  
(Last Year: \$2,202,699,600)

**Stations Traded This Year: 90**  
(Last Year: 1,054)

**Stations Traded This Quarter: 90**  
(Last Year: 343)

## TRANSACTIONS AT A GLANCE

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

- KIDI-FM/Guadalupe (Santa Maria) and KTAP-AM/Santa Maria, CA \$260,000
- KXPB-FM/Evergreen (Denver-Boulder), CO \$47.5 million
- WMID-AM/Atlantic City, WMID-FM/Cape May, WGBZ-FM/Cape May Court House, WTTH-FM/Margate City, WZBZ-FM/Pleasantville and WBNJ-FM/Wildwood Crest (Atlantic City-Cape May), NJ \$13 million
- WYNT-FM/Upper Sandusky, OH \$825,000

## Emmis Exits Denver With Two Big Sales

Entercom captures 'Alice' for \$88 million; Entravision to place 'Radio Tri-Color' on 'The Peak'

## Deal Of The Week

## Colorado

## KALC-FM/Denver (Denver-Boulder)

PRICE: \$88 million

TERMS: Asset sale for cash

BUYER: Entercom Communications, headed by President/COO David Field. Phone: 610-660-5610. It owns 98 other stations. This represents its entry into the market.

SELLER: Emmis Communications, headed by President/CEO Jeff Smulyan. Phone: 317-266-0100

FREQUENCY: 105.9 MHz

POWER: 100kw at 1,470 feet

FORMAT: Hot AC

## Multistate Deal

## Saga New England Purchase

PRICE: \$9.08 million

TERMS: Asset sale for cash

BUYER: Saga Communications Inc., headed by President/CEO Ed Christian. Phone: 313-886-7070. It

owns 56 other stations. This represents its entry into the market.

SELLER: Tele-Media Broadcasting Co., headed by VP/COO Radio Ira Rosenblatt. Phone: 603-889-1063

BROKER: Bob Maccini of Media Services Group and Frank Boyle of Frank Boyle & Co.

## New Hampshire

## WKNE-AM &amp; FM/Keene

FREQUENCY: 1290 kHz; 103.7 MHz

POWER: 5kw; 12kw at 997 feet

FORMAT: News/Talk; AC

## Vermont

## WKVT-AM &amp; FM/Brattleboro

FREQUENCY: 1490 kHz; 92.7 MHz

POWER: 1kw; 2kw at 610 feet

FORMAT: News/Talk; Classic Rock

## California

## KIDI-FM/Guadalupe (Santa Maria) and KTAP-AM/Santa Maria

PRICE: \$260,000

TERMS: Emerald Wave Media President George Ruiz is buying out partner Palma Ann Case's shares in the company. Ruiz is purchasing 10,000 shares of common stock, valued at \$26 per share.

BUYER: Emerald Wave Media President George Ruiz. Phone: 415-598-9959. The company owns no other stations.

SELLER: Emerald Wave Media Secretary Palma Ann Case. Phone: 805-928-4334

FREQUENCY: 105.5 MHz; 1600 kHz

POWER: 350 watts at 1,342 feet; 470 watts

FORMAT: Regional Mexican; Regional Mexican

## Colorado

## KXPB-FM/Evergreen (Denver-Boulder)

PRICE: \$47.5 million

TERMS: Asset sale for cash

BUYER: Entravision Communications Co., headed by Chairman/CEO Walter Ulloa. Phone: 310-447-3870. It owns 52 other stations, including KMXA-AM & KJMN-FM/Denver.

SELLER: Emmis Communications, headed by President/CEO Jeff Smulyan. Phone: 317-266-0100

FREQUENCY: 96.5 MHz

POWER: 100kw at 1,528 feet

FORMAT: '80s

## New Jersey

## WMID-AM/Atlantic City, WMID-FM/Cape May, WGBZ-FM/Cape May Court House, WTTH-FM/Margate City, WZBZ-FM/Pleasantville and WBNJ-FM/Wildwood Crest (Atlantic City-Cape May)

PRICE: \$13 million

TERMS: Asset sale for cash

BUYER: Equity Communications LP, headed by President/CEO Gary Fisher. Phone: 609-484-8444. It owns three other stations: WCMC-AM, WAYV-FM & WZXL-FM/Atlantic City, NJ.

SELLER: Margate Communications LP, headed by President

Donald Brooks. Phone: 609-348-4040

FREQUENCY: 1340 kHz; 102.3 MHz; 105.5 MHz; 96.1 MHz; 99.3 MHz; 93.1 MHz

POWER: 890 watts; 3kw at 292 feet; 3kw at 295 feet; 3kw at 371 feet; 3kw at 328 feet; 4kw at 217 feet

FORMAT: Adult Standards; Smooth Jazz; CHR; Urban AC; CHR; Urban AC

## Ohio

## WYNT-FM/Upper Sandusky

PRICE: \$825,000

TERMS: Asset sale for cash

BUYER: Clear Channel Communications, headed by Radio CEO Randy Michaels. Phone: 859-655-2267. It owns 1,213 other stations. This represents its entry into the market.

SELLER: US Communications Inc., headed by owner/President Forrest Whitehead. Phone: 419-294-4903

FREQUENCY: 95.9 MHz

POWER: 3kw at 299 feet

FORMAT: AC/Country

## Earnings

Continued from Page 1

loss. For the full year, Viacom posted a net loss of \$223.5 million, or 13 cents, compared to 2000's loss of \$816.1 million, or 67 cents. Excluding one-time gains and charges, Viacom had a loss of 8 cents per share in 2001.

Viacom President/COO Mel Karmazin, paraphrasing what he told R&R last November that he feared would happen, told an investor's tele-

conference last week that advertisers "beat up on radio sales guys." Advertisers wanted sales reps "to sell them lower rates," Karmazin told analysts, trying to explain Infinity's revenue drop.

"It wasn't that we saw one cancellation of somebody who left radio because it was too expensive," he said. "If advertisers were genuinely concerned about value, we would have seen an awful lot of dollars shift from

more expensive media like newspapers into radio. It was more of a perception that the advertising business was soft, and if the advertising business is soft, they still want to buy their spots—but they want to buy them at a lower rate. The sense is that the prices are firming up because the demand is firming up."

But Viacom had some good news for investors too. The company acquired KCAL-TV/Los Angeles for \$650 million cash, giving Viacom—which owns and operates KCBS-TV in Los Angeles—its eighth TV duopoly in the country. It's unclear if the company will have to spin off one or more of its L.A. radio stations to comply with FCC market-ownership limits.

During the teleconference Viacom Chairman/CEO Sumner Redstone set out to soothe the concerns that trouble was brewing between himself and Karmazin. "Mel and I are getting along great!" declared Redstone. "Our management team, led by Mel, came through with flying colors." Redstone added that Viacom's future is "bright because of top management" and said

he and Karmazin are "totally in synch and unequivocally committed" to Viacom.

## Cumulus Sees Tough Comps In Q4

Cumulus Media's Q4 net revenue dropped 11%, to \$50.8 million. On Tuesday President/CEO Lew Dickey said the drop was the result of a combination of a very soft advertising environment and outstanding sales performance in October and November of 2000 that made the most recent fall comparables more difficult to meet.

Broadcast cash flow dropped 3.5%, to \$16.6 million, while after-tax cash flow improved from a loss of \$1.6 million, or 5 cents per share, to a gain of \$1 million, or 3 cents. EBITDA jumped 14%, to \$13.1 million, generally due to the benefits from cost cuts made earlier in the year, Dickey said. Cumulus' per-share loss widened from 32 cents to 48 cents. On a same-station basis, revenue fell 10% and BCF increased 3%.

"It's a pretty tough revenue environment, and no one can tell for sure when there will be an improvement,"

Dickey said. "We are focused on increasing shares in each market." Not only that, he said, but "it's a lot tougher to put ad dollars on our books" because of tighter advertiser guidelines adopted by the company.

Two years ago Cumulus was ravaged by hard-to-collect debt. It has since improved its profit margin dramatically through better collections. Dickey said that the company has worked hard to cut costs and that costs are now in hand. "We are holding our own," he said. "Cumulus has made a great deal of progress in a relatively short time, and we are poised for expansion."

But Dickey noted that Cumulus will be picky about its growth and will choose deals that add to the bottom line. The recent deals to acquire Aurora and Dickey Brothers outlets by using Cumulus shares has helped boost the company's stock value and eased its cash outlay. Dickey said the addition of Aurora, expected to close in late March, will add about \$15 million in BCF; the Dickey Brothers stations will kick in about \$3.9 million.

Continued on page 18

## Ownership

Continued from Page 4

friendly" procedures for filing informal complaints. Only the Common Carrier Bureau now has a system in place for informal complaints; the new proposal calls for similar systems to handle complaints filed by consumers about any of the services regulated by the FCC.

Commissioner Kathleen Abernathy said a reworking of the FCC's complaint process is overdue. "We want to send a message to consumers that

their voices will be heard, and we want to tell businesses that infractions of commission rules will not be tolerated," she said. But Cops believes the proposal comes up short. "I am concerned that the procedures proposed here may, in some cases, complicate rather than simplify the complaint process for consumers," he said. "In creating a simplified consumer-complaints process, we must not create new bureaucratic hoops through which consumers must jump before their complaints are addressed by this agency."

*and the winner is....*

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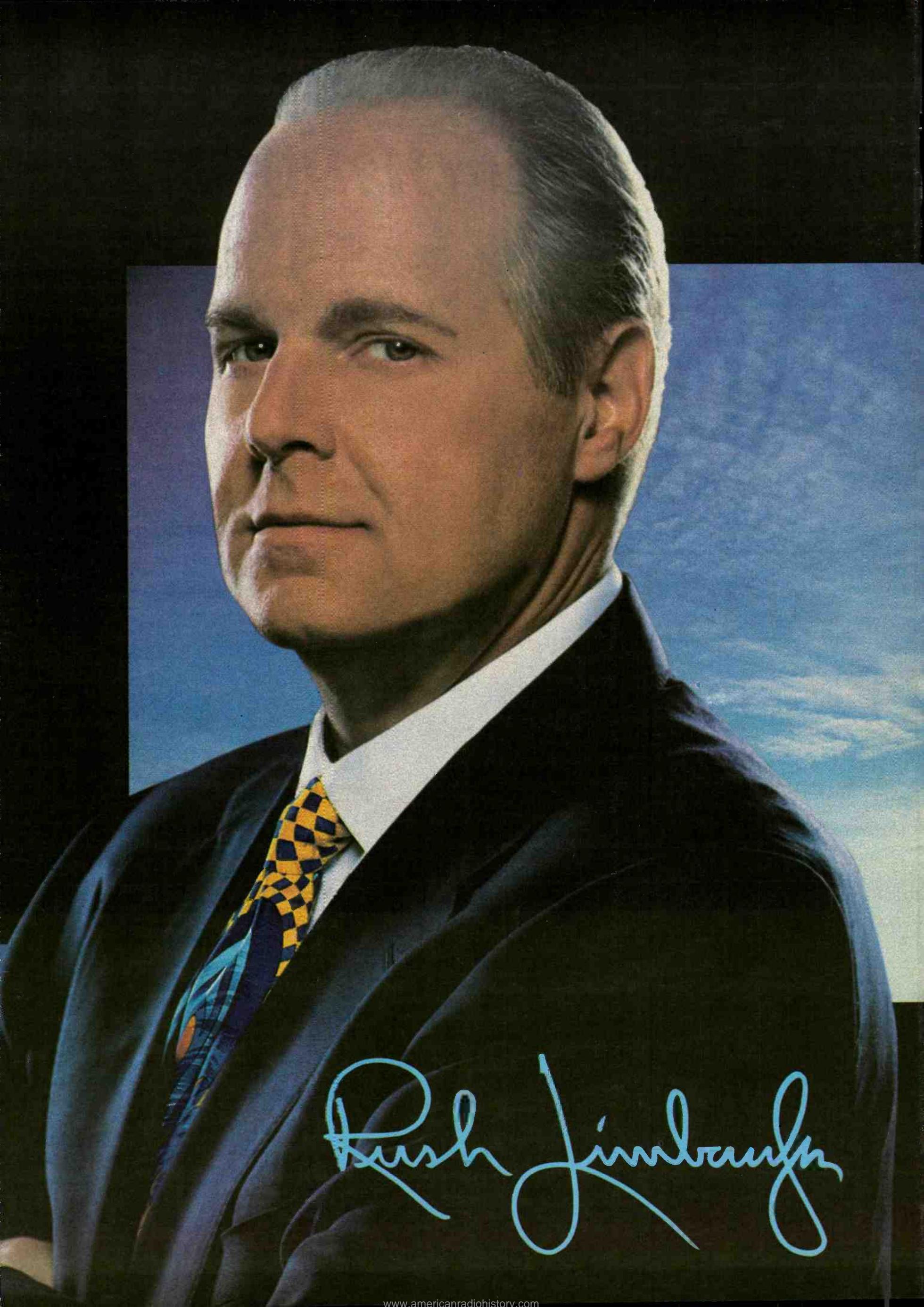
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- Tune up for the spring book with John Lund, Page 13
- Pics and more from RAB2002, Page 14

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"If you lose hope, you're just not looking far enough ahead."

— Joe Tye

## RADIO AD-REVENUE FORECAST: SIGNS OF RECOVERY

■ RAB's Fries talks candidly about last year's decline, shares optimism for 2002

By Jeff Green

Executive Editor  
jgreen@rronline.com



JEFF GREEN

At a press meeting during the recent RAB2002 Sales, Management & Leadership Conference in Orlando, RAB President/CEO Gary Fries shared his perspective on several issues and trends facing the radio industry.

Looking back at his 2001 forecast for radio revenues in light of what eventually became the first revenue downturn in nine years, Fries said, "None of us expected it to go where it ended up. I remember mentioning a year ago that we were in a valley, but we could see the other side, and the other side was around the end of June. But when we got to July, it wasn't the other side, it was the Grand Canyon!"

Asked whether the recovery he predicted for 2001 ever began, Fries replied, "Although it was a lot slower than anybody had anticipated, I felt very good about things in August because I could see a steady rebounding taking place. We had started to firm up in such categories as automobiles and financial institutions. We were still wounded, but the bleeding had stopped. But Sept. 11 broke that apart."

But with 2001 on record as the second-best year in radio-advertising history, Fries has good reason to feel positive about the numbers and radio's ad-revenue future, and he predicts a 1%-2% gain in January 2002. That would mark the first revenue increase in 13 months and make radio the first medium to show growth since late 2000. Fries said, "There are things about radio that make it more resilient, the most important of which is the fact that we are so strongly a local medium and have the ability to create action faster than other media. The local environment did not get hurt as badly as the national."

"Remember that 2000 was absolutely phenomenal. That's why we started the RAB Index of Radio Revenue Pool Numbers [see box, right]. So you can see how 2000 actually related to a benchmark year. When you look at the last three years in succession, you can see that the radio industry has continued to grow and prosper. In 10 years our growth is 110%, so we don't want to break our focus and say, 'Oh, my God, the business is going to hell in a handbasket.'"

Fries pointed out, "There is still a substantial amount

of business out there," noting that certain categories are doing quite well. He continued, "Financial categories have been good, as have telecommunications, although not so much as three years ago. But that was when it was extraordinary. [Television] entertainment — one of our largest advertising categories — was pretty good last year."

The development of advertising subcategories also offers new opportunities, Fries said. "We're finally going to start seeing advertising for fuel-efficient autos and personal transporters [scooters and similar vehicles]. Health care interest in radio is very strong and continues to grow — the general 'well-being' category that also includes over-the-counter and prescription drugs. I can remember, a few years ago, you would never have considered making a radio sales call on your local hospital, but in the past few years that's been huge."



GARY FRIES

### A SIP OF NEW LIQUOR BUSINESS

Though Fries acknowledged that, at \$10 million-\$12 million per year, liquor advertising isn't a major income stream yet, he predicted that when the liquor industry releases "both barrels," it could eventually develop into as much as a \$100 million ad business for radio, putting it on a par with beer.

What's driving distillers to radio? Fries said, "There's a real problem in the liquor business. As the new generation converts from beer to liquor, they're buying the cheapest there is. So discount liquor is becoming too popular [and interfering with the sales of] a Smirnoff, Canadian Club or Jim Beam. Those companies have too much invested in their brand equity, and they can't get it across anymore. They've run all the magazines and billboards they're going to, and they can't get their lifestyle message across without using broadcasting. That's really where it's at."

The negative press television and radio broadcasters have received in regard to accepting liquor advertising, especially around the Olympics, has caused the beer industry to become concerned that all radio and TV alcohol advertising may be jeopardized. Fries said, "I work pretty closely with the beer companies and have seen their concern that the liquor industry will screw them up, that there will be legislation that will take away beer and wine on broadcast. There's fierce competition between Miller and Anheuser-Busch; they know they need brand equity and can't get it through any other media besides radio and television."

The RAB does not have standards and practices with respect to liquor advertising. "It's really a decision of [station licensing]; we don't really have a position," Fries said. "There is a very definite moral code among the beer, liquor and wine industries, and there are special runs done by Arbitron that track ratings for formats at 21-plus to ensure that advertisers are not accused of targeting youth formats."

### NTR: NO MORE 'DEER IN THE HEADLIGHTS'

Fries explained that the new reporting methods for a station's overall financial picture that take effect in 2002 will include "any revenue that is based on or comes

from your listenership and position in the community, whether it be spot, national spot or NTR." He emphasized that these terms will not change the revenue of the industry compared to previous years and continued, "We've made some exclusions — specifically, real estate and tower rentals — things that are really business balance-sheet issues vs. listener revenue. The other exception, which came up because of 9/11, is pass-through of charity funds."

"At virtually every station NTR was probably being reported as local revenue — and, maybe, sometimes, as national. We're going to go back and recalculate so you don't get skewed numbers, where your local used to have NTR and now it doesn't."

### RAB INDEX OF RADIO REVENUE POOL NUMBERS

To put the intermediate and long-term growth of the radio industry into perspective, the RAB has introduced the RAB Index of Radio Revenue Pool Numbers. The index treats 1998 as a benchmark year, equating it to base year 100. The index works similarly to the Consumer Price Index, and information can be monitored monthly. Local and national revenues are based on a pool of more than 100 markets as reported by the accounting firm of Miller, Kaplan, Arase & Co.

Dec. 2001 vs. Dec. 2000	YTD Jan.-Dec. 2001 vs. Jan.-Dec. 2000	Q4 2001 vs. Q4 2000
Local Revenue	Local Revenue	Local Revenue
All Markets -3%	All Markets -4%	All Markets -5%
Local Sales Index 117.8	Local Sales Index 123.9	—
National Revenue	National Revenue	National Revenue
All Markets -15%	All Markets -19%	All Markets -16%
National Sales Index 101.4	National Sales Index 111.4	—
Local & Nat'l Revenue	Local & Nat'l Revenue	Local & Nat'l Revenue
All Markets -6%	All Markets -7%	All Markets -7%
Combined Sales Index 113.9	Combined Sales Index 122.0	—

We're pulling NTR out of the comparatives; the stations will report it and will show their last year's true NTR number vs. this year's."

Fries is optimistic about how much overall business NTR will account for in 2002 and is pleased with the way radio pursued nontraditional revenue during 2001. "Last year at this time I think this industry was standing like deer in the headlights. A lot of management people didn't know where to go. But as spot continued to struggle throughout the year, management ratcheted up NTR to make their numbers. I think you'll see a lot more NTR reported in the first quarter and, probably, the second quarter of this year than you saw last year."

"This is something I've spent a lot of time working on with Wall Street. At first some of the reaction was, 'I don't want a radio station [giving numbers] that aren't broadcast revenues.' I say, 'Radio-station revenues are the direct product of the station's relationship with a consumer group in the community, whether it be economic or programmatic.' You're absolutely foolish not to use that relationship with your listener to gain any sort of revenue that you possibly can."

That said, the pressures from Wall Street on broadcasters concern Fries. "I'm worried that radio has the chance of becoming more of a commodity and losing its ability to adapt to and relate to its listeners," he said. "I want to make sure the radio industry understands that the assets on the balance sheet are not its fixed assets — buildings, land and towers — but its listeners. Those assets are far more valuable."

**For The Record** — In last week's RAB2002 story, Midwest Express Airlines was misidentified.

### RADIO AD REVENUES BOX SCORE

2001 marked the radio industry's first decline in ad revenue since 1991. But, despite the recession and the tragedies of Sept. 11, it was still radio's second-best year on record.

Year	Revenues*	% change from previous year
2001	18.3	-7.4
2000	19.8	+11.9
1999	17.7	+14.9
1998	15.4	+11.6
1997	13.8	+11.3
1996	12.4	+7.8
1995	11.5	+8.5
1994	10.6	+11.6
1993	9.5	+9.2
1992	8.7	+1.2
1991	8.6	-2.3

\*in billions

Source: Radio Advertising Bureau, February 2002

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VP/GM, KSL/Salt Lake City  
Bonneville**■ An aspiring Olympian provides medalworthy inspiration**

Her office overlooks the Winter Olympics Medals Plaza, and Canadian-born Chris Redgrave personifies the Olympic spirit: She is team-oriented, hard-working and dedicated to winning, and she has a true sense of sportsmanship. Having climbed the ladder at News/Talk powerhouse KSL/Salt Lake City (the only station she has ever worked for) from AE to Bonneville's GSM of the Year in 1998 to, now, VP/GM, Redgrave brings dedication and a commitment to excellence to her station, staff and company.

Whether she's sledding head-first at 70 mph down the Olympics skeleton track in a team-building exercise or at home cooking up a new recipe, Redgrave brings energy and enthusiasm to everything and everyone. It's no wonder she was nominated by so many colleagues for this week's GM Spotlight. Congratulations!

*I decided to enter the world of broadcasting because....*

"A friend, Sue Wollman, was Sales Supervisor here in 1989. I was in the restaurant business at a company here in town, and she said to me, 'You need to be in radio.' There was a sales opening at the time, and I trusted her. I was like a duck on water. I started with the phone book; I had no sales experience and definitely no radio experience."

*Career highlights:*

"Over the years I've moved up from AE to Local Sales Supervisor to LSM to GSM to VP/GSM, and two years ago I was offered the VP/GM position."

*The most challenging aspect of being a GM is....*

"People come to work inherently wanting to do

a good job. It's our responsibility to acknowledge and bring out their abilities and talents and to make sure those skills are matched up with what we're asking of them in terms of job expectations. When you match up employees' responsibilities to their job talents and you watch them take off, there's nothing more rewarding. That, to me, is what it's all about.

"Now I'm not going to sit here and tell you that all 49 people here are humming along at peak 10 and couldn't be happier. We have some employees whom we would like to grow and advance in other areas. But because we don't have other stations here to move talent onward and upward, it's a huge challenge for me. We would love nothing more than to give them those opportunities."

**KSL 1160**  
NEWS RADIO

*My most unforgettable moment at a radio station was....*

"Without a doubt, it was 9/11 and witnessing the professionalism and sensitivity of the KSL staff."

*How did the events of Sept. 11, 2001 affect you?*

"I have to say I never thought I would ever experience anything as devastating and heinous as 9/11. I had to consume the event through every news medium possible just to grasp the magnitude of what had taken place in this country. The effect that it has had on me was a major reality check on how much I had taken freedom for granted. The true resiliency of the American people has been unbelievable."

*My favorite album of all time is....*

"Years ago it was The Rolling Stones' *Sticky*

*Fingers*, but now it's Susan Tedeschi's *Just Won't Burn*."

*If I weren't in the radio business, I'd probably....*

"Own a restaurant. It's a very tough business, but when you nail it, it's a blast."

*I'm most proud of....*

"There are several: I have a sister, Joey Robinson, who works at the Children's Hospital here. She's a clinical educator of nurses. I'm extremely proud of her — she's fought two bouts with cancer and survived. She is a wonderful professional and mother to my 15-year-old niece, Emily, who's a great kid. Of course, I'm very proud of my husband, Jason, who really grounds me and is very supportive. And I have to mention my staff, a really dedicated group of professionals."

*One of my mentors was....*

"I have several: My mom is no longer with us, but she's still my mentor now, as is my father. They taught me my work ethic, value systems and the importance of being honest and having integrity. The true mentor in my life from a business standpoint is Bonneville Salt Lake Group President Richard Mecham. Bonneville CEO Bruce Reese and COO Bob Johnson both do a wonderful job, and I've had important 'distant mentoring' through them as well."

*The best words of advice I ever received were....*

"From my mom, Grace, who told me, 'You can do anything you set your mind to.'"

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

"I want to compete in the skeleton at the Olympics!"

The GM Spotlight is selected by your nominations. Acknowledge the GM who made a difference in your career! E-mail nominations to [jgreen@rroline.com](mailto:jgreen@rroline.com).

# The Wall Street Journal Makes Sense

"Radio is an industry that touches people's lives and makes a difference. And when it comes to helping helping make sense of business and money news, no one does it better than The Wall Street Journal."

— Jeff Smulyan

Chairman, Emmis Communications

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# THE EYES OF MARCH: YOUR SPRING RATINGS TUNEUP

■ See your way to a great ratings sweep in 31 days

By John Lund



JOHN LUND

Arbitron's spring book begins March 28, and every PD's goal is to attain the best possible ratings. The 31 days of March are crucial for planning and executing the strategies that will have a positive influence on your spring. Follow the day-by-day checklist below to enhance your strategic planning.

## FRIDAY, MARCH 1

□ Thoroughly evaluate your fall ratings. Review Arbitron software, the mechanical diary, listener comments and all pertinent ratings tracking data. You are the station's Arbitron expert.

□ How much time do your P1 listeners spend with the station? Create a strategy to get more P1s and to keep the core listening longer.

□ Review your most recent perceptual study to discover opportunities and where change is needed.

□ Aided by research and your personal evaluation, discuss your conclusions with your consultants and the station GM. Consider their recommendations, then plan your strategies.

## SATURDAY-SUNDAY, MARCH 2-3

□ Monitor the weekend programming on your station and air-check the talents. Listen to the competition. What programming qualities make your station unique and desirable?

□ Compare your station's website with those of its competitors. Make yours the best in the market.

## MONDAY, MARCH 4

□ The book starts in less than four weeks. Evaluate your media budget and finalize the creative.

□ Order operational and promotional material — jingles, bumper stickers, certificates, etc. — so everything arrives before the book begins.

## TUESDAY, MARCH 5

□ Consider your spring contest, keeping in mind what's hot, timely and wanted by your listeners. Offer prizes in your big contests that capture the imagination of your younger-thinking core listeners. Award whatever is new and hard to get, whether it's a car, video game, digital camera, wide-screen TV, leisure-time activity or vacation destination, and consider the hot new TV show and movie for your core.

□ Meet with the station staff and discuss your marketing mission and tactics for spring. Get their input and consensus.

## WEDNESDAY, MARCH 6

□ Meet with the morning show talents. Outline the show's goals, and develop a long-range strategy for features, community events, stunts and advertising. Morning show stunts get the station noticed and build star recognition. Pranks and stunts are to morning personalities what hit movies are to actors.

□ Complete your music research for spring. Implement the results within two weeks to ensure that core listeners hear their favorite songs with the correct repetition.

## THURSDAY, MARCH 7

□ Confirm advertising and marketing schedules and placement before the book begins. Create new marketing paths to expose the station and inspire new come to tune in.

□ Use your consultants as a resource for programming and promotion ideas, talent training, morning show interactives and stunts, and music and marketing.

## FRIDAY, MARCH 8

□ Meet with department heads to discuss the programming goals that affect them. Identify and resolve potential conflicts now. Write a sales promotion outline for spring that covers all the station's programming needs.

□ Plan on-air events for every weekend in spring. Ask the sales department for prizes.

□ Plan other appropriate weekend programming and obtain sponsorships and prizes from sales.

## SATURDAY-SUNDAY, MARCH 9-10

□ Conduct strategic planning this weekend. Design a marketing planner for the station that includes contests, with official rules and a contest history; advertising and media; and competitive programming. For your strategic plan, consider ways to capitalize on your station's strengths to garner more come and longer time spent listening.

□ Write your strategic plan. Include a mission statement, demographic goals, a listener profile, info on your competition and your own station's positioning and staffing. List anticipated major come-building and TSL-enhancing promotions and your station's promotional strengths and weaknesses. List local-market and national events, and note the station's activities and involvement.

## MONDAY, MARCH 11

□ Give your GM and consultants your marketing planner and your strategic plan. Ask for their input on goals, budget and marketing.

□ Consider ways to shape the singular stationality that sets the station apart from its competition. Enhance the station's passion, attitude and enthusiasm.

□ The "Three M's" are clearly the most important ingredients for ratings: Music, mornings and marketing should be set to win listeners and conquer the competition.

## TUESDAY, MARCH 12

□ Create an attention-getting April Fools' Day stunt. Monday, April 1 is the fifth day of the spring book.

□ Tune up your music. Review your music software's playlist, rules and rotations.

## WEDNESDAY, MARCH 13

□ Plan your spring contests, using the marketing planner you created last weekend.

□ Have your contests' rules approved by legal counsel. Print and post the rules, and discuss them with your staff and receptionist. Contest info should appear on your station's website.

□ Be sure everyone understands how the promotions work and when they will run.

## THURSDAY, MARCH 14

□ The book starts in two weeks. Is everything set to roll?

□ Consider public service promotions that include the airstaff and that will be meaningful to your listeners.

□ Create and send press releases about contests, public service involvement and major station activities.

## FRIDAY, MARCH 15

□ Meet with the GM to discuss corporate and management goals, station sales promotions and budgets and what's needed to ensure a good book.

□ Develop new ways to make the station and its high-profile air talent as visible as possible.

## SATURDAY-SUNDAY, MARCH 16-17

□ Scrutinize your weekend programming, features, syndication and station sound.

□ Monitor your competition for possible future employees for your own station.

□ Be active and visible — Sunday is St. Patrick's Day!

## MONDAY, MARCH 18

□ Concentrate on inventive production. Create knockout promos that showcase and image the station and make it stand apart from the competition.

□ Inventory the prize closet. Be sure you have everything you need to get you through spring and summer: T-shirts, stickers, CDs, fast-food certificates and morning show prizes.

□ Get in touch with your record-label contacts and request giveaway product for spring.

## TUESDAY, MARCH 19

□ Establish and post talent schedules for the spring book, including

Memorial Day weekend.

□ Review engineering operations. Everything in every studio must function properly. Meet with the chief engineer and discuss signal quality, apparent loudness and processing.

□ Update the station's programming style guide. Outline talent rules for formatics and basics, then send the guide to your consultants for feedback. Carefully scrutinize on-air formatics, and be sure your present sound reflects your written plan.

□ Check into a local hotel tonight.

## WEDNESDAY, MARCH 20

□ Spend the day at the hotel. Using a notebook, a laptop and several radios, start at 5:30am and monitor the competition all day. Unplug your phone and log all breaks, songs, music rotations and listener benefits. Summarize the information and your counterattack strategies for the GM and your consultants. Revise your station's strategic plan accordingly.

## THURSDAY, MARCH 21

□ The spring book starts in one week. Fine-tune your on-air sound, production, promos and liners.

□ Review commercial unit count by daypart and hour. Is it competitive?

□ Send airchecks to your consultants for their critique.

## FRIDAY, MARCH 22

□ Schedule and post notice of a staff meeting for March 27; schedule a part-timer to cover the airtime.

□ Discourage vacations during the spring book.

□ Once again, check your station's website and those of its competitors. Is everything up date on your site? Is there any content on a competitor's site that tips you off about planned contests, promotions or staff changes?

## SATURDAY-SUNDAY, MARCH 23-24

□ Listen attentively to Saturday midday; it's often the most listened-to daypart in the week. Compare your programming to your competitors'. What are they doing that you can counter? Conduct an audit of your weekend air talent, and schedule aircheck reviews with all the talent for next week.

□ Attend your station remotes and those of its competitors. Evaluate the visual and functional setup, the signage and the size of the crowd. Are the talents' formatics as tight as they are in the studio? What creative listener incentives are awarded? Do your station's appearances represent the station well? Suggest improvements, in writing, to the GM and sales manager.

□ Plan to make your station more visible than your competition's every weekend throughout the book.

## MONDAY, MARCH 25

□ Update liners and promos at least twice a week. Check for station sells, brevity and creativity.

□ Researched gold music should be in place, and current and recurrent music should be perfect. Send a backup music disc to your consultants.

□ Review airchecks with all talents today and discuss ways to enhance their shows.

## TUESDAY, MARCH 26

□ Analyze your competitors' advertising and contest spending. Be ready to track all competitive moves throughout the book. Work closely with management to keep your station on course.

□ Outline tomorrow's staff meeting. Cover all topics, and be ready to pump up the troops. Lead them into battle with your spirited plan and positive attitude.

Continued on Page 14

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## SALES TRAINING TAKES CENTER STAGE AT RAB CONFAB

After more than 100 learning sessions, hands-on workshops and inspirational keynote addresses, the 1,400 delegates to the RAB2002 Sales, Management & Leadership Conference in Orlando Feb. 7-9 came away with new contacts, training skills and notebooks full of valuable ideas for developing additional advertising revenues for their stations and companies. In the weeks ahead R&R's MMS section will provide more coverage of sessions from this year's popular conference.



**SISTERS ARE DOING IT FOR RADIO**

R&R Publisher/CEO Erica Farber, Nassau Media Partners' Joan Gerberding (also the RAB's Conference Chair) and Southern California Broadcasters Association's Mary Beth Garber pause for pics after the popular "Most Influential Women — Strategies for Success, Creating Tomorrow's Radio Leaders" session.



**DOWNLOAD COOKIES HERE**

Midwest Express Airlines Chairman/CEO Tim Hoeksema shares several examples of excellence in customer service during his RAB2002 luncheon keynote. To underscore his points, he provided plenty of Midwest Express' famous fresh-baked chocolate chip cookies for dessert!



**STEPPING STONES TO LEADERSHIP**

At the "Five Steps to Leadership" session, renowned consultant, author and speaker Jason Jennings offers insight on the differences between managers and leaders and provides a list of key traits he believes are shared by all great leaders.



**YOU ARE NOT GETTING SLEEPY**

Commercial copywriting guru and R&R columnist Dan O'Day demonstrates one of his simple yet powerful methods of communicating during his "Hypnotic Advertising" RAB session.



**PUT ON YOUR TRAINING WHEELS**

Consultant Irwin Pollack (right), seen here with panel moderator and R&R Editor-in-Chief Ron Rodrigues, offers some of his many ideas for radio sales training programs. Other panelists for the "Formalized Training Programs" session were RadioActive Sales Development Services' Frank Kulbertis and Luce Performance Group's Sean Luce.



**'LUCE-ID' THINKING**

Luce Performance Group Head National Instructor Sean Luce offers managers 10 motivational strategies to direct AEs and hold them accountable at his "Leading and Managing in a Changed World" session at RAB2002.

### THE R&R CONVENTION IS MOVING!

R&R Convention 2002 will be held at Merv Griffin's world-famous Beverly Hilton hotel in Beverly Hills, CA! Already home to the Golden Globe Awards, the ASCAP Pop Music Awards and the Academy Awards Nominee Luncheon, the Beverly Hilton will now host radio and record industries' premier event: the R&R Convention. It happens June 13-15. Registration opens soon at [www.rronline.com](http://www.rronline.com).

### SPRING RATINGS TUNEUP

Continued from Page 13

#### WEDNESDAY, MARCH 27

- The staff meeting is today. Discuss ratings objectives, the format elements covered in the station's programming style guide and all promotions, marketing, competitive moves and contests.
- Critique your marketing efforts. Ride the billboard locations, and check your TV schedule, telemarketing and direct mail. Are you getting what was promised and impacting new cume?
- The winter Arbitron ends today. Tomorrow, get ready to roll!

#### THURSDAY, MARCH 28

- D-Day (as in "Diaries begin day!"), the first day of the spring Arbitron. The countdown has begun, with 84 days until the end of the book. Talent concentration is essential to performance, so place

this sign on the control room door: "Ratings in progress. Do not enter until June 24."

- Today the station sounds terrific, and the next 12 weeks will be no different. Every on-air element sounds perfect: music, liners, contests and air talent.

#### FRIDAY, MARCH 29

- Second day of the spring book. Does the station sizzle with excitement? Will it be promotionally active this week and every week this spring?
- At your morning show meeting, invent ways to get the show to stand out, be noticed and obtain word-of-mouth in the three months ahead. Arrange stunts and personal appearances.

#### SATURDAY-SUNDAY, MARCH 30-31

- It's the first weekend of the spring Arbitron sweep. Is your station involved, active and the best-sounding in the market? How about

remotes and personal appearances?

- Evaluate your TV, outdoor, print and telemarketing media mix in light of your cume-building goals and the competitive pressures of the weekend. Create new ways to increase cume and strengthen time spent listening. And remember: Sunday is Easter; Monday is April Fool's Day.

#### MONDAY, APRIL 1

- Execute your April Fool's Day morning show stunt, and create a cume buzz that lasts throughout the month!
- The course is now set for your spring ratings sweep. Update the station website and the on-air music at least once a week. Frequently refresh liners and promos. Network with PDs at your sister stations via the Internet, and get ideas for new promotions and programming ideas.
- If you use the checklist above and your own programming abilities, you'll have a fantastic book ahead.

# The January Webcast Ratings Are In

■ Virgin Radio U.K. still dominates, StreamAudio bursts onto Arbitron Network list

**By Brida Connolly**  
*bconnolly@ronline.com*  
 London-based broadcast stream Virgin Radio U.K. leads once again in the January Arbitron Webcast Channel Ratings and in MeasureCast's top 50 for the month. Arbitron reports that the stream picked up listening again last month, going from 874,300 aggregate tuning hours in December to 958,000 in January. That's enough to keep Virgin at No. 1, but it's a considerable slowdown from its November-December surge to 874,300 ATH from 360,600.

Virgin Radio did even better last month by MeasureCast's reckoning, rising from December total time spent listening of 739,651 hours to more than a million hours in January. Arbitron's ATH and MeasureCast's TTSL are

equivalent; both represent time spent listening to all streams served by a measured webcaster, 24 hours a day, during a calendar month. Differences in methodology, however, mean that streams monitored by both systems often show considerably different results, with MeasureCast's numbers generally running higher.

After a drop from November to December, multichannel 'Net-only MEDIAMazing moves up from No. 5 to No. 2 in Arbitron's channel rankings for January. Classical broadcast stream KING-FM/Seattle remains in the top three at Arbitron, picking up 581,400 ATH in January, up from 473,100 in December. MeasureCast credits KING-FM with TTSL of 585,378 in January, up from 474,319 the month before and good for No. 4. KING remains the highest-ranked U.S.-based broadcast stream in both sets of measurements.

### Arbitron Webcast Channel Ratings

Channel	Format	URL	December ATH (Rank)	January ATH
1 Virgin Radio U.K.	Hot AC	<a href="http://www.virginradio.co.uk">www.virginradio.co.uk</a>	874,300 (1)	958,000
2 MEDIAMazing	Multichannel	<a href="http://www.mediamaing.com">www.mediamaing.com</a>	434,100 (3)	778,100
3 KING-FM/Seattle	Classical	<a href="http://www.king.org">www.king.org</a>	473,100 (2)	581,400
4 WQXR-FM/New York	Classical	<a href="http://www.wqxr.com">www.wqxr.com</a>	391,600 (5)	384,200
5 KNAC.com	Active Rock	<a href="http://www.knac.com">www.knac.com</a>	N/A	334,300
6 KPLU/Seattle	Jazz	<a href="http://www.kplu.org">www.kplu.org</a>	222,100 (6)	281,200
7 Radio Margaritaville	Classic Rock	<a href="http://www.radiomargaritaville.com">www.radiomargaritaville.com</a>	205,100 (7)	270,800
8 Ministry Of Sound	Electronica	<a href="http://www.ministryofsound.com">www.ministryofsound.com</a>	188,200 (8)	254,200
9 WEEL-AM/Boston	Sports	<a href="http://www.weel.com">www.weel.com</a>	N/A	248,600
10 CFNY-FM/Toronto	Alternative	<a href="http://www.edge102.com">www.edge102.com</a>	139,500 (10)	237,500

### MeasureCast Webcast Ratings

Channel	Format	URL	December TTSL (Rank)	January TTSL
1 Virgin Radio U.K.	Hot AC	<a href="http://www.virginradio.co.uk">www.virginradio.co.uk</a>	739,651 (1)	1,061,430
2 JazzFM	Jazz	<a href="http://www.jazzfm.com">www.jazzfm.com</a>	682,224 (2)	1,043,490
3 MEDIAMazing	Multichannel	<a href="http://www.mediamaing.com">www.mediamaing.com</a>	466,349 (5)	812,164
4 KING-FM/Seattle	Classical	<a href="http://www.king.org">www.king.org</a>	474,319 (4)	585,378
5 ESPN Radio	Sports	<a href="http://www.espnradio.com">www.espnradio.com</a>	348,073 (6)	560,131
6 WQXR-FM/New York	Classical	<a href="http://www.wqxr.com">www.wqxr.com</a>	275,039 (7)	401,962
7 Radio Margaritaville	Classic Rock	<a href="http://www.radiomargaritaville.com">www.radiomargaritaville.com</a>	210,915 (8)	277,620
8 3WK Undergroundradio	Alternative	<a href="http://www.3wk.com">www.3wk.com</a>	182,682 (9)	270,626
9 WFXZ-FM/Wilmington, NC	Classic Rock	<a href="http://www.937thebone.com">www.937thebone.com</a>	112,421 (16)	263,577
10 WEEL-AM/Boston	Sports	<a href="http://www.weel.com">www.weel.com</a>	N/A	258,903

Arbitron's Webcast Network Ratings measure multichannel 'Net-onlys and streams that are operated by companies that own broadcast stations. Live365, with its thousands of listener-programmed streams, takes the No. 1 spot with better than 5.7 million hours of listening. Live365 has dominated the Arbitron network numbers since September, showing more than four times the listening of its nearest competitor in four of the past five months. But in January ChainCast Networks/StreamAudio entered the arena, and it immediately becomes the first network other than Live365 to top 2 million ATH in the Arbitron Webcast Network Ratings. Entercom, a StreamAudio partner, also joins the Network Ratings for the first time, with 551,200 hours.

MeasureCast doesn't produce a separate network ratings chart (nor does it measure Live365), but it reports that the combined TTSL for affiliates of broadcast-stream aggregator WARP Radio was an impressive 2.87 million in January. StreamAudio's affiliates show a combined TTSL of 2.2 million hours on MeasureCast.

### Arbitron Webcast Network Ratings

Network	URL	Programming	Dec. ATH (Rank)	Jan. ATH
1 Live365	<a href="http://www.live365.com">www.live365.com</a>	Listener-formatted	3,847,300 (1)	5,702,600
2 ChainCast Networks/ StreamAudio	<a href="http://www.streamaudio.com">www.streamaudio.com</a>	Broadcast aggregator	N/A	2,124,400
3 SMG PLC	<a href="http://www.scottishmediagroup.com">www.scottishmediagroup.com</a>	Broadcast network	874,300 (3)	1,336,100
4 Public Interactive	<a href="http://www.publicinteractive.com">www.publicinteractive.com</a>	NPR affiliates	704,400 (4)	867,700
5 MEDIAMazing	<a href="http://www.mediamaing.com">www.mediamaing.com</a>	Multichannel 'Net-only	434,100 (6)	778,100
6 Classic Radio	<a href="http://www.real.com">www.real.com</a>	Broadcast aggregator	473,100 (5)	581,400
7 Entercom Communications	<a href="http://www.entercom.com">www.entercom.com</a>	Broadcast network	N/A	551,200
8 Cablemusic Networks	<a href="http://www.cablemusic.com">www.cablemusic.com</a>	Multichannel 'Net-only	978,100 (2)	508,100
9 ABC Radio	<a href="http://www.abcradio.com">www.abcradio.com</a>	Broadcast network	243,200 (8)	389,000
10 New York Times	<a href="http://www.nytimes.com">www.nytimes.com</a>	Broadcast network	391,600 (7)	384,200

## The Next-Best Broadcast Streams

Below are the highest-ranking U.S.-based broadcast streams below the top 10 among streams measured by Arbitron and MeasureCast.

### Arbitron Channel Ratings

Rank	Station	Format	ATH
11	WFUV-FM/New York	NPR	193,800
18	KCRW-FM/Santa Monica, CA	NPR	106,800
19	WBUR/Boston	NPR	103,900
24	WNYC-FM/New York	NPR	85,800
26	KGO-AM/San Francisco	Talk	83,700

### MeasureCast Ratings

Rank	Station	Format	TTSL
11	KCRW-FM/Santa Monica, CA	NPR	215,038
17	WSB-AM/Atlanta	News/Talk	146,678
25	KDYA-AM/Vallejo, CA	Gospel	85,565
26	KGO-AM/San Francisco	Talk	84,880
27	WGTO-AM/Cassopolis, MI	Oldies	84,375

## DIGITAL BITS

### NetRatings, Jupiter Call Off Merger

Internet audience-measurement company **NetRatings** and 'Net research and measurement firm **Jupiter Media Metrix** agreed to merge in October of last year, but the companies on Tuesday called off the deal after Federal Trade Commission staffers told the companies they would recommend that the commission challenge the merger. According to the companies' joint statement, the FTC had problems specifically with the loan and security agreement connected with the deal and rejected the companies' proposed alternative loan structures. NetRatings CEO David Toth and Jupiter CEO Robert Becker both expressed their disagreement with the FTC's conclusions. NetRatings' agreement to buy the portion of ACNielsen eRatings.com that it doesn't already own was contingent on the Jupiter acquisition; whether that deal will go forward has not yet been decided.

### LMiV Partners With ScreamingMedia

The **Local Media Internet Venture** is offering its affiliate websites content customized by **ScreamingMedia's** information-management technology. The material, including *USA Today* news and features; celebrity, entertainment and health news; and technology and video game news, will be filtered to match the interests of each affiliate site's audience. LMiV is the online-media venture founded by Emmis, Entercom, Bonneville, Jefferson-Pilot and Corus Entertainment.

## Now, About Those Patents

Three companies have now had their days in court, and each has asked a judge to grant it rights to one or another of the most basic concepts on the Internet.



David Lawrence

InTouch, British Telecom and SightSound have had varying degrees of success in enforcing their claims — dubious to some — that they created or have the right to legally control some of the very things that you and I might think no one would actually try to patent. On the face of it, their claims seem more akin to trying to patent breathing or walking than a product or business process.

InTouch, which claims patent rights to the concept of making a short clip of music available for download, has not only enforced its claim, it has pushed Internet heavyweight Amazon.com to settle out of court for the right to continue to offer song clips from the CDs it sells.

British Telecom has gone to court in New York to lay claim to hyperlinks. Yes, links. The things you click on to get from place to place on the World Wide Web. In this case the judge heard the laughter from all corners and threw the case out of court. But BT is a huge company that combs through the thousands of patent applications it files every year to mine them for income opportunities, and it isn't laughing. It is going back to court to appeal the decision.

Then there's SightSound. It claims it owns the rights to the concept of transferring audio and video over the 'Net for a fee. No particular compression scheme, no particular style of connection, just the concept of sending a file from one point to another for money. SightSound is suing CDNOW for violating its patent and has gotten a ruling against the online retailer. CDNOW has said that, if it loses at trial, it will appeal on the grounds that the patent is overly broad.

Is all this fair? Initially, common sense says no, these patents are for things that we take for granted every day. In the British Telecom case, Ted Nelson's hypertext concepts of the late '40s and Bob Bemer's "escape" concept both predate BT's attempt to patent links.

Interestingly, Amazon.com has found itself on both sides of the patent fence: It recently went after — and got — a patent on what it calls One-Click ordering, which allows consumers to avoid the plodding process of filling out forms when they buy something online. In fact, Amazon took a lot of heat for patenting something that is decidedly more complex than the mere concept of transferring a file over the 'Net or clicking on a link or simply clipping a hook from a song.



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

## e-charts

### Know What Listeners Will — And Won't — Pay For

Web researcher Jupiter Media Metrix recently came out with a report that says that consumers refuse to pay for greeting cards — if they are just bits. ● We seem to have no problem with walking into a card store and plunking down a few bucks for what amounts to 5 or 6 cents' worth of paper and ink, but online? Not a chance. Jupiter examined the four biggest online greeting-card sites, and the results were pretty clear: Even though online cards can be animated and customized and may even include audio, we don't really value them enough to pay for them. ● AmericanGreetings.com and BlueMountain.com (which used to dominate the e-card space and which American Greetings now owns) saw a drop of about 7% in traffic in December of last year — in a month that is traditionally huge for electronic greets. The reason for the drop? Jupiter Media Metrix says it's because those sites charge for e-cards. ● On the other hand, Yahoo! Greetings and HallmarkCards.com, two sites that are completely free, saw their traffic rise by 78% from November to December. ● Here's the two-part test I use to determine the real weight of online products: Would I miss it if it disappeared tomorrow? Would I be willing to pay to keep it around? When it comes to e-cards, the answer to both questions is no. So keep those online greetings on your station website free if you want to keep listeners coming back.

— David Lawrence

### CHR/Pop

LW	TW	ARTIST	CD/Title
1	1	NICKELBACK	<i>Silver Side Up</i> /"Remind"
2	2	CREED	<i>Weathered</i> /"Sacrifice"
3	3	LINKIN PARK	<i>Hybrid Theory</i> /"End"
3	4	SHAKIRA	<i>Laundry Service</i> /"Whenever"
4	5	USHER	<i>8701</i> /"Bad"
8	6	NO DOUBT	<i>Rock Steady</i> /"Baby"
6	7	PINK	<i>Missundaztood</i> /"Party"
7	8	ALICIA KEYS	<i>Songs In A Minor</i> /"Worth"
10	9	JA RULE	<i>Pain Is Love</i> /"Livin'," "Time"
9	10	ENRIQUE IGLESIAS	<i>Escape</i> /"Hero"
11	11	JEWEL	<i>This Way</i> /"Standing"
16	12	PUDDLE OF MUDD	<i>Come Clean</i> /"Blurry"
12	13	CALLING	<i>Camino Palmero</i> /"Wherever"
14	14	BRITNEY SPEARS	<i>Britney</i> /"Girl"
19	15	P.O.D.	<i>Satellite</i> /"Alive"
17	16	CRAIG DAVID	<i>Born To Do It</i> /"7"
20	17	MARY J. BLIGE	<i>No More Drama</i> /"Family," "Drama"
15	18	JENNIFER LOPEZ	<i>J. Lo</i> /"Funny"
18	19	'N SYNC	<i>Celebrity</i> /"Girlfriend"
—	20	LEANN RIMES	<i>Coyote Ugly</i> /"Fight"

### Urban

LW	TW	ARTIST	CD/Title
1	1	ALICIA KEYS	<i>Songs In A Minor</i> /"Worth"
2	2	USHER	<i>8701</i> /"Bad," "Call"
4	3	AALIYAH	<i>Aaliyah</i> /"Boat," "Woman"
11	4	LUDACRIS	<i>Word Of Mout</i> /"Roll"
5	5	JA RULE	<i>Pain Is Love</i> /"Time"
3	6	MICHAEL JACKSON	<i>Invincible</i> /"Butterflies"
6	7	MARY J. BLIGE	<i>No More Drama</i> /"Drama"
8	8	FAITH EVANS	<i>Faithfully</i> /"Love"
9	9	CRAIG DAVID	<i>Born To Do It</i> /"7"
7	10	BRIAN MCKNIGHT	<i>Superhero</i> /"Life"
12	11	ANGIE STONE	<i>Mahogany Soul</i> /"Brotha"
13	12	JILL SCOTT	<i>Experience: Jill Scott</i> /"Loves"
15	13	NAS	<i>Stillmatic</i> /"Got"
20	14	ISLEY BROTHERS	<i>Eternal</i> /"Secret"
16	15	MAXWELL	<i>Now</i> /"Lifetime"
14	16	JENNIFER LOPEZ	<i>J. Lo</i> /"Funny"
—	17	MR. CHEEKS	<i>John P. Kelly</i> /"Lights"
—	18	JOE	<i>Better Days</i> /"Home"
—	19	OUTKAST	<i>Big Boy And Dre Present...Outkast</i> /"Whole"
—	20	BUSTA RHYMES	<i>Genesis</i> /"Break"

### Country

LW	TW	ARTIST	CD/Title
1	1	ALAN JACKSON	<i>When Somebody Loves You</i> /"Where"
2	2	GARTH BROOKS	<i>Scarecrow</i> /"Wrapped"
3	3	GEORGE STRAIT	<i>The Road Less Traveled</i> /"Run"
6	4	BRAD PAISLEY	<i>Part III</i> /"Around"
4	5	TIM MCGRAW	<i>Set This Circus Down</i> /"Cowboy"
5	6	BROOKS & DUNN	<i>Steers &amp; Stripes</i> /"Goodbye"
7	7	AARON TIPPIN	<i>Where The Stars And Stripes...</i> /"Stripes"
12	8	STEVE HOLY	<i>Blue Moon</i> /"Morning"
9	9	LEE ANN WOMACK	<i>I Hope You Dance</i> /"Ring"
13	10	CYNDI THOMSON	<i>My World</i> /"Always"
8	11	JO DEE MESSINA	<i>Burn</i> /"Bring"
10	12	WILLIE NELSON	<i>Great Divide</i> /"Mendocino"
16	13	TRAVIS TRITT	<i>Down The Road I Go</i> /"Woman"
11	14	MARTINA MCBRIDE	<i>Greatest Hits</i> /"Blessed"
14	15	TOBY KEITH	<i>Pull My Chain</i> /"List"
17	16	TRACY BYRD	<i>Ten Rounds</i> /"Just"
—	17	JEFF CARSON	<i>Real Life</i> /"Real"
—	18	DIXIE CHICKS	<i>Fly</i> /"Dance"
18	19	BLAKE SHELTON	<i>Blake Shelton</i> /"All"
20	20	CHRIS CAGLE	<i>Play It Loud</i> /"Breathe"

### Smooth Jazz

LW	TW	ARTIST	CD/Title
2	1	ALICIA KEYS	<i>Songs In A Minor</i> /"Fallin'"
1	2	STING	<i>...All This Time</i> /"Fragile"
3	3	MARC ANTOINE	<i>Cruisin'</i> /"Strip"
3	4	BRIAN CULBERTSON	<i>Nice And Slow</i> /"About"
12	5	RUSS FREEMAN	<i>To Grover With Love</i> /"East"
6	6	RICHARD ELLIOT	<i>Crush</i> /"Crush"
4	7	DIANA KRALL	<i>The Look Of Love</i> /"Look"
5	8	JEFF LORBER	<i>Kickin' It</i> /"Nobody"
13	9	KIM WATERS	<i>From The Heart</i> /"Dawn"
10	10	RICK BRAUN	<i>Kisses In The Rain</i> /"Use"
15	11	ACOUSTIC ALCHEMY	<i>Aartt</i> /"Wish"
11	12	CHRIS BOTTI	<i>Night Sessions</i> /"Streets"
8	13	BONEY JAMES	<i>Ride</i> /"See"
17	14	DAVID BENOIT	<i>Fuzzy Logic</i> /"Snap"
18	15	BONA FIDE	<i>The Poe House</i> /"Charles"
16	16	EUGE GROOVE	<i>Euge Groove</i> /"Sneak"
7	17	SAOE	<i>Lovers Rock</i> /"Lovers"
—	18	WAYMAN TISDALE	<i>Face To Face</i> /"Hide"
—	19	RIPPINGTONS	<i>Life In The Tropics</i> /"Caribbean"
20	20	LARRY CARLTON	<i>Deep Into It</i> /"Deep"

### Hot AC

LW	TW	ARTIST	CD/Title
1	1	ENYA	<i>A Day Without Rain</i> /"Time"
3	2	NICKELBACK	<i>Silver Side Up</i> /"Remind"
2	3	CREED	<i>Weathered</i> /"Sacrifice"
4	4	DAVE MATTHEWS BAND	<i>Everyday</i> /"Everyday"
5	5	NO DOUBT	<i>Rock Steady</i> /"Baby"
8	6	JEWEL	<i>This Way</i> /"Standing"
9	7	STAINED	<i>Break The Cycle</i> /"Awhile"
11	8	ALICIA KEYS	<i>Songs In A Minor</i> /"Fallin'"
10	9	U2	<i>All That You Can't Leave Behind</i> /"Stuck"
12	10	COLDPLAY	<i>Parachutes</i> /"Trouble"
13	11	FIVE FOR FIGHTING	<i>America Town</i> /"Superman"
7	12	ENRIQUE IGLESIAS	<i>Escape</i> /"Hero"
—	13	PUDDLE OF MUDD	<i>Come Clean</i> /"Blurry"
14	14	PINK	<i>Missundaztood</i> /"Party"
15	15	INCUBUS	<i>Morning View</i> /"Wish"
16	16	CALLING	<i>Camino Palmero</i> /"Wherever"
19	17	ALANIS MORISSETTE	<i>Under Rug Swept</i> /"Hands"
17	18	LEANN RIMES	<i>Coyote Ugly</i> /"Fight"
20	19	MICHELLE BRANCH	<i>The Spirit Room</i> /"Wanted"
18	20	RYAN ADAMS	<i>Gold</i> /"New York"

### Alternative

LW	TW	ARTIST	CD/Title
1	1	LINKIN PARK	<i>Hybrid Theory</i> /"End," "Papercut"
2	2	CREED	<i>Weathered</i> /"Sacrifice," "Bullets"
3	3	NICKELBACK	<i>Silver Side Up</i> /"Bad," "Remind"
5	4	PUDDLE OF MUDD	<i>Come Clean</i> /"Blurry"
4	5	P.O.D.	<i>Satellite</i> /"Youth"
7	6	STROKES	<i>Is This It</i> /"Last"
6	7	INCUBUS	<i>Morning View</i> /"Nice," "Wish"
8	8	STAINED	<i>Break The Cycle</i> /"You"
9	9	HOBBASTANK	<i>Hoobastank</i> /"Crawling"
13	10	JIMMY EAT WORLD	<i>Bleed American</i> /"Middle"
10	11	SYSTEM OF A DOWN	<i>Toxicity</i> /"Toxicity," "Chop"
14	12	DEFAULT	<i>The Fallout</i> /"Wasting"
16	13	OFFSPRING	<i>Orange County</i> /"Duty"
12	14	BLINK-182	<i>Take Off Your Pants And Jacket</i> /"First"
15	15	ALIEN ANT FARM	<i>Anthology</i> /"Movies"
11	16	COLDPLAY	<i>Parachutes</i> /"Trouble"
17	17	EDDIE VEDDER	<i>I Am Sam</i> /"Hide"
—	18	ADEMA	<i>Adema</i> /"Way"
—	19	FOO FIGHTERS	<i>Orange County</i> /"One"
20	20	DISTURBED	<i>Sickness</i> /"Game"

E-charts are based on weekly rankings of CD sales, downloads and streams of artists online compiled and tabulated directly from the logfiles of reporting websites. Reporters include AandE.com Radio, About Radio, Alf Radio, Amazon.com, B&N Radio, BarnesandNoble.com, BellSouth Radio, boit Radio, CDNow.com, ChoiceRadio.com, City Internet Radio, Denver 93.3 Radio, DMX Music, Earthlink Radio, Gracenote.com, iWonRadio, Lycos, MediAmzing, Music Choice, MusicMatch (Frozen), Radio Beonair.Com, RadioCentral Network, Radio Free Virgin, RealOne, Scour Radio, Spinner.com, The RadioAMP Network, and Voice Of America-Music Mix is weighted based on traffic reports by web traffic monitor MediaMetrix. Charts are ranked with a 50/50 methodology of sales data and streaming/airplay data for the six reporting formats. © 2001 R&R Inc. © 2001 Online Today, Net Music Countdown.



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

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

LW	TW	ARTIST	Album Title	Weeks On
1	1	LINKIN PARK	<i>Hybrid Theory</i>	63
2	2	CREED	<i>Weathered</i>	12
4	3	U2	<i>All That You Can't Leave Behind</i>	69
3	4	ENYA	<i>A Day Without Rain</i>	49
6	5	NICKELBACK	<i>Silver Side Up</i>	22
5	6	ALICIA KEYS	<i>Songs In A Minor</i>	33
9	7	EMINEM	<i>Marshall Mathers LP</i>	70
7	8	LIMP BIZKIT	<i>The Chocolate Starfish and...</i>	70
8	9	PINK FLOYD	<i>Echoes (The Best of Pink Floyd)</i>	14
14	10	SYSTEM OF A DOWN	<i>Toxicity</i>	23
10	11	SHAKIRA	<i>Laundry Service</i>	13
11	12	STAINED	<i>Break The Cycle</i>	38
12	13	BRITNEY SPEARS	<i>Britney</i>	14
28	14	JENNIFER LOPEZ	<i>J-Lo</i>	32
13	15	BLINK-182	<i>Take Off Your Pants &amp; Jacket</i>	35
15	16	NELLY	<i>Country Grammar</i>	67
17	17	PUDDLE OF MUDD	<i>Come Clean</i>	10
16	18	LUDACRIS	<i>Word Of Mout</i>	11
18	19	BEATLES	<i>One</i>	56
20	20	JA RULE	<i>Pain Is Love</i>	19
29	21	P.O.D.	<i>Satellite</i>	8
23	22	DISTURBED	<i>The Sickness</i>	27
22	23	USHER	<i>8701</i>	18
19	24	MICHAEL JACKSON	<i>Invincible</i>	15
24	25	DAVE MATTHEWS BAND	<i>Everyday</i>	48
30	26	SOUNDTRACK	<i>Coyote Ugly</i>	39
25	27	LENNY KRAVITZ	<i>Greatest Hits</i>	70
37	28	SOUNDTRACK	<i>Moulin Rouge</i>	14
32	29	SOUNDTRACK	<i>O Brother, Where Art Thou?</i>	9
43	30	PINK	<i>Missundaztood</i>	6
26	31	NAS	<i>Stillmatic</i>	8
34	32	SOUNDTRACK	<i>The Lord Of The Rings</i>	7
35	33	CHEMICAL BROTHERS	<i>Come With Us</i>	2
21	34	ALAN JACKSON	<i>Drive</i>	4
31	35	MADONNA	<i>Music</i>	70
27	36	'N SYNC	<i>Celebrity</i>	29
38	37	INCUBUS	<i>Morning View</i>	10
36	38	3 DOORS DOWN	<i>Better Life</i>	68
42	39	TOOL	<i>Lateralus</i>	34
46	40	JAY-Z	<i>The Black Album</i>	22
39	41	GORILLAZ	<i>Gorillaz</i>	33
—	42	SADE	<i>Lover's Rock</i>	28
43	43	SUM 41	<i>All Killer No Filler</i>	9
48	44	AALIYAH	<i>Aaliyah</i>	16
—	45	ENRIQUE IGLESIAS	<i>Hero</i>	6
—	46	CRAIG DAVID	<i>Born To Do It</i>	15
—	47	COLDPLAY	<i>Parachutes</i>	17
50	48	PAPA ROACH	<i>Infest</i>	59
47	49	'N SYNC	<i>No Strings Attached</i>	60
41	50	BRITNEY SPEARS	<i>Oops!...I Did It Again</i>	48

## Vineyard, Hanrahan To CC/Birmingham

Jimmy Vineyard has been named VP/Market Manager for Clear Channel/Birmingham, which includes News/Talk WERC, Country WDXB, Oldies WENN, AC WMJJ and CHR/Pop WQEM & WQEN. He previously held a similar post for Entercom/Greenville, SC.

Vineyard told R&R, "I am very excited to be rejoining Clear Channel and moving to Birmingham for this opportunity."

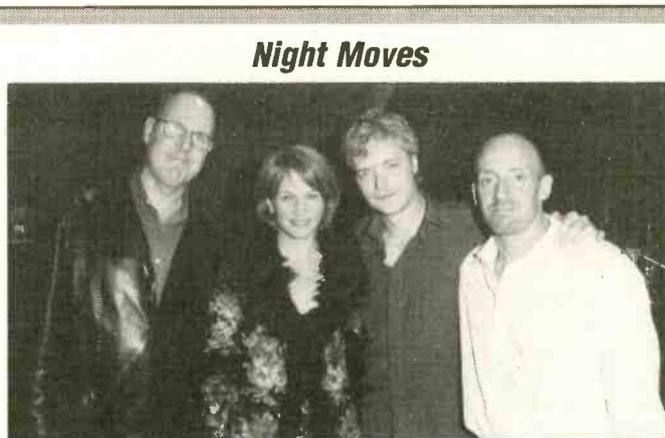
Vineyard worked in Birmingham in the late '80s for Dick Broadcasting's WZRR and the former WVOK prior to their sale to Citadel. He also managed WQEN and WAAX in nearby Gadsden, AL, which are now owned by Clear Channel.

Vineyard spent most of his career in Knoxville, holding on-air, production, promotion and programming posts at legendary Country WTVK.

In related news, Tom Hanrahan has been named OM for WDXB & WMJJ. He was most recently OM/PD for Clear Channel/Panama City, FL, which includes Adult Standards WZIZ, Urban WEBZ, Soft AC WFSY, Country WPAP, Oldies WPBH and Rock WPPT.

"I'd like to thank Marc Chase and everyone at Clear Channel for this promotion," Hanrahan told R&R. "This company believes in promoting its people, and when they say that, they mean it. I'm an example of it."

"Going back to Birmingham is a lifelong dream of mine. This is a tremendous opportunity, and Birmingham is a fantastic, extremely aggressive radio market. I'm looking forward to working with GM



Night Moves

Columbia Jazz executives recently met with Columbia recording artists Chris Botti and Shawn Colvin at Los Angeles' El Rey Theater during the taping of Botti's DIRECTV Freeview event. Pictured (l-r) are Columbia Sr. VP/Jazz Jeff Jones, Colvin, Botti and Columbia VP/Jazz Marketing Mark Feldman.

## Durney Joins Entercom/Greenville, SC

Tom Durney has been named VP/Market Manager for Entercom/Greenville, SC, which includes WORD, WYRD, WSPA-AM & FM, WFBC, WOLI & WOLT. He succeeds Jimmy Vineyard. (See story, this page.)

Durney joined Entercom in June 2001 as VP/Marketing Service in Kansas City. Before that he was a sales consultant and trainer for Sconnix Communications, EZ Communications and American Radio Systems. He has also managed stations for Broad Street

Communications in Hartford and New Orleans; Sconnix in Indianapolis; Capstar in Columbia, SC; and Metromedia Broadcasting in Denver and Washington, DC.

"I'm very excited to have Tom running our Greenville cluster," Entercom Regional VP Steve Godofsky said. "His impressive knowledge, experience in the area and leadership will definitely move the cluster quickly forward. And it's always gratifying to be able to promote from within the ranks of Entercom. I'm looking forward to the partnership."

Jimmy Vineyard and Clear Channel/Birmingham OM Doug Hammond. Our cluster in Panama City has a combined 47 share, and I hope to bring some of that success to the great team already in place at Clear

Channel/Birmingham." Hanrahan worked in Birmingham in the early '90s at WMJJ, WZZK, WODL and the former WKXX. He has also been PD at WSTH/Columbus, GA.

## Sirius

Continued from Page 1

Mississippi Lt. Gov. Amy Tuck and Jackson Mayor Harvey Johnson Jr. were also in the spotlight. Sirius plans to roll out its service nationally by Aug. 1, in the Southern markets first, followed by the northern half of the U.S.

Sirius is using a different lure in each market to snag subscribers. In Jackson, customers are being offered a 30-day money-back guarantee if they later reject the service. In Denver, subscribers get a \$50 rebate after activating the service, while a no-frills \$12.95 per month is the offer in Houston. In Phoenix, subscribers paying in advance for nine months get an additional three

months free.

Terrestrial radio stations in all four markets are airing 30-second commercials for Sirius, but the satcaster is mum on the terms of its radio ad schedule. Sirius — which, like rival XM Satellite Radio, has backed away from discussing the \$100 million figure it once said it would spend on its ad campaign — intends to launch a heavy print campaign coupled with a television and movie-theater ad blitz.

Meanwhile, on the eve of Sirius' launch, XM announced a joint marketing pact with DIRECTV. XM President/CEO Hugh Panero and DIRECTV President/COO Roxanne Austin said that, because satellite-TV customers "already understand the advantages that come with satellite entertainment," the two com-

panies are teaming to give those customers "value-added offers from XM."

Ladenburg Thalmann satellite analyst John Stone said of the deal that XM has "mined the mother lode," noting that DIRECTV subscribers "offer a nearly ideal demographic for distributing XM Radio."

That deal may have been the spark for renewed discussion inside Sirius about whether it will cut a marketing deal with a satellite-TV operation. In the wake of the non-exclusive XM marketing agreement, there was chatter that Sirius has had on-again, off-again discussions with Denver-based EchoStar about marketing Sirius with EchoStar's DISH network. EchoStar is awaiting federal regulators' approval to buy DIRECTV.

## Motown

Continued from Page 1

and experience in marketing and promoting records, coupled with his solid relationships with radio programmers and the retail community, further strengthen Motown's position as an industry leader. I'm really pleased to have Michael join the Motown family."

Johnson said, "It fills me with pride to join a label with such a rich legacy, especially returning to the label where I began my career. As

a record man who has been in the trenches as well as the executive suite, I look forward to providing Kedar with the necessary support to solidify Motown's re-emergence as the home of great artists and innovative musical styles."

Before joining Motown Johnson was Sr. VP/R&B Promotion at Arista Records. Prior to that he held various local, regional and national promotion posts at RCA Records, Mercury Records, Wing Records, EMI Records, CBS Records and Warner Bros. Records.

## Emmis

Continued from Page 3

more sense to be sellers than buyers."

He added that the company's primary focus right now is on reducing debt and noted that these transactions — along with cost controls already in place — "have substantially moved the company in that direction." He also assured investors that radio remains Indianapolis-based Emmis' "principal focus of growth."

## EXECUTIVE ACTION

### KMXN/Anaheim-L.A. A 'Super Cool' Alternative

The Los Angeles metro got a new Alternative station on Feb. 15 as Astor Broadcasting's KMXN/Anaheim-L.A. flipped from Hot AC to "Super Cool 94.3, Orange County's independent Alternative station" under co-owned KFSD/Oceanside-San Diego PD Mike Halloran. He succeeds Craig Powers at KMXN.

Halloran told R&R, "Art Astor likes the intelligent approach that we bring to Alternative and the way we are performing in the north county of San Diego with KFSD. He sat down with [KFSD Asst. PD] Randy Dewitt and me a year ago, and our plan was to eventually take over both stations and simulcast them, depending on how things went at KFSD. With the performance of KFSD, the time seemed right. But we decided not to simulcast them because, at this point, we like the idea of keeping them focused locally. We are going to keep them separate, and, if we can make it work financially, then we will keep it this way."

KMXN's approach will be similar to KFSD's "independent" Alternative approach. "We're just going to remove five or six bands that don't need to be played in Orange County that KROQ/Los Angeles covers," said Halloran. "We'll still play Rage Against The Machine and System Of A Down, but I don't see a need for us to play Metallica."

Joining Halloran at the station are Dewitt and KFSD MD Ricky Savage, both of whom will add similar duties at KMXN. Dewitt adds afternoon hosting duties at KMXN to his current morning shift at KFSD; Savage covers mornings in Anaheim and afternoons in Oceanside. Karen Kay stays on for middays at KMXN.

### Savery GM, McKay PD At 'QDR/Raleigh

Curtis Media Group's Country WQDR/Raleigh has named Trip Savery GM and Lisa McKay PD. Savery, who was previously NSM for Curtis' Raleigh cluster, replaces Larry Gorick. McKay, who has been PD at WRVQ and WMXB in Richmond, replaces Brant Curtiss.

"Trip began his radio career as a rookie salesman at WQDR nine years ago," Curtis Exec. VP Phil Zachary told R&R. "I can't think of a person more qualified or more deserving of this opportunity than Trip."

McKay, who starts her new job on March 11, will also take an airshift. The move is part of a plan to eliminate the station's voicetracked dayparts and return 'QDR to being live 24 hours a day. Zachary said of McKay, "She has a tremendous knack for working with talent and staging big events to create a station that's bigger than any musical genre. That's our goal for WQDR."

In related news, Clear Channel/Greensboro, NC NSM Adam Maisano joins Curtis/Raleigh as NSM. Cumulus/Fayetteville, AR Business Manager Carmen Pomeroy moves to Curtis in a similar capacity.

## WMAX

Continued from Page 3

and airstaff for WMAX will be hired shortly.

WMAX's launch will be overseen by Tim Dukes, who rises to Director/Programming for Clear Channel's Atlanta cluster. He will continue in his role as PD for WKLS/Atlanta and add oversight duties for Classic Rock WMXV, News/Talk WGST and WPCH.

"Having seen the research from other markets, as well as this one,

it seems that there is a big appetite for '80s here," Dukes told R&R. "We identified it as an option, and it continued to be one of the formats to go with until we decided what to do with WYAI. It's the younger side of [AC sister WPCH] and will be more of a 25-44 product."

WMAX's biggest competitors will be crosstown Hot AC WSB-FM (B98.5) and adult-leaning CHR/Pop WSTR (Star 94). The latter airs a Friday-night '80s program, while B98.5 spent all of last weekend airing "Totally '80s" special programming.

## Radlovic

Continued from Page 3

CFO Joseph Garcia for their support and confidence in my abilities. I'm excited about my new position with SBS/L.A. and am looking forward to the growth and success of KLAX and KXOL. My primary goal and focus is to create value and demand for our two radio stations in Los Angeles."

When asked about the most recent performance of KLAX and KXOL, both of which lost audience in the fall Arbitron survey, Radlovic said, "I think both of these stations

are still very young in terms of their growth. We are committed to spending the marketing dollars necessary to ensure that the ratings for KLAX and KXOL are where they need to be."

Programming for La Raza and El Sol will continue to fall under the direct oversight of corporate Exec. VP/Programming Bill Tanner and National PD Pio Ferro.

Radlovic formerly served as Market Manager for Cumulus' stations in Oxnard-Ventura, CA and Santa Barbara, CA. Prior to that he spent three years as VP/GM of KCMG/Los Angeles and was GSM at KPWR/L.A. from 1989-98.

## National Radio

• **EXCELSIOR NETWORK** announces that it will syndicate *Rock the Nation*, a new four-hour weekend hard rock program hosted by Eddie Trunk. The show debuts March 23 and will be available on a barter basis nationwide. For more info, contact Stuart Greenblatt at 646-254-9148.

• **WESTWOOD ONE** presents six two-hour format-specific Grammy-nomination specials for the CHR/Pop, Alternative, Hot AC, Urban, Classic Rock and Country formats. The shows will air Feb. 22-24. For more info, contact Abby McDorman at Westwood One, 212-641-2009 or [amcdorman@westwoodone.com](mailto:amcdorman@westwoodone.com).

• **UNITED STATIONS** announces this year's lineup of four two-hour *Country Giants* programs, featuring Reba McEntire, Tim McGraw, The Dixie Chicks and Shania Twain; and one four-part, eight-hour series called *The Best of the 21st Century Country (So Far)*. The *Country Giants* shows will begin airing nationally the second weekend in February and will be available on CD on a market-exclusive, barter basis through United Stations. The *Best of...* series is scheduled to air in October.

• **JONES RADIO NETWORKS** launches the following new programs: "Three Minutes With Nick Michaels," a weekday feature, and "The Hollywood Reporter," a daily entertainment report available between 6am and 7pm in all time zones. For more info, contact Shawn Smith at JRN, 800-426-9082 or [shawn.smith@jrnsseattle.com](mailto:shawn.smith@jrnsseattle.com).

## CHRONICLE

## CONDOLENCES

Broadcasting pioneer **Glacus Merrill**, 96, Feb. 9.  
 Founder of WHYY-AM & FM/Montgomery, AL, **Bob Robinson**, 78, Feb. 5.

• **NBG RADIO NETWORK** signs a contract with Brickman Concerts to provide sales representation and affiliate clearance for the three-hour nationally syndicated *Your Weekend With Jim Brickman*. For more info, contact Gina DeWitt at NBG Radio Network, 800-572-4624, ext. 784 or [gina@nbgradio.com](mailto:gina@nbgradio.com).

• **REX BROADCASTING** launches *Wrestling Observer With Dave Meltzer*, which will air Sundays from 10pm-1am on more than 100 affiliates. For more info, contact Ed James or Andy Morris at 646-495-4918.

• **SYNDICATED SOLUTIONS** has acquired affiliate-sales and ad-sales syndication rights to *Winning on Wall Street*, which will now air weekdays from 6-8pm ET, with repeats on weekends via ABC Satellite or ISDN. For more info, contact Matthew Sullivan at 203-4431-0790.

## Radio

• **ROBERT PIERCE** is promoted to VP/Affiliate Relations at United Stations, where he has served as Dir./Affiliate Relations since 1995.

• **MARC VANDERMEER** becomes play-by-play host for the Houston Tex-

ans at KILT (SportsRadio 610)/Houston. Most recently he was the play-by-play announcer for the Miami Hurricanes at WQAM/Miami.

## Records

• **CURT EDDY** is named VP/Sales for Hollywood Records. He was most recently SVP/Field Sales & Marketing at Universal Music and Video Distribution.

• **DUTCH CRAMBLITT** is named VP/Sales at WEA. He was previously VP/Sales at Hollywood Records.



Cramblitt

## Industry

• **SPARKPLUG MARKETING**, a strategic branding company specializing in tour marketing, label consulting and product and advertising placement, is formed by Dave Dannheisser and Jarid Neff. Dannheisser and Neff are both formerly of Warner Bros., where they were VP/Rock Promotion and Southeast Regional Marketing Manager, respectively.

## Products &amp; Services

• **KELLY MUSIC RESEARCH** launches Pop, AC and Country versions of its All-Market Callout service. Access free callout data at [www.kellymusicresearch.com](http://www.kellymusicresearch.com).

## Earnings

Continued from Page 6

"We are certainly not opposed to using our currency, which is part of the whole reason for being a public company to begin with — to use our public currency to grow," Dickey said. "This is certainly a business where you've got to grow or get out. We would like to prudently build this company over the next several quarters."

While Cumulus enjoyed a bump in ad sales in January, it expects to take a \$700,000 hit in TV advertising on its airwaves in February due to the Olympic Games' being held in the U.S. "It's easier for viewers to see live competitions, and the other networks felt it would be difficult to compete against that for viewers," Dickey reported. "Hopefully, we will see a rebound in May during the [television ratings] sweeps." He said that Cumulus did not budget for that and called that a "mistake." He added, "We did not see [the Olympics loss] when we were doing the budget last fall. It's very difficult, in this environment, to make up that money."

• **Westwood One's** Q4 earnings dipped 9%, to \$16.3 million, or 15 cents per diluted share — ahead of First Call analysts' estimates by 2 cents. Free cash flow — often considered a good barometer of a broadcaster's health — was up 2%, to a record \$31.9 million, or 29 cents per diluted share. Revenue dropped 12%, to \$136.7 million. A weak advertising environment contributed to a 6% decrease in Q4 operating cash flow, to

\$51.4 million. For the year, earnings climbed 2%, to \$43.2 million, or 38 cents per share. Operating cash flow remained relatively flat, rising from \$165.6 million to \$166 million. Free cash flow increased 9%, to \$104 million, or 93 cents per diluted share.

Along with the weak ad market, "Clear Channel defections" also hurt WWI's bottom line, said Metro Networks/Shadow Broadcast Services Exec. VP Shane Coppola. He pointed out that the company lost between \$8 million and \$10 million in Clear Channel revenue.

While Clear Channel dropped plans late in the year to create its own traffic-reporting service and looked to WWI to renew contracts with Metro/Shadow, WWI President/CEO Joel Hollander said the terms were not the same. "We'll give them the traffic, but with less compensation," he said. "My first goal is to never be the ATM machine. We don't have to be in the crazy comp business every day."

Westwood One also worked hard to replace lost business. Making up for losses in the wake of the 2000 dot-com advertising explosion, the 2000 Summer Olympics and the wild spending of an economy going gangbusters was difficult, but Hollander said that the company did a good job. Among the new advertisers signed on by Westwood One: Autozone, Southwest Airlines, Verizon, Hewlett-Packard, Body Solutions, Circuit City and Krispy Kreme Donuts.

He said that advertisers began to "curtail, delay or outright cancel" advertising schedules — especially in the areas of travel, tourism and related

industries — immediately after Sept. 11, 2001, but "the decline in revenue [for WWI] was not as great as that of our competitors."

WWI said in its 2002 outlook that it expects free cash flow to reach \$112 million. Free cash flow per share should increase about 15% this year, and operating cash flow should be approximately \$183 million. The company also expects to benefit from a significantly decreased 2002 tax rate and anticipates its full-year 2002 depreciation and amortization expense to be about \$12 million.

• **DG Systems' Q4** revenue soared 368%, to \$17.3 million. EBITDA increased to \$2.5 million, compared to negative EBITDA of \$2 million in Q4 2000. For the year, DG's revenue increased 391%, to a record \$70.7 million. EBITDA rose to a record \$10.9 million, compared to negative EBITDA of \$6.6 million in 2000. DG Systems has more than 7,500 radio stations in its network.

• **Gaylord's** media segment reported having had a "somewhat challenging" Q4. The company said its media segment revenue dropped 9%, to \$5.9 million, as revenue declined at the company's three radio stations. Overall, Gaylord's net losses improved 78% in Q4, to \$23.1 million, or 69 cents per share, and 69% for 2001, to \$47.7 million, or \$1.42.

• **Fisher Communications**, which owns 28 radio stations in the Northwest U.S., posted a Q4 net loss of \$1.7 million, or 20 cents per share, compared to net income of \$7.8 million, or 91 cents, in Q4 2000. Revenue for the quarter fell 28%, to \$42.3

## BUSINESS BRIEFS

Continued from Page 4

Australia, has purchased an FM license in the city of Perth at an Australian Broadcasting Authority auction for \$25 million Australian. The group already holds a radio license in Brisbane, Australia.

## House Rejects Political-Ad Discount Requirement, NAB Pleased

The U.S. House of Representatives voted 327-101 last week to remove from campaign finance-reform legislation a provision that would have required broadcasters to sell political ads at a discount. The legislation had radio broadcasters concerned because it could have been amended to include their medium.

NAB President/CEO Eddie Fritts welcomed the move, saying that the original proposal would have done "serious damage" to local broadcasters.

## Gaylord Names Two To Board

Gaylord Entertainment has named Vanderbilt University Chancellor **Gordon Gee** and Strategic Hotel Capital CEO **Laurence Geller** to its board of directors. Howard Wood resigned from the Gaylord board in January to pursue a new business venture, and members Joe Rodgers and Craig Leipold have announced their intention to step down. First Tennessee National Corp. Chairman/CEO Ralph Horn also recently joined the company's board.

## Tribune Declares Quarterly Dividend

Tribune Co. has declared a regular quarterly dividend of 11 cents per share on common stock, payable March 14 to stockholders of record at the close of business on Feb. 28.

## Dick Clark Productions Sells For \$140 Million

Media superstar and radio veteran Dick Clark has sold all the outstanding shares of **Dick Clark Productions** to an investment group led by Mosaic Media Group, Capital Communications CDPQ and TV exec Jules Haimovitz. Shareholders will get \$14.50 per share, while Clark will get \$12.50 each for an unspecified number of his shares. Dick Clark Productions produces the *American Music Awards*, the *Academy of Country Music Awards*, the *Golden Globe Awards* and *Dick Clark's New Year's Rockin' Eve*, among other programs.

million. For the year, Fisher saw a net loss of \$1.9 million, or 92 cents per share, compared to income of \$31.9 million, or \$3.71, in 2000. Fisher said that it has executed commitment letters to refinance its credit facilities. Once refinancing is complete, Fisher expects to be out of default with its lenders.

## Analyst: 2% Radio Growth In 2002

Salomon Smith Barney's Niraj Gupta liked what he heard at the RAB's Sales & Management Conference in Orlando earlier this month and figured his estimates for radio were

"too conservative — something that we have not seen in 18 months," he said.

Gupta, who had previously expected radio-industry growth to be flat to down 1%, raised that estimate to 2% growth. He also raised his 2002 cash flow estimates for Clear Channel from \$1.9 billion to \$2.16 billion; Cox Radio from \$141 million to \$145 million; and Entravision from \$52 million to \$57 million. Target prices were also upped for Clear Channel, from \$53 to \$60; Cox, from \$26 to \$28; Emmis, from \$14 to \$23; and Entravision, from \$11 to \$14.

— Jeffrey Yorke

## Switzer

Continued from Page 1

Tony Brown, a partner in Universal South with Universal and Tim Dubois. "He has a proven track record in working with and developing the careers of artists, and we are looking forward to his immediate contributions."

DuBois said, "When you combine Bryan's extensive background in the record business with his success in promotion and the key relationships he already possesses, you have one very gifted and effective executive.

We are all pleased to welcome him to the Universal South family."

Switzer said, "I am grateful to Tony and Tim for this wonderful opportunity. Having been part of a successful start-up before, I know how gratifying it can be. To be able to do it alongside a roster and staff that are the best in the business is rare."

Switzer joined Atlantic/Nashville when it opened in 1990. He started as a Regional Promotion Manager, was later elevated to VP/Promotion and ultimately became VP/GM.



Lori Parkerson • 202-380-4425

**20on20 (XM20)**

*Kane*  
BRANDY What About Us?  
VANESSA CARLTON A Thousand Miles  
ENRIQUE IGLESIAS Escape  
INDIA.ARIE Video  
IID Rapture  
MARY J. BLIGE No More Drama

**BPM (XM81)**

*Blake Lawrence*  
DJ DISCIPLE /MIA COX Caught Up  
FELIX DA HOUSECAT Silver Screen Shower Scene

**Real Jazz (XM70)**

*Maxx Myrick*  
TONY BENNETT Playing With My Friends

**The Boneyard (XM41)**

*Charlie Logan*  
DEFAULT Sick And Tired  
DEFAULT Deny  
DROWNING POOL Tear Away  
GODSMACK I Stand Alone  
INJECTED Faithless  
LENNY KRAVITZ Let's Get High  
SOIL Breaking Me Down

**The Heart (XM23)**

*Johnny Williams*  
CELINE DION A New Day Has Come  
DARREN HAYES Insatiable  
DON HENLEY For My Wedding

**The Loft (XM50)**

*Mike Marrone*  
No adds

**Watercolors (XM71)**

*Steve Stiles*  
BONEY JAMES Heaven  
DIANA KRALL S' Wonderful

**X Country (XM12)**

*Jessie Scott*  
BILLY BRAGG & THE BLOKES England, Half...  
HONKY TONK CONFIDENTIAL Your Trailer Or Mine  
CHRIS ISAAK Always Got Tonight  
GARY STIER The Albatross  
STAR ROOM BOYS This World

**XM Cafe (XM45)**

*Bill Evans*  
BILLY BRAGG & THE BLOKES England, Half...  
KASEY CHAMBERS Barricades & Brickwalls  
CRACKER Forever  
ARTHUR GODFREY East Side Of Town  
COLIN LINDEN Big Mouth  
LISA LOEB Cake & Pie  
CHUCK E. WEISS Old Souls & Wolf Tickets

**XLM (XM23)**

*Eddie Webb*  
No adds

**The Heart (XM23) Playlist**

DIANA KRALL The Look Of Love  
O-TOWN All Or Nothing  
DIAMON RIO One More Day  
ALICIA KEYS Fallin'  
S CLUB 7 Never Had A Dream Come True  
CAROLE KING Loves Makes The World  
LEE ANN WOMACK I Hope You Dance  
BACKSTREET BOYS Drowning  
SHELBY LYNNE Wall In Your Heart  
ELTON JOHN I Want Love  
MATCHBOX TWENTY If You're Gone  
BBMAK Ghost Of You & Me  
MICHAEL JACKSON Butterflies  
YOUNGSTOWN Grow Old With Me  
LONESTAR I'm Already There  
ENRIQUE IGLESIAS Hero  
ROBBIE WILLIAMS/NICOLE KIDMAN Somethin'...  
JOY ENRIQUEZ With This Love  
JOSH GROBAN To Where You Are  
JIM BRICKMAN / R. L. HOWARD... Simple Things  
ALL-4-ONE Not Ready For Goodbye  
LUIS FON'S Imagine Me Without You  
DIDO Thankyou  
DON HENLEY For My Wedding  
J. SIMPSON & M. ANTHONY There You Were  
ENYA Only Time  
LONESTAR Not A Day Goes By  
FAITH HILL There You'll Be  
BRIAN MCKNIGHT Still  
DARREN HAYES Insatiable



100 million moviegoers  
15,000 movie theaters

Movie Tunes plays current music in movie theaters across the nation. Movie Tunes then surveys moviegoers from five major distribution areas of the country each week. Respondents are sent a CD sampler and asked to rate songs on a scale of 1-5. This data is gathered and published by R&R.

**TOP FIVE SONGS PER REGION**

**WEST**

1. ENRIQUE IGLESIAS Escape
2. BRANDY What About Us?
3. JAHEIM Anything
4. RUFUS WAINWRIGHT Across The Universe
5. BONEY JAMES Ride

**MIDWEST**

1. BRANDY What About Us?
2. ENRIQUE IGLESIAS Escape
3. JAHEIM Anything
4. BONEY JAMES Ride
5. LENNY KRAVITZ Stillness Of Heart

**SOUTHWEST**

1. BRANDY What About Us?
2. ENRIQUE IGLESIAS Escape
3. JAHEIM Anything
4. HOLLY WYNNETTE My Future Ex-Boyfriend
5. RUFUS WAINWRIGHT Across The Universe

**NORTHEAST**

1. ENRIQUE IGLESIAS Escape
2. BRANDY What About Us?
3. JAHEIM Anything
4. RUFUS WAINWRIGHT Across The Universe
5. HOLLY WYNNETTE My Future Ex-Boyfriend

**SOUTHEAST**

1. ENRIQUE IGLESIAS Escape
2. BRANDY What About Us?
3. JAHEIM Anything
4. BONEY JAMES Ride
5. HOLLY WYNNETTE My Future Ex-Boyfriend

**FEBRUARY PLAYLIST**

AIMEE MANN/MICHAEL PENN Two Of Us  
BONEY JAMES Ride  
BRANDY What About Us?  
DONZ Give  
ENRIQUE IGLESIAS Escape  
HANK WILLIAMS III Mississippi Mud  
HOLLY WYNNETTE My Future Ex-Boyfriend  
JAHEIM Anything  
LENNY KRAVITZ Stillness Of Heart  
NANCY WILSON Save Your Love For Me  
NATURAL Medley  
OUTERSTAR You Love It When It Rains  
RICK BRAUN Your World  
RUFUS WAINWRIGHT Across The Universe  
TA TA & BRANDO Let's Be Friends  
TAE BO Medley



10 million homes  
180,000 businesses  
Rick Gillette • 800-494-8863

**DMX INFLIGHT**

*Jon Wheat*

Selected tracks in the air on 31 airlines world-wide.

TRAVELING WILBURYS Handle With Care  
KINKS A Rock 'N' Roll Fantasy  
M'IONAM Capercallie  
LIZETA KALIMERI Diosmos Ke Kanela  
MARTIN TAYLOR Garden Of Dreams  
PLAS JOHNSON & RED HOLLOWAY Serenade...  
NO DOUBT Hellagood  
ELBOW Asleep In The Back  
KEKE WYATT I Don't Wanna  
AVANT Makin' Good Love  
ILL NIÑO With You  
GORILLAZ Rock The House

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

**CHR/POP**

*Jack Patterson*

SHAKIRA Underneath Your Clothes  
PINK Don't Let Me Get Me

**CHR/RHYTHMIC**

*Mark Shands*

YING YANG TWINS Say I Yi Yi  
JESSICA MORENO You Better Be Good To Me

**URBAN**

*Jack Patterson*

RL Got Me A Model  
LATHUN Fortunata

**ALTERNATIVE**

*Dave Sloan*

No adds

**ROCK**

*Stephanie Mondello*

3RD STRIKE No Light

**ADULT ALTERNATIVE**

*Stephanie Mondello*

CONCRETE BLOND ROXY  
RES They-Say Vision

**ADULT CONTEMPORARY**

*Jason Shift*

VANESSA CARLTON A Thousand Miles  
SHERYL CROW Soak Up The Sun  
LISA LOEB Someone You Should Know

**INTERNATIONAL HITS**

*Mark Shands*

ENYA May It Be  
ALIZEE Moi Lolita

**COUNTRY**

*Leanne Flask*

No adds

**DANCE**

*Danielle Ruysschaert*

LAOYTRON Playgirl  
STAR PEOPLE Star People  
MEDWAY Optical Illusion

**RAP/HIP-HOP**

*Mark Shands*

YING YANG TWINS Say I Yi Yi  
METHOD MAN/REDMAN Part II  
KRS-ONE South Bronx 2002  
KRS-ONE Come To The Temple



ABC RADIO NETWORKS  
Phil Hall • 972-991-9200

**Hot AC**

*Steve Nichols*  
MICHELLE BRANCH All You Wanted

**StarStation**

*Peter Stewart*  
No adds

**Classic Rock**

*Chris Miller*  
No adds

**Touch**

*Ron Davis*  
No adds

**Doug Banks Morning Show**

*Gary Saunders*  
No adds

**Tom Joyner Morning Show**

*Vern Catron*  
GERALD LEVERT What Makes You Feel Good

**Country Coast To Coast**

*Kris Wilson*  
LONESTAR Not A Day Goes By

**ALTERNATIVE PROGRAMMING**

*Gary Knoll • 800-231-2818*

**Rock**

DISHWALLA Somewhere In The Middle  
FLAW Whole  
TRAIN She's On Fire

**Alternative**

311 Amber  
GRAVITY KILLS One Thing  
LENNY KRAVITZ Stillness Of Heart

**Triple A**

CRACKER Shine  
LISA LOEB Someone You Should Know

**CHR**

PINK Don't Let Me Get Me  
P.O.D. Youth Of The Nation

**Mainstream AC**

CELINE DION A New Day Has Come

**Lite AC**

MARC ANTHONY I Need You  
ENYA Wild Child

**NAC**

SHILTS Your Place Or Mine

**Christian AC**

ANNOUNTED One Fine Day  
POINT OF GRACE You Will Never Walk Alone

**UC**

RUFF ENOZ Someone To Love You  
GINUWINE Tribute To A Woman  
LATHUN Fortunata

**Country**

MARK CHESTNUTT She Was



**Music Programming/Consulting**

*Ken Moultrie • 800-426-9082*

**Alternative**

*Steve Young/Kristopher Jones*  
No adds

**Active Rock**

*Steve Young/Kristopher Jones*  
No adds

**Heritage Rock**

*Steve Young/Kristopher Jones*  
No adds

**Hot AC**

*Steve Young/Josh Hasler*  
No adds

**CHR**

No adds

**Rhythmic CHR**

*Steve Young/Josh Hasler*  
No adds

**Soft AC**

*Mike Bettelli*  
No adds

**Mainstream AC**

*Mike Bettelli*  
No adds

**Dellah**

*Mike Bettelli*  
No adds

**Dave Wingert Show**

*Mike Bettelli*  
No adds

**Mainstream Country**

*Ray Randall/Hank Aaron*  
STEVE AZAR I Don't Have To Be Me...  
GEORGE STRAIT Living And Living Well

**New Country**

*Hank Aaron*  
STEVE AZAR I Don't Have To Be Me...  
GEORGE STRAIT Living And Living Well

**Lia**

*Ken Moultrie/Hank Aaron*  
EMERSON DRIVE I Should Be Sleeping  
TRAVIS TRITT Modern Day Bonnie And Clyde

**24 HOUR FORMATS**

*Jon Holiday • 303-784-8700*

**Adult Hit Radio**

*JJ McKay*  
DARREN HAYES Insatiable

**Rock Classics**

*Adam Fendrich*  
No adds

**Adult Contemporary**

*Rick Brady*  
ELTON JOHN This Train Don't Stop There...

**CD COUNTRY**

*Rick Morgan*  
No adds

**US COUNTRY**

*Penny Mitchell*  
ALAN JACKSON Drive (For Daddy Gene)  
GEORGE STRAIT Living And Living Well

**GREAT AMERICAN COUNTRY**

*Jim Murphy • 303-784-8700*  
GARY ALLAN The Dne  
GENE WATSON The Man An' Me And You



*Charlie Cook • 661-294-9000*

**Adult Rock & Roll**

*Jeff Gonzer*  
MICK JAGGER Visions Of Paradise

**Soft AC**

*Andy Fuller*  
ELTON JOHN This Train Don't Stop There...

**Bright AC**

*Jim Hays*  
CELINE DION A New Day Has Come

**Mainstream Country**

*David Felker*  
CAROLYN DAWN JOHNSON I Don't Want You To Go  
GEORGE STRAIT Living And Living Well  
TRAVIS TRITT Modern Day Bonnie And Clyde

**Hot Country**

*Jim Hays*  
STEVE AZAR I Don't Have To Be Me...  
GEORGE STRAIT Living And Living Well  
CHELY WRIGHT Jezebel

**Young & Elder**

*David Felker*  
LONESTAR Not A Day Goes By  
GEORGE STRAIT Living And Living Well



**PREMIERE RADIO NETWORKS**

**After Midnight**

KEVIN DENNEY That's Just Jesse

**WAITT RADIO NETWORKS**

**Alternative**

*Chris Reeves • 970-949-3339*  
DOVETAIL JOINT Cool Your Head  
JEREMIAH FREED Again  
LOSTPROPHETS Shinobi Vs. Dragon Ninja  
ROB ZOMBIE Never Gonna Stop  
SEVENDUST Live Again  
SUGARCULT Bouncing Off The Walls  
SYSTEM OF A DOWN Toxicity  
THURSDAY Understanding

**Country**

*Jim West*  
GARY ALLAN The One  
KELLIE COFFEY When You Lie Next To Me  
GEORGE STRAIT Living And Living Well



Artist/Title	Total Plays
LMNT Juliet	76
DREAM STREET I Say Yeah	76
DREAM STREET It Happens Every ...	75
'N SYNC Pop	74
AARON CARTER I'm All About You	74
AARON CARTER Leave It Up To Me	73
BACKSTREET BOYS Drowning	72
LIL' ROMEO My Baby	68
JUMP5 God Bless The U.S.A.	66
BRITNEY SPEARS I'm Not A Girl, ...	36
CHRISTINA MILIAN AM To PM	34
BACKSTREET BOYS Girlfriend	33
PINK Get The Party Started	31
MICHELLE BRANCH Everywhere	31
NINE DAYS Absolutely (Story Of ...)	31
SMASH MOUTH All Star	31
3LW No More (Baby I'ma Do Right)	30
SMASH MOUTH I'm A Believer	30
COREY /LIL' ROMEO Hush Lil' Lady	30
BAHA MEN Who Let The Dogs Out	28



Playlist for the week ending February 16.

## DATEBOOK

## MONDAY, MARCH 4

1933/At the height of the Great Depression, **Franklin Delano Roosevelt** is inaugurated as the 32nd President of the United States.

1952/Actor and future U.S. President **Ronald Reagan** marries actress **Nancy Davis**.

1994/Actor **John Candy**, 43, dies of a heart attack while on location for his new movie, *Wagons East*.

Born: **Catherine O'Hara** 1954, **Patsy Kensit** 1968

## In Music History

1966/London newspaper *The Evening Standard* publishes an interview with Beatle **John Lennon** in which he remarks, "We're more popular than Jesus Christ right now." The comment creates international protest, and a series of Beatles record-burnings are held worldwide.



Cooler than Jesus?

1973/**Pink Floyd** begin their Dark Side of the Moon tour in Madison.

1989/**Tone Loc's** "Wild Thing" becomes the first single to go double Platinum since "We Are the World."

1993/**Whitney Houston** and **Bobby Brown** become parents to daughter Bobbi.

Born: **Jason Newsted** (ex-Metallica) 1963, **Evan Dando** (ex-Lemonheads) 1967

## TUESDAY, MARCH 5

1982/In Los Angeles, actor-comedian **John Belushi**, 33, dies of a drug overdose.

Born: **Penn Jillette** 1955, **Jake Lloyd** 1989

## In Music History

1955/**Elvis Presley** makes his first TV appearance, on the regionally telecast show *Louisiana Hayride*.

1963/Country singer **Patsy Cline**, 30, is killed in the crash of a single-engine plane near Camden, TN.

1965/**The Yardbirds'** "For Your Love" is released in the U.K. on EMI/Columbia records. The song will become a top 10 hit in both the U.K. and the U.S.

1971/**Badfinger** begin their first U.S. tour, in Toledo.

Born: **Bill Ward** (Black Sabbath) 1948, **Andy Gibb** 1958-1988, **John Frusciante** (Red Hot Chili Peppers) 1970

## WEDNESDAY, MARCH 6

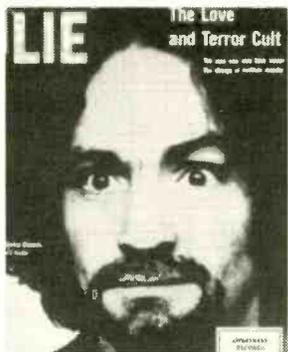
1927/The German film *Metropolis* opens in the U.S.

Born: **Rob Reiner** 1947, **Tom Arnold** 1959, **Shaquille O'Neal** 1972

## In Music History

1970/**Charles Manson** releases an album called *Lie* to finance his de-

fense in the Tate-LaBianca murder case. The album art is a mock-up of a *Life* magazine cover photo of Manson with the "f" taken out of *Life*.



Charles (not Marilyn) Manson releases album.

1976/**Fleetwood Mac** release "Rhianon."

1989/**Aerosmith's Steven Tyler** and wife Theresa become parents to daughter Chelsea Ann.

1993/**Metallica** sweep the Bay Area Music Awards (a.k.a. The Bammys), winning awards for Best Group, Guitarist, Drummer and Bassist. **Neil Young's Harvest Moon** wins Outstanding Album, and **En Vogue** are honored for Outstanding Female Vocal & Urban Contemporary Group.

Born: **David Gilmour** (Pink Floyd) 1947

## THURSDAY, MARCH 7

1916/Two German manufacturing firms merge to form the Bavarian Aircraft Works. The company later branches out beyond aircraft engines and renames itself Bavarian Motor Works, or BMW for short.

1982/Harris Glenn Milstead, a.k.a. transvestite actor and cult icon **Divine**, dies at the age of 42 of a heart attack.

1999/Acclaimed film director **Stanley Kubrick**, 70, dies of natural causes in England.

Born: **Rachel Weisz** 1970

## In Music History

1969/**The Who** release "Pinball Wizard," their first selection from the rock opera *Tommy*, in the U.K.

1983/**Willie Nelson** receives a lifetime-achievement award at the Songwriters' Hall of Fame dinner in New York City.

1996/**Neil Diamond** does his first in-store performance in 20 years, at the Virgin Megastore in Los Angeles.

## FRIDAY, MARCH 8

1969/The Pontiac Firebird Trans Am is introduced.

1986/The film *Mask*, starring **Cher** and **Eric Stolz**, opens. Cher wins the Best Actress prize at the Cannes Film Festival for her role in the film.

1999/Baseball great **Joe DiMaggio**, 84, dies in Hollywood, FL of lung cancer.

Born: **Aidan Quinn** 1959, **Kathy Ireland** 1963, **Freddie Prinze Jr.** 1976

## In Music History

1970/In Framingham, MA, **Diana Ross** opens an 11-date cabaret engagement, her first solo outing.

1973/**Ron "Pigpen" McKernan**, keyboardist and vocalist of The Grateful Dead, dies in his Madera, CA apartment at the age of 27. A heavy drinker, he had been under the care of a doctor for cirrhosis.

— Frank Correia

1991/L.L. **Cool J** makes his movie-acting debut playing an undercover cop in *The Hard Way*, with James Woods and Michael J. Fox.

Born: **Micky Dolenz** (The Monkees) 1945, **Gary Numan** 1958, **Cheryl James** (Salt-N-Pepa) 1964

## SATURDAY, MARCH 9

1955/Actor **James Dean** makes his first major film appearance, in *East of Eden*, for which he earns an Academy Award nomination.

1996/Actor-comedian **George Burns**, 100, passes away from natural causes in New York City.

Born: **Emmanuel Lewis** 1971

## In Music History

1961/**The Supremes** release their first 45, "I Want a Guy."

1976/**Keith Moon**, drummer for The Who, collapses onstage at Boston Garden 10 minutes into a show. The performance is immediately rescheduled for April.

1987/**U2** release *The Joshua Tree*.

1997/Rapper Christopher Wallace, a.k.a. **Notorious B.I.G.**, is shot to death in the passenger seat of a GMC Suburban following a *Vibe* magazine party in Los Angeles.



R.I.P. B.I.G.

## SUNDAY, MARCH 10

1918/Warner Bros. releases its first film, *Four Years in Germany*.

1964/The first Ford Mustang is produced. It won't be released to the public for a little over a month.

1998/Actor **Lloyd Bridges**, 85, dies in Los Angeles of natural causes.

Born: **Chuck Norris** 1940, **Sharon Stone** 1958, **Christopher Titus** 1966

## In Music History

1972/**America's** debut album goes Gold.

1977/In a ceremony in front of Buckingham Palace, A&M signs **The Sex Pistols** two months after EMI voided its contract with the controversial punk group. Nine days later, without having released any Sex Pistols records, A&M will follow EMI's lead and drop the band because of their reputation.

1988/Former teen heartthrob **Andy Gibb**, 30, dies in a hospital of a heart and stomach virus related to drug use.

2000/Country singer **Vince Gill** weds pop gospel star **Amy Grant** in a ceremony held outside of Nashville.

Born: **Tom Scholz** (Boston) 1947, **Jeff Ament** (Pearl Jam) 1963

## Zinescene

## Girls' Night Out At The Grammys!

Both *Us Weekly* and *TV Guide* provide female-friendly previews of the Grammy Awards. "I think I'm more song-writer than pop mogul," Song of the Year nominee **Nelly Furtado** tells *TV Guide*. "I'm just kind of a goofy musician ... I am equally inspired by Andy Warhol or Jack Kerouac as I am by Prince." *Us Weekly* cleverly asks the singer of the nominated "I'm Like a Bird" what kind of bird she would be. Furtado says a seagull, "because it's a blue-collar kind of bird, a scavenger on the beach, taking in everything it sees."

**India.Arie** tells *UW* that childhood in Atlanta wasn't always kind to her: "The kids were malicious, telling me they hated me because of the way I looked. I had long braided hair, bell-bottoms and patchouli oil." Arie also explains her Gap ad appearance to *TV Guide*: "For someone who looks like me and sings about what I sing about, to be on the back cover of *Vogue* when Britney Spears is on the front ... if that's not a candle in the darkness, I don't know what is."

*UW* also looks at nominees **Faith Hill**, **Sade**, **Bjork** and the late **Aaliyah**, as well as the diva quartet of **Pink**, **Mya**, **Christina Aguilera** and **Lil' Kim**. There were no bruises from catfights among the four ladies during the filming of the video for their *Moulin Rouge* extravaganza, "Lady Marmalade." "I got bruises from being in a corset for 12 hours," says Mya. "And Christina's boots went up so high that she had trouble balancing."

## Bush-Whacker

"If you consider the fact that punk rock often has a social conscience, it's more called for now than it has been since Ronald Reagan," Bad Religion's **Brett Gurewitz** tells *Alternative Press*. "It will be used again as a platform for criticizing our government, and that's the most important thing we can do in a free society. In that sense, I think George Bush Jr. will be the best thing that's happened to punk in a long time."

## Plenty To Crow About

**Sheryl Crow** is featured on the cover of men's magazine *Stuff*. Despite the steamy photo spread, she says she's not interested in following today's pop-star trends: "I'm not going to put out a high-production X-rated commercial video just to sell records. I think it's good for your art to speak louder than your image."

Nor is she impressed with awards shows: "With all the lip-synching on those things, Milli Vanilli should receive some kind of lifetime-achievement award. The performances all look like highly



**PUTTING THE 'F' IN FAMILY**—*TV Guide* previews MTV's upcoming reality show *The Osbournes*, featuring famed singer **Ozzy** and his family. "We're not the Partridge family," says wife **Sharon**. "We don't even have dinner together." **Papa Osbourne** was a little shocked upon viewing the first tape, however: "It's like 25 minutes of bleeps. It's like, 'Good f—ing morning. How the f—ing hell was your f—ing night's sleep?' We live in Beverly Hills, and we sound like we should live in a f—ing trailer park."

choreographed and pyrotechnic porn. I also have a hard time addressing adults as P. Diddy or Puffy with a straight face."

**Crow** is also spotlighted in *Us Weekly's* "Look Who's Turning 40" feature. "If I was one of those ladies who was wearing tight designer jeans and Candies high heels, I'd freak out," she says of dressing to look younger. "I just don't feel my age. I'm just like everybody else. Everybody feels like they're 22 inside." Other rockers hitting the big 4-Oh: **Tommy Lee**, **Jon Bon Jovi**, **Axl Rose** and Red Hot Chili Peppers' **Anthony Kiedis** and **Flea**.

## Flex Appeal

Who needs **Tae Bo** blowhard **Billy Blanks** when *Men's Health* brings you workout tips from the Thin White Duke himself, **David Bowie**? "Working out? Even when I'm in a hurry, I never rush anything," he says. Rap impresario **Russell Simmons** and Naughty By Nature's **Treach** also give tips. Best of all, bald muscleman **Moby** weighs in: "I joined a gym, and for a while I was being quite diligent. But of late I've been a slob, drinking too much and eating too much and not exercising. After the Trade Center attack, for the first couple of weeks all I wanted to do was eat and drink and have sex and watch TV and read. Hopefully, things will get back to normal."

## The Real Burger King

Forget about eating healthy with *Are You Hungry Tonight? Elvis' Favorite Recipes*. Many of The King's personal chefs contribute to the cookbook. But it's not all fried peanut butter-and-banana sandwiches. Presley's diet often included string beans ... laced with salt pork and sugar. (*FHM*)

— Frank Correia

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

72 million households

 Tom Calderone  
VP/Programming


Plays

OUTKAST The Whole World	38
JERMAINE DUPRI I/LUDACRIS Welcome To Atlanta	37
LUDACRIS Roll Out (My Business)	33
PUDDLE OF MUDD Blurry	30
HOBBASTANK Crawling In The Dark	29
P.D.D. Youth Of The Nation	28
JENNIFER LOPEZ Ain't It Funny	26
NAS Got Ur Self A...	25
MYSTIKAL Bouncin' Back (Bumpin'...)	25
BRANDY What About Us?	23
BLINK-182 First Date	23
MOBB DEEP Hey Luv (Anything)	23
X-ECUTIONERS It's Goin' Down	23
FABLOUS Young'n (Holla Back)	22
ALANIS MORISSETTE Hands Clean	22
CRAIG DAVID 7 Days	21
DEFAULT Wasting My Time	21
JIMMY EAT WORLD The Middle	20
MARY J. BLIGE No More Orama	19
ALIEN ANT FARM Movies	18
BRITNEY SPEARS I'm Not A Girl, Not Yet A Woman	17
GLENN LEWIS Don't You Forget It	17
SYSTEM OF A DOWN Toxicity	16
'N SYNC Girlfriend	14
DMX I/FAITH EVANS I Miss You	14
STROKES Last Nite	14
AALIYAH More Than A Woman	14
VANESSA CARLTON A Thousand Miles	13
KYLIE MINOGUE Can't Get You Out Of My Head	13
FAITH EVANS I Love You	13
STAIN'D For You	12
FAT JOE I/ASHANTI What's Luv?	12
ENRIQUE IGLESIAS Escape	11
INCUBUS Nice To Know You	11
GORILLAZ 19-2000	11
SUM 41 Motivation	10
ELTON JOHN This Train Don't Stop There Anymore	10
OFFSPRING Defy You	9
PETEY PABLO I	9
NICKELBACK Too Bad	9
ROB ZOMBIE Never Gonna Stop	9
OZZY OSBOURNE Dreamer	9
MICHELLE BRANCH All You Wanted	9
MASTER P Ooohhwee	8
ADEMA The Way You Like It	8
UNWRITTEN LAW Seein' Red	8
KID ROCK Lonely Road Of Faith	7
GARBAGE Breaking Up The Girl	6
USHER U Don't Have To Call	5
SHAKIRA Underneath Your Clothes	4
CALLING Wherever You Will Go	3
B2K Uh Huh	3
ALICIA KEYS A Woman's Worth	2
FOO FIGHTERS The One	2
BACKSTREET BOYS Drowning	2
BEANIE SIGEL I/FREEWAY Roc The Mic	2
P. DIDDY I/USHER & LOON I Need A Girl	2
BRITNEY SPEARS From The Bottom Of...	2

Video playlist for the week ending February 16.

75 million households

 Paul Marszatek  
VP/Music Programming


## ADDS

JIMMY EAT WORLD The Middle	24
CREED Bullets	24
HOBBASTANK Crawling In The Dark	21
TWEET I/MISSY ELLIOTT Oops! (Oh My)	21
NICKELBACK How You Remind Me	24
NO DOUBT I/BOUNTY KILLER Hey Baby	24
ALANIS MORISSETTE Hands Clean	21
ALICIA KEYS A Woman's Worth	21
CHER Song For The Lonely	21
TRAIN She's On Fire	21
DAVE MATTHEWS BAND Everyday	20
PUDDLE OF MUDD Blurry	19
KYLIE MINOGUE Can't Get You Out Of My Head	18
ENRIQUE IGLESIAS Escape	17
JEWEL Standing Still	16
MARY J. BLIGE No More Orama	16
LENNY KRAVITZ Stillness Of Heart	14
DEFAULT Wasting My Time	14
NATALIE IMBRUGLIA Wrong Impression	13
MICK JAGGER Visions Of Paradise	13
SHAKIRA Underneath Your Clothes	13
BRITNEY SPEARS I'm Not A Girl, Not Yet A Woman	12
ELTON JOHN This Train Don't Stop There Anymore	12
CRAIG DAVID 7 Days	9
CHRIS ISAAK Let Me Down Easy	9
BASEMENT JAXX Where's Your Head At?	8
INDIA, ARIE Video	8
LIFEHOUSE Breathing	7
RUFUS WAINWRIGHT Across The Universe	7
NICKELBACK Too Bad	6
KID ROCK Lonely Road Of Faith	5
RYAN ADAMS Answering Bell	2
P.D.D. Alive	2
SADE Paradise	1
BEN FOLDS Still Fighting It	1
BRANDY What About Us?	1
REMY SHAND Take A Message	1
P.D.D. Youth Of The Nation	1
OZZY OSBOURNE Dreamer	1
GLENN LEWIS Don't You Forget It	1
AALIYAH More Than A Woman	1
INDIA, ARIE Ready For Love	1
FAITH EVANS I Love You	1
COURSE OF NATURE Caught In The Sun	1
RES They-Say Vision	1
LEANN RIMES Can't Fight The Moonlight	1

Video airplay for February 25-March 3

36 million households

 Cindy Mahmoud  
VP/Music Programming & Entertainment


## VIDEO PLAYLIST

JA RULE I/ASHANTI Always On Time
MR. CHEEKS Lights, Camera, Action
FAITH I Love You
OUTKAST The Whole World
MARY J. BLIGE No More Drama
MYSTIKAL Bouncin' Back (Bumpin'...)
BRANDY What About Us?
MONTELL JORDAN You Must Have Been
JERMAINE DUPRI I/LUDACRIS Welcome To Atlanta
KEKE WYATT I/AVANT Nothing In This World

## RAP CITY

JA RULE I/ASHANTI Always On Time
BUSTA RHYMES I/P. DIDDY... Pass The Courvoisier
NAS U Got Ur Self A...
DMX I/FAITH EVANS I Miss You
FABLOUS Young'n (Holla Back)
FAT JOE I/ASHANTI What's Luv
MASTER P Ooohhwee
MYSTIKAL Bouncin' Back (Bumpin'...)
LUDACRIS Saturday (Oooh! Oooh!)
JERMAINE DUPRI I/LUDACRIS Welcome To Atlanta

Video playlist for the week ending February 24.

55 million households

 Peter Cohen,  
VP/Programming


## Rap Adds

No Adds

## Pop Adds

No Adds

## Urban Adds

No Adds

## Rhythmic Adds

 BASEMENT JAXX Where's Your Head At?  
GORILLAZ 19-2000

## Rock Adds

LENNY KRAVITZ Stillness Of Heart

Adds for the week of February 25.

 DMX I/FAITH EVANS I Miss You  
MOBB DEEP Hey Luv (Anything)  
GLENN LEWIS Don't You Forget It  
DEFAULT Wasting My Time  
STARSAULTOR Good Souls  
THURSDAY Understanding In...  
P.D.D. Youth Of The Nation  
FABLOUS Young'n (Holla Back)  
INCUBUS Nice To Know You  
UNWRITTEN LAW Seein' Red  
NAS Got Ur Self A...  
INDIA, ARIE Ready For Love  
MYSTIKAL Bouncin' Back (Bumpin'...)  
X-ECUTIONERS It's Goin' Down  
FAITH I Love You  
NICKELBACK Too Bad  
BEANIE SIGEL I/FREEWAY Roc The Mic

 David Cohn  
General Manager


2

STAIN'D For You
CEE-LO Closet Freak
OFFSPRING Defy You
PUDDLE OF MUDD Blurry
REMY SHAND Take A Message
HOBBASTANK Crawling In The Dark
ALANIS MORISSETTE Hands Clean
SADE Paradise

Video playlist is frozen.


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

## ADDS

 CLINT BLACK Money Or Love  
GARY ALLAN The One

## TOP 20

TRISHA YEARWOOD Inside Out
MARTINA MCBRIDE Blessed
ALAN JACKSON Where Were You...
STEVE HOLY Good Morning Beautiful
MESSINA w/MCGRAW Bring On The Rain
EARL SCRUGGS Foggy Mountain Breakdown
RASCAL FLATTS I'm Movin' On
NICKEL CREEK A Lighthouse's Tale
TRACY BYRD Just Let Me Be In Love
TIM MCGRAW The Cowboy In Me
CYNDI THOMSON I Always Liked That Best
CHELY WRIGHT Jezebel
KENNY CHESNEY Young
TOBY KEITH My List
SARA EVANS Saints & Angels
TRAVIS TRITT Modern Day Bonnie & Clyde
ALISON KRAUSS & UNION STATION Let Me Touch...
MERLE HAGGARD If You've Got The Money...
GARTH BROOKS Wrapped Up In You
CAROLYN DAWN JOHNSON I Don't Want You To Go

## HEAVY

ALAN JACKSON Where Were You...
MESSINA w/MCGRAW Bring On The Rain
KENNY CHESNEY Young
MARTINA MCBRIDE Blessed
RASCAL FLATTS I'm Movin' On
TIM MCGRAW The Cowboy In Me
TRISHA YEARWOOD Inside Out

## HOT SHOTS

DANNI LEIGH Sometimes
GARY ALLAN The One
SHANNON LAWSON Goodbye On A Bad Day
NELSON & WOMACK Mendocino County Line

Heavy rotation songs receive 28 plays per week.

Hot Shots receive 21 plays per week.

Information current as of February 19.



14.3 million households

## ADDS

 GARY ALLAN The One  
GENE WATSON The Man An' Me And You

## TOP 10

CHELY WRIGHT Jezebel
KENNY CHESNEY Young
TOBY KEITH My List
TIM MCGRAW The Cowboy In Me
CHRIS CAGLE I Breathe In, I Breathe Out
MARK MCGUINN She Doesn't Dance
BLACKHAWK Days Of America
MINDY MCCREADY Maybe, Maybe Not
CYNDI THOMSON I Always Liked That Best

Information current as of February 22.

# TELEVISION

Due to the Presidents Day holiday, Nielsen ratings were delayed and not available at press time. Television ratings will return next week.

## COMING NEXT WEEK

### Tube Tops

CBS's telecast of the 44th annual Grammy Awards is slated to feature duets from **Tony Bennett** and **Billy Joel** and **Al Green** and **Brian McKnight**, along with a collaboration on "Lady Marmalade" by **Christina Aguilera**, **Lil' Kim**, **Pink** and **Mya**. **Dave Matthews Band**, **Destiny's Child**, **Alan Jackson**, **Alicia Keys**, **'N Sync**, **Nelly**, **OutKast**, **Train** and **U2** are also set to perform on the three-hour show (Wednesday, 2/27, 8pm ET/PT).

### Friday, 2/22

Country artists guest-star on **WB** programs: **Andy Griggs** on *Sabrina* (8pm ET/PT); **Deana Carter** on *Raising Dad* (8:30pm ET/PT); and **Naomi Judd** on *Maybe It's Me* (9:30pm ET/PT).  
**Goo Goo Dolls**, *The Tonight Show With Jay Leno* (NBC, check local listings for time).

### Saturday, 2/23

**Insane Clown Posse** and **Master P** guest-star on **FOX's Mad TV** (11pm ET/PT).

### Sunday, 2/24

**Charlie Daniels** and **Vince Gill** lend their voices to the animated *King of the Hill* (FOX, 7:30pm ET/PT).  
**Mary J. Blige**, *Behind the Music* (VH1, 8pm ET/PT).

### Monday, 2/25

**Busta Rhymes** and **P. Diddy**, *Jay Leno*.

**Alanis Morissette**, *Late Show With David Letterman* (CBS, 11:35pm ET/PT).

**Hoobastank**, *Last Call With Carson Daly* (NBC, 1:35am ET/PT).

### Tuesday, 2/26

**Ryan Adams**, *Jay Leno*.

**Garbage's Shirley Manson**, *Late Show With Craig Kilborn* (CBS, 12:35am ET/PT).



India Arie

**India Arie**, **Ludacris** and **NARAS** President **Michael Green**, *Politically Incorrect With Bill Maher* (ABC, check local listings for time).

**Alanis Morissette**, *Carson Daly*.

### Wednesday, 2/27

**Nora Jones**, *Jay Leno*.

**Cher**, *David Letterman*.

### Thursday, 2/28

**Train**, *Jay Leno*.

**Ice Cube**, *David Letterman*.

— Julie Gidlow

# FILMS

## BOX OFFICE TOTALS

Feb. 15-18

Title/Distributor	\$ Weekend	\$ To Date
1 <i>John Q</i> (New Line)*	\$23.61	\$23.61
2 <i>Crossroads</i> (Paramount)*	\$17.01	\$17.01
3 <i>Return To Never Land</i> (Buena Vista)*	\$15.62	\$15.62
4 <i>Big Fat Liar</i> (Universal)	\$11.42	\$24.91
5 <i>Collateral Damage</i> (WB)	\$9.61	\$29.08
6 <i>A Beautiful Mind</i> (Universal)	\$9.42	\$125.69
7 <i>Hart's War</i> (MGM)*	\$8.90	\$8.90
8 <i>Black Hawk Down</i> (Sony)	\$7.25	\$96.46
9 <i>Super Troopers</i> (FOX Searchlight)*	\$7.14	\$7.14
10 <i>Snow Dogs</i> (Buena Vista)	\$6.70	\$68.11

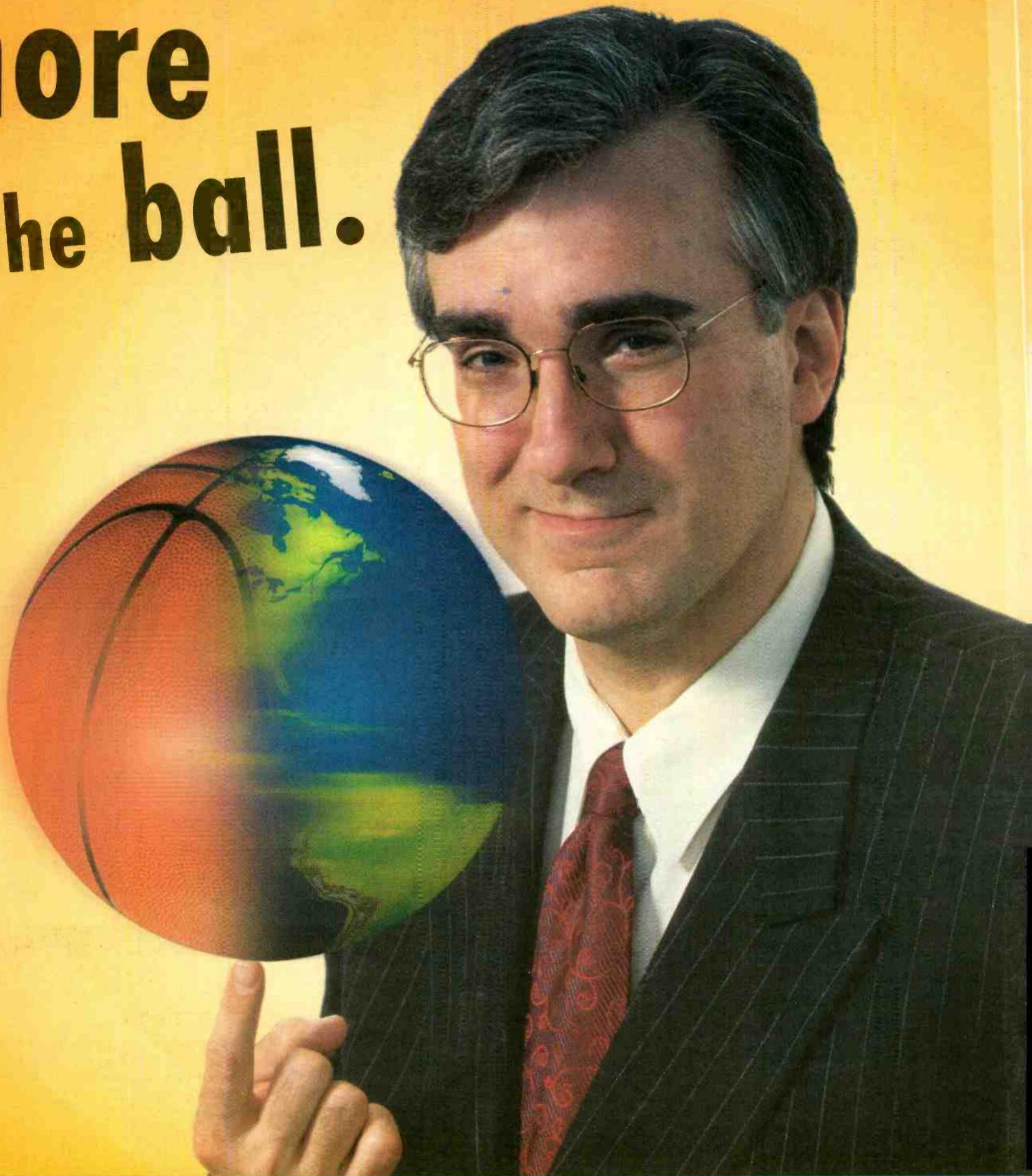
\*First week in release. All figures in millions. Source: ACNielsen EDI

**COMING ATTRACTIONS:** Recording artist **Aaliyah**, who was killed in a plane crash in August 2001, stars in *Queen of the Damned*. The film's **Warner Sunset/WB/Reprise** soundtrack contains **Static-X's** "Cold," as well as original songs penned by **Jonathan Davis** and **Richard Gibbs** and performed by **Marilyn Manson** ("Redeemer"), **Static-X's Wayne Static** ("Not Meant for Me"), **Disturbed's David**

**Draiman** ("Forsaken"), **Orgy's Jay Gordon** ("Slept So Long") and **Linkin Park's Chester Bennington** ("System"). **Disturbed's** "Down With the Sickness," **Papa Roach's** "Dead Cell," **Deftones'** "Change," **Godhead's** "Penetrate," **Tricky's** "Excess," **Earshot's** "Headstrong," **Kidney Thieves'** "Before I'm Dead" and **Dry Cell's** "Body Crumbles" complete the ST.

— Julie Gidlow

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**SPEAKING OF SPORTS...**  
**SPEAKING OF EVERYTHING**

**IN THE**  
**aftermath** **OF**  
**September 11**  
**our country**  
**and our industry**  
**have more**  
**challenges**  
**than ever:**

**an ongoing**  
**war,**  
**decreased**  
**AD revenues**  
**and a**  
**sluggish**  
**economy.**

**The question**  
**on everyone's**  
**mind**  
**seems to be**



Al Peterson

# WHAT'S

# NEXT

★ Even before Sept. 11 the radio business was more challenging than ever as we all tried to adapt to new ways of doing things in a consolidated business environment and an already slowing economy. But on that dark day last September fate stepped in and rewrote the rules again — both the new ones that we were just beginning to understand and most of the old ones. As advertisers pulled back on spending, bottom-line realities began to take their toll on radio stations across the country, forcing layoffs and cutbacks in nearly every sector. As we continue to face a good deal of uncertainty in these early weeks of 2002, is it any wonder that many of us are asking, “What’s next?” ★ Seeking some answers to that question, in this issue we offer conversations with and the insights of some of our format’s best and brightest minds. From what’s next for Talk radio’s most successful personality of the past decade to who’s next when it comes to emerging talk hosts of the decade ahead, the next few pages are designed to add balance to and offer perspective on what few would disagree are the most difficult times we have experienced in recent memory. ★ Along with the special articles in this issue, in the pages ahead we’re offering a print version of a popular Talk staple that many stations and hosts call “Open Mike.” Look for a cross-section of News/Talk radio executives offering their candid opinions on what they think will be some of the challenges, as well as the opportunities, our format will see in 2002.

## CONTENTS

**What's Next For Rush Limbaugh?** Following his much-publicized hearing loss last year, America's most listened-to Talk radio host has had his hearing restored through the miracle of modern medicine. In his first industry interview since undergoing cochlear implant surgery, Limbaugh talks about the experience and how it helped to spark a renewed commitment to his daily show. **PAGE 24**

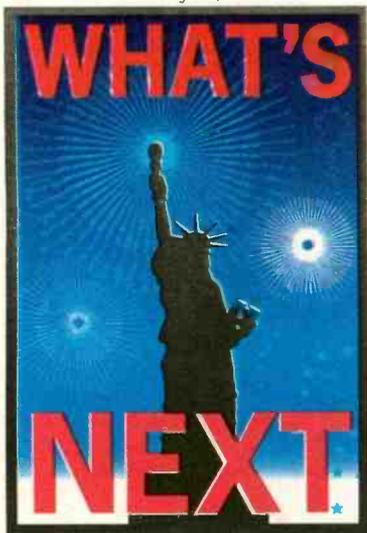
**What's Next For Your Money?** WOR Radio Network financial gurus Ken and Daria Dolan outline some specific moves that those of us in radio should make with our money now to ensure a better personal financial future in the post Sept. 11 world. **PAGE 29**

**What's Next For FM/Hot Talk?** Are FM Talk stations that target young males with content heavy on sex, drugs and rock 'n' roll less relevant than they were last Sept. 10? A panel of true believers tells us why hot talk is as hot as ever. **PAGE 30**

**New Rules For Station Security** Could your radio station or personalities become targets for terrorists? Dan DiPaola of Los Angeles' High-Tech Digital Security suggests cost-efficient products that you can buy right now to make certain your people and facilities are as safe as you can make them. **PAGE 35**

**Who's Next?** Exclusive one-on-one interviews with two of Talk radio's rising stars: Premiere Radio Networks' Glenn Beck and ABC Radio's Sean Hannity. **PAGES 36 & 38**

**Satellite Radio Becomes Reality.** XM Satellite Radio has been up and running for nearly six months now. We get an update on how satellite-delivered Talk radio is doing from XM Director/Talk Kevin Straley. **PAGE 39**



# 'IT'S A GODSEND, IS WHAT IT IS'

Talk's most listened-to host is listening back ... again

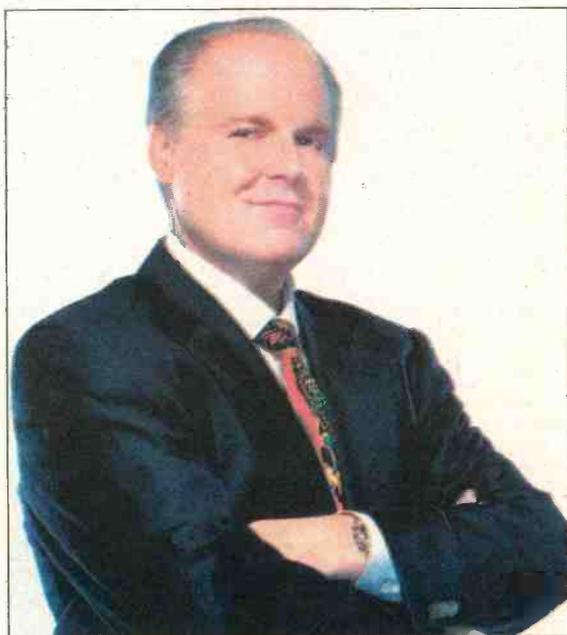
In October of last year Rush Limbaugh stunned listeners with the announcement that he was "for all practical purposes, deaf." Doctors diagnosed the Premiere Radio Networks talk host with autoimmune inner ear disease, a rare condition that damages the hearing nerve and causes progressive and rapid hearing loss.

Fast-forward to Jan. 21, 2002, when Limbaugh again used his daily radio show to tell listeners that the cochlear implant surgery performed on him over the Christmas holidays had been a major success. Calling the surgery a "medical marvel," Limbaugh said that he'd experienced about a 90% recovery in his left ear when it came to one-on-one conversations.

"It's pretty great, I have to tell you, given my expectations," an obviously enthusiastic Limbaugh said. "I have been pleasantly surprised, and I am appreciative beyond my ability to express it."

Now, in his first industry interview since undergoing the surgery, "El Rushbo" talks in detail about the ordeal of the past several months and says that the end result of it all has been a renewed commitment to doing what he loves most: hosting his daily radio show.

**RL:** It was a bit of a shock because that wasn't expected to happen. There wasn't one doctor who said that would happen. They all expected it to level off at some



Rush Limbaugh

**R&R:** How did you cope with the thought that you might never hear again?

**RL:** I never really thought that. I always knew that I would hear something again. I didn't know what or how well, but I always knew that the cochlear implant was an option. That's why I never panicked or felt like "Why me, Lord?" or anything like that. Instead, I was constantly giving thanks for the era and the country into which I was born because of the medical technologies that have been developed to the point of making a cochlear implant a reality.

**R&R:** Once you were diagnosed, were you surprised at how rapidly you lost your hearing?

point. Whether or not they could restore any of it with drug therapy was the only question. Very few people actually go deaf once they start losing their hearing; if they do, it usually takes half their lifetime. But in my case it all happened in about six months.

**R&R:** You stated that you hadn't allowed yourself to get too excited in advance of the surgery, but you sure sounded pretty excited on that first day back on the air after the implant was activated.

**RL:** The thing that I didn't allow myself to get excited about was how well the implant would work. I was told that, for the first week, I wouldn't be able to distinguish

the human voice from any other noise I was hearing. When I said I didn't allow myself to get excited, what I meant was that I didn't go into it with a lot of high expectations. I believed what they told me: that it was going to be a process of a year or two to relearn how to hear. I asked the doctor if we would be conversing on the first day, and he laughed and said that we would be passing notes to one another for at least a week or two.

In my case, none of that has been true. I was hearing and talking with my wife and the audiologist within seconds of the implant is being activated. I understood everything they said to me right out of the box. It was honestly instantaneous — a car horn sounded like a car horn, a telephone ringing sounded like a telephone. I was even able to talk with my brother on the phone within the first few minutes. I didn't encounter any of the usual things that I was told that most patients should expect.

**R&R:** Any speculation by your doctors as to why?

**RL:** Probably one of the biggest factors is that I wasn't deaf for that long. I was only totally deaf — and by that I mean that I was unable to hear

anything even with the use of hearing aids — for a period of about 2 1/2 months. That's not really long enough for your brain to forget how to hear or to forget what sounds and people's voices sound like.

**R&R:** Is your life essentially back to normal now?

**RL:** I'm able to conduct as much of a normal life as I want to. I play golf, and I can talk to people when I do. I can watch TV, especially spoken-word programming, like news shows. I can even watch a sporting event with multiple voices talking at once. I can take telephone callers on the show, but, rather than listening through headphones, I run them through the audio processor that I wear on my belt. It's a godsend, is what it is.

I don't expect to hear as I used to hear. I've always known that it was going to have an electronic sound to it, but it doesn't have nearly the electronic characteristics that I thought it was going to have.

**"Believe me, when you've been totally deaf, and you hear this — the way I hear things now — coupled with my low expectations to begin with, it is just amazing."**

I'd heard horror stories that everyone was going to sound like Donald Duck or like a computer-voiced answering machine, but people sound like they always sounded to me. There's no question that I'm hearing them through a microphone, that's the best

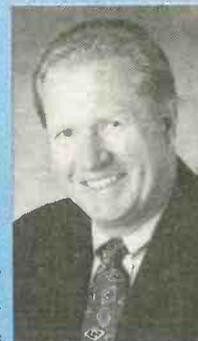
Continued on Page 26

## OPEN MIKE

Lee Larsen

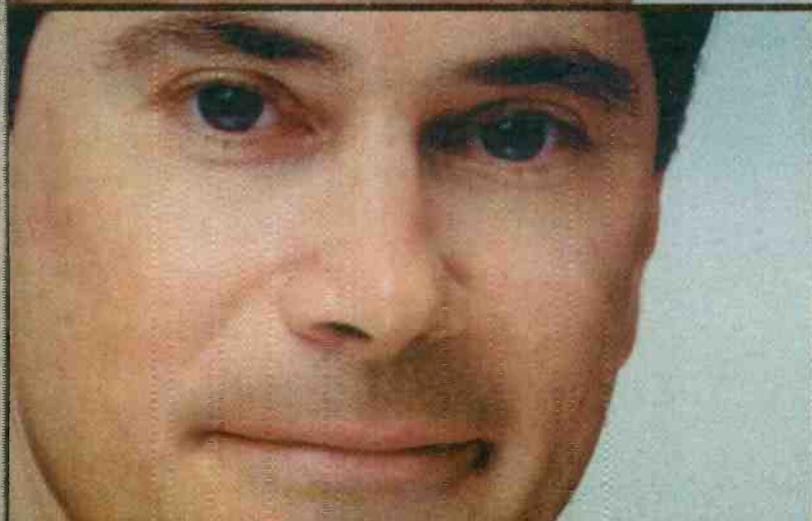
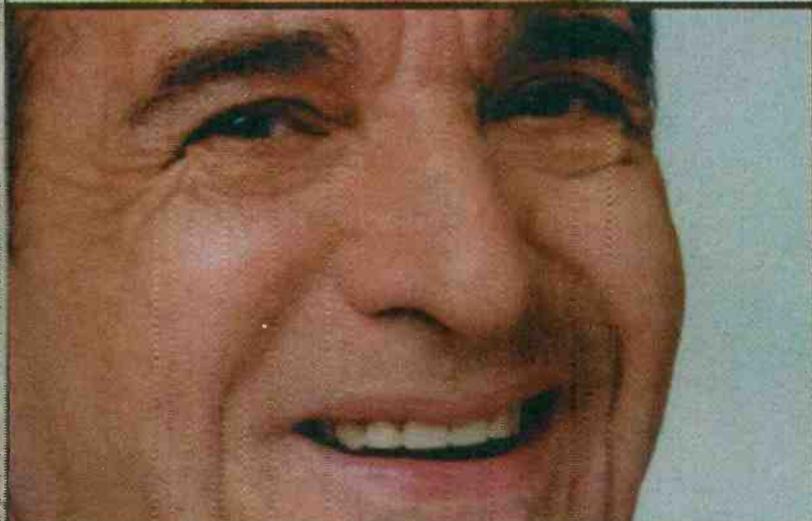
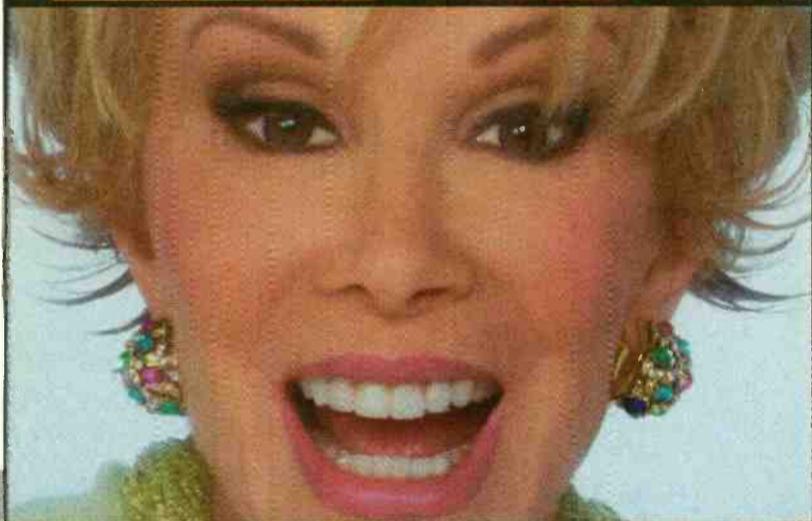
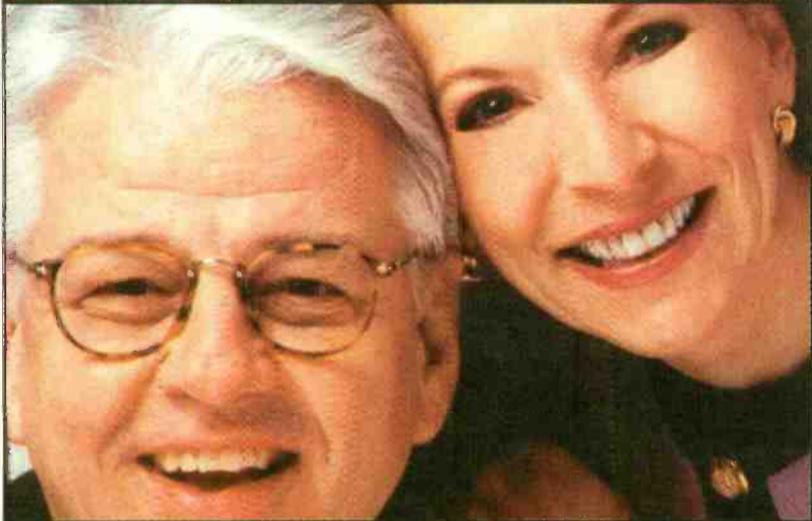
Clear Channel/Denver

When I reflect back on last year, I am reminded how vitally important News/Talk radio is to our society. Courtesy of



radio, everybody in this country had breaking news available to them immediately, and they also had all of the issues of the day being discussed by the leaders and citizens of our country on radio. Going forward, the challenges we face are really no different from the ones that we face every year, just a bit more intense. The key to good radio has been and always will be good people. Finding, training and rewarding those good people is our challenge.

**"If there's anything that I have done that could be instructive to anyone, it's that I stuck with what I wanted to do. I remained dedicated to my desire to do this and was able to do so with the help of people who found ways to do it, even though I couldn't hear."**



# GO WITH WHO YOU KNOW

**DR. JOY BROWNE**

**THE DOLANS**

**JOAN RIVERS**

**JOEY REYNOLDS**

**DR. RONALD HOFFMAN**

**ENTERTAINING.**

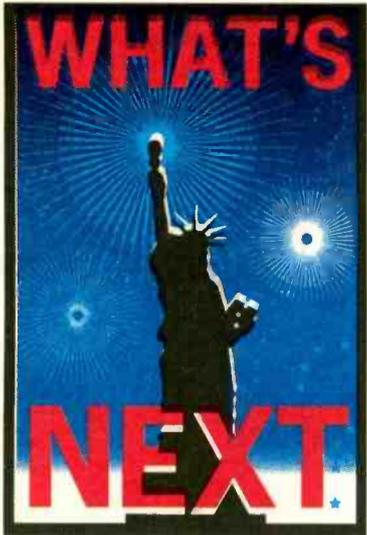
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# 'IT'S A GODSEND, IS WHAT IT IS'

Continued from Page 24

way that I can describe it to you. How I hear is different, but, believe me, when you've been totally deaf, and you hear this — the way I hear things now — coupled with my low expectations to begin with, it is just amazing.

**R&R:** *Is there any possibility that your hearing could deteriorate again? Could it get even better?*

**RL:** There's never any talk of it getting worse. There's nobody on record who's gotten worse. Yes, it can improve. Frankly, I didn't think it could improve from that first day — that's how good it was.

**R&R:** *Can you do the same procedure on your still-deaf right ear?*

**RL:** It can be done, but my doctors at the House Clinic convinced me not to, because they are still working on cures for the various causes of deafness. Their advice was that, since, at 51, I'm relatively young, I should keep my right ear available, because you destroy the inner ear to put the implant in; you will never hear naturally from that ear again.

I haven't found very many, if any, people who have had implants in both ears who say that having two made a significant difference in understanding words, and that's really all you want out of this. You don't expect to hear music, you don't expect to be able to hear everything as you once did, but you do expect to be able to participate in conversations. And you really only need one to do that. I have no perception that sound is coming at me from the left side of my head; it sounds like it's coming from right in front of me.

**R&R:** *Should you now, as some have suggested, become an advocate for the hearing-impaired?*

**RL:** I have gotten some e-mails from people who have gone totally deaf who accuse me of selling out. They say that there is a deaf culture that they feel I could have done a lot for by staying deaf, learning sign language and calling attention to it. I've not been approached by anybody officially, and I have actively avoided trying to be some kind of symbol. That just isn't me. Whatever I do by sharing with people on the radio show is instructive enough to anybody who might encounter something like this.

Frankly, I don't think I've really done anything here. All I've done is allow the medical community to implant this device that was developed for people in my circumstances. The people who really deserve the credit during all of this are the support people I had, starting with my wife, Marta.

She had to write down everything she wanted to say to me for three months, and she never once complained. She had to write down most of what everyone else said too. It got to the point where we took a laptop computer everywhere we went and typed everything on a word processor.

Then there were the people at Premiere and all the people in the studio with me. They basically made my priorities, needs and desire to continue doing the show when I was deaf their No. 1 priority. They're the ones who significantly altered the way they

Last fall the conventional wisdom was that I could not continue, that I could not host a show without being able to hear. Well, I've proven that you can if you really want to and if you have a really dedicated staff around you. That's probably the lesson to be learned, but it doesn't have anything to do with deafness as a disability. I never looked at it as that; I looked at it as something that happened to me that had to be dealt with. When it's something that you can't avoid in life, it need not stop you from doing what you want to do if you have the passion and desire to do it. But I certainly don't think I'm the first person to ever demonstrate that.

**R&R:** *Let's move on to some current issues. Enron — your thoughts?*

**RL:** I've been treating the Enron thing as though people are affected by it and as though I've got to persuade them that it's not what the liberal Democrats in the country want you to think it is. But I don't have to, because, frankly, there aren't a lot of people out there all that worked up about it.

**R&R:** *Even with Enron and the sluggish economy, President Bush continues to see high job-approval ratings. Why?*

**RL:** It's because he's a decent, nice, honest guy. To people who are watching what goes on in Washington, he really has brought a new tone to things. He's risen above politics. What Bush is doing

is seen by people in this country as being real and necessary. Everyone carping at him just looks political. People are fed up with the traditional argumentativeness of politics in general, and, if you watch Bush, he doesn't participate in it.

**R&R:** *Even his critics have praised his performance since Sept. 11, 2001, but you've said that you are not surprised by it.*

**RL:** No, not at all. What I was surprised by was the way he was during the campaign. I first met him back in 1992, at the White House, and he was confident and cocky in a positive way. During the campaign he did all this self-deprecating stuff, and it was not the guy I knew.

The Bush who has transformed since becoming president has been a welcome sight

to me. I've always known that he is not some bumbling lightweight or intellectually vacant frat boy. The fact that he is honest and has a tremendous amount of decency and integrity about him, that's what I am not surprised by.

**R&R:** *Any bets on the Democratic front-runner in 2004?*

**RL:** I have no feel for who could win it now; we're too far out. Heck, I blew my prediction on the Super Bowl a couple of weeks ago, so what do I know?

**R&R:** *Speaking of football, there was much speculation a year or so back that you would join the ABC Monday Night Football broadcast. Do you still harbor a desire to contribute to the NFL in some way in the future?*

**RL:** I really don't know what that role might be, but I think what's missing in football broadcasting is what I'd call the "Cosell-ian Factor." I don't think there are any announcers out there today who can make you sit through a game that's not any good like Howard Cosell could. I don't mean that as a slight to anybody, because TV isn't looking for that; it's looking for workmanlike analysts and cookie-cutter anchors, much like they have in TV news. When you talk about colorful, flamboyant personalities in the booth today, John Madden is just about it. It's the entertainment value that Cosell brought to the broadcast that's potentially what I have to bring to it.

**“Last fall the conventional wisdom was that I could not continue, that I could not host a show without being able to hear. Well, I've proven that you can if you really want to and if you have a really dedicated staff around you.”**

did their jobs in order that I could continue to do mine. So, I don't know of anything I've done that would qualify me to be a symbol for anything.

**R&R:** *Last October you said that you couldn't imagine not doing your radio show and that you were committed to continuing. What kept you motivated, considering that all this had to have been pretty distracting and time-consuming?*

**RL:** I could have quit and retired and told myself, "OK, it's been a good run. I've got the means to sit back and enjoy it, so, what the hell, why not quit?" But what I really did was rediscover how much I love doing this and how much I want to continue to do it. It was a re-energizing event, almost a rebirth. If there's anything that I have done that could be instructive to anyone, it's that I stuck with what I wanted to do. I remained dedicated to my desire to do this and was able to do so with the help of people who found ways to do it, even though I couldn't hear.

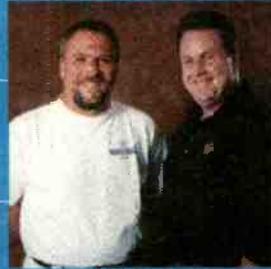
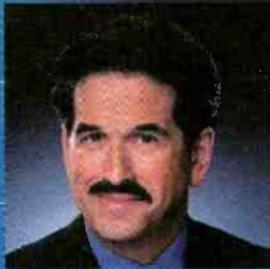
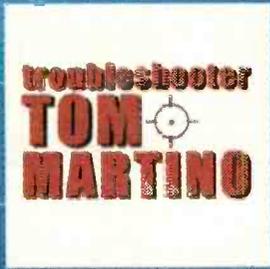
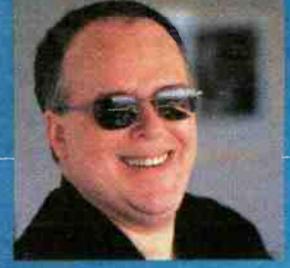
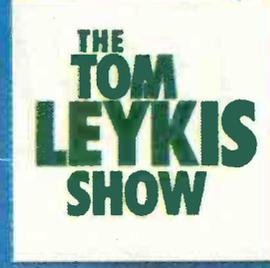
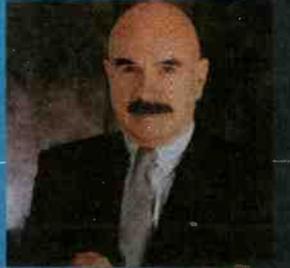
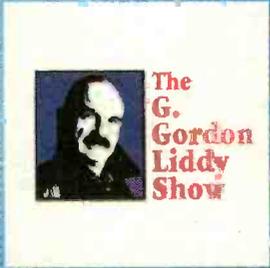
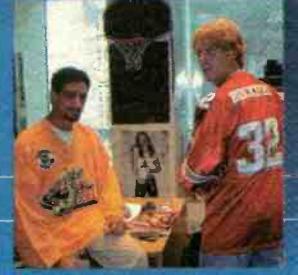
## OPEN MIKE

**Drew Hayes**

WBBM-AM/Chicago

Sept. 11, 2001 changed the way Americans live — at least for the intermediate term. We've become more guarded, more insular and more wired in to world events. Radio has provided instant, portable access to information for a public anxious for news that might provide insight and security. As America's war on terrorism continues, stations programmed to serve the core information needs of listeners — and that have a track record of doing so — will prosper. As the economy improves and the "good guys" prevail over the "evildoers," stations that reflect the changed needs of their listeners will become relied-upon parts of those listeners' changed lives.





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**The Michael**

# Savage Show

NOVEMBER  
OVER 30  
AFFILIATES

## The Fall Ratings are in...

Persons AQH Summer Fall Increase

### WDBO - Orlando

12+:	5.9	6.7	14%
25-54:	2.3	10.1	339%
35-64:	4.4	15.3	248%

### KFAB - Omaha

12+:	4.6	10.7	133%
25-54:	3.5	11.3	223%
35-64:	4.5	17.4	287%

### WLAC - Nashville

12+:	3.4	4.5	32%
25-54:	2.6	5.6	115%
35-64:	3.8	6.3	66%

### WNIS - Norfolk, VA

12+:	3.8	4.1	8%
25-54:	4.1	4.5	10%
35-64:	5.3	7.7	45%

### KSTE - Sacramento

12+:	2.8	3.8	36%
25-54:	3.2	4.5	41%
35-64:	2.9	5.1	76%

### WFIR - Ronoke/Lynchburg

12+:	2.0	6.0	200%
25-54:	2.4	4.1	71%
35-64:	4.5	6.5	44%

Persons AQH Summer Fall Increase

### KSFO - San Francisco

12+:	5.3	6.9	30%
25-54:	3.9	6.0	54%
35-64:	6.0	7.5	25%

### KDWN - Las Vegas

12+:	2.3	4.2	83%
25-54:	1.6	3.9	144%
35-64:	1.9	5.6	195%

### KVI - Seattle/Tacoma

12+:	2.3	3.6	57%
25-54:	3.2	3.3	3%
35-64:	3.5	5.0	43%

### KKOH - Reno

12+:	7.5	6.9	-8%
25-54:	2.0	7.9	295%
35-64:	5.8	9.2	59%

### KLIF - Dallas/Fort Worth

12+:	0.5	1.1	120%
25-54:	0.5	1.9	280%
35-64:	0.7	1.9	171%

### WSKY - Gainesville

12+:	3.7	11.4	208%
25-54:	4.0	13.6	240%
35-64:	7.2	14.7	104%

Persons AQH Summer Fall Increase

### KHVH - Honolulu

12+:	2.7	5.9	119%
25-54:	2.5	3.7	48%
35-64:	3.9	7.9	103%

### KXL - Portland

12+:	2.9	4.1	41%
25-54:	1.7	3.1	82%
35-64:	3.3	4.3	30%

### WOKV - Jacksonville

12+:	2.7	4.1	52%
25-54:	2.3	6.4	178%
35-64:	4.1	5.0	22%

### KERN - Bakersfield

12+:	3.2	5.9	84%
25-54:	2.4	5.6	75%
35-64:	6.4	11.0	72%

### KNSS - Wichita

12+:	2.4	4.3	79%
25-54:	1.3	4.3	231%
35-64:	2.2	4.0	82%

### KMJ - Fresno

12+:	7.9	6.5	-18%
25-54:	2.6	8.7	235%
35-64:	8.4	13.0	55%

### More Success Stories...

#### 25-54 Persons

**KPLS, Los Angeles**  
**WTNT, Washington, DC**  
**WWTC, Minneapolis**  
**WAPI, Birmingham**

**Up 100%**  
**Up 300%**  
**Up 83%**  
**Up 1500%**

#### 35-64 Persons

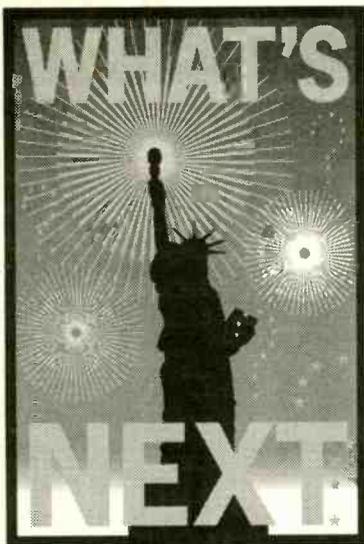
**KPLS, Los Angeles**  
**WTNT, Washington, DC**  
**KBTK, Albuquerque**  
**WWTC, Minneapolis**

**Up 167%**  
**Up 200%**  
**Up 64%**  
**Up 133%**

**Nominated for Syndicated  
Talk Show Host of the Year**



**The Fastest Growing Show  
in Talk Syndication History**



# WHAT'S NEXT FOR YOUR MONEY?

## Things to do now to protect your job and your finances

There is no question that the events surrounding Sept. 11, 2001 had an impact on nearly all aspects of our lives, including the financial and job markets.

Few would dispute that the U.S. economy took a direct hit from the terrorist attacks, but WOR Radio Network financial talkers Ken and Daria Dolan say that the origins of our present economic slowdown can be traced even further back than September. "The attack on Sept. 11 was a terribly traumatic event, and it certainly didn't help things economically," says Ken. "But a lot of the problems with the underpinnings of our economy were happening way, way before Sept. 11."

Although cautionary in his assessment of near-term economic progress, Ken remains fairly optimistic about things a year down the road. "I think it's going to be a very tough time for the radio business in the near-term," he says. "Clearly, we in the radio business depend on the economy being a whole lot stronger than it has been, and I am of the opinion that the economy will not rally until, at the earliest, the end of 2002. I think it is going to be very challenging for all of us until then."

### What Happened?

Commenting on whether George Bush should get the blame for the slowdown or the credit for any recovery this year, Daria says, "No president ever elected can, on his own, dictate where our economy is going, and for that we should all give thanks. The economy tends to work on its own, no matter who is in the White House. It was on its way down while Bill Clinton was still in office, and that decline has continued since George Bush took over."

Daria says that the roots of the current recession date back a couple of years ago. "The economy went into the tank in 2000 from the standpoint that the average American was losing money in the stock market at that point," she says. "The events of 2001 just exacerbated that problem."

A frequent critic of recent interest-rate cuts, Daria is characteristically blunt in her

assessment of whether Federal Reserve Chairman Alan Greenspan has lost what seemed to be an almost magical aura that surrounded him during the booming economy of the 1990s.

"In my opinion, Greenspan never had it," she says. "He was never a sterling money manager, by any means, and it was the strength of the Internet and the dot-com bubble that made people believe he was



Ken and Daria Dolan

some kind of god who could pilot this country through any kind of waters and bring the boat ashore. The downward economic spiral will certainly be exacerbated by some of this boneheaded lowering of interest rates."

Ken cites a recent *Wall Street Journal* article as one example of why he, too, thinks the numerous interest-rate cuts have not had a positive impact on the economy while having a negative effect on America's burgeoning senior population. "Interest rates were dropped ten times in the year 2000, assumedly to make borrowing cheaper for economic expansion," he says.

"Well, guess what: People didn't borrow, it didn't expand, and millions of AARP members saw their annual incomes cut in half. It didn't work, and now seniors are getting it both ways: The economy is down, and their personal income is also down."

### Protect Yourself

In a tight job market, when it comes to planning your financial future, job one, say the Dolans, is to keep your job. "The people in our industry — those who are in their 40s and 50s, whether they are in programming, sales or on the air — need to reinvent themselves constantly," says Daria. "You need to pick up new skills to help make yourself the person management always sees as someone who is on top of the situation as it is today."

"You need to constantly develop new skills. You cannot simply do your job the same old way you have done it for the last 20 years and survive a soft job market. You are either going to be innovative, or you are going to be gone."

Ken echoes that sentiment, adding, "Learn the jobs that nobody else wants to do, and do them. If you're on the air, learn to work much, much more closely with your sales reps. Bring them ideas. There are still only two things that will keep you on the air: ratings and revenues. I suggest that you leave your ego at the door and get into the trenches."

In today's world, tapes are out and networking is in when it comes to finding a new job say the Dolans. "In today's business environment, you simply have to do more networking," says Ken. "Stop sending out a bunch of tapes and just looking for work. Join industry associations, read things like R&R, and get yourself involved in the whole business."

"Constantly talk to people out there who can help you not only find work, but also do your job better. Remember, being in radio is like being a baseball manager — every day you are on the job is one less day that you're going to be there."

In an era when traditional values are once again "in," the Dolans offer some advice for keeping your job that seems not only traditional, but downright quaint. "Be honest and dependable, and take responsibility," says Ken. "If you're still one of those people pointing a finger at someone else when something isn't going right, get over it."

"Honesty, discipline, relevance and responsibility have never been more important. There's been a lot of jive in our business and other businesses in the past few years, and 2002 is the

year for individuals to step up to the plate with a renewed focus on honesty, dependability and responsibility in the workplace."

### Secure Your Financial Future

Asked for their No. 1 tip for radio professionals looking to secure their financial future, both Dolans reply in well-practiced unison, "Get out of debt!"

Adding that this is no time to keep up with the Joneses, Daria suggests that the oft-given advice by our politicians these days to go out and spend is not really a good plan for a lot of Americans. "The average worker doesn't have a whole lot of extra to spend right now," she says.

"Many are little more than one paycheck away from bankruptcy. You are far better off securing your family's future by being debt-free than by going out and spending more than you have on goods and services, trying to save the economy."

Another simple tip that is often overlooked, says Ken, is tracking your spending. "If you run out of paycheck before you run out of week, you need to identify how you are spending your money by tracking it for a week or two," he suggests.

"Attaining financial security in any business — but especially the radio business — is an elusive but attainable goal. Set your goals now and begin to take action. You'll be a much more effective and successful radio professional if your family's money situation is under control. But the longer you wait to begin working toward your goals, the more difficulty you will have reaching them."

## OPEN MIKE

**Kipper McGee**

WDBO/Orlando



Winston Churchill once said, "To improve is to change. To be perfect is to change often." 2002 will continue our century of change. Listener lifestyles, attitudes and values are dramatically different (especially after Sept. 11, 2001), and savvy News/Talk folks will need to anticipate and program to those changes. The skill set required of all players continues to evolve. On-air talent, especially on the local level, must learn PR and working the crowd, as well as working more closely with the sales team if they aren't already. News people, as well as board ops and producers who don't create Internet content along with audio, better learn how, because in 2002 anyone who says, "That isn't my job," may well be right.

“There are still **only two things** that will keep you **on the air:** **ratings and revenues.**

I suggest that you leave your **ego** at the door and get into the **trenches.**”

Ken Dolan



# WHAT'S NEXT FOR FM TALK?

Is nonserious Talk radio less relevant in the post-9/11 world?

In the wake of the attacks of Sept. 11, 2001, a number of industry pundits suggested that one result would be an increased interest in traditional issues-oriented Talk at the expense of entertainment-focused FM Talkers.

With that in mind, I spoke to a number of prominent players in the world of entertainment Talk radio — a.k.a. FM Talk — to get their thoughts on this debate. The question posed to each was “Are FM Talk stations, those that target young males with content heavy on sexual topics and risqué humor, less relevant today than they were on Sept. 10, 2001?” As you might expect, no one on our panel answered yes. In fact, these true believers are convinced that “Hot Talk” is hotter today than ever.

## Know Who You're Talking To

Sabo Media President/CEO Walter Sabo is widely credited as one of the earliest



Walter Sabo

proponents of talk programming on FM. The veteran broadcast executive has consulted numerous young-demo-targeted Talkers and has heard all too many premature reports of the format's demise.

Sabo suggests that those who doubt the format's relevance really don't understand what makes it successful. “If a station is targeting an 18-year-old, or a 30-, 40- or 50-year-old, our advice is to know your audience better than any other medium in town,” he says. “Make

sure what you're talking about is what two best friends in your target would be talking about.

“If two best friends in your target audience would be talking about terrorism or where bin Laden is hiding over lunch, you'd better be talking about that. We've never recommended that a station that wants to target a 30-year-old guy should only talk about girls or strippers. What we've said is that you must know that 30-year-old guy so well that your air talents reflexively talk about what he's talking about on any given day.

“In September and October 2001 the attacks were pretty much what any two 30-year-old best friends would've talked about. For that matter, it's what any two 80-year-old best friends would discuss. The key to doing Talk successfully on FM or AM is knowing what your audience wants to talk about and then doing that.”

Sabo doesn't see it as an us vs. them thing when it comes to traditional Talkers competing with entertainment-based Talk. “To a 30-year-old, what's being talked about on a traditional 55-plus Talk station is not less interesting because it's more serious, it's less interesting because it's completely unimportant to him,” he suggests.

“Conversely, to a 60-year-old guy, what is usually being discussed on a Talk station targeting a 30-year-old will always seem frivolous, because it's not relevant to him. So, before and after Sept. 11, it's not about one approach being more or less relevant than the other; it's about talking to the audience you want to target with topics and content that they want to talk about, period.”

## More Relevant Than Ever

KLSX/Los Angeles PD Jack Silver has long been one of FM Talk's most vocal cheerleaders, and the events of Sept. 11 have not dampened his enthusiasm. “The people suggesting that FM Talk is somehow less relevant after Sept. 11 are the same ones who have been on the receiving end of the charge that AM Talk radio is dead as a result of aging demographics,” he says.

“They finally have a little ray of sunshine — albeit, because of a terrible tragedy — to make them think their radio stations are going

to be revitalized. Did the events of 9/11 help traditional Talk stations, whose average listener is 55-plus? Yes. Does that gain have anything to do with a death knell for entertainment-based FM Talk radio? Absolutely not.”

Silver bases his opinion on the fact that most FM Talk stations share very little audience with their AM Talk counterparts. “Did [Los Angeles Alternative] KROQ stop playing Blink-182 and Limp Bizkit to do continuous Osama updates after Sept. 11?” he asks. “Of course not. Is it still as viable as it was on Sept. 10? Yes.



Jack Silver

“To say that FM Talk is somehow less relevant today than it was only a few months ago is just some programmers reaching for straws to try to prove that somehow their stations, which had very little relevance before Sept. 11, gained new relevance from those events. I'm not buying it.”

In fact, Silver believes that the events of Sept. 11 gave new credibility to FM Talk stations, especially with regard to its personalities. “Howard Stern — who was at ground zero during this tragedy — was quite simply amazing,” he says. “Nobody on any radio station in America was more relevant than Howard Stern through it all. In addition to raising millions of dollars for relief efforts, Howard did some of the most compelling radio I have ever heard. That goes for Tom Leykis, too, who was on the air live all that day and then did multiple extended live shows for days after Sept. 11.

“When all was said and done, I believe that FM Talk stations rose to the occasion. They adapted to talking about the issues that people needed to discuss, they helped raise money, and they gave listeners a place to vent. But they were also among the first to realize that the world was still revolving in the days after 9/11 and that it was time for all of us to get back to some degree of

normalcy in our lives and to talk about other things.

“Far from making it less relevant, I feel strongly that the events of Sept. 11 actually helped FM Talk show just how much more relevant it is than its critics would like to believe.”

## The Advantage Of FM Talk Hosts

Westwood One syndicated personality Tom Leykis echoes Silver's sentiment, saying that there's a key reason that FM Talk stations were relevant to listeners during and after the events of Sept. 11. “Just like music

stations, we provided an escape from the nonstop drumbeat of bad news,” he says. “Like music radio, we're an entertainment format. Nobody ever asks if music radio stations are less relevant after 9/11, so why is FM Talk any different?”



Tom Leykis

“Sure, right after Sept. 11 we all changed, to a certain extent, what we normally do on-air. I did eight straight hours on the air that day, and we were not ‘blowing people up’ or signing racks; we were giving people information

Continued on Page 32

“Far from making it less relevant, I feel strongly that the events of Sept. 11 actually helped FM Talk show just how much more relevant it is than its critics would like to believe.”

Jack Silver

## OPEN MIKE

### Rob Balon

The Benchmark Company

I've heard many programmers expressing the fond, if unrealistic, hope that the events of Sept. 11, 2001 would



revive issue-oriented Talk radio among adults under 40. Based on what we've seen, that didn't happen. As the baby boomers age, Talk formats on both AM and FM, but particularly on AM, are about to go through seismic changes. Those entities that propelled Talk through its great '90s growth spurt have left office, faded away or just gotten old. Rush no longer has Clinton as his foil, and the show doesn't have nearly as much bite. And if Rush slips, what's to become of the not nearly as talented Rush clones who dot the Talk radio landscape. What's next, indeed.



# MEET SEAN HANNITY

## Getting It Right Across America

*Sean's audience continues to grow. Join these great stations and watch your 25-54 ratings soar!*

---

WABC-AM	New York	+52%
KABC-AM	Los Angeles	+31%
KSFO-AM	San Francisco	+124%
WMAL-AM	Washington	+43%
KVI-AM	Seattle	+46%
KCMO-AM	Kansas City	+142%
KSL-AM	Salt Lake City	+16%
KXNT-AM	Las Vegas	+20%
WDBO-AM	Orlando	+32%
KNSS-AM	Wichita	+96%
KERN-AM	Bakersfield	+137%
KXLY-AM	Spokane	+168%
WVNN-AM	Huntsville	+52%
KBOI-AM	Boise	+71%

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Source: Arbitron Fall 2001 versus Summer 2001, Metro, AQH Share, Adults 25-54.

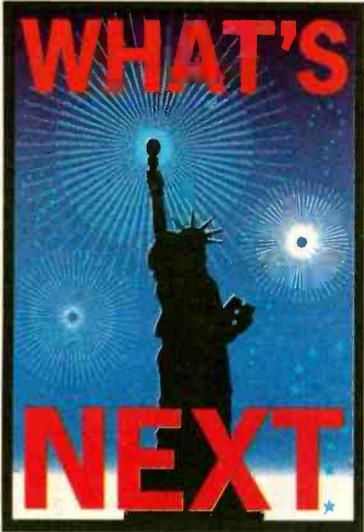
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# WHAT'S NEXT FOR FM TALK?

Continued from Page 30

and a place to vent and trying to find fresh angles on events for our audience."

Unlike many entertainment-oriented talk hosts, Leykis had a long career in traditional issues-based Talk before making the transition to FM Talk. "I come from a News/Talk background," he says. "That gave me a leg up on a lot of people who do this format, because I can credibly do a serious talk show.

"We did about eight or nine pretty serious days in a row before we decided to try a few lighter things to see what the reaction would be. Because after about a week or so, I was beginning to have the same problem that traditional News/Talk



John and Jeff

stations have: figuring out how to talk about the same story over and over with little or no new information or angles.

"One of the biggest strengths of this format is that we can be serious when we have to be, but we're not locked into talking about the front page of the newspaper. When the front page is the attack on the World Trade Center, that's the best day for any talk host to be on the

**"One of the biggest strengths of this format is that we can be serious when we have to be, but we're not locked into talking about the front page of the newspaper."**

Tom Leykis

radio. But when it's about some appropriations bill, that's when traditional News/Talk hosts are left scratching and those of us in FM Talk have someplace else to go."

## Deciding When To Move On

In addition to the confusion and discomfort that many hosts felt that September day, Fisher Entertainment syndicated hosts John and Jeff found themselves in the unusual situation of being on opposite coasts and in separate studios when the tragedy struck.

Speaking for the duo, John Boyle says that, despite that, the pair felt comfortable and knew what they had to do once they got on the air. "You didn't have to be a terrorism expert to have an opinion on what was happening or to offer a place for people to vent on the air," he says. "It's amazing to me that anyone could think that the 20- or 30-year-old listeners who make up most of FM Talk's audience could not have an intelligent opinion or discussion about the events of 9/11. You don't have to be 70 years old to have an intelligent opinion."

How did Boyle and his partner know when it was time to get back to normal content? "It was actually pretty easy, if you just followed the listeners," he says. "After about three weeks we were beginning to notice that there were fewer and fewer original opinions coming from the audience. Jeff and I are in the demos, so we always strive to do a show that we would listen to.

"To some extent, this was like any other topic we pick to discuss. As a host, you have to have a sense of what's going to work and what's going to interest your listeners. You also have to have a sense of when it's the right time to move on. President Bush even said after a few weeks that it was time for us all to get back to our normal routines, and that's what we did."

## Getting Back To Normal

WTKS-FM (Real Radio)/Orlando Programmer Chris Kampmeier presides over a station that has become one of FM Talk's most consistent winners. In fact, Real Radio saw its best numbers in a year in the fall 2001 Arbitron. The station's 7.4 12+ share was good for an overall second-place finish in O-Town, besting both of its traditional AM Talk competitors, Cox's WDBO (5.4) and co-owned Clear Channel Talker WFLF (2.4), by a substantial margin.

Kampmeier doesn't seem particularly surprised by those results. "From what I've seen, radio-listening patterns got back to normal pretty quickly after Sept. 11," he says. "One needed only to listen to the chatter in the halls to know that most people weren't talking about America's war effort all the time.



Dennis Green

"It makes sense that listeners to traditional News/Talk stations are those who are most interested in the war story. But here in the entertainment world, where most radio stations exist, including younger-targeted FM Talkers, on-air content has been back to normal for quite a while."

Because traditional News/Talkers were focused on getting and delivering the news aspect of the story, Kampmeier says Real Radio was able to be clearly different and provide a much-needed outlet. "The Real Radio formula may be out of the box, but it is not complicated," he says. "We take the same elements that make funny and entertaining morning shows and do them in other dayparts. By 9 or 10am we are the only radio station that is doing funny — and funny always wins."

## A Network Perspective

Westwood One VP/Affiliate Sales Dennis Green says that, while Sept. 11 did change some things at radio in the short term, the long-term effects may not be as dramatic as some had predicted. "Without question, 9/11 changed the face of radio in the days and weeks after the attacks," he says. "What it will not do is change the depth and scope of FM Talk in the long run.

"While the numbers show that the format lost some of its overall market share in the fall, FM Talkers still ranked at the top of the charts with audiences across the country in the format's key demographics — men 18-34, 18-49 and 25-54."

Green cautions that those stations that might consider changing their approaches in the wake of Sept. 11 would do well to think twice. "What people throughout our industry have to realize about the FM Talk listener is that this audience is extremely loyal," he says. "Ad-

**"By 9 or 10am we are the only radio station that is doing funny — and funny always wins."**

Chris Kampmeier

vertisers that want to reach those listeners understand that. They will remain satisfied with the results because of that loyalty. Don't change the philosophy of the format; give the audience and the advertisers what they want."

Green agrees that the format's talents truly rose to the occasion when America came under attack. "I was never more proud to be associated with FM Talk than in the days after Sept. 11," he says. "Our talent did a fantastic job of reaching out to listeners across the country and handling the crisis in a professional manner. There was a maturity and focus that FM Talk talents do not always get credit for having that was evident both in how they handled the crisis and in how they knew when to get back to making listeners laugh on a day-to-day basis."

## OPEN MIKE

**Erik Braverman**

KABC/Los Angeles

The biggest challenge in the year ahead will be to retain some of the new audience that



has discovered our format since Sept. 11, 2001. With the events of the world and a tough economic outlook domestically, now more than ever listeners need a radio station to 1) inform them and 2) entertain them. The biggest opportunity I see is to introduce new people to the AM band and our format, people who are seeking news and more in-depth discussion that they just can't find on the FM dial. If just some of these new people start to give our format quarter-hours of listening, it will benefit all of us in the long run.

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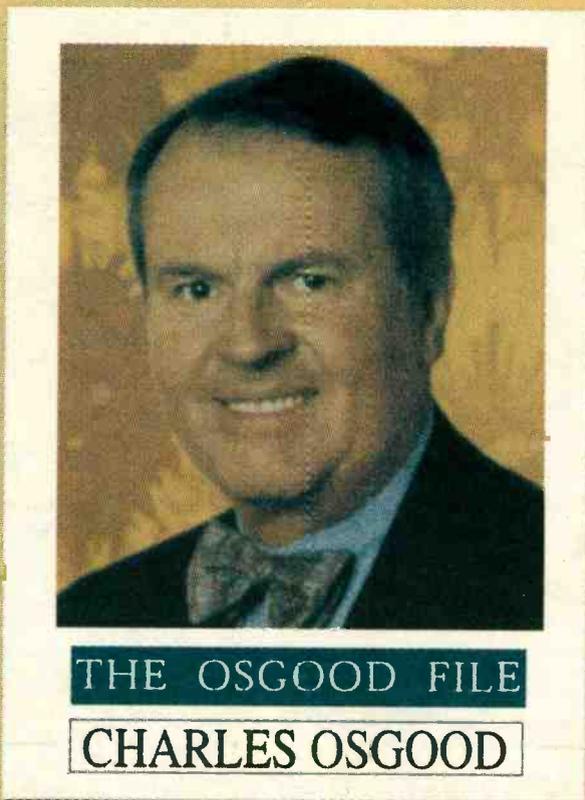
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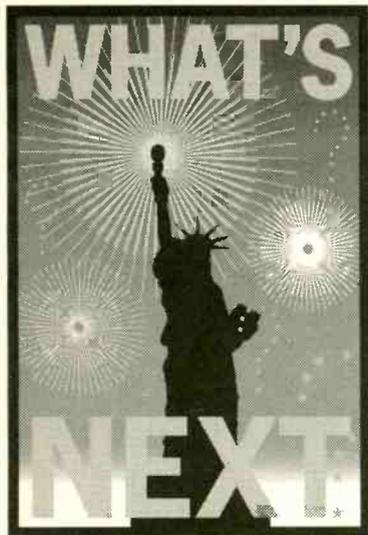
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# NEW RULES FOR STATION SECURITY

Could your station or personalities become a target for terrorists?



It used to be that a black-and-white camera from Radio Shack transmitting a fuzzy video image of your station's front door and a doorbell with a flashing light in case the mike was open were considered state-of-the-art security at most radio facilities. Those days are long gone.

The need for security at your offices and studio facilities has never been more real than in the post-Sept. 11, 2001 environment. While no station or format is immune to the potential of being targeted for a criminal act by a disturbed individual or an extremist group, the very nature of our format and its controversial hosts puts Talk stations at even greater risk than other facilities. For that reason and many others, reviewing the security of your station's computer and physical facilities on an ongoing basis is a must in today's uncertain world.

## A Sense Of Security

Since Sept. 11 most Americans have a reduced sense of security. While only the naive would suggest that a sense of total security is possible, people still want to feel that their families are secure at home and that their loved ones are going to work each day in a security-conscious environment. With that in mind, I asked Dan DiPaola, Chief Technical Officer of Los Angeles' High-Tech Digital Security, to suggest a few cost-efficient products to help you make your people and facilities safer.

A former systems designer in the entertainment industry, DiPaola, following the events of last September, turned his energies toward developing systems and strategies focused on homeland security. While security is certainly not free, DiPaola believes that it's something that can be affordable to all.

"Most of the clients we talk to are tired of being overwhelmed and intimidated by the thought of building a security system," he says. "Our motto is 'No Techwhanese, just plain English.' I want to demystify all the mumbo-jumbo and give folks a bottom line on what's available and affordable out there today. It's a matter of teaching people as much as possible, then allowing them to make an educated decision based on our findings."

DiPaola says that, unlike security systems of the recent past, most of today's hottest technologies are becoming more affordable and much easier to administer. "Security systems are being built using the same machines that we do our word processing on," he says. "More than ever, security systems are designed around extremely reasonably priced CPUs."

He also says that some of those really cool systems we saw years ago in old James Bond films are now a reality. "We are just wrapping up a complete mobile control center that secures a perimeter, all from a briefcase," he says. "Celebrities and



Dan DiPaola

other high-security-risk individuals — like controversial talk hosts — need assurance that they can hit the road and feel secure and that it's as simple as packing a laptop."

## The Bio-Threat

While "007" gadgets may appeal to some, DiPaola says he finds that biohazards remain a high concern for many businesses and municipalities that he's spoken to lately. With a combination of sales-pitch bravado and what seems to be sincerity and honesty he asks, "Are you ready for the next madman to deliver a silent killer?"

To that end, DiPaola is marketing an escape hood and respirator that provide rapid protection against chemical and biological warfare agents. "It's a very simple device that you pull over your head just like a ski mask and then adjust to create an airtight seal," he says. "One size fits all, and the hood exceeds U.S. Army requirements. The typical amount of escape time that you can gain from use of the hood varies from 35 minutes to four hours. It's a compact and lightweight unit that can be worn on your belt. Beginning as a standalone device, it sells for about \$175 and goes all the way up to \$350, which includes four hours of training, gloves, etc."

Since the discovery of Legionnaire's disease, we've learned that toxic air emanating from a building's heating and air-conditioning system is a real threat with potentially deadly consequences. "Along with the bio-hood kit, we are also selling and installing biochemical detectors for the ventilation systems in your office," DiPaola says.

"When a foreign chemical has been

detected in your HVAC, this device automatically shuts down all fans and blowers before the contaminates can be pumped throughout your building. We also offer hand-held bio-detectors that can sniff out anything from methamphetamine to anthrax. These offer you a good way to check out the mailroom or any other areas that you feel may have been contaminated or are at risk."

## Computer Virus Threats

DiPaola says that the best offense when it comes to computer viruses is a very basic defense. "Back up your machines daily," he suggests. "This is a simple routine, the goal of which is never to lose more than one day's worth of work."

"And since most of the viruses out there today focus their energies and destruction on Microsoft Windows, Word and Outlook, we often tell clients who want to be operational 24/7 — even during one of the major virus alerts — that they may want to have an Apple computer somewhere in the office. Assuming that a virus infects even one of your PCs, since Macs are rarely affected by them, you'll still have the luxury of being able to send and receive e-mail and do many of those other necessary computer tasks that we've all acquired in recent years."

In today's consolidated radio business, sharing information between regional centers and corporate offices has become more important than ever. To do this, many groups are taking advantage of VPN — virtual private networking — which allows you to use the Internet for secure, private communications among partners, remote offices, telecommuters and even traveling employees.

"One of the biggest vulnerabilities of your office's online network is the potential for unauthorized users to get access to it," says DiPaola. "Effective firewalls that can keep strangers off your office network and VPNs start as low as \$500. One solution we've found is called WatchGuard VPN Solutions. Its innovative, appliance-based WatchGuard Firebox System delivers integrated firewall protection and VPN support. It's easy to install and can be securely managed from a central location anywhere on the Internet."

## Do It Yourself

For do-it-yourself types, DiPaola says that many effective security tools can be installed easily by those with limited technical expertise and that many such devices cost less than \$100. "Do you remember those guys who made the light-switch device that would work with the same clicker that opened your garage door?" he asks. "Those same people are now building some of the most affordable 'snoop cam' systems on the market."

Want to monitor your office with surveillance cams without running a single video wire? "We've found this to be the best home and office solution out there, and it's amazingly affordable and easy to install," says DiPaola. "In about two hours you can have your whole office up and running live on the Internet. We call this system, 'Look, Ma, No Wires!'"

Although DiPaola says this can be an effective option, he considers it to be a temporary fix. "It's a very simple system to install, but it's vulnerable to many security breaches," he cautions. "So, while it is a good quick fix, it's still not reliable enough to trust your business to on a permanent basis."

For more information, contact DiPaola at 818-842-3035 or by e-mail at dan@htds.net, or find out more at [www.hi-techdigitalsecurity.com](http://www.hi-techdigitalsecurity.com).

## OPEN MIKE

### Holland Cooke

McVay Media Alliance



While Talk radio is beating Rush Limbaugh's material to death, young people carry cell phones the way baby boomers toted transistor radios. Our talk isn't relevant, so they chat without us. Our commercial quality often disserves advertisers with spots that are sound-alike and cliché-ridden and that don't project benefits. We accept ads that no parent with children in the car would listen to, and some stations are even stupid enough to accept XM ads.

Meanwhile, staffing cutbacks have systematically trained listeners to find information elsewhere. Research affirms that Sept. 11, 2001 was a television event — ask people, "Where were you when you heard?" and they'll tell you how quickly they found a TV. Radio's farm team? College stations are signing off, and that overnight show that was a boomer's entry-level job is now syndicated. Still, because many stations are so shoddy, any station that makes the effort to be useful and relevant will be conspicuous.



# NEW KID ON THE BLOCK

Finding out who he really was led this host to Talk radio

If you're a talk host looking to make a name for yourself, there are few better ways to do it than to get yourself mentioned by the CEO of the world's largest radio company in front of an audience packed with News/Talk radio managers and program directors.

That's exactly what happened at last year's R&R Talk Radio Seminar when Clear Channel Radio CEO Randy Michaels singled out the talents of WFLA/Tampa talk host Glenn Beck during his keynote address to TRS attendees. Now, just one year later, Beck's daily show has been rolled out in national syndication by Premiere Radio Networks and is being heard on more than 50 affiliates nationwide.

Beck developed a decidedly different approach to Talk radio stemming from his more than 25 years in broadcasting, mostly as a CHR jock for major stations in cities including Houston, Washington, Phoenix, Baltimore and New Haven, CT. But the constrictions of the tight Top 40 format almost caused an unhappy Beck to bail out of radio until he found a home at Talk, where his maverick style, laced with wit, sarcastic bite and honesty, was welcomed with open arms.

With the ink now dry on a major network contract and more than a couple of friends in high places singing his praises these days, it would certainly seem that the 38-year-old Beck is poised to be an answer when broadcasters ask, "What's next at Talk radio?"

**R&R:** Did you really get started in radio at 13 years old?

**GB:** I won a contest at a station in Mt. Vernon, WA. Imagine what kind of budget this station must have had when their

contest prize was an hour on the air. I was terrible, but I managed to turn it into a job



Glenn Beck

running tapes and reading news and stuff like that. When I was about 15, I was hired as a weekender as part of the original staff at KUBE/Seattle, where I got to work with Charlie Brown and Michael O'Shea, who were both instrumental in shaping my career. Michael taught me a lot about the business of radio, and Charlie taught me a ton on the entertainment side of the business.

**R&R:** After a couple of decades of success in CHR, you basically walked away from it all, right?

**GB:** Yes. Even when I was at the age that I was supposed to like Top 40, I always felt like I was just sort of faking my way through it. So I decided to go back to school and take — and I don't know what the hell I thought I was going to do with this — theology, of all things. I didn't know what I was going to do with my life at that point. I just knew I couldn't be a CHR jock anymore; it wasn't who I really was.

**R&R:** How did you make the transition to Talk radio?

**GB:** While going to school I started doing this stupid little once-a-week talk show on WELI/New Haven, CT that they were nice enough to let me do. Ironically, I'm

now back on that station in syndication. I got a call from [WABC/New York OM] Phil Boyce asking me to do some weekend fill-ins for them.

Using all my years of training as a morning guy, I went in there to do a show with a ton of material. My producer, Stu — who is still with me — said I had prepped about six shows' worth of stuff for that one show. At the end of the first hour I looked up at the clock, and I had not used one single piece of material that I'd brought with me. That's when I realized that this is what I should've been doing my whole career.

**R&R:** You'd been a major-market CHR morning personality, achieving ratings and financial success. Why were you so disillusioned?

**GB:** Even though I'd been fairly successful up to that point, I never really felt like I fit in radio. I always thought that radio was something where you told people what they wanted to hear and gave them what they thought they wanted. That night I found out that's not the secret to good radio. Good radio is being who you really are, rolling the dice and being confident enough to realize that, if listeners are going to hate you or love you, they're going to do it for who you really are and not for some act you do.

So, even though I'd had success at CHR, it never seemed real; it was all a formula. That night, along with some other events in my life, led me to the principle behind the talk show that I do now. I really believe that the only thing that's left to say that is truly shocking in any medium, or just across a table, is to tell somebody exactly how you feel, what you think and the truth as you perceive it — that's it. Everything else has been said already.

**R&R:** For the uninitiated, can you describe your show?

**GB:** When you listen to this show, it's going to sound different from most talk shows. Everything about the show, including the phone calls, are production pieces. For example, the average time that we spend on the air with a caller is 37 seconds. Frankly, the show might even scare some traditional programmers, because they have not heard a talk show produced this way.

**R&R:** You are a conser-

vative, but this is not a political talk show, right?

**GB:** Not at all. When was the last time you went to a party with friends or sat around with your family and only talked about politics or only talked about funny stuff or only talked about serious stuff? People are three-dimensional. Conversations have many facets, and that's what this show is all about. It's like real life, where you can be sitting around the dinner table and go from laughing hard about something to reminiscing seriously, in a heartfelt manner, about Aunt somebody, who just passed away. Those transitions can happen back to back, lightning-fast. That's real life, and that's what we do on this show.

**R&R:** What's something you'd like readers to know about this show?

**GB:** I tell people that you need to listen to this show for eight weeks to get it. Because one day you'll tune in and hear something, and you'll say, "Oh, I get it; it's this!" Then the next day you'll tune in, and it will be something completely different. To me, it's like the difference between handing someone a picture and saying "Here is what my family is all about" vs. handing them a photo album. If you look through the whole album, you'll find out that a family is usually a lot more than what you can get from one picture. That's what our show is like; you have to listen more than once to really get what it's all about.

“I really believe that the only thing that's left to say that is truly shocking in any medium, or just across a table, is to tell somebody exactly how you feel, what YOU think and the truth as YOU perceive it.”

## OPEN MIKE

**Ken Charles**

KTRH-KPRC/Houston

Our biggest continuing challenge is coping with consolidation — finding new ways to partner our New/Talkers with co-owned stations, using our talent pools across multiple formats and utilizing our nonradio co-owned partners to create more power for our clusters. With new resources and opportunities comes the challenge of recognizing them as a positive, then utilizing them to create great radio that will create greater revenues. Too many people are fighting change in our industry. The companies that will thrive in 2002 and the people who will succeed will be those who embrace the new environment, think out of the box, forget the old rules and find new ways to do what we do every day: create great products.



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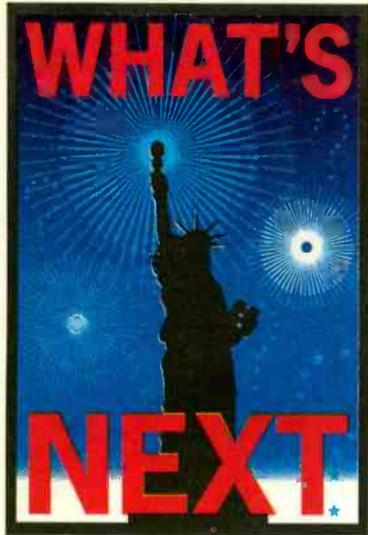
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# ABC RADIO'S RISING STAR

Sean Hannity is poised for success as part of Talk's next generation

In an April 1998 interview with R&R, WABC/New York OM/PD Phil Boyce described talk host Sean Hannity as "smart, passionate and entertaining — a fearless warrior who won't shy away from debating anybody." But it was Boyce's additional comment about his station's afternoon drive host that now seems prophetic: "I think he is a true rising star."

Four years later it certainly seems that Hannity is ABC Radio Networks' rising star. His show now clears on 125 stations, including stations in eight of the top 10 markets. Named Talk Personality of the Year by R&R readers last year for his work at WABC, Hannity has been nominated for a 2002 R&R News/Talk Industry Achievement Award as Syndicated Personality of the Year. During a recent chat, the 39-year-old Hannity, an unabashed conservative, radiated the sort of confidence that comes with having long known what he wanted to achieve and keeping his eye on the prize while getting there.

**R&R:** Where did you get your politically conservative roots?

**SH:** I come from a very traditional Irish Catholic upbringing. I grew up in Nassau County, Long Island, NY, which was then mostly Republican. My dad, like many of his generation, signed up and fought for four years in World War II. When he came home, to be able to get out of Bed-Stuy and have a Cape Cod house in Franklin Square, Long Island on a 50 by 100 lot in your typical Levitt-style community was a big deal. So I grew up in that kind of very traditional-values environment.

**R&R:** Did you really get fired from a college radio station for being too conservative?

**SH:** Yes, at the University of California, Santa Barbara. The station was dominated by left-wing programming, and I was a 26-year-old kid who liked Ronald Reagan, so they didn't much like my political views right from the start. As it turns out, getting canned was the best thing that ever happened to me, because it motivated me to go find another job. My motto then was, "Wherever they'll hire me, there shall I go."

**R&R:** At the risk of some shameless self-promotion, is it true that you got your first

commercial radio job by placing a "Position Sought" ad in R&R?

**SH:** Yes. As I recall, it said something to the effect of "Most talked-about, written-about host in college radio history." From



Sean Hannity

that ad I got a call from Bill Dunnavant, who owns WVNN/Huntsville, AL. I sent him a tape that was totally doctored and fake. I did it in a production room, and it was horrible. I spent a few hours on the phone with Dave Stone, who was the PD, and he ignored the tape and hired me over the phone, based on our conversations. Next thing I knew, I was packing everything I owned into my car and heading to Alabama, where I'd never even been before.

**R&R:** How does a New Yorker who was then living in Southern California make the transition to Huntsville, AL?

**SH:** I didn't think about it all that much. They liked me, I liked them, and they offered me a job — it was that simple. I really enjoyed living there, although I practically lived at the radio station the whole time. All I wanted was to learn how to do radio, so I

made a pest of myself, hanging out at the radio station day and night. There was actually one point where I was voluntarily doing both the morning and the afternoon shows.

**R&R:** You next moved to Atlanta, right?

**SH:** I went to WGST/Atlanta about two months after Neal Boortz left to go over to WSB/Atlanta. Going head to head with Neal was a great experience for me. I really knew I was in the big leagues then. Knowing he was there every day was a real motivator for me, because Neal's really good, and he's very popular. Having him across the street made me work harder than ever.

**R&R:** A few years later, at WABC, you were placed into competition with another talk icon, Bob Grant, who was and still is opposite you at crosstown WOR. What's that been like?

**SH:** I grew up listening to Bob and was a fan, but having already been through that kind of war, I honestly never thought about it much. I knew Bob had, and will always have, his loyal listeners, people I will never be able to win over. But I've never looked at it as Sean vs. Bob; I look at it as Sean vs. 50 other radio stations on the dial in New York. We can sometimes get too myopic about these little personal radio wars and think that the only place we can gain listeners is from one place. I have never thought that was the case. But, again, just like with Neal in Atlanta, knowing that Bob was out there offering a compelling option to listeners made me push myself harder every show.

**R&R:** Before you hosted your own national show, many across the country were first exposed to you as the regular guest host for Rush Limbaugh. What was that like?

**SH:** Rush is a very good friend, and he is, by far, the best in the industry. The first time I filled in for him, I foolishly gave out my e-mail address on the air, and within minutes the system collapsed. That's when I really understood just how big being there was. He's been a great supporter and has been very helpful to me.

**R&R:** Did you always know that things would turn out as they have?

**SH:** When I was on 770 AM in Alabama, I hoped that someday I'd be on 770 AM in New York. But, honestly, I'm so busy and enjoying it all so much every day that I don't really stop to think as much about how this all happened as I probably should.

I feel very blessed and fortunate to have had some great opportunities and

**“As it turns out, getting canned was the best thing that ever happened to me, because it motivated me to go find another job. My motto then was, ‘Wherever they’ll hire me, there shall I go.’”**

**“I feel very blessed and fortunate to have had some great opportunities and people who have been willing to take chances on me.”**

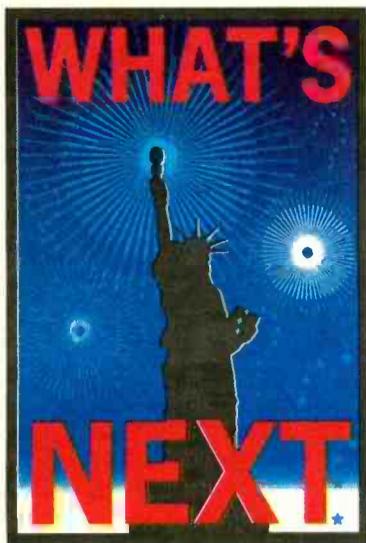
## PEN MIKE

**Jim Weiskopf**

WTNT/Washington



As News/Talk broadcasters, we must build stronger long-term relationships with our key clients and our listeners. We need to uncover new revenue streams by utilizing the interactivity that is inherent in the News/Talk format. We should better educate our clients to use our Internet sites, on-air talent and our promotions and marketing departments. We need to believe, as a format, that we are worth more than the going CPP, that people do listen differently to News/Talk and that our listeners react to what they hear because we have radio's most foreground product.



# LOOK WHO'S TALKING ON XM

## Satellite radio offers a mixed bag of talk shows

In recent years on these pages we have talked about what the coming of satellite radio would mean to traditional terrestrial broadcasters. With the launch of XM Satellite Radio last fall and Sirius Satellite Radio now also broadcasting, the effects should soon become apparent.

It's been just over five months since XM fired up its satellites, and it reaches, at the moment, a reported 30,000-plus subscribers, so I thought this would be a good time to check in again with Kevin Straley, XM's Director/Talk Programming. A year ago Straley discussed some of the ideas the company was working on for XM's Talk channels. This year we take a look at some of the channels already on the air and get Straley's read on the essence and appeal of each of them for Talk radio listeners.

### Where News Meets Talk

To lead off a rundown of what talk programming can be heard on XM, Straley suggests you tune to the "USA Today" channel. "It's a partnership with the newspaper that utilizes our XM news staff to build *USA Today's* brand on XM," he says.

"A couple of programs on this channel fall under the talk banner, including *The News Hour With Jim Lehrer*, which airs nightly at 11pm ET, and a program that immediately follows it, *A Day in the Life of America*. It's a two-hour program that is basically a look back on what happened today. It's produced by the XM news department and hosted by Bob Macowycz, who is PD of the channel.

"Over on our 'CNBC' channel we have the audio portion of Chris Matthews' *Hardball* show. It's not a particularly visual show, so I think it really works well on radio, and talk fans love it." XM also carries "CNET Radio," featuring a number of talk shows for professionals who need to know and understand what's going on in the world of new technologies and the digital economy.

Flipping through the channels, you'll next come across "C-SPAN Radio," the radio version of the public-affairs cable channel. "For the talk listener who wants in-depth coverage of a press conference or congressional sessions without any commentary, it's a great alternative," says Straley.

### Straight-Ahead Talk

Straley calls XM's "ABC News and Talk" channel "the golden gem in our news and talk lineup." The channel features many of ABC's well-known personalities, including Sam Donaldson, Mitch Albom and Sean Hannity.

"Those are three great radio stars that you can really build a Talk channel on," says Straley. "Add in some of the other personalities you'll hear on this channel, like Bob Brinker, Bernie Ward and John Gambling, and you can see why we are thrilled to offer it."

Next up is the "Ask" channel, described as the place you can go when you need to know something. "This channel includes three legendary talk personalities: Bruce Williams, Art Bell and Dr. Dean Edell," says Straley. "Again, it's three great shows that are available here during hours when they are not traditionally available on terrestrial radio stations. We're very pleased to have them on XM."

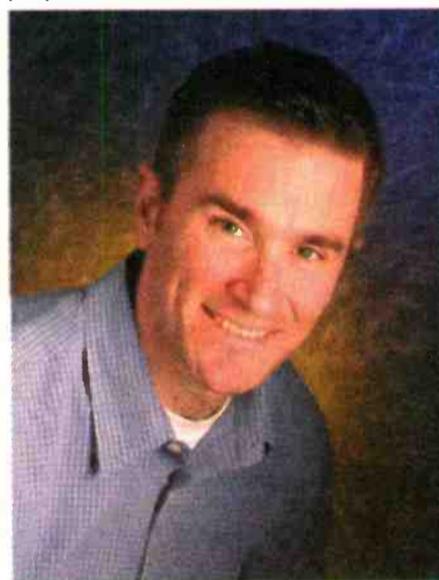
The next offering, "Buzz XM," features personalities that Straley says many listeners have probably not been exposed to in their local markets. "Mike McConnell, Bill Cunningham, Mike Trivisonno — these are guys who have all been winning awards and acclaim in their markets, and we're happy to provide them with a national platform," he explains.

"You'll also hear Glenn Beck, who is a host with a very different perspective on things. I'm very impressed by his work. He's not a clone; he's got something new to share." Rounding out "Buzz XM" are Los Angeles radio drivetimers John & Ken and Bill Handel.

Next up is "Extreme XM," a channel the company bills as morning madness all day long. "On 'Extreme' we have The Regular Guys, who do morning drive in Atlanta," says Straley. "You'll also find Jamie and Danny from KYSR (Star)/Los Angeles on this channel, and *The Monsters of the Midday* and Drew Garabo from Orlando. Again, all great personalities with some very fresh voices that many people cannot hear in their cities."

### Talk Hosts In Training

One of the interesting experiments on XM is a channel called "BabbleOn," which targets "the young and the restless" with an irreverent approach to Talk radio. "This channel is programmed by Emma Wilson, who has put together a fabulous staff of people who have never done Talk radio



Kevin Straley

before," says Straley. "It's a niche position, but for the niche this channel is targeting, it speaks the language."

"BabbleOn" is truly a format that you can't hear anywhere else in America but on XM. In the wake of Sept. 11, 2001, I heard things on this channel that just blew me away. That kid you see at the mall or the skate punk riding the rail at City Hall, scaring old people — he's got something to say, and this channel speaks right to him."

For the long-haul trucker, "Open Road" is the channel of choice, according to Straley. "It's designed specifically for the trucking community," he says. "They talk the talk specific to that listener. If you're somebody who is into traditional issues-oriented talk, this may not be the channel for you. But if you own a rig or drive one for a living, these guys are talking right at you."

"We've got Bill Mack and Dale The Truckin' Bozo on this channel. If you were going to start a trucking channel, these are the two guys you'd want. The issues you'll hear about on 'Open Road' are things like whether we should open the

Mexican border and the problems of transporting hazardous materials. These aren't issues you may hear much about on traditional Talk radio, but they are definitely issues that are of major concern to the target audience."

Finally, XM's Talk choices include a channel called "The Power." "This is the first ever 24/7 coast-to-coast African-American Talk channel," says Straley. "This was another of those channels where, post Sept. 11, you could hear a different perspective on the issues. With hosts like Joe Madison, Bernie McCain and Butch McAdams — legendary African-American talk hosts — and PD LaFontaine Oliver, 'The Power' is a unique program offering that gives subscribers another first. We're very proud of this channel."

Although the lineup of talk on XM doesn't yet include any channels that are commercial-free, most channels air with limited spotloads, far less than what you'd hear on typical Talk stations. What threat these channels may be to terrestrial Talk stations remains to be seen, but Straley believes that XM is the future.

"We're working on ideas for new channels just as hard as we are on the existing ones," he says. "You can bet you'll see some more great spoken-word programming from XM in the year ahead. We are always working to elevate our game."

### Acknowledgments

These are challenging days in which we are living. Working together to find solutions to our mutual problems and to identify potential new opportunities through the sharing of information has been the goal of this year's News/Talk special issue. I sincerely hope we have given you food for thought along with greater hope and optimism about our business and the power that Talk radio has to allow average Americans to contribute to the national discourse.

As always, my personal thanks to R&R Publisher/CEO Erica Farber for her unwavering support and leadership; to R&R Editor-in-Chief Ron Rodrigues for keeping an experienced eye on all of the words you read here each week; to Brida Connelly, Frank Correia, Julie Gidlow, Adam Jacobson, Richard Lange and Katy Stephan — the best damn posse ever — who all work tirelessly behind the scenes to help make our News/Talk/Sports pages eminently more readable each week; and to my eyes and ears on the East Coast, Washington, DC Bureau Chief Jeffrey Yorke and Associate Editor Joe Howard

The creative artistry of Design Director Gary Van Der Steur and R&R's entire design staff and production department is evident each week, and never more so than on the pages of this special issue. Finally, thanks to Henry Mowry, the R&R advertising staff and all of our supporting advertisers who make these pages and every week's News/Talk/Sports pages possible.

“We’re working on Ideas for new channels just as hard as we are on the existing ones. We are always working to elevate our game.”

# R&R 2002 INDUSTRY ACHIEVEMENT AWARDS

Here's your chance to celebrate excellence in the radio and record industries! Nominate your favorite radio stations, as well as radio and record professionals, for R&R's fifth annual Industry Achievement Awards. Your nominations will help our awards committee determine final nominations for each category. The final results will be announced at R&R Convention 2002, June 13-15 in Beverly Hills, CA.

Here is the nomination process:

1. Nominations should be based on the highest standards of industry excellence and professionalism.
2. Any commercial, U.S.-licensed station, regardless of market size or Arbitron status, is eligible for nomination.
3. Nominees must have been employed at the company for which they were nominated between March 1, 2001 and February 28, 2002.
4. You can nominate yourself, your co-workers and your station.
5. Only one form per person will be accepted. Copies not acceptable. You must indicate your name and affiliation on the nomination form. All responses will remain confidential.
6. You do NOT have to make nominations in every category.
7. Deadline: March 8, 2002!

## R&R 2002 INDUSTRY ACHIEVEMENT AWARDS NOMINATION FORM

### RADIO AWARDS

**GROUP EXECUTIVE OF THE YEAR:** Name: \_\_\_\_\_ Company: \_\_\_\_\_  
(Programming, Sales or Management at the group level)

**RADIO STATION OF THE YEAR:** Calls: \_\_\_\_\_ Format: \_\_\_\_\_ Market: \_\_\_\_\_

**GENERAL MANAGER OF THE YEAR:** Name: \_\_\_\_\_ Format: \_\_\_\_\_ Station/Market: \_\_\_\_\_

**PROGRAM DIRECTOR OF THE YEAR:** Name: \_\_\_\_\_ Format: \_\_\_\_\_ Station/Market: \_\_\_\_\_

**PROMOTION/MARKETING DIRECTOR OF THE YEAR:** Name: \_\_\_\_\_ Format: \_\_\_\_\_ Station/Market: \_\_\_\_\_

**MUSIC DIRECTOR OF THE YEAR:** Name: \_\_\_\_\_ Format: \_\_\_\_\_ Station/Market: \_\_\_\_\_

**LOCAL AIR PERSONALITY OF THE YEAR:** Name: \_\_\_\_\_ Format: \_\_\_\_\_ Station/Market: \_\_\_\_\_

**SYNDICATED/MULTIMARKET PERSONALITY OF THE YEAR:** Name: \_\_\_\_\_ Program/Network: \_\_\_\_\_

### RECORD AWARDS

**RECORD LABEL OF THE YEAR:** \_\_\_\_\_

**SENIOR PROMOTION EXECUTIVE OF THE YEAR:** Name: \_\_\_\_\_ Label: \_\_\_\_\_  
(Sr. VP-level)

**PROMOTION EXECUTIVE FOR A FORMAT OF THE YEAR:** Name: \_\_\_\_\_ Label: \_\_\_\_\_  
(VP or Director-level)

**LOCAL PROMOTION EXECUTIVE OF THE YEAR:** Name: \_\_\_\_\_ Label/Market: \_\_\_\_\_

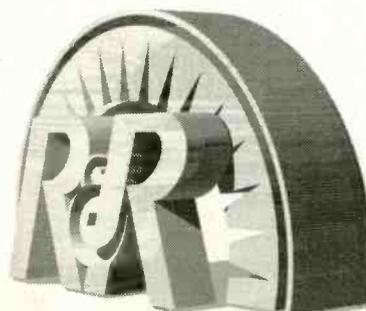
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**R&R convention:2002**

# Talk Radio And Smelly Cheese

How Ed McLaughlin helped kick-start a legendary radio station and revitalize AM radio

By Ron Rodrigues

R&R Editor-In-Chief  
ronr@ronline.com

"Great people are different from us in a lot of ways. They change the world, and they change people's lives. Yeah, there's usually a bit of serendipity involved, but people who change the world have guts. They're fearless. They're unafraid to make change ... to leap into the unknown without knowing what's going to happen."

I wish I could take credit for those words, but they came from Dr. Dean Edell, who for years has been dispensing medical advice on network radio. Edell was describing his onetime boss and lifetime friend Ed McLaughlin, the pioneering radio executive who helped transform a sleepy San Francisco station into a Talk radio powerhouse and then moved on to add new dimensions to network radio.

Back in 1962, Talk radio wasn't the industry that it is today. In fact, other than a few attempts by attention-seeking owners, the format hadn't been successfully applied on a wide scale.

McLaughlin, a Bay Area native and graduate of San Francisco State University's broadcasting program, had his eyes set on New York, and if you're on the West Coast, the road to New York takes you through Los Angeles.



Ed McLaughlin

### DAYTIME BLUES

McLaughlin hooked up with Storer Broadcasting's KGBS/Los Angeles (yes, the call letters stood for "George B. Storer"), which was fine, except that the station was a daytimer. Having to turn your station off at 4:45pm during the winter wasn't exactly McLaughlin's idea of a successful operation, so when a friend suggested that he apply for a GSM opening at ABC-owned KGO/San Francisco, Ed's ears perked up — sort of.

In those days KGO wasn't nearly the winner it is today. While it had a 50,000-watt signal that, at night, boomed up the coast and through Alaska, its programming was a dreadful mishmash of local and network fare.

*Trivia time:* KGO's morning man at the time was none other than J.P. McCarthy, who, just a few years earlier, was plucked out of the Army for his first commercial radio gig by consultant Mike Joseph. McCarthy never caught on in San Francisco and bit on a huge offer to join WJR/Detroit, where he would become a legend.

Now, back to the story...

KGO's shortcomings notwithstanding, McLaughlin saw no future in staying with KGBS, despite promises by Storer that the station would have nighttime authority in six months, so he packed up and became KGO's Sales Manager. McLaughlin bet smart: KGBS didn't get nighttime authority for another decade.

The brass at ABC corporate installed Don Curran, a TV promotion director with no radio experience, as KGO's GM. He was given the job of attempting a Talk format on a radio station that had never earned a dime in profit during its ABC ownership.

### BLUE RADIO

McLaughlin was intrigued by some of Curran's ideas about radio — specifically, Talk radio. The station's most popular personality at the time was on from 10am-1pm. His name was Ira Blue, a sportscaster-turned-talk host who broadcast live from the Hungry I, a hip nightclub in the city's North Beach district.

Blue has been described as the Howard Cosell of California, an abrasive fellow people loved to hate but couldn't ignore. McLaughlin and Curran used Blue's call-in program both as a prototype for the station's programming and a lure for advertisers.

Advertising time buys can come in from all parts of the country, and McLaughlin realized that he was missing out on business emanating from the Pacific Northwest. So he and Curran decided to use KGO's 50,000 watts to their advantage.

The pair flew to Seattle and invited regional advertisers to a late dinner. The guests arrived to find not just dinner on their tables, but a radio as well. At 10pm Curran instructed the guests to turn on their radios, already tuned to KGO's 810 dial position, to hear Ira Blue announce, "Ladies and gentlemen, for the next hour, I'm taking calls only from Seattle."

"Think about that," McLaughlin says. "For the first hour he took calls from Seattle only. Can you imagine how our advertisers felt? Here was a guy in San Francisco taking calls from Seattle on the air in front of them."

The event was a success. KGO drew new business from the then-thriving Olympia breweries and Western Airlines.

### PRICING HARVEY

Over the years both KGO and McLaughlin's career blossomed. When Curran was moved back to the TV division, McLaughlin assumed the GM post at KGO, and in 1972 he fulfilled his dream of reaching New York when he was named President of ABC Radio Networks.

McLaughlin's experience in selling the value of Talk radio proved valuable at the network level. Soon after settling into his office in New York, he opened a drawer and came across a rate card for Paul Harvey. It was blank. He called in his sales manager and quizzed him on exactly what the network was charging for Harvey.

Keep in mind that Harvey's show was on some 365 stations in those days, and McLaughlin expected his sales manager to quote a sizeable figure. He was shocked to hear

that the network was only getting about \$850 per spot. At KGO he had charged nearly as much for a single station.

McLaughlin fired off a memo to the network sales staff and announced that he was immediately raising Paul Harvey's rate to \$4,000 and that the first salesperson to sell a \$4,000 spot would be awarded a \$4,000 bonus.

Bingo!

McLaughlin is proud to note that Harvey's program commands north of \$40,000 a spot these days.

### A FATEFUL DECISION

McLaughlin started a network-distributed Talk format on ABC, but in the late '80s the brass decided to close it down in a cost-cutting move. After nearly three decades with the network, McLaughlin made a fateful decision to leave the company and strike out on his own.

His first call was to Dean Edell, the man who began our story with. Edell was one of the personalities who would be left jobless as a result of the scaling back. As Edell recalls the conversation, McLaughlin said, "Dean, I've got good news and I've got bad news. The bad news is, tomorrow you're going to be fired. The good news is, I'm going to quit ABC, and you and I are going into business together. We're going to prove that syndicated talk radio can work."

"So, Ed flew out and wrote out an agreement on a napkin that said that, once we took expenses off the top, we'd split the money," Edell says.

It was a new territory for the two, but in almost no time Edell's show was in 350 markets. Hungry for more, McLaughlin called Edell once again and said, "Dean, we're in every market we can be in. We can't go any further, and I think we need to take on some more talent. I have this person in mind. He's a talk show host in Sacramento. He's got a last name that sounds like smelly cheese, and he does this conservative talk stuff."

To Edell, a conservative host with a last name like smelly cheese didn't sound like something that would be successful, so he told McLaughlin, "We can't go on like this. You go forward with the company. I'll just take a little percentage of the sales, and you go with the guy who sounds like smelly cheese."

Working out of office space provided to him by his former employer, CapCities/ABC, McLaughlin himself made affiliation calls to general managers while his wife, Pat, fielded incoming calls.

*The Rush Limbaugh Show* began with 50-odd affiliates but quickly blossomed into the most successful network program in radio since the dawn of television. More than a few radio executives will tell you that the show revitalized AM radio and was the spark that made News/Talk the most popular format in the land.

McLaughlin sold his company and now enjoys the spoils of retirement. But he's not inactive, as he participates in several charitable organizations, most notably as President of the Broadcasters Foundation, an organization that provides financial assistance to broadcasting professionals in need.

"I miss the business," Ed says. He commands those who remain in it to "be proud of this business, and remember the old cliché 'Nothing happens until somebody sells something.'"

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## Street Talk®

### Infinity Prepares For Life Without Arbitron

Infinity's contract with Arbitron officially expired following the release of the fall 2001 ratings reports. As of press time, negotiations between the two companies had hit a brick wall, with a new deal far from settled. Last week Infinity Radio President Dan Mason issued a memo to station managers suggesting that local sales executives prepare to go about their business without the benefit of Arbitron data. The first batch of winter 2001 Phase 1 Arbitrends roll Feb. 22, and Mason hopes Infinity will have a new deal in place before then. Viacom spokesperson Carl Folta was unable to comment on the matter to *ST*, and Arbitron spokesperson Thom Mocarisky was unavailable for comment.

A 12-minute video produced by "Radio's Best Friend," **Art Vuolo**, focusing on New York radio's response to the Sept. 11, 2001 terrorist attacks was stopped eight minutes into its showing at last week's annual New York-area Achievement in Radio awards, apparently after many people in the audience began to cry. Clear Channel/New York's Scott Elberg tells N.Y.'s *Daily News* that at least a dozen people requested that the video be turned off because it was too upsetting. Vuolo said that many attendees were upset because they had lost family and friends in the attacks but added that many others asked for copies of the film. Vuolo's film will be screened in its entirety this week at R&R's Talk Radio Seminar in Washington.

The National Religious Broadcasters Association on Feb. 16 agreed to accept the resignation of **Wayne Pederson** as President/COO, effective immediately. Pederson replaced E. Brandt Gustavson, who died of cancer in May 2001, and was the NRBA's unanimous choice for the top slot. However, a raging debate over the future direction of the evangelical media association ultimately came down to a question of confidence in Pederson's leadership, the association said in a statement. An NRBA spokesman tells *ST* there is no time frame for filling Pederson's former post and that a search will begin shortly.



THIS WEDDING'S RATED 'XXX!'

Who says Vermonters can't be cutting-edge? After all, it is the land of maple syrup, great skiing and Phish. **WXXX (95 Triple X)/Burlington, VT** decided to follow up its Valentine's Day 2001 civil union between two gay men by having morning duo Mike and Chantal host the wedding of two local residents who exchanged their vows in the buff! The couple not only steamed up the studio as they became husband and wife (the PG version of the photo's shown here), they also spent the remainder of the wakeup show undressed — aside from their wedding bands, of course.

And this just in: **Dave Lombardi** becomes Sr. Director/Rock & Alternative Promotion at Arista.

#### MAXimum Exposure For New Atlanta FM

Leave it to the folks at Clear Channel to pull a stunt like the one involving WMAX's launch in Atlanta (see Page 3). Newly minted CC/Atlanta Director/Programming **Tim Dukes** tells *ST* that Clear Channel produced a 60-second spot for a compilation CD called '80s to the Max. Those interested in purchasing the CD were asked to call a toll-free number to order the item. The fun folks behind the CD bought time on crosstown WSB-FM, and the commercial aired throughout that station's "Totally '80s" weekend. The Max CD does indeed exist, and Clear Channel is giving the disc free of charge to those who ordered it — along with a thank-you note. After all, Clear Channel now has a great database filled with potential P1s of 'MAX. Dukes says, "We'd like to thank Cox for accepting our advertising and helping us grow our new radio station."

**WOCQ/Salisbury-Ocean City, MD** recently relocated to new offices and studios. To lighten the load, the CHR/Rhythmic held a Come Get It So We Don't Have to Move It promotion. PD Wookiee tells *ST* the goodies included some carts with commercials dating back to 1988, old bumper stickers, the large brown plant from the lobby and Taco Bell gift certificates that expired 10 years ago. "We told people to try 'em anyway — just look for the dumbest guy at the counter," Wookiee says.

By the way, this item originally appeared in something we like to call **Street Talk Daily**. If you're not receiving this little puppy every morning, call the friendly folks at 310-788-1625, and we'll hook you up.

From the *ST Valentine's Day Update Desk*: **WKTU/N.Y.** listener Dwayne Thomas picked up a vacation and \$1,000 worth of jewelry from the station by winning its Nude With a Dude Valentine's Day contest. Thomas scored the prizes when the man he shared a sleeping bag with got out after 25 hours.

#### Radio One Goes To The Mall!

A search for new office space has ended for the company's **KBFB & KTXQ/Dallas**, and it's just down the hall from Lady Foot Locker, Chick-fil-A and Luby's, among other stores. The stations are now located in a former theater tucked inside Valley View Center, a shopping

Continued on Page 44

### Records

• **Christine Chiappetta** joins IDJMG in a Sr. Director/Promo post. She'll be based in Los Angeles.

• Foodchain Records brings aboard consultant and former Wind-up Director/West Coast Promo **Annie Eason-Lumby** as its new VP/Promo.

**FOR THE RECORD:** Pyramid is a secular label and does not focus its efforts on Christian product.

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## Street Talk®

Continued from Page 42

mall in North Dallas. The 140,000-square-foot space includes two broadcast studios, production studios, a small auditorium designed to hold private concerts and events and a basketball court that's open to the public. A welcome reception featuring air personalities Tom Joyner and Russ Parr took place Feb. 20.

Industry sources tell the *Miami Herald* that **Howard David**, a Westwood One NFL commentator, has emerged as the leading candidate to succeed Jeff DeForrest on WQAM/Miami's morning show. DeForrest was suspended last month after pleading guilty to paying kickbacks to a Miccosukee Indian Gaming marketing director to ensure television contracts for DeForrest. Beasley/Miami VP/GM Greg Reed did not return ST's call seeking comment.

After less than a month as an in-house consultant and PD of WTMP-AM & FM/Tampa, **Russ Allen** turns in his keys and exits the Urban combo.

WZMR/Albany, NY PD **Patrick Ryan** resigns to become GM of Magnum Broadcasting's Valdosta, GA properties.

WOKL/Tallahassee, FL drops Oldies for CHR/Rhythmic as "100.7 The Beat." The station's new calls are WBWT, and **Steve King** adds PD duties for the station. King has been PD of Clear Channel/Tallahassee sisters AC WTLY and Alternative WXSX and will retain his 'XSR duties. Assuming his duties at 'TLY will be **Chris Van Dyke**. WOKL's former PD, J.L. Dunbar, will now be Asst. PD for The Beat.

Westwood One founder and Chairman **Norm Pattiz** will receive the Broadcast Education Association's Distinguished Education Service Award at the BEA's 47th annual convention. He'll receive the award, which salutes his leadership role in helping to bridge the gap between academia and the broadcast industry, at a luncheon banquet to be held in Las Vegas on April 7.

Kudos to Jones Radio Networks VP/COO **Edie Hilliard**, who'll receive the first-ever Dorothy Stimson-Bullett Award from American Women in Radio & Television's Northwest chapter at a ceremony to be held March 7 at Seattle's Harbor Club.

### ST Reunion Center

Twenty years as a CHR is a rarity in this business. On May 1, 1982, **WSTO/Evansville, IN** signed on as a Top 40 by playing one of ST's all-time favorites: "65 Love Affair" by Paul Davis. WSTO is now asking station alum to return to Indiana from May 3-5 for a "big ol' party!" If you'd like to attend and reminisce with friends new and old, e-mail PD Dave Michaels at [drdave@wsto.com](mailto:drdave@wsto.com).

### Promo Item O' The Week

#### FIRE-STARTING PUNK!

When Nitro Records sent us a copy of its just-released compilation CD *Punkzilla*, the fun-minded promo folks at the label included this funky little toy the kids at ST Central have dubbed Sparky. Sparky just loves shakin' his groove thing to such booty-movers as "Democracy?" by The Damned and T.S.O.L.'s "Wasted," among other tracks. We're sure you'll dig the album too.



RADIO & RECORDS



1

- **Jack Rovner** becomes to President of RCA Records.
- Hispanic Broadcasting elevates **Gary Stone** to Sr. VP/COO, names **David Lykes** Exec. VP/Corporate Affairs.
- Clear Channel/Philadelphia sets **Dave Allen** as Sr. VP/Programming & Marketing as **Joe "Butterball" Tamburro** rolls into the WDAS-AM & FM/Philly VP/Station Manager post.
- **Kipper McGee** grabs PD duties at WDBO/Orlando.

5

- **Chancellor Broadcasting** and **Evergreen Media** merge, absorb Viacom's radio division in \$5 billion deal.
- **John Sigler** signs on as VP/Rock Promotion at MCA Records.
- **John O'Connell** upped to PD at WPBZ/West Palm Beach.

10

- **Danny Goldberg** becomes Sr. VP of Atlantic Records.
- **Ken Nanus** named GM of WIP/Philadelphia.
- **KMPC/Los Angeles** goes Sports with **Len Weiner** as PD.

15



Dave Anthony

- AOR **KMET/Los Angeles** adopts a "New AC" approach as **KTWV** (The Wave).
- **Dave Anthony** tapped as PD for **KILT-AM/Houston**.
- **KLOL/Houston** ups **Dayna Steele** to Asst. PD and **Harvey "Dr. K" Kojan** to MD.

20

- **Jeff Peck** picked as VP/GM of **KOGO & KPRI/San Diego**.
- **Jim Pemberton** boosted to Asst. PD at **WFBQ/Indianapolis**.
- **Jim Richards** named MD of **XTRA-FM (91X)/San Diego**.

25

- **Benjamin Cain** appointed PD/afternoons at **KAKC/Tulsa**.
- **Ted Habeck** named MD of **KSHE/St. Louis**.
- **Tom Joyner** returns to mornings at **KKDA-AM/Grand Prairie (Dallas), TX**.



Ted Habeck

The nomination round has begun for R&R's 2002 Industry Achievement Awards. Here's your chance to nominate the best and the brightest for the industry's most prestigious honors. Categories include Station of the Year, GM of the Year, PD of the Year, MD of the Year, Personality of the Year, Record Label of the Year, Promotion Executive of the Year and Independent Promotion Person of the Year. The ballot appears in this week's issue, and we kindly request that you return it by mail (no faxes or photocopied ballots accepted) before March 8. The official awards ballot will be mailed in April, and winners will be announced at R&R Convention 2002, June 13-15 in Beverly Hills, CA.

If you have Street Talk, call the R&R News Desk at 310-788-1699, or e-mail [streettalk@ronline.com](mailto:streettalk@ronline.com)

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KROQ	KNRK
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WMRQ	WZNE
WHRL	KTEG
WNFZ	KWOD
WBSX	WKRL

**Rock:**

WAAF	KUFO
KUPD	WRIF
WLUM	WEBN
WBZX	KQRC
WKLQ	KXXR
KRXQ	WLZR

and many more...

**On Tour:**

Feb 21	NYC
Feb 22	Worcester
Feb 24	Washington
Feb 27	Dallas
Feb 28	San Antonio

# STATIC-X

The new single from Machine and Music from the Motion Picture

## QUEEN OF THE DAMNED

Lead song of "Queen of the Damned" soundtrack in stores now. Also in all spots for the film as well as in the movie.



Film opens 2/22

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STEVE WONSIEWICZ

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## Botwin Charts Columbia's Course

■ New president talks artist development and label management

Columbia Records Group President **Will Botwin** has come a long way since beginning his music-industry career in 1980 as a local promotion rep for Capitol Records.

Now the veteran artist manager is facing his biggest challenge yet: succeeding Columbia Chairman Don Ienner as the eighth President in the 119-year history of Columbia Records. Naturally, Ienner — who was the longest-serving President in the history of the company (over 13 years) — will continue his overall leadership of the company. But, for Botwin, the new post means more duties, more responsibilities and more pressure, especially since the label is coming off a four-year sales and airplay winning streak.

Prior to joining Columbia in 1996 Botwin ran Side One Management for 15 years, founding it shortly after leaving his Capitol promo post. During that time he worked with some of the music industry's most talented singer-songwriters, including Lyle Lovett, John Hiatt, Steve Earle, Los Lobos and Liz Phair. That experience showed him what is required to develop career artists.

I caught up with Botwin soon after his promotion was officially announced. Here's what he had to say.

**R&R:** How will your role change within the company?

**WB:** I've been Exec. VP/GM for the past three years. This is just an expansion of my same responsibilities. Obviously, the title of President — and being the eighth in the 113-year history of the company — brings a level of leadership, responsibility and pressure, and I take the leadership and responsibility part very seriously, as I always have. We've been fortunate to be a sales and airplay leader for several years, so it's not like I'm coming into a new position. It's about taking it to a new level and new places.

**R&R:** What will be some of your new duties?

**WB:** I'll be more involved in overall marketing and artist development. I have been overseeing marketing, but I will be taking an expanded role in artist development. I have been overseeing A&R since I came to the company six years ago, and I've been involved more in the marketing and related creative aspects over the past three years. Now I'll expand on that, which is great for me, because it's the lifeblood of what we do.

**R&R:** In 2001 Columbia was R&R Label of the Year for the fourth consecutive year. How will you build upon that?

**WB:** We just have to do better. We made a great transition of our artist roster during that time, from the staples that Columbia is known for — like Aerosmith, Maxwell and Lauryn Hill — to having a nice blend of newer artists who have started to become established and who are starting to extend their careers, like Train, System Of A Down and Five For Fighting. We have to do more of that.

We have to find the best talent, break more artists and extend and create long-term careers.

I think we've succeeded in doing that, which runs kind of counter to what the record industry has become over past several years. We've worked very hard to find artists who have something to say, who have a personality that will appeal to people, and who have the ability to be more than a one-hit situation.

We've concentrated on being very patient with our artist-development process. Look at Train: It took two years for their first album to go Platinum. Now the band's second album, as well as its first, is double Platinum.

Union Underground are another example. We worked three singles last year and only scanned about 400,000 copies, but we're confident that when we release their second album later this year, we'll be able to accomplish what we did with System Of A Down, which is take them to Platinum and beyond.

We're really just trying to create a staging situation where we can continually develop artists who can get a foothold in the market, as opposed to doing it in a way where we seem desperate for a hit or quick success. Our strength allows us to be patient.

**R&R:** Those must be gutsy calls, especially with the pressure to meet quarterly profit expectations and the quick bang for your buck mentality that often pervades the industry.

**WB:** We're fortunate that our results at Columbia have matched expectations. We're very aggressive in what we expect of ourselves. I'm fortunate to work with the most talented team in the record industry. I have a lot of tools at my disposal and partners in my efforts. Obviously, Donnie is the guy who starts it all and allows us to do a lot of things that are different.

When you think of the Columbia brand, you think of classic artists like Bruce Springsteen and Bob Dylan. Well, I think Marc Anthony is a clas-

sic artist. I think Pete Dinklage can become a classic artist. Those are just some of the artists we want to work with.

We don't want to go to radio in a way where it's all about generating results from a single. It's more about coming to radio with a story. It's more difficult than ever to launch artists at radio. We have to be more creative to find more avenues in which we can establish the first level of success for the artist so we can introduce them to radio with a story.

**R&R:** Columbia has been breaking singer-songwriters where several other labels are struggling. Are you doing things differently, or just executing better than other companies?

**WB:** We are doing things differently. If you look at some of those artists, like Train, Five For Fighting, Pete Dinklage and, now, John Mayer, those are very song-based and live performance-based artists. They have been greatly influenced by the Dylans and Springsteens. They happen to write great songs, possess unique voices and work tremendously hard on the road.

That lends itself to micromarketing strategies that are directed toward each local performance. It's about taking advantage of the small things and not trying to hit it out of the park every time. We want to generate a lot of singles that lead to a lot of RBIs.

We look at each level and try to make a plan that's not just about one phase or one shot. We make plans to roll out artists and their records over years, plans that don't have an expiration date. It allows us a lot of freedom to do the small things right. [Exec. VP/Promotion] Charlie Walk is absolutely the best, and when we get them teed up for promotion, they can hit the ball a long way.

**R&R:** There have been significant changes within the urban music division since you joined the company. That genre, given your background at the time, wasn't your strongest area. How has your team been able to continually regroup seemingly without missing a beat like other labels have?

**WB:** We've been able to hold it together based on the strength of the artists. We have some wonderfully talented people. Jermaine Dupri's label, for example, has been a great source of talent for us. Even though we haven't had an overall, identifiable head of the department, as some labels do, we have some incredible and inspiring A&R and product managers who have shown a



ATLANTIC SINGING 'OH DONNAS'

Atlantic Records executives and The Donnas celebrate the group's new record deal with the label. The band plan to begin recording their new album in March, with longtime producer Robert Shrimp. The disc is slated to be released this summer. Pictured here (l-r) are Atlantic Sr. Director/A&R Nick Casinelli; attorney Kenny Meiselas; Atlantic co-President Ron Shapiro; bandmembers Torry Castellano, Maya Ford, Brett Anderson and Allison Newman; Atlantic co-President Craig Kallman and A&R executive Mary Gormley; and The Donnas' managers, Molly Newman and Joey Minkes.

great deal of responsibility and have come up with some great plans that have kept everything together.

**R&R:** How much have you learned working in the genre?

**WB:** I've had an amazing education. I have not worked on a management level in the urban space, and my six years at the label have been nothing short of a Harvard MBA education in that side of the business, with Donnie being the biggest teacher. I've learned by staying involved in all aspects — at first as more of an observer, and then a gradual participant, and then taking on more responsibility.

At Columbia, we don't try to segregate the urban department. It's part of the overall company. Records have to start at urban or with street marketing in the city or region, but we make sure that it's connected to the overall company. That's helped me a lot while working with the artists.

**R&R:** What is Columbia doing to control costs? Are there areas — whether it's marketing, promotion or production — in which the company can become more efficient?

**WB:** We're always trying to be more efficient. Everything costs more, and we're getting squeezed from all sides: video production, promotion, making records — you name it. Every week we look at ways to be more efficient, like using the next hot video director or next talented creative person rather than the ones who are more established. We're also being smarter about our advertising buys and promotion spending.

One of the things we focused on is our artist roster. The label is smaller than when I joined, and that was a direct result of wanting to spend more time and resources on the artists on the label. We've tried to focus our efforts on a smaller group of artists, which has allowed us the resources to break those artists.

**R&R:** How many artists did you let go?

**WB:** We don't like talking about actual numbers, but our roster is now about a third smaller. Naturally, it didn't happen overnight. There was a lot of planning, plus some attrition, that led to the drop. We're fortunate now to have a concise, extremely talented roster of artists that we're always trying to make better.

**R&R:** Are there any particular genres in which Columbia needs to get stronger?

**WB:** We're trying to extend even

further into hip-hop- and R&B-based artists. We've been building the rock side very well, and we'll probably see more pop breakthroughs this year.

**R&R:** You've been at Columbia for a while and have witnessed the tremendous change in the radio landscape. Is it getting more difficult to get your artists exposed at radio? And, realistically, would you like to see change at radio?

**WB:** Please tell everyone at radio to front- and back-announce the songs. I'm a fan of radio and music. Only very rarely when I hear something on the radio am I told who the artist is. If radio did that, I believe we'd sell more records and people would get more familiar with artists quicker.

Clearly, consolidation has made it more difficult. We have the best promotion staff in the business, so we're holding our own. But we're always trying to do new things and always battling research and that kind of programming.

**R&R:** Unit sales are down. Unauthorized song copying on the Internet is as rampant as ever. When it comes to sales, do you think it's simply a matter of needing a few more hit albums, or has the business fundamentally changed?

**WB:** Hit records and star artists always make a lot of the bills go away. We're conscious of that. But it's definitely a period of change in our business, thanks to the digital world, CD burners and the resulting copyright infringement. We need to develop new ways to use those resources — which our company is very on top of — but we're all still trying to find the best way to monetize them, and we need to continue to experiment. The industry still doesn't have all of the answers.

**R&R:** Will sales begin ratcheting back up, or is the business in for flat or slowly declining sales in the very near future?

**WB:** We'll see some bigger albums than we did last year, when nothing broke 5 million units. In these challenging times, with these new sets of circumstances and the economic realities in the U.S. and the rest of the world, I can only look at it optimistically. I think that we'll emerge fleetier and more creative and come up with solutions that will motivate people to return to the stores and convince people to buy it and not burn it. I remain very optimistic, because we have the team in place to accomplish that.



LAUNCHING PAD LAUNCHING PAD

# LAUNCHING PAD

## Epic's Planet Becoming Stars

The planets are finally aligned for Los Angeles alt pop band **Phantom Planet**. After being caught up in the late '90s restructuring at Interscope/Geffen/A&M, the group has the industry buzzing once again, thanks to their Epic Records debut song, "California."

The track, which debuted last week at No. 48 on the Alternative chart, is playing at some of the format's most influential stations, such as WKQX/Chicago, WBCN/Boston, WPLY/Philadelphia, WSUN/Tampa, WNNX/Atlanta and KEDJ/Phoenix. At Triple A, stations that have added the track include WRNR/Baltimore, WKOC/Norfolk and KCTY/Omaha.



Phantom Planet

Phantom Planet — lead vocalist-guitarist Alex Greenwald, guitarist-vocalist Jacques Brautbar, guitarist Darren Robinson, bassist-vocalist Sam Farrar and drummer Jason Schwartzman — officially formed in 1994, when all of the members were barely teenagers. Greenwald and Schwartzman, in fact, attended elementary school and Cub Scouts together.

The group signed to Geffen Records in 1996 and released their debut album, *Phantom Planet Is Missing*, in 1998. Soon after, the project was put on indefinite hold, when Geffen was folded into Interscope/Geffen/A&M in the wake of Seagram's purchase of PolyGram. Eventually, the band and their label amicably parted ways.

Fortunately, it didn't take long before several other major labels — Warner Bros., Virgin, Elektra and Epic, among others — came calling. Sony Music Entertainment International Sr. VP/A&R **David Massey** met with the group around the beginning of 2001 and was immediately interested in signing them. "I really liked what they had done in the past, but when I heard some of the new songs they were working on, I knew I had to sign them," he says.

Within a month or two Epic signed the group, lined up producers Mitch Froom (Tom Waits, Crowded House, Elvis Costello, Paul McCartney) and Tchad Blake (Pearl Jam, Peter Gabriel, Sheryl Crow) and put the band in the studio. "Once they agreed to be with us, things happened relatively quickly and smoothly," Massey says. "The guys already had a lot of material written. They just needed to spend some time with Mitch and Tchad to work on the material."

In the group's official bio, Greenwald says of the sessions, "Mitch and Tchad really pushed us to be the best we could. We would constantly throw ideas at one another — at times it was hard to agree on certain things — but whatever ideas were left that we could agree on would make the song 10 times better."

Although the album was completed in late summer 2001, Epic chose to wait until the new year to release it rather than rush it out to retail during the hyper-competitive fourth quarter. "We wanted the band to spend more time on the road and get some more experience outside Los Angeles, where they had been playing for a long time," Massey says. "We used that time to introduce them to radio, retail and the press, and it made a big difference. It was one of our best setups for a new artist."

The resulting buzz definitely helped at radio, says

Exec. VP/Promotion **Hilary Shaev**. "It was a pretty extensive promo tour, where we visited a lot of major markets throughout the country," she says. "Nearly everywhere they went we had them play for people, whether it was in the conference room of a radio station or at a key indie retail store. That tour proved invaluable in several ways. Number one, people were able to see that not only was 'California' a great song, but the band's album has several other hits as well. Number two, the tour gave many important people an opportunity to meet the guys and hear firsthand their vision for the group and their music."

Not surprisingly, Schwartzman's acting resume (including roles in the movies *Rushmore* and *Slackers*) and Greenwald's Hollywood credentials (he's appeared in several commercials and had a co-starring role in the indie movie *Donnie Darko*) helped pique the media's interest, leading to appearances on *Late Night With David Letterman*, write-ups in several major music magazines and support from MTV.

"There's no doubt that Jason's celebrity status helped us get our proverbial foot in the door, especially with stations that don't necessarily put a lot of music from new bands on the air," Shaev says. "But it still comes down to the music, and, fortunately, we now have a lot of fans out there."

As for radio, Epic opted to begin working the record at Alternative and Triple A. Sr. VP/Promotion **Joel Klaiman** comments, "We knew from the band's previous album there were a lot of fans at radio at those formats. It's the ideal place for them to build a base, and it's where, when we were doing the initial promo tour, we were getting the best feedback."

"After programmers had some time to listen to the entire album, they'd not only tell us that 'California' was a great song, but would also mention two or three other tracks they really liked. We got the same comments from several programmers at Hot AC and CHR/Pop."

Going forward, Epic will continue building its base at Alternative and Triple A before trying to cross "California" to other formats. Hot ACs KYSR/Los Angeles and KZZO/Sacramento have already started playing the song.

"We have to build that base and superserve that audience, even though there are several Hot AC and CHR/Pop stations expressing interest in the band and 'California,'" Shaev says. "When the time is right and the demand is there, we'll take it to those stations."

Phantom Planet's Epic debut album, *The Guest*, hits retail Feb. 26.

Ready for Takeoff returns next week.

— Steve Wonsiewicz



FOOS FOLLOW MAP

RCA Records' Foo Fighters took time from recording their upcoming fourth album to play a special one-off benefit at the Anaheim House of Blues for the Musicians' Assistance Program, a nonprofit organization founded in 1992 by Buddy Arnold and his wife, Carole Fields, to provide treatment for musicians addicted to drugs and alcohol. The benefit was organized by the band's Taylor Hawkins, who relied on MAP during his recent struggle with substance abuse. Pictured here (l-r) are Arnold, Fields and bandmembers Hawkins, Dave Grohl and Chris Shiflett.

## MUSIC NEWS & VIEWS

### AOL To Webcast Grammy Awards

The Grammy board and America Online have partnered to provide extensive behind-the-scenes online programming for AOL's 33 million subscribers during the 44th Grammy Awards festivities. Included in the package are behind-the-scenes webcams that will provide footage of the Grammy rehearsals, live day-of-show "Red Carpet" webcasts, on-demand interviews with nominees and other celebrities, coverage of the MusicCares Person of the Year dinner and concert and a searchable database of Grammy winners and related trivia. Additionally, AOL will be the exclusive webcaster of J Records Chairman/CEO Clive Davis' legendary pre-Grammy gala to be held the night before the awards show. The Grammy Awards will be televised on CBS-TV beginning at 8pm ET on Feb. 27 in Los Angeles.

Meanwhile, the Grammys has added a host of artists to its performance slate, including Bob Dylan, OutKast and Joshua Bell. Also, the quintet of Christina Aguilera, Lil' Kim, Mya, Pink and Missy Elliott will perform "Lady Marmalade." These artists join Alan Jackson, Alicia Keys, Alejandro Sanz and Destiny's Child, Dave Matthews Band, 'N Sync and Nelly and a tribute to the soundtrack *O Brother, Where Art Thou?*

### Rap, Hip-Hop Top Extreme Fest

Some of rap and hip-hop's biggest stars will perform in the inaugural **Beyond 2002 Sports Festival**. The music and extreme sports celebration, scheduled for April 12-14 in Miami, will feature artists such as Snoop Dogg, OutKast, Busta Rhymes, Ludacris, Method Man, Ice-T, Slick Rick, Doug E. Fresh and Afrika Bambaataa.

The festival will also feature some of electronica's newest stars, including Jackel And Hyde, Separate Entity, Monk and Rabbit In The Moon. Organizers also expect to announce a slate of alternative rock acts in the near future. In addition to the music lineup, the festival will feature competition in skateboarding, in-line skating, snowless ski jumping and BMX biking.

In other concert news, **Green Day** and **Blink-182** will co-headline the Pop Disaster tour, which begins

April 17 in Bakersfield. Opening for the first half of the 41-date tour are **Jimmy Eat World**; **Saves The Day** will support the second leg ... **Usher** embarks on a national headlining tour April 25 in Denver ... **Incubus** kick off their headlining tour April 11 in Portland, OR ... Hip-hop group **Dilated Peoples** begin a national tour March 5 in San Francisco.

This 'n' that: Congrats to **Britney Spears**, whose feature film debut, *Crossroads*, was the No. 2 movie at the box office over the Presidents Day weekend. The film grossed \$21.9 million, close behind the Denzel Washington drama *John Q*, which took in \$24.1 million ... Oscar-winner **Cuba Gooding Jr.** has agreed to star as a hip-hop producer in the MTV Films pic *The Fighting Temptations* ... Elektra Entertainment Group will release six more albums in the *Live Phish* series. The multi-CD series, which debuted last fall, will feature songs from performances from Aug. 14, 1993; July 10, 1999; Aug. 26, 1989; June 22, 1994; Nov. 17, 1997; and Aug. 13, 1996.



Snoop Dogg

## POLLSTAR CONCERT PULSE

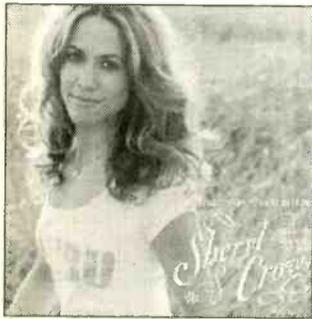
Pos.	Artist	Avg. Gross (in 000s)	Among this week's new tours:
1	U2	\$1,659.7	
2	NEIL DIAMOND	\$956.6	PRINCE
3	BRITNEY SPEARS	\$791.6	PUDDLE OF MUDD
4	AEROSMITH	\$665.6	SIR MIX-A-LOT
5	AMY GRANT/VINCE GILL	\$412.6	SOIL
6	OZZY OSBOURNE	\$384.5	TRICK PONY
7	MANNHEIM STEAMROLLER	\$354.7	USHER
8	ROD STEWART	\$313.5	
9	JERRY SEINFELD	\$307.5	
10	BOB DYLAN	\$299.2	
11	WIDESPREAD PANIC	\$243.3	
12	PHIL LESH & FRIENDS	\$238.1	
13	WEEZER	\$222.3	
14	BARENAKED LADIES	\$221.9	
15	MAXWELL	\$180.1	

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

February 22, 2002

## Something To Crow About

Headquartered in Los Angeles, we here at Music Meeting pretty much soak up the sun all year long. Well, we decided to share the love this week with an artist who's as hot as the sun itself —



Sheryl Crow

**Sheryl Crow!** Last Wednesday Music Meeting beat everyone to the punch by making Crow's new single, "Soak Up the Sun," available for download online. Programmers flocked to our site to soak up the first single from her upcoming album, *C'mon*. For those of you who can't get enough of Crow, check out the singer's provocative photo shoot and cover feature for men's magazine *Stuff*.

But the downloads don't end there. Adult Contemporary mainstay **Michael Bolton** uses digital delivery to turn programmers on to his first project for Jive, "Only a Woman Like..." It's available for download in the CHR/Pop and AC formats today — why make your audience wait? The Lyric Street ladies of **SheDaisy** also deliver their latest single, "Get Over Yourself," to your desktop via Music Meeting. Available for download in the Country section, this uptempo kiss-off is sure to win over programmers. Find out why listeners will be eager to pick this Daisy.

We also have a big ol' dose of rock this week. There's lots of buzz surrounding Island Def Jam's **Andrew W.K.** We get the party started at Alternative, Active Rock and Rock

with his fist-pumping, beer-swilling anthem, "Party Hard." While we're on the subject of having fun, **Alien Crime Syndicate** offer up a lighthearted ode to metal with "Ozzy." With the world's first heavy metal reality show, *The Osbournes*, set to premiere on MTV, it's the perfect time to "lift up your hands if you like Ozzy." Find it in Active Rock and Alternative.

For programmers looking for relief from rap metal, we've got some melodic rock courtesy of Universal's **Jeremiah Freed** and MCA's **Familiar 48**. Free yourself with Freed's "Again" in the Alternative, Active Rock, Rock and Triple A sections. 48's "The Question" leaves no doubt as to its potential at Rock and Active Rock.

If you like your rock more dark and brooding, we've got your ticket as well, with Universal's **Flaw**, Maverick/Warner Bros. act **Onesidezero** and Wind-up upstarts **12 Stones** at the Alternative, Active Rock and Rock formats. Flaw have perfected their nu-metal approach with "Whole," while Onesidezero's "Instead Laugh" has an evil sneer beneath its anguish. The Stones (not those Stones) provide plenty of guitar crunch with "Broken."



Busta Rhymes

While 12 Stones hope to weigh in at Rock, **Angie Stone** is certainly rollin' with Urban listeners and critics alike. Listen to her sexy and smooth vibe on "Wish I Didn't..." at Rhythmic and Urban. Add it today, or you'll wish you had tomorrow. Meanwhile, **Busta Rhymes** checks in at Rhythmic and Urban with a song that would make the Ladies Man from *Saturday Night Live* proud. "Pass the Courvoisier" is an intoxicating track featuring P. Diddy and Pharrell. Sidle on up to the bar and order a double shot of this one; your listeners will appreciate your generosity. Don't wait until last call to check out the latest releases — Music Meeting is open 24/7, offering free shots of the best stuff out there.

— Frank Correia

## R&R Going For Adds™

Week Of 2-25-02

### CHR/POP

**FAT JOE f/ASHANTI** What's Luv? (*Terror Squad/Atlantic*)  
**KID ROCK** Lonely Road Of Faith (*Top Dog/Lava/Atlantic*)  
**RES** They-Say Vision (*MCA*)

### CHR/RHYTHMIC

**ANGIE STONE** Wish I Didn't Miss You (*J*)  
**CITY HIGH** City High Anthem (*Interscope*)  
**CODE 5** What's Ur Name Girl? (*Elektra/EEG*)  
**JAGGED EDGE f/NAS** I Got It (*So So Def/Columbia*)  
**LUDACRIS** Saturday... (*Def Jam South/IDJMG*)  
**NAS** One Mic (*Columbia*)  
**P. DIDDY f/USHER & LOON** I Need A Girl (*Bad Boy/Arista*)  
**RES** They-Say Vision (*MCA*)  
**SASSEY f/GHETTO ROMEO** Kiss You (*Universal*)  
**YING YANG TWINS** Say I Yi Yi (*Koch*)

### URBAN

**ANGIE STONE** Wish I Didn't Miss You (*J*)  
**BABYFACE** I Keep Callin' (*Arista*)  
**JAGGED EDGE f/NAS** I Got It (*So So Def/Columbia*)  
**NAS** One Mic (*Columbia*)  
**LUDACRIS** Saturday... (*Def Jam South/IDJMG*)  
**P. DIDDY f/USHER & LOON** I Need A Girl (*Bad Boy/Arista*)

### URBAN AC

No Adds

### COUNTRY

**BRAD PAISLEY** I'm Gonna Miss Her (*Arista*)  
**JOANNA JANE'T** Since I've Seen You Last (*DreamWorks*)  
**SARA EVANS** I Keep Looking (*RCA*)

### AC

**CITIZEN COPE** If There's Love (*DreamWorks*)  
**MICHAEL BOLTON** Only A Woman Like You (*Jive*)  
**RES** They-Say Vision (*MCA*)

### HOT AC

**CITIZEN COPE** If There's Love (*DreamWorks*)  
**MARC ANTHONY** I Need You (*Columbia*)  
**NATALIE MERCHANT** Build A Levee (*Elektra/EEG*)  
**RES** They-Say Vision (*MCA*)  
**SHERYL CROW** Soak Up The Sun (*A&M/Interscope*)  
**SIMPLE PLAN** I'm Just A Kid (*Lava/Atlantic*)

### SMOOTH JAZZ

**ACOUSTIC ALCHEMY** Tuff Puzzle (*Higher Octave*)  
**RICHARD ELLIOTT** Shotgun (*GRP/VMG*)  
**STEVE COLE** So Into You (*Atlantic*)

### ROCK

**ANDREW W.K.** Party Hard (*Island/IDJMG*)  
**DOWN** Beautifully Depressed (*Elektra/EEG*)  
**FAMILIAR 48** The Question (*MCA*)  
**FLAW** Whole (*Republic/Universal*)  
**JAKE ANDREWS** The Bitter End (*Texas Music Group/Antone*)  
**12 STONES** Broken (*Wind-up*)

### ACTIVE ROCK

**ANDREW W.K.** Party Hard (*Island/IDJMG*)  
**DOWN** Beautifully Depressed (*Elektra/EEG*)  
**FAMILIAR 48** The Question (*MCA*)  
**FLAW** Whole (*Republic/Universal*)  
**SLIPKNOT** My Plague (*Roadrunner/IDJMG*)  
**12 STONES** Broken (*Wind-up*)

### ALTERNATIVE

**ANDREW W.K.** Party Hard (*Island/IDJMG*)  
**ELBOW** Newborn (*V2*)  
**FLAW** Whole (*Republic/Universal*)  
**12 STONES** Broken (*Wind-up*)

### TRIPLE A

**BONNIE RAITT** I Can't Help You Now (*Capitol*)  
**BRENDAN BENSON** Tiny Spark (*Star Time/Red Ink*)  
**ELBOW** Newborn (*V2*)  
**JAKE ANDREWS** The Bitter End (*Texas Music/Antone's*)  
**JENNIFER KNAPP** Say Won't You Say (*Gotee*)  
**JILL COHN** Oneness (*Boxobeanies Music*)  
**RES** They-Say Vision (*MCA*)  
**SHERYL CROW** Soak Up The Sun (*A&M/Interscope*)  
**TINSLEY ELLIS** Mystery To Me (*Telarc*)

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A Perry Capital Corporation

## Telecom

Continued from Page 1

their listeners to combat smaller competitors. Smaller operators cannot effectively compete in today's radio industry, at least in mainstream formats. However, if they niche their formats, they can minimally survive."

Citadel CEO Larry Wilson presented a different take. "In a small town, local operators are going to know all the key advertisers," he said. "That's a real advantage over a big national company that tries to compete in those little towns. That's one of the reasons we got out of doing that."

In between big companies like Citadel and mom-and-pop local operators are quite a few medium-sized companies, which resemble the nation's middle-class citizens in how they fit into the landscape: They can empathize with both sides.

New Northwest Broadcasters President/CEO Ivan Braiker told R&R that, while "some of the magic of radio" has been lost due to consolidation, the act has allowed companies like his to grow and flourish in ways that they couldn't have before its passage. "Radio is no longer a cottage business," he said. "If we didn't have the ability to cluster, you'd only have four or five stations making a living in some markets."

And, believe it or not, there are still singletons out there surviving in big, competitive markets. Karen Slade, VP/GM of Urban AC KJLH-FM/Los Angeles, said things have gotten tougher at her station since passage of the act. "It was challenging before consolidation," she said, "but the playing field was a little more level then. Post-Telecom Act, it's not one-on-one competition anymore. You have the muscle and might of a big company to contend with, with a network of stations, and they can close you out any way they choose."

Slade said that one of the toughest hurdles she faces is competing for ad dollars against other stations in the same format. She expressed frustration that, despite being minority-owned, KJLH still has a hard time competing for advertisers that simply buy nationally with the big companies. "Even if they're trying to reach my demographic, they believe they've reached the entire market by buying nationally. They don't feel they have to buy that deep."

John Mielke, owner of KKNX-AM/Eugene, OR, said that he's watched the number of competitors in his market dwindle from seven to three. But, despite KKNX's being the only standalone in the market, he said, "It's not really harder to compete." In fact, Mielke said that he has several advantages over his larger competitors, including lower overhead costs (his wife and children are among the station's four-person staff) and a familiarity with the market that transplanted managers simply don't have.

Plus, with his station bought and paid for, Mielke's ad rates are stable and generally lower than the competition's, so he feels there's little threat of fail-

ure. He recalled an incident when another Eugene station manager decided to lower his ad rates to compete with KKNX. "I called my advertisers and told them that was a great rate on that station and they should buy. I knew he couldn't stay in business at those rates, and I'd be alone in the market within a year."

Encouraging his advertisers to buy time on other stations isn't Mielke's only creative business tactic. Since his is a stereo AM station, he offered free advertising to retailers that agreed to stock stereo AM receivers. Mielke also took his station into cyberspace early in the development of streamed audio and said that he now has more online listeners than traditional radio listeners.

While Mielke doesn't think the act has hurt radio, he believes that it has had costly repercussions. "I don't see the ad rates going down, and I don't see everybody keeping jobs," he said, contrary to forecasts he heard from the act's early supporters. He also believes that community service has taken a backseat to profit margins and shareholder value, and he would like to see larger companies place a bigger focus on service. "It's not nearly what it used to be," he said.

Braiker also laments how some stations are less willing to help with charity events now that pressure to deliver a healthy bottom line has increased. "I work with the March of Dimes," he said, "and it's impossible for charities to get airtime. Getting exposure is like pulling teeth. Running PSAs used to be part of the privilege of holding a license."

But Citadel COO Bob Proffitt said that larger companies have the resources to really step up their level of community involvement. "Instead of six or seven stations showing up at events all over town, we can have six or seven stations show up at one event," he said. "When we show up at an event, we're building a home in that market. If we're doing our job and serving our communities, bigger is better." Proffitt also believes that larger operators can still deliver good local content. "We still feel live and local. There is good local programming out there."

Radio Unica CFO Steve Dawson believes that creativity has suffered. "Programming is becoming homogeneous, with a lack of unique talent and program formats," he said.

Liberman also believes that the act has exacted a price from listeners. "Clustering has defeated diversity within formats, leaving behind the minority listener," he said.

Minority-interests watchdog David Honig wonders if there is a way the FCC can address that very issue. Honig, Exec. Director of the Minority Media & Telecommunications Council, asks, "Is there a way that the FCC can promote format diversity or the number of different types of packages in which music or information can be contained — be it language or cultural style or whatever — and simultaneously increase the diversity of viewpoints?" He said that the MMTC will pose that question in the comments it is submitting for the commission's ongoing review of its radio-ownership limits.

While the FCC may never meddle in format issues, many wonder if it will further loosen its radio-ownership rules in this latest rule review. Wilson and Regent CEO Terry Jacobs think the rules should remain as they are, but Braiker and Dawson think the FCC needs to tighten the reins. "In certain markets, loosening ownership limits will limit competition," Dawson said. "In other markets, that may not be the case. Each market needs to be addressed individually."

Braiker said that the FCC should take a harder look at larger markets. "There are too many ways to fly under the radar," he said. While Jacobs said that there "may be some abuses" of the leeway afforded under the act, Adam Thierer — Director/Telecommunications Policy at DC-based think tank the Cato Institute — said that the wave of media mergers would have occurred with or without the act; the law's passage just made it easier.

"The economics of the industry were such that these companies just had to get up to scale," Thierer said. "It makes some people very uncomfortable to think about the idea of having a handful of media conglomerates stalking the land, but one wonders why it doesn't make them equally uncomfortable to have only two primary providers of soda pop and only a handful of major automotive manufacturers. I guess the answer is that we feel that media — especially radio and television — are special."

Thierer also believes that policymakers are too "wrapped up" in ensuring that the public interest is served by the media. "For that very arbitrary and undefined reason, we have all of this continuing regulation, and we probably won't see a complete phase-out of all these rules," he said.

Honig presented a unique analogy, comparing consolidation in radio to the clearing of the Brazilian rain forest. "You may have a lot more corn grown, and maybe there are two or three different species of corn that's grown, but you're losing a lot of biodiversity," he said. "We're losing a lot of intellectual uniqueness. What you have is a more homogenous local media in many markets. Some markets have gone from 20 voices to eight. Is that better for radio? It's not better for radio listeners."

Proffitt presented an equally colorful analogy to illustrate his belief that, as revenues and station values increase and radio finds more advertisers, all stations will benefit. "The seas have risen," he said, "and as long as they keep rising, it's good for all the ships at sea."

Cumulus Chairman/CEO Lew Dickey offered a similar take, as he also believes larger operators can help boost their smaller competitors. "As the larger players with much greater platforms compete to take a larger share of the pie," he said, "it's going to create a rising tide. That rising tide is going to bring along the single-station owner-operators. Single-station owner-operators will always be viable in this business as long as they have compelling content. It's in their best interest to see large groups shift more dollars into the industry. That rising tide will bring them up as well."

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PART TWO OF A TWO-PART SERIES

# Behind The Music

■ Daniel Glass is adept at identifying the drive and passion in people

**E**mpowering could easily be the description for Artemis Records President Daniel Glass' impact on the careers of artists and those behind the artists. His unique insight and talent were evident early on, when he became one of Brooklyn College station WBCR's hottest R&B and dance disc jockeys.

Shortly thereafter, he used his innate sense of what people want to hear to produce and promote several dance hits for Pilgrim Records. He kept his hand in radio but began to make his way in the record business, landing at cutting-edge indie label SAM Records as VP.

Glass stood out from the record-exec pack by deciding to embrace street bands and developing a philosophy of building an artist's career instead of just picking hits. He took this strategy to Chrysalis Records in 1983 as Director/New Music Marketing. In his six years at the label he helped guide the careers of Pat Benatar, Billy Idol, Spandau Ballet and Sinéad O'Connor, among others.

Not surprisingly, Glass was promoted to Exec. VP/GM of SBK Records, later moving up to co-Exec. VP/GM of the consolidated SBK, Chrysalis and EMI labels. Five years later Universal Music Group CEO Doug Morris joined forces with Glass to form Rising Tide Records, which later became Universal Records with Glass as President.

During his steady rise through the ranks, Glass not only guided the careers of artists, but also those of the many interns who were lucky enough to work with him. He used his talent to help those who shared his love of music. While his star continued to rise, he never lost sight of the importance of mentoring and sharing his passion.

Glass went back to his indie roots when he started the GlassNotes label, which was snatched up — along with Glass — by Danny Goldberg for his newly formed Artemis Records. Once again, artists have thrived because of Glass' devotion, among them Warren Zevon, Baha Men, Steve Earle and Kurupt.

This week we continue our salute to Glass, who has played a significant role in the careers of the record executives he has hired and trained throughout his career.



Daniel Glass

**Greg Thompson**

Exec. VP/GM, Elektra

What Daniel saw in me was determination and a willingness to work 24/7. Highlights from my job interview with Daniel? Three trips to New York, 100-plus phone calls, and he told me to lose the suit for the interview. The qualities that I brought to the table were youth and passion. I never stopped trying to close him — I wanted it bad.

My best day was when I was awarded a trip to London for my success on the Paul Carrack project.

Worst day? The way that I found out that SBK, EMI and Chrysalis were merging: I read it in *Variety*.

What I learned from Daniel that I still use today is passion. You can never work too hard if you want to win. A funny moment was when I was a rookie Cleveland local, and I was driving Daniel to the airport. We got into an accident, and he missed his plane. Despite that, I learned a couple of hard lessons. First and foremost was "It's a business, and never forget that." I also learned that, when you run a staff, make them your family. When I see Daniel today, we always catch up on each other. Daniel, thanks for my shot.



Greg Thompson

**Joe Reichling**

VP/Promotion, Arista

I was in college at Syracuse working at WJPZ (Z89). A buddy of mine was a college rep for Sony, and he turned me on to a summer internship at Chrysalis, where Daniel was head of promotion. I was out of my mind with excitement at seeing the inner workings of the promo world. I would hover in the hallway and listen to Daniel on the phone. I was in awe of the man — and the job — from the start.



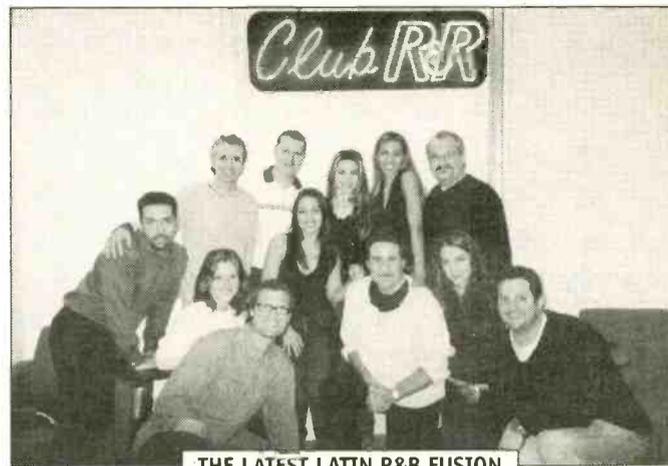
Joe Reichling

My first impression of Daniel was that he was animated and passionate and exciting. But even though the atmosphere was loose in the office, he always maintained a professional and dignified approach to the job. It was Daniel who taught me that promotion was a big responsibility. Artists' careers were in our hands, and what we did impacted pop culture. He taught me how to carry myself, to always be prepared with facts, to know the music inside and out and to get to know the artists.

After college I once again went to Daniel. He had just launched SBK Records and was starting to get hot. I interned for him and Ken Lane in promotion. I ran errands, picked up sandwiches, got dry cleaning — all the while learning as much as I could. Daniel was always amazing. He would invite me into his office to listen to a demo tape and ask for my feedback. He would let me sit in on strategy meetings. He really took an interest and cared and nurtured me.

He offered me an assistant's job in Los Angeles. For days he had been saying to me, "You want to do it? Are you ready?" Then he called me in to his office and made me the best offer I've ever received, even to this day. He said, "Here's a one-way ticket to L.A. and \$300 a week." The relocation plan included my lugging my stuff to the office and UPS-ing it from the mailroom. I didn't deserve that job; I didn't earn it. Daniel gave it to me out of his love of giving back. How many people would relocate someone across the country to fill an assistant's job?

Daniel and I speak every few weeks — more often now that I'm back in New York. His guidance and advice are now more geared toward becoming a well-rounded person by finding hobbies and interests outside the business. He took me running in Central Park recently. It was a short three- or four-mile run. I was in such pain! He talked the whole time (I could barely breathe) about New York, his family and how I would someday have a family of my own and learn to balance the work.



THE LATEST LATIN R&B FUSION

Saucy Latin recording group Soluna stopped by the R&R offices in Los Angeles to check out our new digs and drop off copies of their DreamWorks release *For All Time*. Seen here (back row, l-r) are R&R Sr. VP/CHR/Pop Editor Tony Novia and Sr. VP/Music Ops. Kevin McCabe, Soluna's Jessica Castellanos and Christina T. Lopez, R&R Electronic Pubs Editor Kevin Carter, (front row, l-r) Music Meeting Ops. Manager Al Machera, R&R sales diva Kristy Reeves, DreamWorks Rep Dave Barbis, Soluna's Aurora Rodriguez, R&R *Street Talk Daily* guru Steve Resnik, Soluna's America Olivo and R&R NTR Sales Rep Gary Nuell.

I owe a lot to Daniel, and I hold him in the highest esteem.

**Chris Woltman**

VP, J Records

Daniel saw a kid whose mind he could shape. I was six months out of college when I came to New York City for the interview. He has me running around all day — meeting [SBK CEO Charles] Koppelman, sitting with Neil Lasher, meeting A&R, the whole run. The office is filled with Tuesday energy. After a day of running, he calls me in around 7pm or so. He's sitting behind his desk with such seriousness, and he asks me my thoughts on the day. He then moves in for the kill.

"Chris," he says, "I want you to work on my team. How much will it take?" Of course, I'm nervous about saying a dollar amount. Should it be this? Should

it be that? What do I say? I throw out \$30,000 with great confidence, and Daniel looks at me, resting his chin on his index fingers, and shakes his head. "No, Chris Woltman," he says, "you are worth \$35,000."

What I brought to the table was my love of music and my passion for the job. What he taught me was to be myself. It's hard to pick the best day, because the whole run was amazing. As for worst days, he could make you feel like shit, then call you at home that night and pick you back up.

Daniel possesses a tremendous focus, which is crucial, but he also taught you to always get back up and get in the ring. I always know that he is watching and is always there to say, "Great job." He also reaches out to say, "What do you think about this?" Daniel has had a tremendous influence in my career and, therefore, my life. For that, I can only say thank you. I am honored to have done my time as one of his students.



Chris Woltman

**Neil Lasher**

VP, EMI Music Publishing

Daniel saw in me a great promotion person with a big heart (yeah, right). As Elektra was making cutbacks, Chrysalis had just let go of its DC local. Mike Bone was my boss at EA and was friends with Rick Dobbis. Rick was Daniel's boss at the time. Bone told me he had mentioned me to Rick, and, as long as powder wasn't falling out of my nose during the interview, I'd probably get the job. I remember



Neil Lasher

we hit it off right away.

There were too many best days to single out one. Radio promotion was a lot of fun in those days. We had lot of hits. (Huey Lewis, Billy Idol, Pat Benatar, World Party and The Waterboys, to name a few.) OK, the best day was when he called me in DC and said he was going to run promotion at SBK. He then asked me if I would like to come home to New York City and run the SBK rock department. He was facilitating a dream come true for me. P.S.: I'm still on the 42nd floor of 1290 Avenue of the Americas, but now I'm working for the "B" in SBK, Marty Bandier, the publishing god of this solar system.

The worst day could also have been a pivotal day in my life. (I get choked up when I think about it.) I was in a hotel room in Allentown. I was working either a Billy Idol show or an Icehouse show (I can't remember). It was Nov. 18, 1987. At midnight, I was having a birthday. I had been battling personal demons, and I just couldn't do it any longer. I called Daniel, and I told him I'd have to leave. I said I needed 28 days off, and if he needed to fire me, I didn't care. His response is the reason I'd jump through hoops for him forever. He

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# R&R Callout America

**EXCLUSIVE NATIONAL MUSIC RESEARCH ESTIMATES February 22, 2002**

CALLOUT AMERICA® song selection is based on the top 25 titles from the R&R CHR/Pop chart for the airplay week of January 27-February 2.

HP = Hit Potential	ARTIST TITLE LABEL(S)	TOTAL AVERAGE FAVORABILITY ESTIMATE (1-5)				TOTAL % FAMILIARITY	TOTAL % BURN	DEMOGRAPHICS			REGIONS			
		TW	LW	3W	4W			WOMEN 12-17	WOMEN 18-24	WOMEN 25-34	EAST	SOUTH	MID-WEST	WEST
	NICKELBACK How You Remind Me (Roadrunner/IDJMG)	3.91	4.01	3.98	4.08	83.1	22.1	3.98	3.91	3.85	3.87	3.85	4.03	3.90
HP	JIMMY EAT WORLD The Middle (DreamWorks)	3.88	—	—	—	40.0	7.1	4.03	3.83	3.65	3.82	4.03	3.36	4.17
	LINKIN PARK In The End (Warner Bros.)	3.85	4.06	3.99	4.03	71.8	16.2	4.17	3.84	3.39	3.68	3.85	3.99	3.89
	PUDDLE OF MUDD Blurry (Flawless/Geffen/Interscope)	3.81	3.76	3.89	3.95	49.3	8.3	4.07	3.76	3.46	3.82	3.76	3.91	3.75
	R. KELLY The World's Greatest (Interscope/Jive)	3.75	3.77	3.59	3.63	51.7	10.0	4.05	3.79	3.11	3.75	3.60	3.98	3.65
	CITY HIGH Caramel (Interscope)	3.72	3.70	3.64	3.89	60.8	14.2	3.87	3.56	3.65	3.57	3.76	3.85	3.72
HP	ALAN JACKSON Where Were You... (Arista)	3.70	—	—	—	40.0	6.9	3.38	3.68	3.95	4.00	3.51	4.03	3.28
	USHER U Got It Bad (LaFace/Arista)	3.70	3.78	3.73	3.87	82.6	27.5	3.86	3.70	3.48	3.76	3.80	3.88	3.35
	CREED My Sacrifice (Wind-up)	3.69	3.76	3.71	3.76	79.4	26.0	3.61	3.70	3.76	3.74	3.75	3.84	3.41
	CALLING Wherever You Will Go (RCA)	3.67	3.74	3.81	3.83	80.9	20.6	3.78	3.58	3.63	3.76	3.82	3.69	3.46
HP	OUTKAST The Whole World (LaFace/Arista)	3.63	3.57	3.52	3.55	55.1	13.0	3.72	3.54	3.58	3.52	3.62	3.68	3.72
	ALICIA KEYS A Woman's Worth (J)	3.62	3.52	3.43	3.52	68.4	20.1	3.72	3.58	3.50	3.63	3.60	3.81	3.44
	JENNIFER LOPEZ Ain't It Funny (Epic)	3.60	3.66	3.61	3.71	62.0	16.9	3.77	3.53	3.40	3.61	3.59	3.63	3.57
	JA RULE F/ASHANTI Always... (Murder Inc./Def Jam/IDJMG)	3.59	3.73	3.70	3.81	74.3	24.5	3.82	3.46	3.35	3.56	3.46	3.88	3.45
HP	LUDACRIS Roll Out... (Def Jam South/IDJMG)	3.59	3.68	3.62	3.70	58.8	16.9	3.82	3.64	3.07	3.58	3.58	3.66	3.52
HP	DEFAULT Wasting My Time (TVT)	3.58	3.62	—	—	41.9	9.8	3.58	3.67	3.49	3.91	3.78	3.41	3.26
HP	FABOLOUS Young'n (Holla Back) (Desert Storm/Elektra/EEG)	3.58	3.71	—	—	48.0	9.8	3.80	3.52	3.15	3.43	3.70	3.66	3.58
	LEANN RIMES Can't Fight The Moonlight (Curb)	3.57	3.64	3.68	3.56	72.5	18.1	3.78	3.61	3.29	3.53	3.56	3.60	3.59
	'N SYNC Girlfriend (Jive)	3.55	3.73	3.51	—	51.2	12.7	3.54	3.77	3.24	3.34	3.72	3.53	3.67
	CRAIG DAVID 7 Days (Wildstar/Atlantic)	3.53	3.58	3.56	3.78	64.2	19.1	3.72	3.64	3.05	3.68	3.45	3.81	3.11
	SHAKIRA Whenever Wherever (Epic)	3.53	3.50	3.44	3.70	76.7	24.3	3.60	3.52	3.43	3.67	3.63	3.42	3.41
HP	BUSTA RHYMES Break Ya Neck (J)	3.52	3.71	3.55	3.74	50.0	14.0	3.63	3.50	3.28	3.50	3.61	3.56	3.42
	NELLY #1 (Priority/Capitol)	3.51	3.45	3.58	3.63	64.2	21.8	3.67	3.48	3.18	3.45	3.46	3.67	3.43
	NO DOUBT Hey Baby (Interscope)	3.46	3.42	3.65	3.66	80.1	30.1	3.36	3.50	3.57	3.58	3.49	3.41	3.40
	PINK Get The Party Started (Arista)	3.43	3.44	3.46	3.47	88.5	34.6	3.36	3.37	3.57	3.36	3.30	3.52	3.54
	MARY J. BLIGE Family Affair (MCA)	3.41	3.45	3.50	3.38	80.4	34.6	3.31	3.40	3.56	3.55	3.26	3.60	3.24
	JA RULE Livin' It Up (Murder Inc./Def Jam/IDJMG)	3.38	3.41	3.48	3.52	76.5	31.6	3.54	3.24	3.31	3.52	3.31	3.51	3.18
	ENRIQUE IGLESIAS Hero (Interscope)	3.37	3.39	3.40	3.41	79.9	33.8	3.41	3.20	3.48	3.28	3.44	3.37	3.39
	KYLIE MINOGUE Can't Get You... (Capitol)	3.35	3.31	—	—	47.5	14.7	3.46	3.20	3.36	3.43	3.30	3.38	3.28
	MARY J. BLIGE No More Drama (MCA)	3.34	—	—	—	47.1	12.7	3.40	3.37	3.19	3.47	3.32	3.41	3.07
	TOYA I Do (Arista)	3.28	3.27	3.44	3.49	70.3	26.5	3.34	3.29	3.14	3.14	3.29	3.53	3.11
	BRITNEY SPEARS I'm Not A Girl... (Jive)	3.04	2.95	3.01	2.95	74.0	27.5	3.04	3.13	2.93	3.00	3.29	2.96	2.92

## CALLOUT AMERICA® Hot Scores

By ANTHONY ACAMPORA

First Jimmy ate Alternative, and now Jimmy eats CHR/Pop: Jimmy Eats World debut at No. 2 on Callout America with "The Middle" (DreamWorks). The top 10 Alternative hit is off to a lightning-fast start with CHR/Pop listeners, ranking fourth among teens and third with women 18-24 and fourth 25-34.

"Where Were You (When The World Stopped Turning)" by Alan Jackson (Arista) has become one of the biggest Country hits of all time, and this week it debuts at No. 6 overall and No. 1 25-34.

That Alternative-Rock flavor we mentioned a few weeks back still holds true as the top four songs on this week's Callout America survey have crossed from those formats. Along with newcomers Jimmy Eat World in second place, Nickelback retain the top spot with "How You Remind Me" (Roadrunner/IDJMG), while Linkin Park (Warner Bros.) and Puddle Of Mudd (Flawless/Geffen/Interscope) rank third and fourth, respectively.

R. Kelly's recent TV performances have apparently launched his latest single, "The World's Greatest," (Interscope/Jive) into a new realm. The song ranks fifth overall, third with teens and fifth among women 25-34.

OutKast vault nearly into the top 10 with "The Whole World" (LaFace/Arista). "World" is testing across the board and has a solid seventh-place ranking 25-34.

Three Hit Potential tracks score solid demo results this week: Ludacris is top 10 in one demo and approaching the top 10 in another with "Roll Out (My Business)" (Def Jam South). The track is eighth with teens and 11th among women 25-34. Fabolous scores another week in the top 10, ranking 10th with teens with "Young'n (Holla Back)" (Desert Storm/Elektra/EEG). Default — after a strong debut last week — follow things up with a top 10 ranking in the 18-24 cell with the top five Alternative and Active Rock hit "Wasting My Time" (TVT).

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

# MARY J. BLIGE "NO MORE DRAMA"

- KIIS Los Angeles 28x
- Z100 New York 37x
- WXKS Boston 20x
- WKSC Chicago 20x
- KHKS Dallas 29x
- WWWQ Atlanta 25x
- KHTS San Diego 24x
- KCHZ Kansas City 40x
- KMXV Kansas City 35x
- KDWB Minneapolis 32x
- Y100 Miami 20x
- WBZZ Pittsburgh 34x
- WKST Pittsburgh 29x
- WKFS Cincinnati 32x
- WDRQ Detroit 23x
- WXSS Milwaukee 32x
- KFMD Denver 30x
- KKRZ Portland 30x
- WNCI Columbus 29x

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Written by James Harris III, Terry Lewis, Barry Devorzan, and Perry Botkin, Jr. Produced by Jimmy Jam & Terry Lewis for Flyte Tyme Productions, Inc.

Executive Producer: Mary J. Blige Management: Tra-La-Lee & The Firm www.mjblige.com www.mcarecords.com

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# R&R CHR/Pop Top 50

February 22, 2002

Powered By



LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
2	1	<b>NO DOUBT</b> Hey Baby (Interscope)	8555	+181	961291	14	132/0
1	2	<b>NICKELBACK</b> How You Remind Me (Roadrunner/IDJMG)	8351	-438	1013071	17	131/0
4	3	<b>LINKIN PARK</b> In The End (Warner Bros.)	8082	+524	1024081	10	107/2
3	4	<b>USHER</b> U Got It Bad (LaFace/Arista)	7027	-613	777931	15	128/0
9	5	<b>CRAIG DAVID</b> 7 Days (Wildstar/Atlantic)	6477	+186	753754	13	129/0
6	6	<b>CALLING</b> Wherever You Will Go (RCA)	6476	-145	848116	18	126/1
5	7	<b>PINK</b> Get The Party Started (Arista)	6391	-816	646983	17	132/0
11	8	<b>KYLIE MINOGUE</b> Can't Get You Out Of My Head (Capitol)	6249	+704	757308	7	132/0
10	9	<b>JA RULE F/ASHANTI</b> Always On Time (Murder Inc./Def Jam/IDJMG)	6085	+525	750481	8	121/3
8	10	<b>CREED</b> My Sacrifice (Wind-up)	5840	-562	646712	15	128/0
13	11	<b>JENNIFER LOPEZ</b> Ain't It Funny (Epic)	5646	+720	683107	7	127/0
12	12	<b>LEANN RIMES</b> Can't Fight The Moonlight (Curb)	5625	+231	750188	16	129/0
7	13	<b>SHAKIRA</b> Whenever Wherever (Epic)	5117	-1311	592275	17	130/0
16	14	<b>'N SYNC</b> Girlfriend (Jive)	4559	+494	556032	6	127/0
15	15	<b>CITY HIGH</b> Caramel (Interscope)	4306	-45	535246	14	123/0
14	16	<b>MARY J. BLIGE</b> Family Affair (MCA)	4237	-400	442213	22	125/0
25	17	<b>PUDDLE OF MUDD</b> Blurry (Flawless/Geffen/Interscope)	3513	+943	370055	5	125/3
17	18	<b>TOYA</b> I Do (Arista)	3379	-252	359267	28	121/0
22	19	<b>MARY J. BLIGE</b> No More Drama (MCA)	3357	+330	390818	6	119/1
24	20	<b>ALANIS MORISSETTE</b> Hands Clean (Maverick/Reprise)	3123	+369	373212	5	115/1
21	21	<b>BRITNEY SPEARS</b> I'm Not A Girl, Not Yet... (Jive)	2912	-134	308402	6	128/0
19	22	<b>NELLY #1</b> (Priority/Capitol)	2820	-481	245585	17	119/0
30	23	<b>ENRIQUE IGLESIAS</b> Escape (Interscope)	2761	+985	339799	3	126/4
23	24	<b>R. KELLY</b> The World's Greatest (Interscope/Jive)	2758	-135	245829	9	105/1
18	25	<b>ALICIA KEYS</b> A Woman's Worth (J)	2694	-856	229061	11	124/0
20	26	<b>JA RULE</b> Livin' It Up (Murder Inc./Def Jam/IDJMG)	2642	-472	318073	17	119/0
26	27	<b>MICHELLE BRANCH</b> All You Wanted (Maverick/WB)	2637	+320	285174	6	110/4
28	28	<b>BRANDY</b> What About Us? (Atlantic)	2462	+540	296485	5	105/3
34	29	<b>IIO</b> Rapture (Tastes So Sweet) (Universal)	1860	+474	217148	3	109/17
32	30	<b>NATALIE IMBRUGLIA</b> Wrong Impression (RCA)	1802	+200	180522	5	88/0
33	31	<b>DARREN HAYES</b> Insatiable (Columbia)	1723	+280	184375	4	95/1
29	32	<b>JEWEL</b> Standing Still (Atlantic)	1712	-153	224063	18	95/0
27	33	<b>BRIAN MCKNIGHT</b> Still (Motown/Universal)	1478	-616	137808	10	114/0
35	34	<b>LUDACRIS</b> Roll Out (My Business) (Def Jam South/IDJMG)	1441	+265	141018	4	79/8
36	35	<b>GORILLAZ</b> 19-2000 (Virgin)	1323	+187	135648	4	87/6
39	36	<b>OUTKAST</b> The Whole World (LaFace/Arista)	1280	+262	143262	3	68/6
31	37	<b>GINUWINE</b> Differences (Epic)	1246	-414	116760	17	116/0
37	38	<b>CHER</b> Song For The Lonely (Warner Bros.)	1188	+93	121868	4	66/0
40	39	<b>NELLY FURTADO</b> ...On The Radio (Remember...) (DreamWorks)	1133	+184	100409	2	90/8
46	40	<b>PINK</b> Don't Let Me Get Me (Arista)	1113	+548	200823	2	116/83
41	41	<b>BUSTA RHYMES</b> Break Ya Neck (J)	995	+124	92006	3	65/3
42	42	<b>FABOLOUS</b> Young'n (Holla Back) (Desert Storm/Elektra/EEG)	938	+97	113612	3	59/1
Debut	43	<b>P.O.D.</b> Youth Of The Nation (Atlantic)	829	+346	102955	1	85/23
44	44	<b>BLINK-182</b> First Date (MCA)	790	+177	83044	2	54/3
Debut	45	<b>SHAKIRA</b> Underneath Your Clothes (Epic)	762	+512	131404	1	89/21
47	46	<b>GLENN LEWIS</b> Don't You Forget It (Epic)	745	+196	59944	2	73/6
50	47	<b>DJ ENCORE</b> I See Right Through To You (MCA)	661	+122	64554	2	30/2
Debut	48	<b>VANESSA CARLTON</b> A Thousand Miles (A&M/Interscope)	629	+248	85912	1	83/58
38	49	<b>EVAN AND JARON</b> The Distance (Columbia)	615	-461	66220	13	78/0
Debut	50	<b>TOYA</b> No Matta What (Party All...) (Arista)	605	+263	100008	1	65/12

132 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 2/10/02-2/16/02. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 20 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from the Arbitron Company (copyright 2002, The Arbitron Company). (C) 2002, R&R, Inc.

## Most Added®

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ARTIST TITLE LABEL(S)	ADDS
<b>PINK</b> Don't Let Me Get Me (Arista)	83
<b>VANESSA CARLTON</b> A Thousand Miles (A&M/Interscope)	58
<b>CELINE DION</b> A New Day Has Come (Epic)	31
<b>P.O.D.</b> Youth Of The Nation (Atlantic)	23
<b>SHAKIRA</b> Underneath Your Clothes (Epic)	21
<b>RES</b> They-Say Vision (MCA)	21
<b>IIO</b> Rapture (Tastes So Sweet) (Universal)	17
<b>DEFAULT</b> Wasting My Time (TVT)	15
<b>TOYA</b> No Matta What (Party All...) (Arista)	12
<b>AMANDA PEREZ</b> Never (Universal)	9

## LUDACRIS ROLLOUT! (My Business)

Top 40 Monitor: D34\*!!!  
 R&R CHR/Pop: 34!!  
 Rhythm Monitor: 3  
 Crossover Monitor: 6

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
<b>ENRIQUE IGLESIAS</b> Escape (Interscope)	+985
<b>PUDDLE OF MUDD</b> Blurry (Flawless/Geffen/Interscope)	+943
<b>JENNIFER LOPEZ</b> Ain't It Funny (Epic)	+720
<b>KYLIE MINOGUE</b> Can't Get You Out Of My Head (Capitol)	+704
<b>PINK</b> Don't Let Me Get Me (Arista)	+548
<b>BRANDY</b> What About Us? (Atlantic)	+540
<b>JA RULE F/ASHANTI</b> Always... (Murder Inc./Def Jam/IDJMG)	+525
<b>LINKIN PARK</b> In The End (Warner Bros.)	+524
<b>SHAKIRA</b> Underneath Your Clothes (Epic)	+512
<b>'N SYNC</b> Girlfriend (Jive)	+494

## Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
<b>ENRIQUE IGLESIAS</b> Hero (Interscope)	2290
<b>NELLY FURTADO</b> Turn Off The Light (DreamWorks)	2138
<b>STAINED</b> It's Been Awhile (Flip/Elektra/EEG)	1976
<b>LIFEHOUSE</b> Hanging By A Moment (DreamWorks)	1824
<b>JENNIFER LOPEZ</b> I'm Real (Epic)	1616
<b>ALICIA KEYS</b> Fallin' (J)	1561
<b>'N SYNC</b> Gone (Jive)	1543
<b>EVE F/G. STEFANI</b> Let Me... (Ruff Ryders/Interscope)	1486
<b>BLU CANTRELL</b> Hit 'Em Up Style (Oops!) (Arista)	1445
<b>FIVE FOR FIGHTING</b> Superman (It's...) (Aware/Columbia)	1367
<b>JAGGED EDGE</b> Where The Party At (So So Def/Columbia)	1325
<b>TRAIN</b> Drops Of Jupiter (Tell Me) (Columbia)	1244
<b>3 DOORS DOWN</b> Be Like That (Republic/Universal)	1158
<b>CRAIG DAVID</b> Fill Me In (Wildstar/Atlantic)	1131
<b>DESTINY'S CHILD</b> Emotion (Columbia)	1103

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# R&R CHR/Pop Top 50 Indicator

February 22, 2002

## R&R'S EXCLUSIVE REPORTED OVERVIEW OF NATIONAL AIRPLAY

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	NO DOUBT Hey Baby (Interscope)	3025	-62	91910	13	53/0
3	2	CALLING Wherever You Will Go (RCA)	2731	+61	85988	19	50/1
6	3	CRAIG DAVID 7 Days (Wildstar/Atlantic)	2618	+149	78065	13	52/0
8	4	LINKIN PARK In The End (Warner Bros.)	2567	+199	81971	9	49/0
2	5	NICKELBACK How You Remind Me (Roadrunner/IDJMG)	2535	-188	80272	17	49/0
5	6	USHER U Got It Bad (LaFace/Arista)	2403	-152	75854	15	50/0
10	7	KYLIE MINOGUE Can't Get You Out Of My Head (Capitol)	2347	+419	72556	7	53/3
4	8	CREED My Sacrifice (Wind-up)	2307	-355	71098	14	49/0
7	9	PINK Get The Party Started (Arista)	2145	-320	65765	17	47/0
11	10	LEANN RIMES Can't Fight The Moonlight (Curb)	1955	+153	63735	16	49/0
12	11	JENNIFER LOPEZ Ain't It Funny (Epic)	1918	+126	56937	9	52/0
9	12	SHAKIRA Whenever Wherever (Epic)	1788	-373	55583	16	40/0
14	13	JA RULE F/ASHANTI Always On Time (Murder Inc./Def Jam/IDJMG)	1743	+290	52842	8	51/1
17	14	ALANIS MORISSETTE Hands Clean (Maverick/Reprise)	1537	+282	46110	5	51/1
18	15	'N SYNC Girlfriend (Jive)	1520	+317	47293	5	50/2
21	16	PUDDLE OF MUDD Blurry (Flawless/Geffen/Interscope)	1480	+316	47400	6	50/0
15	17	CITY HIGH Caramel (Interscope)	1324	-64	42583	12	45/0
22	18	MICHELLE BRANCH All You Wanted (Maverick/WB)	1292	+175	40242	6	49/0
13	19	ALICIA KEYS A Woman's Worth (J)	1253	-290	38417	11	38/0
23	20	MARY J. BLIGE No More Drama (MCA)	1219	+250	37215	6	45/0
29	21	ENRIQUE IGLESIAS Escape (Interscope)	1143	+410	36494	3	52/4
19	22	BRITNEY SPEARS I'm Not A Girl, Not Yet... (Jive)	1065	-116	35340	6	39/1
16	23	MARY J. BLIGE Family Affair (MCA)	1020	-251	30916	20	32/0
20	24	R. KELLY The World's Greatest (Interscope/Jive)	992	-185	31451	11	37/0
27	25	NATALIE IMBRUGLIA Wrong Impression (RCA)	976	+100	32324	5	42/0
28	26	BRANDY What About Us? (Atlantic)	932	+134	28178	5	43/2
32	27	IIO Rapture (Tastes So Sweet) (Universal)	898	+222	28040	3	44/5
30	28	NELLY FURTADO ...On The Radio (Remember...) (DreamWorks)	868	+162	25618	4	45/1
34	29	DARREN HAYES Insatiable (Columbia)	816	+203	25745	5	43/3
26	30	TOYA I Do (Arista)	803	-107	21699	26	27/0
24	31	JEWEL Standing Still (Atlantic)	712	-219	22227	19	27/0
31	32	CHER Song For The Lonely (Warner Bros.)	677	-7	21223	5	36/0
25	33	NELLY #1 (Priority/Capitol)	597	-330	15621	16	23/0
37	34	GORILLAZ 19-2000 (Virgin)	467	+95	14424	3	34/4
33	35	JA RULE Livin' It Up (Murder Inc./Def Jam/IDJMG)	436	-235	10332	17	16/0
38	36	LUDACRIS Roll Out (My Business) (Def Jam South/IDJMG)	430	+110	11833	4	32/3
50	37	P.O.D. Youth Of The Nation (Atlantic)	351	+213	11306	2	33/5
35	38	BRIAN MCKNIGHT Still (Motown/Universal)	339	-265	8924	10	15/0
42	39	SMASH MOUTH Holiday In My Head (Hollywood/Interscope)	331	+107	9966	2	27/2
40	40	FABOLOUS Young'n (Holla Back) (Desert Storm/Elektra/EEG)	327	+69	10293	4	20/2
39	41	OUTKAST The Whole World (LaFace/Arista)	327	+62	7793	3	18/1
36	42	GINUWINE Differences (Epic)	316	-145	7664	17	12/0
Debut	43	PINK Don't Let Me Get Me (Arista)	252	+209	6339	1	32/27
44	44	AMANDA PEREZ Never (Universal)	246	+27	5615	7	11/0
41	45	BLINK-182 First Date (MCA)	243	+5	7340	2	19/2
43	46	LAURA DAWN I Would (Extasy)	230	+9	6386	3	23/0
48	47	REMY ZERO Save Me (Elektra/EEG)	192	+42	6186	2	18/1
Debut	48	M2M Everything (Atlantic)	190	+53	5763	1	19/1
Debut	49	DEFAULT Wasting My Time (TVT)	190	+53	5710	1	13/4
Debut	50	VANESSA CARLTON A Thousand Miles (A&M/Interscope)	189	+179	6062	1	32/28

53 CHR/Pop Indicator reports. Songs ranked by total plays for the airplay week of Sunday 2/10-Saturday 2/16.

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## Most Added

ARTIST TITLE LABEL(S)	ADDS
VANESSA CARLTON A Thousand Miles (A&M/Interscope)	28
PINK Don't Let Me Get Me (Arista)	27
SHAKIRA Underneath Your Clothes (Epic)	18
CELINE DION A New Day Has Come (Epic)	11
IIO Rapture (Tastes So Sweet) (Universal)	5
P.O.D. Youth Of The Nation (Atlantic)	5
RES They-Say Vision (MCA)	5
TANTRIC Mourning (Maverick/Reprise)	5
ENRIQUE IGLESIAS Escape (Interscope)	4
GORILLAZ 19-2000 (Virgin)	4
INDIA.ARIE Video (Motown/Universal)	4
DEFAULT Wasting My Time (TVT)	4
FAT JOE F/ASHANTI What's Luv? (Terror Squad/Atlantic)	4
KYLIE MINOGUE Can't Get You Out Of My Head (Capitol)	3
DARREN HAYES Insatiable (Columbia)	3
LUDACRIS Roll Out... (Def Jam South/IDJMG)	3
SOLUNA For All Time (DreamWorks)	3
GLENN LEWIS Don't You Forget It (Epic)	3
KID ROCK Lonely Road Of Faith (Top Dog/Lava/Atlantic)	3
'N SYNC Girlfriend (Jive)	2

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
KYLIE MINOGUE Can't Get You Out... (Capitol)	+419
ENRIQUE IGLESIAS Escape (Interscope)	+410
'N SYNC Girlfriend (Jive)	+317
PUDDLE OF MUDD Blurry (Flawless/Geffen/Interscope)	+316
JA RULE F/ASHANTI Always... (Murder Inc./Def Jam/IDJMG)	+290
ALANIS MORISSETTE Hands Clean (Maverick/Reprise)	+282
MARY J. BLIGE No More Drama (MCA)	+250
IIO Rapture (Tastes So Sweet) (Universal)	+222
P.O.D. Youth Of The Nation (Atlantic)	+213
PINK Don't Let Me Get Me (Arista)	+209
DARREN HAYES Insatiable (Columbia)	+203
LINKIN PARK In The End (Warner Bros.)	+199
VANESSA CARLTON A Thousand... (A&M/Interscope)	+179
MICHELLE BRANCH All You Wanted (Maverick/WB)	+175
SHAKIRA Underneath Your Clothes (Epic)	+174
NELLY FURTAO ...On The Radio... (DreamWorks)	+162
LEANN RIMES Can't Fight The Moonlight (Curb)	+153
CRAIG DAVID 7 Days (Wildstar/Atlantic)	+149
SOLUNA For All Time (DreamWorks)	+139
BRANDY What About Us? (Atlantic)	+134
JENNIFER LOPEZ Ain't It Funny (Epic)	+126
INDIA.ARIE Video (Motown/Universal)	+116
LUDACRIS Roll Out... (Def Jam South/IDJMG)	+110
SMASH MOUTH Holiday In... (Hollywood/Interscope)	+107
NATALIE IMBRUGLIA Wrong Impression (RCA)	+100
GORILLAZ 19-2000 (Virgin)	+95
CELINE DION A New Day Has Come (Epic)	+74
FABOLOUS Young'n... (Desert Storm/Elektra/EEG)	+69
FAT JOE F/ASHANTI What's Luv? (Terror Squad/Atlantic)	+64
OUTKAST The Whole World (LaFace/Arista)	+62



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ON THE RECORD

With  
**John Shannon**  
PD/MD, KCRS-FM (103.3  
KISS-FM)/Odessa-Midland, TX



One of our current hot tracks is Kylie Minogue's "Can't Get You out of My Head"; phones have been ringing about it since it debuted last week. Also, Cher's "Song for the Lonely" is finding a solid place in our requests from women, along with the new Matchbox Twenty, "Last Beautiful Girl," and The Calling's "Wherever You Will Go." • My personal jams are Puddle Of

Mudd's "Blurry"; Kylie Minogue; the new Staind single, "For You" (I sing this one at karaoke all the time); Sugar Ray's "Ours"; and the new Smash Mouth, "Holiday in My Head." • I'm looking forward to seeing the new Goo Goo Dolls release, plus the full album from Alanis Morissette.

**T**here's a new No. 1 this week as **No Doubt** overtake **Nickelback** and move to the top with "Hey Baby" (Interscope) ... No Doubt's stay at the top may be limited, however, as "In the End" by **Linkin Park** (Warner Bros.) moves 4-3\* with +524 plays ... In just "7 Days," **Craig David** (Atlantic) makes a nice 9-5\* leap ... It's been more than a decade since **Kylie Minogue** had a hit in the States, but "Can't Get You out of My Head" (Capitol) climbs into the top 10 at No. 8 ... **Puddle Of Mudd** vault 25-17\* with their chart-topping Rock and Alternative smash "Blurry" (Flawless/Geffen/Interscope) ... **Alanis Morissette** returns to the top 20 this week as "Hands Clean" (Maverick/Reprise) moves 24-20\* ... Talk about a tight part of the chart: **Brandy** increases more than 500 plays this week with "What About Us?" but holds at No. 28 ... Three key songs enter the chart: **P.O.D.** debut at 43\* with "Youth of the Nation" (Atlantic); **Shakira** follows her top 10 hit "Whenever, Wherever" with "Underneath Your Clothes," which enters at No. 45; and newcomer **Vanessa Carlton** debuts at No. 48 this week with "A Thousand Miles" (A&M/Interscope). **Record of the Week: Res' "They Say Vision" (MCA)**

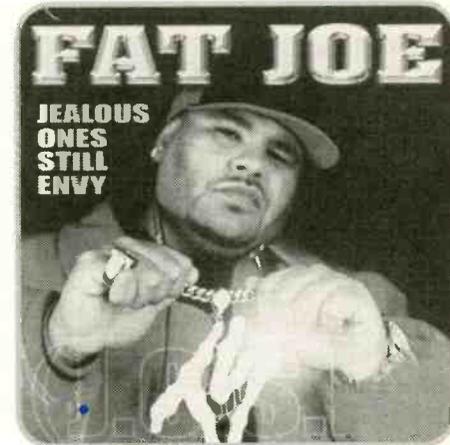


— Anthony Acampora, Director/Charts

ON THE RISE

ARTIST: **Fat Joe**  
LABEL: **Terror Squad/Atlantic**

By **RENEE BELL** / ASSISTANT EDITOR



Fat Joe

A significant part of the recent surge in popularity of hip-hop music at the CHR/Pop format can be credited to this young man, whose name emphasizes both his lyrical game and his status: phat. South Bronx native Joe Cartagena's rap life developed in the heart of hip-hop's source, and his success is a testament to his ability to deliver rap in its purest form. Fat Joe's current Terror Squad/Atlantic project, *J.O.S.E.*, contains the juice hip-hop heads fiend for. It's hard-core music with intense hood tactics.

*J.O.S.E. (Jealous One Still Envy)* stands as a sequel to Joe's critically acclaimed 1995 sophomore album, *Jealous Ones Envy*, and is the long-awaited followup to his 1998 Gold-certified *Don Cartagena*. In reaction to the unfortunate passing of Big Punisher in 2000, Joe gathered himself up and headed back to the studio to create a project that would express both his mourning and his perseverance in hard times. Though he was determined to continue Big Pun's Latin hip-hop legacy, Joe also felt he should focus on making music relatable for people of every ethnic background.

*J.O.S.E.* houses some tight flows and wicked beats from the Bronx Don, from the boastful "King of N.Y.," featuring Buju Banton, to the backyard-boogie remix of "We Thuggin'," featuring R. Kelly, Busta Rhymes, Noreaga and Remy. On "Opposites Attract," Joe turns on the street charm and claims to know exactly what the ladies want; then he explains his controversial way of life in "Definition of a Don" and "My Lifestyle." On "Fight Club," Joe exchanges intense lyrical punches with M.O.P. and Petey Pablo.

The party tune "We Thuggin'," the debut single from *J.O.S.E.*, swept up the charts and

soon claimed a spot on nearly every dial, including Urban, CHR/Rhythmic and CHR/Pop stations. Now Joe has unleashed "What's Luv?" featuring Ja Rule and Ashanti, on unsuspecting radio peeps, and it's following the same chart-topping pattern as its forerunner. The infectious tune has already claimed several Pop stations, including WPKF/Poughkeepsie, NY, which added the record last week with 41 plays.

Track 11 from *J.O.S.E.*, "He's Not Real," features Prospect and Remy, and it beams with underground stardom. That's followed by the chickenhead salute "Get the Hell on With That," featuring Ludacris and Armageddon, and the streetwise cuts "It's OK" and "Murder Rap." In "The Wild Life," Joe, Prospect and Xzibit narrate a brief tale of growing up in the hood, and the track "Still Real" hits even closer to home for Fat Joe himself.

Joe was joined in the studio on *J.O.S.E.* by some of today's hottest producers, including Irv Gotti, Rockwilder, Psycho Les and Alchemist, and the album combines street lingo and attitudes with waves of infectious beats. "I had a lot to prove with this album," says Joe, "and whenever I find myself at my most vulnerable point, I seem to step it up. I always knew the formula. I knew what I had to do with this album."

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February 22, 2002

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 America's Best Testing CHR/Pop Songs 12+  
 For The Week Ending 2/22/02.

Artist Title (Label)	TW	LW	Familiarity	Burn	TD	Familiarity	Burn
LINKIN PARK In The End (Warner Bros.)	4.27	4.29	92%	22%	4.29	92%	21%
CALLING Wherever You Will Go (RCA)	4.17	4.22	91%	22%	4.17	90%	22%
LEANN RIMES Can't Fight The Moonlight (Curb)	4.08	4.14	93%	23%	4.03	94%	24%
MICHELLE BRANCH All You Wanted (Maverick/WB)	4.05	3.98	68%	9%	4.05	67%	9%
NICKELBACK How You Remind Me (Roadrunner/IDJMG)	4.03	4.13	96%	40%	4.07	97%	43%
SHAKIRA Whenever, Wherever (Epic)	3.97	3.90	97%	36%	3.95	97%	37%
PINK Get The Party Started (Arista)	3.93	3.93	99%	46%	3.94	100%	45%
PUDDLE OF MUDD Blurry (Flawless/Geffen/Interscope)	3.91	3.96	64%	11%	4.05	64%	9%
NO DOUBT Hey Baby (Interscope)	3.89	3.89	97%	41%	3.94	98%	43%
JENNIFER LOPEZ Ain't It Funny (Epic)	3.86	3.77	88%	19%	3.83	87%	19%
CREED My Sacrifice (Wind-up)	3.85	3.91	95%	36%	3.90	96%	37%
CRAIG DAVID 7 Days (Wildstar/Atlantic)	3.83	3.80	90%	28%	3.92	89%	28%
KYLIE MINOGUE Can't Get You Out Of My Head (Capitol)	3.83	3.69	72%	19%	3.76	75%	22%
BRIAN MCKNIGHT Still (Motown/Universal)	3.78	3.84	60%	12%	3.88	60%	12%
USHER U Got It Bad (LaFace/Arista)	3.78	3.86	96%	44%	3.88	96%	42%
CITY HIGH Caramel (Interscope)	3.70	3.72	85%	27%	3.70	84%	27%
ENRIQUE IGLESIAS Escape (Interscope)	3.70	-	60%	11%	3.68	61%	12%
R. KELLY The World's Greatest (Interscope/Jive)	3.70	3.67	79%	21%	3.59	78%	21%
JA RULE Always On Time (Murder Inc./Def Jam/IDJMG)	3.67	3.68	88%	32%	3.74	87%	32%
'N SYNC Girlfriend (Jive)	3.62	3.58	92%	26%	3.77	93%	23%
MARY J. BLIGE Family Affair (MCA)	3.60	3.66	92%	48%	3.63	93%	49%
ENRIQUE IGLESIAS Hero (Interscope)	3.60	3.70	99%	56%	3.60	100%	57%
MARY J. BLIGE No More Drama (MCA)	3.57	3.63	81%	26%	3.59	83%	27%
TOYA I Do (Arista)	3.56	3.55	86%	44%	3.62	88%	45%
JA RULE Livin' It Up (Murder Inc./Def Jam/IDJMG)	3.56	3.50	92%	44%	3.61	92%	43%
NELLY #1 (Priority/Capitol)	3.52	3.54	89%	38%	3.56	88%	35%
ALICIA KEYS A Woman's Worth (J)	3.52	3.49	92%	36%	3.56	91%	38%
BRANDY What About Us? (Atlantic)	3.46	3.50	71%	17%	3.36	72%	20%
ALANIS MORISSETTE Hands Clean (Maverick/Reprise)	3.43	3.54	65%	15%	3.35	68%	15%
BRITNEY SPEARS I'm Not A Girl, Not Yet A Woman (Jive)	3.40	3.42	96%	31%	3.37	97%	32%

Total sample size is 990 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

PETEY PABLO Raise Up (Jive)  
 Total Plays: 542, Total Stations: 23, Adds: 1

DEFAULT Wasting My Time (TVT)  
 Total Plays: 520, Total Stations: 39, Adds: 15

INDIA.ARIE Video (Motown/Universal)  
 Total Plays: 519, Total Stations: 59, Adds: 6

CELINE DION A New Day Has Come (Epic)  
 Total Plays: 365, Total Stations: 61, Adds: 31

REMY ZERO Save Me (Elektra/EEG)  
 Total Plays: 331, Total Stations: 31, Adds: 3

FAT JOE F/ASHANTI What's Luv? (Terror Squad/Atlantic)  
 Total Plays: 328, Total Stations: 25, Adds: 8

SMASH MOUTH Holiday In... (Hollywood/Interscope)  
 Total Plays: 314, Total Stations: 28, Adds: 2

BAHA MEN Move It Like This (S-Curve/Capitol)  
 Total Plays: 308, Total Stations: 32, Adds: 2

LAURA DAWN I Would (Extasy)  
 Total Plays: 251, Total Stations: 30, Adds: 0

AARON CARTER I'm All About You (Jive)  
 Total Plays: 249, Total Stations: 31, Adds: 5

Songs ranked by total plays

## Behind The Music

Continued from Page 51

said, "Fire you? Are you crazy? We will support you 100%. Now go get better."

Going on 14 years later, I'm a different person.

His work ethic was the best. Also his love of family and his spiritual pursuits. He had great advice on really knowing a market and its local color. He taught me to get the music not just to radio, but to the clubs and hip clothing stores, etc. He taught me to become the "go to" guy for my clients and to know where to get the best anything (from the best sushi to the best seats for a Broadway show).

A good moment I recall was the time we had promotion meetings in Napa or Sonoma, CA. It was my first week back after my leave of absence. Daniel wanted me to give out the Promotion Person of the Year award. The whole thing was so emotional, half the staff was in tears. The love in the room was heavy.

Daniel is and always will be one of my most trusted friends. As in any real relationship, there are ups and downs, but I know we would

always be there for each other in a fix. We speak often, and I always ask him for advice. And, yes, sometimes he asks me for advice too. Thank you, Daniel. Thank you for being what you are. Thank you for making me part of your family. Thank you for being a teacher and a friend.

### Rob Stone

#### Cornerstone Promotion

My current partner and childhood best friend, Jon Cohen, was working for Daniel at SBK. He called me to let me know that there was a position open in the urban department. I started working in the urban department as an intern for Virgil Simms. After about my first year we had an SBK retreat at SBK CEO Charles Koppelman's house. We were divided into teams — promotion, sales, A&R and marketing. There were numerous events, and we competed for points in these events.

Daniel gave me insight into the business, but also insight into the spirit of being a person in the business. He opened my eyes to the opportunities that were ahead of me

and urged me to take advantage of them.

Daniel often taught through his actions. Early in my career he founded Lifebeat. His tireless commitment is the reason it exists today. Daniel always made a difference and always pushed for what he believed in.

One of the great moments for me with Daniel took place in his office at SBK.

Daniel has a gift of drawing people to him. He connects with them on a human and personal level and makes them feel great about it. To Daniel, people are people, no matter their title or position. He always had an A list of visitors, friends, artists and acquaintances who would come to see him at his office. This encounter took place in my first month in the business and had to do with the mini arcade basketball game he had in his office.

As busy as he was, he loved the energy of his employees being in his office talking about music and

shooting hoops, no matter the time of day. I happened to have the high-

est score on the basketball game, and he would call me in to challenge people in his office. While I was in the middle of working as an intern in the urban department, Julie Oletsky (Daniel's assistant) comes running in and says, "Rob, Daniel wants you in his office immediately." I'm thinking, "Oh shit, what did

I do now?" I walk in, and he says, "Rob, say hello to Joe Kennedy and John Kennedy Jr." Speechless and shocked, I shake hands as Daniel announces to them that I am the new star intern and a future superstar of the industry.

He then tells them to step aside from the arcade basketball game that they've been playing for the last 20 minutes and has me show off my skills. There I am, 22 years old, just got a job at a record label, and the president of the company calls me in to his office in the middle of the day to shoot hoops with Joe and John Kennedy Jr. Unbelievable.



Rob Stone

Today, we talk often. There is always a warm feeling whenever I speak with him or see him. This past summer my girlfriend and I visited Daniel and his family at his home in Connecticut. Something I feel compelled to emphasize — even though it is obvious if you know Daniel — is the value he places on family and the time he spends with them.

Daniel gave me my first shot. From the list of people whom I worked with for him — Monte Lipman, Jon Cohen, Ken Lane, Hilary Shaev (we all worked together from '90-'94), it is apparent that his ability to develop raw talents into top-level executives is second to none. I thank him for the opportunity, but also for giving so much of himself to us. Daniel deserves all successes and accolades that come his way.

### TALK BACK TO R&R!

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

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# CHR/Pop Playlists

**MARKET #1**

**WHTZ/New York**  
Clear Channel  
(212) 239-2300  
Polemari/Bryant  
12+ Cum 3,401,200



PLAYS	LT	WT	ARTIST/TITLE	GI (000)
95	92	82	LINKIN PARK/In The End	135976
94	86	74	JA RULE F/ASHANT/Always On Time	127108
87	86	74	CALLING/Wherever You Will Go	127108
63	83	74	LEANN RIMES/Can't Fight...	122674
88	83	74	NICKELBACK/How You Remind Me	122674
45	65	61	JENNIFER LOPEZ/Ain't It Funny	91670
61	62	51	CITY HIGH/Caramel	90158
60	61	48	KYLIE MINOGUE/Can't Get You...	91638
54	55	48	CRAIG DAVID/7 Days	81290
53	54	47	USHER/U Got It Bad	79812
57	54	47	NO DOUBT/Hey Baby	79812
34	44	37	'N SYNC/Girlfriend	65032
41	42	37	SHAKIRA/Whenever Wherever	62076
33	40	33	STAIN'D/It's Been Awhile	59120
30	38	33	BRANDY/What About Us?	56164
36	38	33	MARY J. BLIGE/No More Drama	56164
36	34	33	ALANIS MORISSETTE/Hands Clean	50252
24	34	33	CREED/My Sacrifice	50252
30	31	33	PINK/Don't Let Me Get Me	45818
5	26	26	ENRIQUE IGLESIAS/Escape	38428
24	24	24	GEORAH COX/1 Never Knew	35472
21	23	23	BRITNEY SPEARS/I'm Not A Girl...	33994
19	23	23	TOY/AI Do	33994
15	21	23	MICHELLE BRANCH/All You Wanted	33994
20	20	20	INCUBUS/Drive	31038
23	19	23	JAGGED EDGE/Where The Party At	29560
19	18	23	USHER/U Remind Me	28604
17	17	23	EVE/F/GWEN STEFANI/Let Me Blow Ya Mind	25126
21	15	23	FABOLOUS/FNATE DOGG/Can't Deny It	22170
15	14	23	GORILLAZ/192000	20692
12	14	23	DARREN HAYES/Insatiable	20692
12	14	23	JA RULE/L'VIN' It Up	20692
14	13	23	LIFEHOUSE/Hanging By A Moment	19214
1	13	23	JA RULE/F.C. MILLAN/Between Me And You	19214
1	13	23	IO/Rapture (Tastes...)	19214
12	13	23	MONTPELL JORDAN/Get It On...Tonight	19214
1	12	23	OUTKAST/The Whole World	17736
10	12	23	TRAIN/Drops Of Jupiter...	17736
10	12	23	PINK/You Make Me Sick	17736
11	12	23	DAVE MATTHEWS BAND/The Space Between	17736

**MARKET #2**

**KHS/Los Angeles**  
Clear Channel  
(818) 945-1027  
Ivey/Steale  
12+ Cum 1,937,200



PLAYS	LT	WT	ARTIST/TITLE	GI (000)
78	82	74	LINKIN PARK/In The End	68552
74	74	74	NICKELBACK/How You Remind Me	61864
70	71	74	USHER/U Got It Bad	59356
49	65	61	JA RULE/L'VIN' It Up	54340
81	60	50	NO DOUBT/Hey Baby	50160
68	56	48	CALLING/Wherever You Will Go	46816
47	43	48	CRAIG DAVID/7 Days	43408
39	48	48	LEANN RIMES/Can't Fight...	40128
46	47	40	TOY/AI Do	39292
42	46	38	CREED/My Sacrifice	38456
37	44	34	KYLIE MINOGUE/Can't Get You...	36784
27	44	33	'N SYNC/Girlfriend	36784
26	33	33	SHAKIRA/Whenever Wherever	27588
40	33	33	PINK/Get The Party...	27588
51	33	33	SHAKIRA/Whenever Wherever	27588
26	31	33	CITY HIGH/Caramel	25916
28	31	33	PUDDLE OF MUDD/Blurry	25916
24	31	33	INDIA ARIE/Video	25916
30	28	33	MARY J. BLIGE/No More Drama	23408
24	27	33	ALANIS MORISSETTE/Hands Clean	22572
33	26	33	JENNIFER LOPEZ/Ain't It Funny	21736
23	23	33	MICHELLE BRANCH/All You Wanted	19228
27	23	33	'N SYNC/Gone	19228
22	20	33	MARY J. BLIGE/Family Affair	16720
27	20	33	JA RULE F/ASHANT/Always On Time	16720
19	20	33	BLINK-182/First Date	16720
12	19	33	BRITNEY SPEARS/I'm Not A Girl...	15884
15	18	33	P.O.D./Youth Of The Nation	15048
14	17	33	DARREN HAYES/Insatiable	14212
17	16	33	CHER/Song For The Lonely	13376
24	16	33	JENNIFER LOPEZ/Im Real	13376
19	15	33	NELLY FURTAO/Turn Off The Light	13376
17	15	33	JEWEL/Standing Still	12540
4	14	33	AARON CARTER/It's All About You	11704
11	14	33	X-ECUTIONERS/It's Goin' Down	11704
12	14	33	LIFEHOUSE/Hanging By A Moment	11704
12	14	33	ENRIQUE IGLESIAS/Escape	11704
12	14	33	MICHELLE BRANCH/Everywhere	11704
18	12	33	NATALIE IMBRUGLIA/Wrong Impression	10032
16	12	33	USHER/U Remind Me	10032

**MARKET #3**

**WKSC/Chicago**  
Clear Channel  
(312) 255-5100  
Phillips/Murray  
12+ Cum 873,200



PLAYS	LT	WT	ARTIST/TITLE	GI (000)
98	96	82	LINKIN PARK/In The End	29568
86	94	82	CRAIG DAVID/7 Days	28952
67	92	82	KYLIE MINOGUE/Can't Get You...	28336
94	90	82	NICKELBACK/How You Remind Me	27720
37	87	82	JENNIFER LOPEZ/Ain't It Funny	26796
85	87	82	LEANN RIMES/Can't Fight...	26796
41	85	82	LEANN RIMES/Can't Fight...	26180
58	59	82	'N SYNC/Girlfriend	18172
26	57	82	CITY HIGH/Caramel	17556
100	55	82	SHAKIRA/Whenever Wherever	16940
53	54	82	BRANDY/What About Us?	16632
76	50	82	CREED/My Sacrifice	15400
50	50	82	NO DOUBT/Hey Baby	15400
49	49	82	LUDACRIS/Roll Out...	15092
41	49	82	PUDDLE OF MUDD/Blurry	15092
49	49	82	JA RULE F/ASHANT/Always On Time	15092
12	47	82	ENRIQUE IGLESIAS/Escape	14476
44	39	82	TOY/AI Do	12012
35	39	82	R. KELLY/The World's Greatest	12012
46	38	82	PINK/Get The Party...	11704
35	35	82	USHER/U Remind Me	10780
36	34	82	JA RULE/L'VIN' It Up	10472
48	32	82	USHER/U Got It Bad	9656
29	26	82	3 DOORS DOWN/Be Like That	8008
21	26	82	NELLY FURTAO/Turn Off The Light	8008
25	25	82	'N SYNC/Gone	7700
39	25	82	BRITNEY SPEARS/I'm Not A Girl...	7700
19	23	82	MARY J. BLIGE/No More Drama	7084
23	23	82	CRAIG DAVID/7 Days	7084
25	23	82	ENRIQUE IGLESIAS/Hero	7084
24	22	82	MARY J. BLIGE/Family Affair	7084
17	22	82	BUSTA RHYMES/Break Ya Neck	6776
26	21	82	FABOLOUS/Young'n (Holla Back)	6468
4	21	82	OUTKAST/The Whole World	6168
25	20	82	JAGGED EDGE/Where The Party At	6168
15	17	82	MR. CHECKS/Lights, Camera...	5236
23	17	82	BLAQUE/808	5236
24	16	82	P.O.D./Youth Of The Nation	4928
1	16	82	FAT JOE/We Thuggin'	4928
17	15	82	MICHELLE BRANCH/All You Wanted	4620

**MARKET #4**

**KQZ/San Francisco**  
Bonnyville  
(415) 957-0957  
Hollen/Trojilo  
12+ Cum 792,500



PLAYS	LT	WT	ARTIST/TITLE	GI (000)
81	82	74	LEANN RIMES/Can't Fight...	23862
65	78	74	NO DOUBT/Hey Baby	22698
76	70	74	CALLING/Wherever You Will Go	20370
61	66	74	NICKELBACK/How You Remind Me	19206
75	65	74	SHAKIRA/Whenever Wherever	18915
54	60	74	JENNIFER LOPEZ/Ain't It Funny	17480
38	53	74	FIVE FOR FIGHTING/Superman (It's...)	15714
43	52	74	NATALIE IMBRUGLIA/Wrong Impression	15423
53	51	74	KYLIE MINOGUE/Can't Get You...	15132
49	50	74	CRAIG DAVID/7 Days	14841
69	45	74	PINK/Get The Party...	14550
54	45	74	ALANIS MORISSETTE/Hands Clean	13095
50	44	74	JANET/Son Of A Gun	12804
37	44	74	MICHELLE BRANCH/All You Wanted	12804
26	39	74	PUDDLE OF MUDD/Blurry	11349
41	39	74	LINKIN PARK/In The End	11349
56	36	74	JEWEL/Standing Still	10476
29	35	74	DARREN HAYES/Insatiable	10185
19	34	74	BLINK-182/First Date	9894
54	32	74	USHER/U Got It Bad	9312
24	31	74	BRITNEY SPEARS/I'm Not A Girl...	9021
18	31	74	ENRIQUE IGLESIAS/Escape	9021
19	27	74	'N SYNC/Girlfriend	7857
23	23	74	STAIN'D/It's Been Awhile	6693
22	23	74	AARON CARTER/It's All About You	6693
20	20	74	R. KELLY/The World's Greatest	5820
20	20	74	INDIA ARIE/Video	5820
19	19	74	LIFEHOUSE/Hanging By A Moment	5820
14	19	74	ENRIQUE IGLESIAS/Hero	5529
17	18	74	VANESSA CARLTON/A Thousand Miles	5529
22	18	74	ALL STAR TRIBUTE/What's Going On	5238
17	17	74	NELLY FURTAO/Turn Off The Light	4947
11	17	74	NELLY FURTAO/Im Like A Bird	4947
18	17	74	K-CI & JOJO/Crazy	4947
14	17	74	LENNY KRAVITZ/Again	4947
1	16	74	PINK/Don't Let Me Get Me	4656
8	15	74	RED HOT CHILLI...Otherside	4365

**MARKET #5**

**KHKS/Dallas-Ft. Worth**  
Clear Channel  
(214) 891-3400  
Shannon/Morales  
12+ Cum 725,600



PLAYS	LT	WT	ARTIST/TITLE	GI (000)
84	87	80	NO DOUBT/Hey Baby	27927
78	79	80	PINK/Get The Party...	25359
47	68	80	CRAIG DAVID/7 Days	21828
59	67	80	CALLING/Wherever You Will Go	21507
33	66	80	JENNIFER LOPEZ/Ain't It Funny	21186
64	64	80	NICKELBACK/How You Remind Me	20544
69	60	80	CREED/My Sacrifice	19260
74	58	80	LINKIN PARK/In The End	18618
75	56	80	JA RULE F/ASHANT/Always On Time	17976
48	52	80	NELLY/1	16692
52	49	80	CITY HIGH/Caramel	15729
37	44	80	KYLIE MINOGUE/Can't Get You...	14124
33	44	80	BRANDY/What About Us?	14124
42	43	80	SHAKIRA/Whenever Wherever	13803
35	37	80	TOY/AI Do	12804
34	37	80	LEANN RIMES/Can't Fight...	11877
37	34	80	MARY J. BLIGE/No More Drama	11556
52	36	80	MARY J. BLIGE/Family Affair	11556
18	31	80	PUDDLE OF MUDD/Blurry	9951
37	31	80	NELLY FURTAO/Turn Off The Light	9051
26	30	80	DESTINY'S CHILD/Emotion	9630
32	30	80	USHER/U Remind Me	9630
47	29	80	USHER/U Got It Bad	9309
33	28	80	'N SYNC/Girlfriend	8988
13	26	80	IO/Rapture (Tastes...)	8346
26	26	80	ENRIQUE IGLESIAS/Escape	8346
30	25	80	MICHELLE BRANCH/Everywhere	8025
12	25	80	ALANIS MORISSETTE/Hands Clean	8025
21	22	80	INCUBUS/Drive	7062
27	21	80	JA RULE/L'VIN' It Up	6741
19	19	80	STAIN'D/It's Been Awhile	6099
14	19	80	ALICIA KEYS/Fallin'	6099
18	19	80	LIFEHOUSE/Hanging By A Moment	6099
18	19	80	3 DOORS DOWN/Be Like That	5778
10	18	80	LUDACRIS/Roll Out...	5778
9	17	80	JANET/All For You	5778
10	16	80	TRAIN/Drops Of Jupiter...	5136
25	15	80	ENRIQUE IGLESIAS/Hero	4815
19	14	80	TOY/AI No Matia What...	4494
12	14	80	LFO/Every Other Time	4494

**MARKET #5**

**KRBV/Dallas-Ft. Worth**  
Infinity  
(214) 630-3011  
Cook/Valentine  
12+ Cum 485,200



PLAYS	LT	WT	ARTIST/TITLE	GI (000)
65	83	74	JA RULE F/ASHANT/Always On Time	13280
80	82	74	LEANN RIMES/Can't Fight...	13120
77	77	74	LINKIN PARK/In The End	12320
79	73	74	NICKELBACK/How You Remind Me	11680
64	71	74	ENRIQUE IGLESIAS/Hero	11360
54	58	74	KYLIE MINOGUE/Can't Get You...	9280
52	56	74	NO DOUBT/Hey Baby	8960
19	52	74	STAIN'D/It's Been Awhile	8320
78	51	74	SHAKIRA/Whenever Wherever	8160
53	49	74	NELLY FURTAO/Turn Off The Light	7840
54	48	74	PINK/Get The Party...	7680
39	48	74	'N SYNC/Girlfriend	7680
15	47	74	AB/Most Beautiful Girl	7520
76	47	74	CREED/My Sacrifice	7520
17	45	74	IO/Rapture (Tastes...)	7200
43	40	74	JENNIFER LOPEZ/Ain't It Funny	6400
44	40	74	AMANDA PEREZ/Never	6400
47	39	74	VANESSA CARLTON/A Thousand Miles	6240
44	39	74	CALLING/Wherever You Will Go	6240
43	38	74	3 DOORS DOWN/Be Like That	6080
21	37	74	MARY J. BLIGE/Family Affair	3360
16	21	74	JAGGED EDGE/Where The Party At	3360
35	19	74	ALANIS MORISSETTE/Hands Clean	3040
1	17	74	SHAKIRA/Underneath Your...	2720
9	16	74	BRANDY/What About Us?	2560
17	16	74	NELLY/Country Grammar	2560
12	15	74	OUTKAST/Ms. Jackson	2400
7	15	74	LUDACRIS/Roll Out...	2400
13	15	74	PUDDLE OF MUDD/Blurry	2400
18	14	74	NELLY/1	2240
12	14	74	DAFT PUNK/One More Time	2240
13				

# CHR/Pop Playlists

MARKET #14		
KBKS/Seattle-Tacoma		
Infinity (206) 905-1061 Preston/Marcus D. 12+ Cumé 436,400		
<b>KISS 106.1</b>		
PLAYS	ARTIST/TITLE	GI (000)
65	MARY J. BLIGE/Family Affair	13072
67	NO DOUBT/Hey Baby	12728
69	JARULE/FASHANT/Always On Time	12556
69	NICKELBACK/How You Remind Me	11868
62	CALLING/Wherever You Will Go	11868
40	LINKIN PARK/In The End	11008
35	CREED/My Sacrifice	9460
54	CRAIG DAVID/7 Days	9288
57	SHAKIRA/Whenever Wherever	7568
44	KYLIE MINOGUE/Can't Get You...	6880
39	USHER/U Got It Bad	6708
39	P.O.D./Alive	6708
39	JENNIFER LOPEZ/Ain't It Funny	6708
28	BRANDY/What About Us?	6536
29	PINK/Don't Let Me Get Me	6384
36	LEANN RIMES/Can't Fight...	6192
36	NELLY FURTADO/Turn Off The Light	6020
29	JARULE/Livin' It Up	5676
31	MICHELLE BRANCH/All You Wanted	5504
29	PUDDLE OF MUDD/Blurry	4988
30	ALANIS MORISSETTE/Hands Clean	4644
26	ENRIQUE IGLESIAS/Escape	4472
21	DAFT PUNK/One More Time	4472
31	PINK/Get The Party...	4300
21	JAGGED EDGE/Where The Party At	3612
17	JANET/All For You	3268
14	IO/Rapture (Tastes...)	3096
15	NELLY FURTADO/... On The Radio...	3096
17	ALANIS MORISSETTE/Criminal	3096
2	FAT JOE/FASHANT/What's Luv?	3096
17	LIFEHOUSE/Hanging By A Moment	2230
13	CRAIG DAVID/Fill Me In	2230
17	USHER/Remind Me	2192
30	CITY HIGH/Caramel	2192
15	BLU CANTRELL/Hi 'Em Up Style...	2580
8	SHAGGY/Wasn't Me	2580
8	BLINK-182/First Date	2580
15	BRITNEY SPEARS/I'm Not A Girl...	2408
6	ENRIQUE IGLESIAS/Escape	2408

MARKET #16		
KDWB/Minneapolis		
Clear Channel (612) 340-9000 Morris/Moran 12+ Cumé 547,000		
<b>KDWB 101.3</b>		
PLAYS	ARTIST/TITLE	GI (000)
82	JARULE/FASHANT/Always On Time	21646
77	NICKELBACK/How You Remind Me	21098
80	LINKIN PARK/In The End	21098
62	CITY HIGH/Caramel	19728
72	CRAIG DAVID/7 Days	19454
70	NO DOUBT/Hey Baby	18358
55	LEANN RIMES/Can't Fight...	14248
50	CALLING/Wherever You Will Go	13700
45	JAGGED EDGE/Lets Get Married	12330
40	JENNIFER LOPEZ/Ain't It Funny	11508
40	112/Peaches & Cream	10960
44	112/Dance With Me	10960
42	USHER/U Got It Bad	10412
30	JEWEL/Standing Still	10138
35	'N SYNC/Girlfriend	9864
34	KYLIE MINOGUE/Can't Get You...	9864
36	LEANN RIMES/Can't Fight...	9590
30	BRANDY/What About Us?	9316
18	BRIAN MCKNIGHT/Still	8220
34	MARY J. BLIGE/Family Affair	7946
28	SHAKIRA/Whenever Wherever	7672
33	PINK/Get The Party...	7398
12	FABOLOUS/Young'n (Holla Back)	7398
27	LUDACRIS/Roll Out...	6576
19	PUDDLE OF MUDD/Blurry	6576
8	ENRIQUE IGLESIAS/Escape	6028
26	ALICIA KEYS/A Woman's Worth	5754
27	PETEY PABLO/Raise Up	5480
16	3 DOORS DOWN/Be Like That	5480
25	JARULE/Livin' It Up	5480
15	ALANIS MORISSETTE/Hands Clean	4384
7	OUTKAST/The Whole World	4110
17	BRITNEY SPEARS/I'm Not A Girl...	4110
9	DESTINY'S CHILD/Emotion	3562
13	BUSTA RHYMES/Break Ya Neck	3562
9	BRITNEY SPEARS/I'm Not A Girl...	3288
10	112/Peaches & Cream	3288
16	SOULDECISION/Faded	3288
12	FABOLOUS/FNATE DOGG/Can't Deny It	3014

MARKET #17		
KHTS/San Diego		
Clear Channel (619) 292-2000 Laird/Vaughn/Haze 12+ Cumé 459,300		
<b>CHANNEL 93.3</b>		
PLAYS	ARTIST/TITLE	GI (000)
70	JARULE/FASHANT/Always On Time	14620
84	NICKELBACK/How You Remind Me	14448
64	JARULE/Livin' It Up	11524
62	USHER/U Got It Bad	9976
75	PINK/Get The Party...	9804
54	CRAIG DAVID/7 Days	8944
38	R. KELLY/The World's Greatest	8428
48	LINKIN PARK/In The End	8084
44	CITY HIGH/Caramel	7396
35	KYLIE MINOGUE/Can't Get You...	6536
52	NO DOUBT/Hey Baby	6192
22	GINUWINE/Differences	5848
31	GORILLAZ/19-2000	5332
31	'N SYNC/Girlfriend	5160
24	LEANN RIMES/Can't Fight...	4816
22	MARY J. BLIGE/Family Affair	4472
41	SHAKIRA/Whenever Wherever	4472
23	TOY/! Do	4472
25	VANESSA CARLTON/A Thousand Miles	4300
22	BRIAN MCKNIGHT/Still	4300
24	MARY J. BLIGE/No More Drama	4300
25	ALICIA KEYS/A Woman's Worth	4300
27	BRITNEY SPEARS/I'm Not A Girl...	3956
30	AMANDA PEREZ/Never	3956
20	JENNIFER LOPEZ/Ain't It Funny	3956
18	TOY/! No Matra What...	3784
22	DARREN HAYES/Insatiable	3440
19	NELLY FURTADO/Turn Off The Light	3440
21	ENRIQUE IGLESIAS/Hero	3268
18	OUTKAST/The Whole World	3268
7	IO/Rapture (Tastes...)	3268
20	LUDACRIS/Roll Out...	3096
8	FAT JOE/FASHANT/What's Luv?	2924
16	BUSTA RHYMES/Break Ya Neck	2924
17	ALICIA KEYS/Fallin'	2924
28	BAHA MEN/Move It Like This	2752
17	LIFEHOUSE/Hanging By A Moment	2752

MARKET #18		
WBLI/Nassau-Suffolk		
Cox (631) 669-9254 Rica/Levine 12+ Cumé 858,900		
<b>106.1 BLI</b>		
PLAYS	ARTIST/TITLE	GI (000)
95	NO DOUBT/Hey Baby	34580
90	KYLIE MINOGUE/Can't Get You...	33852
66	LEANN RIMES/Can't Fight...	28028
67	NICKELBACK/How You Remind Me	28028
70	USHER/U Got It Bad	27300
58	LINKIN PARK/In The End	21112
38	CALLING/Wherever You Will Go	20020
46	SHAKIRA/Underneath Your...	19292
45	VANESSA CARLTON/A Thousand Miles	18928
47	'N SYNC/Girlfriend	17108
49	JENNIFER LOPEZ/Ain't It Funny	16744
44	CRAIG DAVID/7 Days	16380
54	SHAKIRA/Whenever Wherever	16016
20	PINK/Don't Let Me Get Me	15288
21	JARULE/FASHANT/Always On Time	13832
34	ENRIQUE IGLESIAS/Escape	12740
42	PINK/Get The Party...	11284
43	CREED/My Sacrifice	11284
23	MARY J. BLIGE/No More Drama	8736
25	AMBER/Yes	8008
21	MARY J. BLIGE/No More Drama	7644
22	NELLY/Ride Wit Me	7644
16	PUDDLE OF MUDD/Blurry	7280
17	JENNIFER LOPEZ/Play	7280
28	MARY J. BLIGE/No More Drama	7280
22	CITY HIGH/What Would You Do?	6916
18	JENNIFER LOPEZ/Play	6552
16	NATALIE IMBRUGLIA/Wrong Impression	6552
2	IO/Rapture (Tastes...)	6188
19	LIFEHOUSE/Hanging By A Moment	6188
17	CITY HIGH/Caramel	6188
14	AARON CARTER/I'm All About You	5460
12	DARREN HAYES/Insatiable	5460
21	BRITNEY SPEARS/I'm Not A Girl...	5460
23	LIFEHOUSE/Hanging By A Moment	5460
18	NELLY FURTADO/... On The Radio...	5096
14	AMBER/Sexual (Li Da Di)	5096
14	CHER/Song For The Lonely	5096
14	NELLY FURTADO/Turn Off The Light	5096

MARKET #19		
KSLZ/St. Louis		
Clear Channel (314) 692-5100 Wheeler/Boomer 12+ Cumé 374,700		
<b>107.7</b>		
PLAYS	ARTIST/TITLE	GI (000)
85	NELLY/!	16235
84	LINKIN PARK/In The End	16044
83	USHER/U Got It Bad	15662
82	JARULE/Livin' It Up	15672
81	CRAIG DAVID/7 Days	15471
80	NICKELBACK/How You Remind Me	15280
83	NO DOUBT/Hey Baby	12224
31	CREED/My Sacrifice	10314
48	JENNIFER LOPEZ/Ain't It Funny	9550
36	'N SYNC/Girlfriend	9550
47	KYLIE MINOGUE/Can't Get You...	9168
40	MARY J. BLIGE/No More Drama	8977
39	PINK/Get The Party...	8022
46	SHAKIRA/Whenever Wherever	7640
36	BLU CANTRELL/Hi 'Em Up Style...	7449
24	LEANN RIMES/Can't Fight...	7067
40	TOY/! Do	6685
41	R. KELLY/The World's Greatest	6494
36	NELLY FURTADO/Turn Off The Light	6494
21	GORILLAZ/19-2000	6494
29	'N SYNC/Gone	6303
38	BRITNEY SPEARS/I'm Not A Girl...	6303
37	CALLING/Wherever You Will Go	6303
16	ALANIS MORISSETTE/Hands Clean	6112
30	JARULE/FASHANT/Always On Time	5730
11	ENRIQUE IGLESIAS/Escape	5348
22	JAGGED EDGE/Where The Party At	4202
16	BRANDY/What About Us?	4202
6	TOY/! No Matra What...	4011
43	CITY HIGH/Caramel	4011
44	BRIAN MCKNIGHT/Still	4011
20	FIVE FOR FIGHTING/Superman (It's...)	3820
19	MARY J. BLIGE/Family Affair	3629
17	MICHELLE BRANCH/All You Wanted	3247
8	NATALIE IMBRUGLIA/Wrong Impression	2865
11	IO/Rapture (Tastes...)	2101
4	PINK/Most Girls	2101
10	JEWEL/Standing Still	1910
4	PUDDLE OF MUDD/Blurry	1910
4	LUDACRIS/Roll Out...	1910

MARKET #21		
WFLZ/Tampa		
Clear Channel (813) 839-9393 Kapugi/Kapp/Priest 12+ Cumé 603,500		
<b>93.3 FLZ</b>		
PLAYS	ARTIST/TITLE	GI (000)
69	LINKIN PARK/In The End	24882
78	NO DOUBT/Hey Baby	24882
74	JARULE/FASHANT/Always On Time	23606
70	NICKELBACK/How You Remind Me	22330
56	'N SYNC/Girlfriend	21892
61	USHER/U Got It Bad	19778
58	PINK/Get The Party...	18502
44	JENNIFER LOPEZ/Ain't It Funny	18502
55	MARY J. BLIGE/Family Affair	15312
68	SHAKIRA/Whenever Wherever	15312
40	CRAIG DAVID/7 Days	14674
46	KYLIE MINOGUE/Can't Get You...	12398
44	TOY/! Do	12760
39	CALLING/Wherever You Will Go	12441
37	MARY J. BLIGE/No More Drama	11803
18	LEANN RIMES/Can't Fight...	11165
27	CREED/My Sacrifice	10527
42	CITY HIGH/Caramel	9889
30	GINUWINE/Differences	9570
27	CRAIG DAVID/Fill Me In	8932
23	ENRIQUE IGLESIAS/Escape	7337
22	BRITNEY SPEARS/I'm Not A Girl...	7337
18	'N SYNC/Gone	6380
12	PINK/Don't Let Me Get Me	6061
19	JARULE/Livin' It Up	6061
24	ALICIA KEYS/Fallin'	5742
19	ALANIS MORISSETTE/Hands Clean	5423
4	PUDDLE OF MUDD/Blurry	5104
16	LUDACRIS/Roll Out...	5104
28	EVE/F'GIVEN STEFANI/Let Me Blow Ya Mind	4785
9	OUTKAST/The Whole World	4785
23	JAGGED EDGE/Where The Party At	4785
28	JENNIFER LOPEZ/Play	4147
8	NELLY FURTADO/... On The Radio...	3828
6	FAT JOE/FASHANT/What's Luv?	3828
12	MPRESS/Maybe	3828
9	DARREN HAYES/Insatiable	3828
11	NELLY/!	3509
12	IO/Rapture (Tastes...)	3509
5	DARREN HAYES/Insatiable	3509

MARKET #22		
KFMD/Denver-Boulder		
Clear Channel (303) 713-8000 Lawson/Pickett 12+ Cumé 194,500		
<b>KISS FM</b>		
PLAYS	ARTIST/TITLE	GI (000)
80	NO DOUBT/Hey Baby	5810
82	JARULE/FASHANT/Always On Time	5740
78	LINKIN PARK/In The End	5670
77	PINK/Get The Party...	5460
77	NICKELBACK/How You Remind Me	5390
64	SHAKIRA/Whenever Wherever	5180
47	CRAIG DAVID/7 Days	4690
45	KYLIE MINOGUE/Can't Get You...	3430
47	USHER/U Got It Bad	3290
43	LEANN RIMES/Can't Fight...	3220
49	'N SYNC/Girlfriend	3080
42	TOY/! Do	3010
43	ALICIA KEYS/A Woman's Worth	2940
28	MARY J. BLIGE/No More Drama	2800
27	JENNIFER LOPEZ/Ain't It Funny	2730
22	PUDDLE OF MUDD/Blurry	2730
37	MICHELLE BRANCH/All You Wanted	2500
33	CALLING/Wherever You Will Go	2310
10	BRANDY/What About Us?	1890
34	DARREN HAYES/Insatiable	1820
39	JARULE/Livin' It Up	1680
27	CITY HIGH/Caramel	1470
28	ATC/Around The World...	1400
6	ENRIQUE IGLESIAS/Escape	1400
22	ENRIQUE IGLESIAS/Hero	1330
11	ALANIS MORISSETTE/Hands Clean	1330
14	BLU CANTRELL/Hi 'Em Up Style...	1330
19	PINK/Don't Let Me Get Me	1330
21	'N SYNC/Gone	1260
17	DESTINY'S CHILD/Emotion	1120
14	STAIN'D/It's Been Awful	1120
15	EVE/F'GIVEN STEFANI/Let Me Blow Ya Mind	1050
16	MR. CHEEKS/Lights, Camera...	1050
21	CRAZY TOWN/Butterfly	980
14	ALICIA KEYS/Fallin'	980
23	NELLY/!	980
38	BRITNEY SPEARS/I'm Not A Girl...	910
15	JARULE/Livin' It Up	910

MARKET #23		
WBZZ/Pittsburgh		
Clear Channel (412) 920-9400 Clark/Mill 12+ Cumé 411,900		
<b>93.4</b>		
PLAYS	ARTIST/TITLE	GI (000)
88	LINKIN PARK/In The End	16182
78	USHER/U Got It Bad	14508
80	CALLING/Wherever You Will Go	11346
44	NELLY/!	10230
46	CITY HIGH/Caramel	9486
41	NO DOUBT/Hey Baby	9486
43	KYLIE MINOGUE/Can't Get You...	9114
30	PETEY PABLO/Raise Up	8928
41	'N SYNC/Girlfriend	8424
78	JARULE/FASHANT/Always On Time	8370
29	NICKELBACK/How You Remind Me	7812
38	PUDDLE OF MUDD/Blurry	7812
28	JENNIFER LOPEZ/Ain't It Funny	7068
22	ENRIQUE IGLESIAS/Escape	6510
54	CREED/My Sacrifice	6510
34	DEFAULT/Wasting My Time	6324
40	NELLY FURTADO/... On The Radio...	5952
22	OUTKAST/The Whole World	5766
37	MARY J. BLIGE/No More Drama	5580
32	BRANDY/What About Us?	5394
32	FABOLOUS/FNATE DOGG/Can't Deny It	5394
28	BRITNEY SPEARS/I'm Not A Girl...	5394
10	GORILLAZ/19-2000	5208
31	P.O.D./Alive	4278
19	R. KELLY/The World's Greatest	4278
49	PINK/Get The Party...	4278
23	SHAKIRA/Whenever Wherever	4278
10	LUDACRIS/Roll Out...	4098
23	BLU CANTRELL/Hi 'Em Up Style...	3442
18	LEANN RIMES/Can't Fight...	3348
18	ALANIS MORISSETTE/Hands Clean	3348
17	MARY J. BLIGE/Family Affair	3162
22	TOY/! Do	3162
4	GLENN LEWIS/Don't You Forget It	2790
15	CHRISTINA MILIAN/Am To PM	2790
14	LFO/Every Other Time	2790
15	NATALIE IMBRUGLIA/Wrong Impression	2790
17	GINUWINE/Differences	2418
4	VANESSA CARLTON/A Thousand Miles	2232

MARKET #24		
WKST/Pittsburgh		
Clear Channel (412) 937-1441 Trout 12+ Cumé 324,900		
<b>96.1</b>		
PLAYS	ARTIST/TITLE	GI (000)
91	JARULE/FASHANT/Always On Time	14352
92	LINKIN PARK/In The End	14352
92	USHER/U Got It Bad	14196
87	CRAIG DAVID/7 Days	13728
50	GINUWINE/Differences	13416
88	FABOLOUS/FNATE DOGG/Can't Deny It	13260
85	PETEY PABLO/Raise Up	13260
94	PUDDLE OF MUDD/Blurry	8424
52	NELLY/!	8424
50	NO DOUBT/Hey Baby	8268
47	CITY HIGH/Caramel	8112
88	NICKELBACK/How You Remind Me	8112
52		



DONTAY THOMPSON

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## PART ONE OF A TWO-PART SERIES

# Radio Speaks: The Definitions Of Rhythmic And Urban

PDs discuss the differences between the two formats

I've been working here for less than a month, and I already have a few things to get off my chest. So, if you don't mind, please hear me out. Recently, there's been a tremendous amount of concern raised about certain radio stations' reporting status to R&R. With the evolution of music, especially hip-hop, you may now find CHR/Rhythmic and Urban stations playing the same music.

That said, how does one determine which panel a station reports to? What things should one take into consideration when a decision like this is made? Is it based on ethnic breakdown? Is it station presentation? What about the station's music; should we use that to make the determination? To shed some light on this topic, I've reached out to influential members of both the radio and record communities. This week we hear from the radio side.

## Orlando

## PD, WLLD/Tampa

About six months into my first gig I asked my PD for the difference between CHR/Rhythmic and Urban stations. He said, "Honestly, it's the color of the PD." "What do you mean?" I asked. He said that, when it comes to a Rhythmic station that may sound somewhat similar to an Urban station, just look at the program director. If you see a name or face that's not African-American, more than likely the station will get the nod to report as a Rhythmic station. That was a very old-school look at it, but it stayed with me.

When I look at Urban stations, it seems that they play the same records as Rhythmic stations. Now that we're in the politically correct millennium, the way it goes is that everything that surrounds the records dictates what a station is more so than what records are played. If you go after the MTV generation and you're playing "Hey Baby" from No Doubt along with records by Jay-Z, you're a Rhythmic station in the truest sense.

Where it gets gray is when two stations are playing those hip-hop records, and one station is Urban and one is Rhythmic. It's like, where does it go? That's when you pick up on what's around the records. Where Urban cultivates its community, it's not just about the music. When you listen to Steve Harvey or Tom Joyner and they're talking about cholesterol and voting, it's more about uplifting the community. It's more about speak-

**"No one has the right to classify a radio station except the station. I don't think anybody else has the right to say what a station is; the station decides that."**

Tracy Cloherty

ing to the people instead of just trying to speak to the masses, like CHR/Rhythmic does.

When I was at our Urban station, I talked to Joyner about it, because he was my idol when I was coming up in Chicago. He said that Urban is all about the community. It's all about taking care of the people. It's talking about voter drives, hair-care products and everything that speaks to us that doesn't get spoken about anywhere else.

I had to decide where I wanted to go in my career. Did I want to be Soul Train Awards or did I want to be Grammys? I said, "I want to be Grammys." I feel that what I say or program has to speak to everybody from the white 13-year-olds who are feelin' us to the 50-year-old black woman who's feelin' me on the morning show. Some feel like they want to give back and want to do their own thing, and I can't knock them for it, but that's the difference in the presentation.

## Dion Summers

## PD, WERQ/Baltimore

Regarding the Rhythmic argument, two points need to be made. First, most stations today that sound Urban were, at one point, core Rhythmic sta-

tions. Ten years ago my station was playing The Red Hot Chili Peppers into Sir Mix-A-Lot. We have since realized that playing Sir Mix-A-Lot into The Red Hot Chili Peppers into Nirvana into Young MC wasn't really happening for Baltimore. I remember when WPGC/Washington first signed on in the late '80s and was playing Madonna. It has since evolved into what WERQ and WQHT/New York are.

When you have stations like KUBE/Seattle and WBBM-FM (B96)/Chicago, which, five years ago, were more across-the-board Dance with some hip-hop titles thrown in but are now playing Jay-Z and Ja Rule 80 times a week, it's the music.

In the early to mid-'90s, when grunge and gangster rap were hot, you had to polarize yourself to say you were either this or that. That's when the line was a lot clearer and stations that were Rhythmic wouldn't touch Nirvana. They'd play a Snoop Dogg record followed by Real McCoy!

Now, when you have hip-hop, rock and so many different forms of music fusing together, it's like the line is gone. When you've got hip-hop stations playing 'N Sync, that's when you realize that the whole thing has come full circle. The Rhythmic label has stayed, even though the music and the stations have evolved.

Secondly, let's not kid ourselves that the Rhythmic reporting status that we have doesn't give us leverage in the industry. It gives us a certain degree of competitiveness in the industry and sets us apart. It's no coincidence that some of Radio One's newer stations have preferred to have CHR/Rhythmic status.

In Charlotte you have WPEG, a heritage Urban. How do you fight a heritage Urban? Do you go up against it by classifying yourself as Urban, or do you flip and become a Rhythmic reporter? If you flip, you



PASS THE COURVOISIER

J Records recording artist Busta Rhymes recently performed his current hit single, "Pass the Courvoisier," at a show put on by KMEL/San Francisco. Pictured here are (l-r) Lawman Promotions' Dan "Smokey" Posher, KMEL night jock/Asst. MD Big Von Johnson, Rhymes, J Records' Ant Live and Lawman Promotions' Gary "Spangadeez" Spangler.

have a different set of reps to represent you, and you also increase your profile. Some of the heritage CHR/Rhythmics have kept that label despite their musical adjustments. It's because of the extra leverage and competitiveness that stations like ours wish to retain Rhythmic status.

## Tracy Cloherty

## PD, WQHT/New York

No one has the right to classify a radio station except the station. I don't think anybody else has the right to say what a station is; the station decides that.

I don't agree with the classification system. Tell me who it benefits. Does it benefit the radio station? From a ratings standpoint, it doesn't matter what it is classified as. I think you should look at a radio station based on its audience and not what music it plays.



Tracy Cloherty

## Cat Thomas

## PD, KQKS (KS 107.5)/Denver

From my standpoint, the controversy is a record and trades controversy.

I don't really care that much. It's not going to affect the way I program KQKS at all. Similar to other well-programmed stations throughout America, we do local market research, and we have our target audience.

Denver is really interesting, because we're about 50% white, 25% African-American and 25% Hispanic. The one common thread is that the people who listen to KS 107.5 primarily want to hear two styles of music: hip-hop and R&B. Instead of worrying about what chart I report to, I focus on the needs of our PI listeners and deliver what they expect and what they want out of KS 107.5.

I can tell you that straight pop records don't work here. As much as I like No Doubt, I can't play them. We

researched that song for six weeks and are well aware of how big it is, but our PIs do not like the record. No offense to Interscope or the band, but our listeners want and expect to hear hip-hop and R&B from us.

How does that affect the charts? It's not for me to say. The only thing I'd add is that I have relationships, and so does my MD, John E. Kage, based in part on what chart we report to. I've worked years to forge those relationships, and I think they give us a competitive advantage. I would hate to, in any way, lose those relationships or have them become less meaningful because somebody says that we report to a different chart.

## Michael Newman

## Consultant, Radio &amp; Ratings

I don't know if there's a true anything. I think the music evolves, and it depends on what kind of audience you're going after. There are Urban stations that are going to play much more R&B and less hip-hop. There are crossover stations that are going to be breaking the new hip-hop records and targeting a certain audience. There are Rhythmic stations that are probably not going to be breaking the hip-hop titles, but they will be able to incorporate the dance product and maybe some pop titles. They'll also play hip-hop but not really break it.

It really goes back to when stations were considered Urban, mainstream R&B, CHR/Rhythmic or mainstream CHR. Over the past five or six years a new category was created, called crossover. This has really evolved to hip-hop. These are the stations that are breaking all the hip-hop and that are very aggressive.

You have stations on the hip-hop panel that want to be CHR/Rhythmic and stations on the Urban panel that want to be on the hip-hop panel. Stations are trying to get classified in certain categories in which they do not belong because of politics. We have to realize that these systems and categories will always be subject to change. You have to be able to adapt to the way music is. It really comes down to where the hits are and what audience they are targeting.

# R&R CHR/Rhythmic Top 50

Powered By



February 22, 2002

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
	1	<b>JA RULE F/ASHANTI</b> Always On Time (Murder Inc./Def Jam/IDJMG)	4363	-270	688626	14	73/0
2	2	<b>JENNIFER LOPEZ</b> Ain't It Funny (Epic)	3962	+173	611821	10	70/1
4	3	<b>LUDACRIS</b> Roll Out (My Business) (Def Jam South/IDJMG)	3097	+2	419826	17	68/0
5	4	<b>OUTKAST</b> The Whole World (LaFace/Arista)	3053	-10	399942	11	71/0
6	5	<b>BRANDY</b> What About Us? (Atlantic)	3019	+191	469371	6	72/0
10	6	<b>FAT JOE F/ASHANTI</b> What's Luv? (Terror Squad/Atlantic)	2857	+613	510044	5	69/4
3	7	<b>USHER</b> U Got It Bad (LaFace/Arista)	2780	-451	395829	20	74/0
7	8	<b>BUSTA RHYMES</b> Break Ya Neck (J)	2548	-229	354386	16	61/0
11	9	<b>FABOLOUS</b> Young'n (Holla Back) (Desert Storm/Elektra/EEG)	2272	+34	294918	12	65/0
14	10	<b>TWEET</b> Oops (Oh My) (Gold Mind/Elektra/EEG)	2230	+245	367741	5	72/4
12	11	<b>JERMAINE DUPRI F/LUDACRIS</b> Welcome To... (So So Def/Columbia)	2054	+15	293084	12	57/2
8	12	<b>ALICIA KEYS</b> A Woman's Worth (J)	2009	-380	305410	17	61/0
13	13	<b>NO DOUBT</b> Hey Baby (Interscope)	1961	-25	243400	7	46/0
19	14	<b>USHER</b> U Don't Have To Call (LaFace/Arista)	1878	+279	245289	4	66/3
9	15	<b>FAT JOE</b> We Thuggin' (Terror Squad/Atlantic)	1816	-462	289108	17	68/0
15	16	<b>MR. CHEEKS</b> Lights, Camera, Action (Universal)	1787	-25	294482	15	57/0
18	17	<b>MOBB DEEP F/112</b> Hey Luv (Anything) (Loud/Columbia)	1753	+24	293663	10	58/0
16	18	<b>AALIYAH</b> Rock The Boat (BlackGround)	1534	-245	193009	24	54/0
28	19	<b>ASHANTI</b> Foolish (Murder Inc./Def Jam/IDJMG)	1513	+487	284257	4	63/8
17	20	<b>PINK</b> Get The Party Started (Arista)	1400	-378	165806	16	36/0
22	21	<b>AMANDA PEREZ</b> Never (Universal)	1371	+111	145520	7	33/1
20	22	<b>MARY J. BLIGE</b> No More Drama (MCA)	1265	-151	249639	12	53/0
21	23	<b>MYSTIKAL</b> Bouncin' Back (Bumpin' Me...) (Jive)	1246	-169	110807	10	58/0
26	24	<b>AALIYAH</b> More Than A Woman (BlackGround)	1227	+179	244917	6	15/6
31	25	<b>FAITH EVANS</b> I Love You (Bad Boy/Arista)	1187	+231	188031	3	53/0
29	26	<b>KYLIE MINOGUE</b> Can't Get You Out Of My Head (Capitol)	1163	+152	219971	6	33/1
41	27	<b>'N SYNC</b> Girlfriend (Jive)	1146	+434	176347	2	42/9
27	28	<b>GLENN LEWIS</b> Don't You Forget It (Epic)	1134	+96	146630	5	53/5
23	29	<b>CRAIG DAVID</b> 7 Days (Wildstar/Atlantic)	1100	-84	173565	17	42/0
32	30	<b>KEKE WYATT</b> Nothing In This World (MCA)	1032	+141	162876	5	42/3
24	31	<b>MASTER P</b> Oohhhwee (No Limit/Universal)	1025	-88	126333	8	51/0
33	32	<b>NB RIDAZ F/ANGELINA</b> Runaway (Upstairs)	868	-11	77590	14	22/0
30	33	<b>R. KELLY</b> The World's Greatest (Interscope/Jive)	861	-115	147416	11	35/0
35	34	<b>NELLY FURTADO</b> Turn Off The Light (DreamWorks)	815	-38	87268	19	43/0
40	35	<b>DMX F/FAITH EVANS</b> I Miss You (Ruff Ryders/IDJMG)	788	+54	116356	5	39/1
25	36	<b>JAY-Z</b> Jigga (Roc-A-Fella/IDJMG)	778	-330	104579	7	56/0
34	37	<b>MISSY ELLIOTT</b> Take Away (Gold Mind/EastWest/EEG)	760	-118	125105	14	33/0
44	38	<b>KNOC-TURN'AL</b> Knoc (LA Confidential/Elektra/EEG)	749	+202	76492	3	45/4
36	39	<b>MICHAEL JACKSON</b> Butterflies (Epic)	722	-123	116053	12	36/0
47	40	<b>LUDACRIS</b> Saturday (Oooh! Oooh!) (Def Jam South/IDJMG)	692	+176	153371	2	5/3
43	41	<b>BEANIE SIGEL &amp; FREEWAY</b> Roc The Mic (Roc-A-Fella/IDJMG)	680	+91	171370	3	23/3
38	42	<b>TOYA</b> No Matta What (Party All...) (Arista)	678	-62	49249	3	36/0
48	43	<b>NAPPY ROOTS</b> Awnaw (Atlantic)	548	+95	45433	2	33/4
50	44	<b>JAHEIM</b> Anything (Divine Mill/WB)	519	+103	73315	2	22/1
42	45	<b>JUVENILE</b> From Her Mamma (Mamma Got...) (Cash Money/Universal)	519	-129	55152	20	30/0
39	46	<b>EVE</b> U, Me & She (Ruff Ryders/Interscope)	490	-245	74867	8	38/0
Debut	47	<b>LIL BOW WOW</b> Take Ya Home (So So Def/Columbia)	484	+79	64879	1	33/3
45	48	<b>PETHEY PABLO</b> I (Jive)	474	-71	32894	7	34/0
46	49	<b>METHOD MAN &amp; REDMAN</b> Part II (Def Jam/IDJMG)	469	-62	151583	9	32/0
Debut	50	<b>MAXWELL</b> This Woman's Work (Columbia)	370	+28	66194	1	26/0

## Most Added

www.rradds.com

ARTIST TITLE LABEL(S)	ADDS
<b>BUSTA RHYMES</b> Pass The Courvoisier (J)	40
<b>NO GOOD</b> Ballin' Boy (ARTIST Direct)	18
<b>CEE-LO</b> Closet Freak (LaFace/Arista)	14
<b>'N SYNC</b> Girlfriend (Jive)	9
<b>CITY HIGH</b> City High Anthem (Interscope)	9
<b>ASHANTI</b> Foolish (Murder Inc./Def Jam/IDJMG)	8
<b>RL F/ERICK SERMON</b> Got Me A Model (J)	8
<b>AALIYAH</b> More Than A Woman (BlackGround)	6
<b>JAGGED EDGE</b> I Got It (So So Def/Columbia)	6
<b>RAPHAEL SAADIQ</b> You Should Be Here (Pookie/Universal)	6

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
<b>FAT JOE F/ASHANTI</b> What's Luv? (Terror Squad/Atlantic)	+613
<b>ASHANTI</b> Foolish (Murder Inc./Def Jam/IDJMG)	+487
<b>'N SYNC</b> Girlfriend (Jive)	+434
<b>USHER</b> U Don't Have To Call (LaFace/Arista)	+279
<b>P. DIDDY &amp; THE FAMILY</b> I Need A Girl (Bad Boy/Arista)	+260
<b>TWEET</b> Oops (Oh My) (Gold Mind/Elektra/EEG)	+245
<b>FAITH EVANS</b> I Love You (Bad Boy/Arista)	+231
<b>KNOC-TURN'AL</b> Knoc (LA Confidential/Elektra/EEG)	+202
<b>BUSTA RHYMES</b> Pass The Courvoisier (J)	+199
<b>BRANDY</b> What About Us? (Atlantic)	+191

## New & Active

**IIO Rapture** (Tastes So Sweet) (Universal)  
Total Plays: 364, Total Stations: 15, Adds: 0

**RUFF ENDZ** Someone To Love You (Epic)  
Total Plays: 363, Total Stations: 30, Adds: 1

**BUSTA RHYMES** Pass The Courvoisier (J)  
Total Plays: 362, Total Stations: 43, Adds: 40

**COREY F/LIL' ROMEO** Hush Lil' Lady (Motown)  
Total Plays: 345, Total Stations: 29, Adds: 4

**PRETTY WILLIE** Roll Wit Me (Republic/Universal)  
Total Plays: 319, Total Stations: 31, Adds: 3

**JAGGED EDGE** I Got It (So So Def/Columbia)  
Total Plays: 307, Total Stations: 12, Adds: 6

**B2K** Uh Huh (Epic)  
Total Plays: 245, Total Stations: 8, Adds: 2

**OJ ENCORE** I See Right Through To You (MCA)  
Total Plays: 235, Total Stations: 11, Adds: 1

**TANTO METRO & DEVONTE** Give It To Her (VP)  
Total Plays: 230, Total Stations: 11, Adds: 0

**CITY HIGH** City High Anthem (Interscope)  
Total Plays: 226, Total Stations: 18, Adds: 9

Songs ranked by total plays

75 CHR/Rhythmic reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 2/10/02-2/16/02. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 20 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from the Arbitron Company (copyright 2002, The Arbitron Company). (C) 2002, R&R, Inc.

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America's Best Testing CHR/Rhythmic Songs 12+ For The Week Ending 2/22/02.

Table with 8 columns: Artist Title (Label), TW, LW, Familiarity, Burn, TD, Familiarity, Burn. Lists top CHR/Rhythmic songs like 'JA RULE Always On Time', 'LUDACRIS Roll Out', etc.

Total sample size is 658 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.

Most Played Recurrents

Table with 3 columns: Artist Title Label(s), Total Plays. Lists recurrent songs like 'MARY J. BLIGE Family Affair', 'GINUWINE Differences', etc.

Reporters

Grid of reporter information for various markets including Albuquerque, Charlotte, Fresno, Jacksonville, etc. Each cell lists the reporter's name and the stations they cover.

Monitored Reporters 88 Total Reporters, 75 Total Monitored, 13 Total Indicator, 12 Current Indicator Playlists. Includes logo for American Radio History.

# CHR/Rhythmic Playlists

FIND COMPLETE PLAYLISTS FOR ALL CHR/RHYTHMIC REPORTERS ON R&R ONLINE MUSIC TRACKING

MARKET #1		
WKUT/New York		
Clear Channel		
(201) 420-3700		
Busz		
12+ Cume 2,619,900		
PLAYS	ARTIST/TITLE	GI (000)
71	71 KYLIE MINOUE/Can't Get You...	84666
70	70 SHAKIRA/Whenever Wherever	87220
66	66 MARY J. BLIGE/No More Drama	82236
42	42 AMBER/Yes	68530
53	53 JA RULÉ/FASHANT/Always On Time	66038
47	47 USHER/U Got It Bad	58562
68	68 PINK/Get The Party...	57316
42	42 ALICIA KEYS/A Woman's Worth	52332
28	28 IIO/Rapture (Tastes...)	51086
42	42 TOYAI/Do	47348
36	36 ENRIQUE IGLESIAS/Escape	44856
36	36 NO DOUBT/Hey Baby	44856
34	34 JENNIFER LOPEZ/Ain't It Funny	43610
30	30 MARY J. BLIGE/Family Affair	41118
26	26 IAN VAN DALH/Castles In The Sky	32396
26	26 TAMIA/Stranger In My House	32396
25	25 NICOLE MCCLLOUD/One Good Reason	31150
25	25 GREEN VELVET/La La Land	31150
24	24 BRANDY/What About Us?	31150
21	21 AUBREY/Stand Still	31150
27	27 DA BUZZ/Let Me Love You	28658
22	22 MICHAEL JACKSON/Break Of Dawn	27412
24	24 GIGI D'AGOSTINO/It Fly With You	24920
19	19 ANGIE STONE/Wish I Didn't...	23674
22	22 JENNIFER LOPEZ/I'm Real	23674
17	17 ENRIQUE IGLESIAS/Hero	22428
11	11 MOD/J Lady (Hear...)	21182
13	13 KIM ENGLISH/Everyday	17444
10	10 MYA/Case Of The Ex...	14952
15	15 TINA ANN/In My Dreams	14952
12	12 DAFI PUNK/One More Time	14952
9	9 MASTERS AT WORK/Work	14952
12	12 DEBORAH COX/Never Knew	14952
11	11 PINK/Most Girls	13706
8	8 'N SYNC/Girlfriend	13706
9	9 MICHAEL JACKSON/You Rock My World	12114
11	11 AALI'YAH/Try Again	9968
12	12 JENNIFER LOPEZ/Love Don't Cost...	7476
8	8 DEE DEE/Freer	7476
6	6 JANET/Ain't For You	6230

MARKET #1		
WQHT/New York		
Emmis		
(212) 229-9797		
Clonerty		
12+ Cume 2,661,300		
PLAYS	ARTIST/TITLE	GI (000)
38	38 51 BRANDY/What About Us?	91953
46	46 41 BEANIE SIGEL/FREEMAY/Roc The Mic	73923
38	41 JA RULÉ/FASHANT/Always On Time	73923
43	40 NAS/One Mic	72120
31	39 FAT JOE/FASHANT/What's Lov?	70317
38	39 NAS/Got Ur Self A...	70317
41	39 TWEET/Oops (Oh My)	70317
30	35 METHOD MAN & REDMAN/Part II	63105
41	35 ASHANTI/Foolish	63105
33	34 JAGGED EDGE/The Whole World	61302
21	34 JAGGED EDGE/Get It	61302
32	33 MR. CHEEKS/Lights, Camera...	59499
22	32 LUDACRIS/Saturday (Dooht...)	57696
20	30 BUSTA RHYMES/Pass The Courvoisier	54090
23	29 TANTO METRO.../Give It To Her	52287
28	28 CAM'RON/The Roc	50484
18	26 JA RULÉ/Never Again	46878
22	26 FAITH EVANS/Love You	46878
25	25 AALI'YAH/More Than A Woman	46878
20	25 LUDACRIS/Roll Out...	45075
24	23 R. KELLY/The World's Greatest	41469
24	23 MISSY ELLIOTT/Take Away	41469
39	21 LUDACRIS/Patty Girl	37863
23	21 FAITH EVANS/Alone In The World	37863
20	20 R. KELLY & JAY-Z/Get This Money	36060
12	20 MARY J. BLIGE/Rainy Days	36060
14	19 MOBB DEEP F/112/Hey Lu (Anything)	34257
19	19 WU-TANG CLAN/Back In The Case	34257
18	18 KEKE WYATT/Nothing In This...	32454
6	17 DMX/Faith Evans/I Miss You	30651
9	17 CAM'RON/Ooh Boy	30651
8	17 GLENN LEWIS/Don't You Forget It	30651
16	16 EVE/U, Me & She	28848
16	16 GHSTFACE KILLAH/Never Be The Same...	28848
15	14 MARY J. BLIGE/No More Drama	25242
14	12 DUNGEON FAMILY/Trans DF Express	21636
14	12 G. DEP/Special Delivery	21636
9	9 JENNIFER LOPEZ/Ain't It Funny	19833
18	11 R. KELLY & JAY-Z/Best Of Both...	19833
9	11 JAGGED EDGE/Where The Party At	19833

MARKET #2		
KPWR/Los Angeles		
Emmis		
(818) 953-4200		
Steal/Young/E-Man		
12+ Cume 1,847,700		
PLAYS	ARTIST/TITLE	GI (000)
78	76 FAT JOE/We Thuggin'	67564
66	75 J. DUPRI F/LUDACRIS/Welcome To Atlanta	66675
72	74 DR. DRE & DJ QUIK/Put It On Me	65786
74	73 DR. DRE/Bad Intentions	64897
77	70 JENNIFER LOPEZ/Ain't It Funny	62230
51	66 FAT JOE/FASHANT/What's Lov?	58674
52	61 JA RULÉ/FASHANT/Always On Time	54229
71	58 METHOD MAN & REDMAN/Part II	51562
40	46 MOBB DEEP F/112/Hey Lu (Anything)	40894
42	44 FABOLOUS/Young'n (Holla Back)	39116
68	39 BUSTA RHYMES/Break Ya Neck	34671
42	37 LUDACRIS/Roll Out...	32893
31	31 NAS/Got Ur Self A...	27559
28	31 3DEEP/So Addicted	27559
21	28 TWEET/Oops (Oh My)	24892
25	28 JERMAINE DUPRI/Bailin' Out Of...	24892
25	25 WARREN G/Intro Village	22255
24	24 OUTKAST/The Whole World	21336
23	24 MR. CHEEKS/Lights, Camera...	21336
34	23 JAY-Z/Jigga	20447
17	23 LIL BOW WOW/Take Ya Home	20447
22	21 ALICIA KEYS/A Woman's Worth	18669
22	21 R. KELLY & JAY-Z/Best Of Both...	18669
26	21 OUTLAWZ/Worldwide	18669
21	19 JA RULÉ/Livin' It Up	16891
19	18 DJ QUIK/Trouble	16002
28	18 USHER/U Got It Bad	16002
24	17 MASTER P/Ooohhwee	15113
23	17 BRANDY/What About Us?	15113
20	17 KNOX-TURNAL/Knoc	15113
2	17 IMX/The First Time	15113
16	16 ASHANTI/Foolish	14224
13	15 GINUWINE/Differences	13335
14	13 BELL BIV DEVOE/Scandalous	11557
10	12 NAUGHTY BY.../3W/Feels Good...	10668
5	12 AUSTIN RHYMES/Pass The Courvoisier	10668
11	11 EVE/U, Me & She	9779
23	9 DR. DRE & SNOOP DOGG/The Wash	8001
9	9 JAY-Z/Just Wanna Love	8001
10	8 MARY J. BLIGE/No More Drama	7112

MARKET #3		
WBBM/Chicago		
Infinity		
(312) 944-6000		
Cavanal/Bradley		
12+ Cume 1,360,600		
PLAYS	ARTIST/TITLE	GI (000)
90	92 FAT JOE/We Thuggin'	48300
91	91 JENNIFER LOPEZ/Ain't It Funny	47775
70	78 CRAIG DAVID/7 Days	40950
50	75 R. KELLY/The World's Greatest	39375
22	68 JENNIFER LOPEZ/I'm Real	35700
5	63 BRANDY/What About Us?	33075
60	53 BRANDY/What About Us?	27825
65	53 BUSTA RHYMES/Break Ya Neck	27825
50	52 PETEY PABLO/Raise Up	27300
44	47 AALI'YAH/More Than A Woman	24675
19	45 FAT JOE/FASHANT/What's Lov?	23625
32	45 NO DOUBT/Hey Baby	23625
61	45 USHER/U Got It Bad	23625
88	44 JA RULÉ/FASHANT/Always On Time	23100
51	44 KYLIE MINOUE/Can't Get You...	23100
47	43 ALICIA KEYS/A Woman's Worth	22575
39	39 LUDACRIS/Roll Out...	20475
34	37 'N SYNC/Girlfriend	19425
2	36 CITY HIGH/Caramel	18900
32	34 MARY J. BLIGE/Family Affair	17850
38	30 GINUWINE/Differences	15750
4	30 USHER/U Don't Have To Call	15750
53	29 MOBB DEEP F/112/Hey Lu (Anything)	15225
26	28 NELLY FURTADO/Turn Off The Light	14700
61	27 MARY J. BLIGE/No More Drama	14175
31	24 FABOLOUS/Young'n (Holla Back)	12600
41	24 MR. CHEEKS/Lights, Camera...	12600
24	24 JA RULÉ/Livin' It Up	12600
-	18 MAXWELL/This Woman's Work	9450
7	16 OUTKAST/The Whole World	8400
20	13 TWEET/Oops (Oh My)	6825
6	11 JANET/Someone To Call...	5775
11	11 SHAKIRA/Whenever Wherever	5775
11	11 PINK/Don't Let Me Get Me	5775
12	11 NELLY/1	5775
10	10 112/Dance With Me	5250
8	9 AALI'YAH/Try Again	4725
6	9 FABOLOUS/SNOOP DOGG/Can't Deny It	4725
9	9 MISSY ELLIOTT/One Minute Man	4725
9	9 JAGGED EDGE/Where The Party At	4725

MARKET #3		
WKIE/Chicago		
Big City		
(312) 573-9400		
Shelby		
12+ Cume 306,200		
PLAYS	ARTIST/TITLE	GI (000)
56	54 ERIKA/Relations	7074
55	54 KYLIE MINOUE/Can't Get You...	7074
49	53 KIM ENGLISH/Everyday	6943
46	53 KOSHEEN/Hide U	6943
53	52 WENDY PHILLIPS/Stay	6812
52	51 NICOLE MCCLLOUD/One Good Reason	6681
54	50 CHER/SON/For The Lonely	6550
42	47 LAUT SPRECHER/Omnibus	6157
41	43 BARTHEZZ/On The Move	5633
39	40 ABSOLOM/Stars	5240
36	38 FUNKY GREEN DOGS/You Got Me Burning U	4978
41	37 IIO/Rapture (Tastes...)	4847
41	35 SYLVER (EJ)/Turn The Tide	4585
31	35 GEDDIE POGGIE/Love Is Gonna...	4585
36	35 AUBREY/Stand Still	4585
35	35 USHER/U Got It Bad	4585
23	35 D'ENCORE/Walking In The Sky	4585
22	35 CAATER/Blinded	3668
25	25 TERRA SKYE'S This Love	3275
14	25 IAN VAN DALH/W...I	3275
25	25 COLLABORATION/Break 4 Love	3275
26	24 BAHAMEN/Move It Like This	3144
14	23 MASTERS AT WORK/Work	3013
10	15 DANDE/Sandstorm	1965
11	12 ATR/Let U Go	1572
10	12 GIGI D'AGOSTINO/It Fly With You	1572
12	12 WILLA FORD/Did Ya...	1572
13	12 BROOKLYN BOUNCE/Club Bizarre	1572
11	11 CHEMICAL BROTHERS/Strike Guitar	1441
9	11 FRAGMA/Toca's Miracle	1441
9	11 DANITA/Someone To Call...	1441
8	11 PINK/Don't Let Me Get Me	1441
9	10 PLOMET/Damaged	1310
12	10 FLOORKILLER/Dance Floor Killer	1310
10	10 DEBORAH COX/Absolutely Not	1310
9	10 BEB/Wake Up	1310
11	10 AMBER/Yes	1310
8	10 MADISON AVENUE/Who The Hell Are You	1310
10	10 DAFI PUNK/Harder, Better...	1310

MARKET #4		
KMEL/San Francisco		
Clear Channel		
(415) 538-1061		
Martin/Archer		
12+ Cume 726,400		
PLAYS	ARTIST/TITLE	GI (000)
58	56 GLENN LEWIS/Don't You Forget It	18520
57	55 JAHMIE/Anything	18266
52	52 ANGIE STONE/Brotha	17264
69	51 MARY J. BLIGE/No More Drama	16932
50	50 MAXWELL/This Woman's Work	16600
35	46 USHER/U Don't Have To Call	15272
39	46 KEKE WYATT/Nothing In This...	15272
62	44 MICHAEL JACKSON/Butterflies	14608
26	41 TWEET/Oops (Oh My)	13612
40	39 OUTKAST/The Whole World	12948
49	39 MR. CHEEKS/Lights, Camera...	12948
26	38 FAT JOE/FASHANT/What's Lov?	12616
42	38 J. DUPRI F/LUDACRIS/Welcome To Atlanta	12616
38	38 MYSTIKAL/Bouncin' Back	12616
47	38 MR. CHEEKS/Break Ya Neck	12616
45	37 ASHANTI/Foolish	12284
38	36 MONTELL JORDAN/You Must Have Been	11952
30	34 FAITH EVANS/I Love You	11288
41	33 JILL SCOTT/Gimme	10956
33	33 JA RULÉ/FASHANT/Always On Time	10956
43	29 AALI'YAH/More Than A Woman	9628
24	29 SHARISA/Any Other Night	9628
24	28 FAT JOE/We Thuggin'	9296
17	28 JENNIFER LOPEZ/Ain't It Funny	9296
23	25 AALI'YAH/More Than A Woman	8300
32	24 MISSY ELLIOTT/Take Away	7968
31	23 LUTHER VANDROSS/Take You Out	7636
23	23 BRANDY/What About Us?	7636
20	20 JUI/Missing You	7636
22	22 AALI'YAH/Rock The Boat	7034
31	20 MUSA/O Love	6640
8	18 BUSTA RHYMES/Pass The Courvoisier	5976
14	17 JILL SCOTT/The Way	5644
16	16 JAHMIE/Just In Case	5312
15	15 JAGGED EDGE/Get It	4980
11	15 BEANIE SIGEL/FREEMAY/Roc The Mic	4980
3	14 AVANTI/Makin' Good Love	4648
12	14 GINUWINE/Tribute To A Woman	3984
12	12 JADAKISS & SPARKXXX/The Ain't Ready	3984
6	11 CAM'RON/Ooh Boy	3652

MARKET #4		
KYLD/San Francisco		
Clear Channel		
(415) 356-0949		
Martin/Archer		
12+ Cume 952,000		
PLAYS	ARTIST/TITLE	GI (000)
64	56 AMANDA PEREZ/Never	25144
25	53 LINKIN PARK/In The End	23797
49	53 FABOLOUS/Young'n (Holla Back)	23797
61	53 JA RULÉ/FASHANT/Always On Time	23797
58	48 NO DOUBT/Hey Baby	21552
47	47 FAT JOE/FASHANT/What's Lov?	21103
52	46 BUSTA RHYMES/Break Ya Neck	20654
34	45 AALI'YAH/Rock The Boat	20205
33	42 JENNIFER LOPEZ/Ain't It Funny	18558
41	39 ASHANTI/Foolish	17511
50	38 J. DUPRI F/LUDACRIS/Welcome To Atlanta	17062
28	36 'N SYNC/Girlfriend	16164
31	31 A7/Piece Of Heaven	13919
34	29 OUTKAST/The Whole World	13021
28	28 BUSTA RHYMES/Break Ya Neck	12621
25	28 MOBB DEEP F/112/Hey Lu (Anything)	12052
14	27 OUTLAWZ/Worldwide	12123
23	26 KYLIE MINOUE/Can't Get You...	11674
10	23 USHER/U Don't Have To Call	10327
28	22 FAT JOE/We Thuggin'	9878
36	22 FAITH EVANS/CARL.../Can't Believe	9878
21	21 LUDACRIS/Roll Out...	9429
26	20 TWEET/Oops (Oh My)	8980
8	18 P. DIDDY.../I Need A Girl	8082
10	16 2PAC/All About U	7184
18	16 RLS/SNOOP DOGG.../Do U Wanna Roll	7184
21	16 LAUT SPRECHER/Omnibus	7184
16	14 GREEN VELVET/La La Land	6286
33	14 USHER/U Got It Bad	6286
13	13 NB/RIDAZ/Wanna Love You	5937
7	13 MASTER P/Ooohhwee	5937
36	13 CITY HIGH/Caramel	5937
8	10 MOD/J Lady (Hear...)	4490
9	10 LIL BOW WOW/Take Ya Home	4490
6	9 JUVENILE/Back That Thing Up	4041
16	9 TOVA/No Matta What...	4041
5	8 LUDACRIS/Saturday (Dooht...)	3592
13	8 NB/RIDAZ/FANGELINA/Runaway	3592
4	8 NELLY/1	3592
4	7 DR. DRE/F...k U	3143
4	7 FAITH EVANS/I Love You	3143

MARKET #5		
WPGC/Washington, DC		
Infinity		
(301) 918-0955		
Stevens/O'Connor		
12+ Cume 865,000		
PLAYS	ARTIST/TITLE	GI (000)
36	60 TWEET/Oops (Oh My)	23880
57	60 KEKE WYATT/Nothing In This...	23880
55	53 JENNIFER LOPEZ/Ain't It Funny	21094
52	49 AALI'YAH/More Than A Woman	19502
41	48 PHROPHET JONES/Cry Together	19104
52	46 MICHAEL JACKSON/Butterflies	18308
33	41 USHER/U Don't Have To Call	16318
42	40 BRANDY/What About Us?	15920
34	39 'N SYNC/Gone	15522
25	35 FAITH EVANS/I Love You	13930
18	35 MAXWELL/This Woman's Work	13930
23	34 ASHANTI/Foolish	13532
30	29 MR. CHEEKS/Lights, Camera...	11542

## ON THE RECORD

Travis Loughran  
PD, KBMB  
(The Bomb)/Sacramento



A record that I'm really feeling right now is Raphael Saadiq's new track "Be Here" (Pookie/Universal). It features D'Angelo, and we're currently spinning it three times a day at KBMB. Our hottest hip-hop, club and street record is Beanie Sigel's "Roc the Mic" (Roc-A-Fella/Def Jam/IDJMG), which has the potential to be an all-day record soon. ♦ I feel that the new Angie Stone single, "Wish I Didn't Miss You" (J), is a

solid R&B record. With neo-soul being as huge as it's been at KBMB, this will work for us. ♦ Our No. 1-requested song by far has been Ashanti's "Foolish" (Murder Inc./Def Jam/IDJMG). Ever since we started playing this at The Bomb, its been consistently getting No. 1 phones. Whoever has that remix I keep hearing about featuring Notorious B.I.G. needs to send it this way. ♦ We've been getting top-five phones on "Rainy Days" (MCA) by Mary J. Blige featuring Ja Rule. It's crazy, but we've been getting top-five phones at night on the remix version of 'N Sync's "Girlfriend" (Jive), which features Nelly.

I need help! I've been trying to get things poppin' in this section by being up on all the music that goes through the hands of programmers, record executives, producers and mixers. You name it; I'm trying to hear it. The only way that I can achieve this goal and be an asset to both the radio and record communities alike is by my friends in the record industry getting the product to me. You can be an artist, manager or producer — I just need to get my hands on that next big record, ya dig. So hit me up at the R&R building. My direct line is 310-788-1677, or you can e-mail me at [dthompson@rronline.com](mailto:dthompson@rronline.com) ... Moving on, one song that I have heard and continue to feel is Usher's "U Don't Have to Call" (LaFace/Arista). It continues to get positive movement on the Rhythmic chart with a total of 1,878 spins. This song is a hit! ... I finally came around on Tweet's "Oops (Oh My)" (Gold Mind/Elektra/EEG). I've always loved the track, but I wasn't too sure about the song — was I wrong! This week it jumps four slots to No. 10 on the Rhythmic chart ... And if radio needs another Ja Rule record, his next single is called "Down Ass Chick" (Murder Inc./Def Jam/IDJMG). This will be another smash from Ja and producer Irv Gotti. Check it out when you can. **Record of the Week: Aaliyah "More Than a Woman" (BlackGround).**

— Dontay Thompson, CHR/Rhythmic Editor

## CHR/Rhythmic ON THE RADIO

# HEAD RUSH

ARTIST: Ashanti

LABEL: Murder Inc./Def Jam/IDJMG

By RENEÉ BELL / ASSISTANT EDITOR

While searching the Internet for biographical information on new Murder Inc./IDJMG songstress Ashanti, I came across an interesting link that offered a historic safari through the lands of West Africa. It was during that journey that I discovered the Ashanti Kingdom.

Ashantis are the people of South Ghana. Their instinctive desire to live independently makes them a most hard-working people. They are extremely ambitious and determined to succeed in every venture they undertake. For Ashanti the singer, her determination to set off her solo career embodies the characteristics of the noble tribesmen she's named after.

Ashanti's discography includes recent collaborations with famed emcees Ja Rule and Atlantic recording artist Fat Joe. Her appearance on labelmate Ja's "Always on Time" and Fat Joe's "What's Luv?" created a following for the singer, which presented the perfect opportunity for a solo project.

"Always on Time" charted within a couple of weeks and eventually went to the top of the CHR/Rhythmic chart. The video gave listeners a chance to see the beautiful young lady whose signature vocals were responsible for the track's high-powered performance. Following her big break on Ja's single, Ashanti also lent



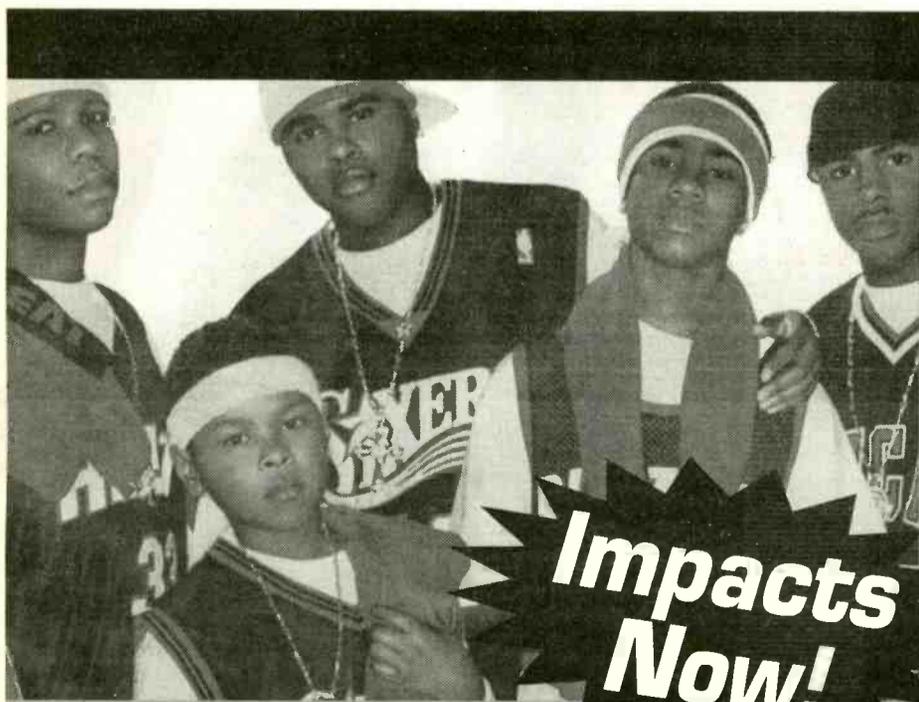
Ashanti

her skills to Joe's second single, "What's Luv?" — another Rhythmic chart mainstay featuring Ja that is expected to be a No. 1 hit single. On it, Ashanti's delicate voice intertwines with Ja's rough edge for an infectious flow.

Ashanti's ambition took her well beyond hook singing. While perfecting her craft on other people's songs, she's been working on her own project. A creative arrangement and borrowed beats from the late Notorious B.I.G track "One More Chance" flavor Ashanti's debut single, "Foolish." In the single Ashanti shares her painful mistake of remaining in a troubled relationship despite her own intuitions. "See my days are cold without you/But I'm hurting while I'm with you/And I know my heart can't take no more/I keep on running back to you," cries Ashanti. Her character ponders over how to get out of the relationship pain-free, but she soon realizes that is impossible. She only has two choices: She can either stop the heartache and suffer the separation or continue to be deceived. "Boy I trusted you/So sad what love will make you do/All the things that we accept/Be the things that we regret."

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# CODES

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Stations and their adds listed alphabetically by market

Reporters

<p><b>WAJZ/Albany, NY *</b> PD/MD: Sugar Bear APD: Marie Cristal BUSTA RHYMES "Pass" JOE "Woman"</p>	<p><b>WJZD/Biloxi-Gulfport, MS *</b> PD: Rob Neal MD: Tabari Daniels 7 NAPPY ROOTS "Awnaw" 6 CEE-LO "Closet" 1 JOE "Woman" 1 BIG MOE "Purple" BUSTA RHYMES "Pass" EXHALE "Still" MACK 10 "Damn"</p>	<p><b>WIZF/Cincinnati, OH *</b> PD: Hurricane Dave APD/MD: Terri Thomas No Adds</p>	<p><b>WDTJ/Detroit, MI *</b> VP/Prog.: Lance Patton DM: Monica Starr PD/MD: Spudd No Adds</p>	<p><b>WJMI/Jackson, MS *</b> PD/MD: Stan Branson 14 CEE-LO "Closet" 7 JOE "Woman" 1 BUSTA RHYMES "Pass" EXHALE "Still" MACK 10 "Damn"</p>	<p><b>KKBT/Los Angeles, CA *</b> PD: Rob Scorpio MD: Dorsey Fuller No Adds</p>	<p><b>WBLS/New York, NY *</b> PD: Vinny Brown MD: Deneen Womack 5 JOE "Woman"</p>	<p><b>WTLZ/Saginaw, MI *</b> PD: Eugene Brown JOE "Woman" BRIAN MCKNIGHT "Gonna"</p>	<p><b>WTMP/Tampa, FL</b> Interim PD: Big Money Ced Interim MD: Eric Storm 10 BUSTA RHYMES "Pass" 10 NO GOOD "Ballin'"</p>	
<p><b>KBCE/Alexandria, LA</b> PD: Kenny Smoov MD: R.J. Polk No Adds</p>	<p><b>WBOT/Boston, MA *</b> PD: Steve Gousby APD: Lamar Robinson MD: T. Clark No Adds</p>	<p><b>WENZ/Cleveland, OH *</b> PD: Sam Syk No Adds</p>	<p><b>WJLB/Detroit, MI *</b> PD: KJ Holiday APD/MD: Kris Kelley 7 CEE-LO "Closet" 4 BUSTA RHYMES "Pass" JOE "Woman" RL FERICK SERMON "Model"</p>	<p><b>WRJH/Jackson, MS *</b> PD: Steve Poston MD: Lil Homie CEE-LO "Closet" JOE "Woman" MACK 10 "Damn" NO GOOD "Ballin'" RAYJ "Head"</p>	<p><b>WBLO/Louisville, KY *</b> PD: Mark Gunn MD: Gerald Harrison No Adds</p>	<p><b>WBHH/Norfolk, VA *</b> PD/MD: Heart Attack 23 BUSTA RHYMES "Pass" 11 NO GOOD "Ballin'" KILLA BEEZ "Doe" MACK 10 "Damn"</p>	<p><b>WEAS/Savannah, GA</b> PD: Sam Nelson MD: Jewel Carter 11 CEE-LO "Closet" NO GOOD "Ballin'" RL FERICK SERMON "Model"</p>	<p><b>WJUC/Toledo, OH *</b> PD: Charlie Mack MD: Nikki G. 25 CEE-LO "Closet" 13 BUSTA RHYMES "Pass" 1 NAUGHTY BY .3LW "Feels" EXHALE "Still" JOE "Woman" MACK 10 "Damn" NO GOOD "Ballin'"</p>	
<p><b>KEDG/Alexandria, LA</b> PD: Jay Stevens MD: Wade Hampton 5 CEE-LO "Closet" NO GOOD "Ballin'" EXHALE "Still" JOE "Woman"</p>	<p><b>WBLK/Buffalo, NY *</b> PD/MD: Skip Dillard 1 NO GOOD "Ballin'" CEE-LO "Closet" MACK 10 "Damn" WU-TANG CLAN "Game"</p>	<p><b>WHXT/Columbia, SC *</b> PD: Chris Conner MD: Bill Black 22 CEE-LO "Closet" 20 ALIYAH "Woman" 6 MS. JADE "Grit" 6 BUSTA RHYMES "Pass" JOE "Woman" RL FERICK SERMON "Model"</p>	<p><b>WJNN/Dothan, AL</b> PD/MD: Tony Black 12 CEE-LO "Closet" 10 BUSTA RHYMES "Pass" 8 NO GOOD "Ballin'" 7 BRIAN MCKNIGHT "Gonna" BIG MOE "Purple" EXHALE "Still"</p>	<p><b>KPRS/Kansas City, MO *</b> PD: Sam Weaver APD/MD: Myron Fears 13 JOE "Woman" 6 BUSTA RHYMES "Pass" 1 MS. JADE "Grit" CEE-LO "Closet" EXHALE "Still" NO GOOD "Ballin'"</p>	<p><b>WFXM/Macon, GA</b> PD/MD: Derek Harper 26 GLENN LEWIS "Forge" 20 KEKE WYATT "Nothing" CEE-LO "Closet"</p>	<p><b>WOWI/Norfolk, VA *</b> OM/PD: Daisy Davis APD/MD: Michael Mauzone 25 BUSTA RHYMES "Pass" 1 NO GOOD "Ballin'" JOE "Woman"</p>	<p><b>KOKS/Shreveport, LA *</b> PD/MD: Quenn Echols 6 CHEROKEE "Sweat" EXHALE "Still" MACK 10 "Damn" NO GOOD "Ballin'"</p>	<p><b>KJMM/Tulsa, OK *</b> PD: Terry Monday APD: Aaron Bernard 14 EXHALE "Still" 11 CEE-LO "Closet" 5 JOE "Woman" 1 BUSTA RHYMES "Pass"</p>	
<p><b>WHTA/Atlanta, GA *</b> PD: Jerry Smokin' B APD: Ryan Cameron MD: Ramona Debraux No Adds</p>	<p><b>WWWZ/Charleston, SC *</b> OM/PD: Terry Base MD: Ron Splackavellie 25 CEE-LO "Closet" 3 BUSTA RHYMES "Pass" JOE "Woman" MACK 10 "Damn" NO GOOD "Ballin'"</p>	<p><b>WWDM/Columbia, SC *</b> PD/MD: Mike Love APD: Vemessa Pendergrass 20 AALIYAH "Woman" 4 CEE-LO "Closet" 2 BUSTA RHYMES "Pass" 1 NO GOOD "Ballin'" 1 NAUGHTY BY .3LW "Feels" EXHALE "Still" JOE "Woman" KILLA BEEZ "Beez" MACK 10 "Damn" SIR CHARLES JONES "Lonely"</p>	<p><b>WZFX/Fayetteville, NC *</b> PD: Rod Cruise APD: Garrett Davis MD: Taylor Morgan 24 AALIYAH "Woman" 1 ASHANTI "Foolish" JOE "Woman" KNOC-TURNAL "Knoc" NINE20 "Would" NO GOOD "Ballin'"</p>	<p><b>KRRQ/Lafayette, LA *</b> OM: James Alexander PD/MD: Darlene Prejean 8 BUSTA RHYMES "Pass" 3 NO GOOD "Ballin'" CEE-LO "Closet" JOE "Woman" MACK 10 "Damn"</p>	<p><b>WHRK/Memphis, TN *</b> PD: Nate Bell MD: Devin Steele 45 CEE-LO "Closet" JOE "Woman" MACK 10 "Damn" NO GOOD "Ballin'"</p>	<p><b>WPHI/Philadelphia, PA *</b> PD: Luscious Ice MD: Raphael "Raff" George No Adds</p>	<p><b>KMJJ/Shreveport, LA *</b> PD: Michael Tee MD: Kelli Dupree 6 CEE-LO "Closet" 4 NO GOOD "Ballin'" MACK 10 "Damn" RL FERICK SERMON "Model"</p>	<p><b>WKYS/Washington, DC *</b> PD: Darryl Huckaby MD: P. Stew No Adds</p>	
<p><b>WVEE/Atlanta, GA *</b> PD: Tony Brown MD: Tosha Love 12 FAT JOE F/ASHANTI "Luv" 8 CEE-LO "Closet" 7 LUDACRIS "Saturday" 4 ASHANTI "Foolish" 2 JOE "Woman"</p>	<p><b>WPEG/Charlotte, NC *</b> PD: Terri Avery MD: Nate Quick 32 AALIYAH "Woman" 17 BUSTA RHYMES "Pass" 3 JOE "Woman" 2 NAUGHTY BY .3LW "Feels"</p>	<p><b>WFXE/Columbus, GA</b> PD: Michael Soul 7 EXHALE "Still" 7 BIG MOE "Purple" 5 BUSTA RHYMES "Pass"</p>	<p><b>WZZZ/Flint, MI *</b> PD/MD: Chris Reynolds 5 CEE-LO "Closet" MACK 10 "Damn" NINE20 "Would" NO GOOD "Ballin'" RL FERICK SERMON "Model" ROYCE DA 5'9" "Rock"</p>	<p><b>WRRQ/Lafayette, LA *</b> OM: James Alexander PD/MD: Darlene Prejean 8 BUSTA RHYMES "Pass" 3 NO GOOD "Ballin'" CEE-LO "Closet" JOE "Woman" MACK 10 "Damn"</p>	<p><b>WEDR/Miami, FL *</b> OM/PD/MD: Cedric Hollywood 15 CEE-LO "Closet" 3 BUSTA RHYMES "Pass" JOE "Woman" MACK 10 "Damn"</p>	<p><b>WPHI/Philadelphia, PA *</b> PD: Luscious Ice MD: Raphael "Raff" George No Adds</p>	<p><b>KATZ/St. Louis, MO *</b> PD: Eric Michaels 26 BUSTA RHYMES "Pass" 17 BEANIE SIGEL/FREEWAY "Mic" 16 ASHANTI "Foolish" 7 LIL BOW WOW "Take"</p>	<p><b>WFUN/St. Louis, MO *</b> PD: Mo Shay APD: Craig Black No Adds</p>	<p><b>WJKS/Wilmington, DE *</b> PD: Tony Quartarone MD: Manuel Mena BUSTA RHYMES "Pass" CEE-LO "Closet" CHAKA DEMUS &amp; PLIERS "Gentle" EXHALE "Still" JOE "Woman" MACK 10 "Damn" NO GOOD "Ballin'"</p>
<p><b>WFXA/Augusta, GA *</b> OM: Ron Thomas No Adds</p>	<p><b>WJTT/Chattanooga, TN *</b> PD: Keith Landecker MD: Magic 15 RL FERICK SERMON "Model" 15 CEE-LO "Closet" 8 ASHANTI "Foolish" 7 NAUGHTY BY .3LW "Feels" 5 NINE20 "Would" 5 KNOC-TURNAL "Knoc" 1 JOE "Woman" AALIYAH "Woman" BUSTA RHYMES "Pass" EXHALE "Still" MACK 10 "Damn"</p>	<p><b>WCKX/Columbus, OH *</b> PD: Paul Strong MD: Warren Stevens No Adds</p>	<p><b>WTMG/Gainesville-Ocala, FL *</b> PD/MD: Quincy 15 CEE-LO "Closet" 6 BUSTA RHYMES "Pass" 1 NO GOOD "Ballin'" EXHALE "Still" MACK 10 "Damn"</p>	<p><b>WQHH/Lansing, MI *</b> PD/MD: Brant Johnson 8 NAUGHTY BY .3LW "Feels" 5 CEE-LO "Closet" CHODRAKKA "Feeling" EXHALE "Still" MACK 10 "Damn" NO GOOD "Ballin'"</p>	<p><b>WKKV/Milwaukee, WI *</b> PD: Jamillah Muhammad MD: Doc Love 7 JOE "Woman" 3 BUSTA RHYMES "Pass" 1 NO GOOD "Ballin'" CEE-LO "Closet"</p>	<p><b>WAMO/Pittsburgh, PA *</b> Interim PD/MD: DJ Boogie No Adds</p>	<p><b>WPRW/Augusta, GA *</b> PD: Tim Snell MD: Nightrain 20 CEE-LO "Closet" 10 BUSTA RHYMES "Pass" BIG MOE "Purple" JOE "Woman" NINE20 "Would"</p>	<p><b>WQOK/Raleigh-Durham, NC *</b> PD: Cy Young MD: Sean Alexander No Adds</p>	<p><b>WQKX/Wilmington, DE *</b> PD: Kenny Dees 1 BUSTA RHYMES "Pass" JOE "Woman" BRIAN MCKNIGHT "Gonna"</p>
<p><b>WEMX/Baton Rouge, LA *</b> DM: James Alexander PD/MD: Adrian Long 7 BUSTA RHYMES "Pass" 6 JOE "Woman" 3 CEE-LO "Closet" 2 NO GOOD "Ballin'" MACK 10 "Damn"</p>	<p><b>WGCI/Chicago, IL *</b> OM/PD: Eloy Smith APD/MD: Carla Boatner 12 JAHEIM "Anything" 1 BUSTA RHYMES "Pass" 1 LUDACRIS "Saturday" FAT JOE F/ASHANTI "Luv"</p>	<p><b>KKDA/Dallas-Ft. Worth, TX *</b> PD/MD: Skip Cheatham 2 ASHANTI "Foolish" 2 BEANIE SIGEL/FREEWAY "Mic" CEE-LO "Closet" JOE "Woman"</p>	<p><b>WJMJ/Greenville, SC *</b> PD/MD: Doug Davis No Adds</p>	<p><b>WBTX/Lexington-Fayette, KY *</b> PD/MD: Jay Alexander 39 "N SYNC "Girlfriend" 37 BRIAN MCKNIGHT "Still" 10 CEE-LO "Closet" NO GOOD "Ballin'" JOE "Woman" MACK 10 "Damn"</p>	<p><b>WQOK/Nashville, TN *</b> PD: Kevin Fox APD: Bruce Lowe CEE-LO "Closet" RL FERICK SERMON "Model"</p>	<p><b>WCDX/Richmond, VA *</b> PD: Lamonda Williams MD: B-Rock No Adds</p>	<p><b>WPHR/Syracuse, NY *</b> PD: Butch Charles MD: Kenny Dees 1 BUSTA RHYMES "Pass" JOE "Woman" BRIAN MCKNIGHT "Gonna"</p>	<p><b>WQWQ/Rochester, NY *</b> PD: Andre Marcel MD: Kala O'Neal 13 BUSTA RHYMES "Pass" 8 JOE "Woman" 6 NAUGHTY BY .3LW "Feels" 2 NAPPY ROOTS "Awnaw" 2 AIN NESBY F/AL GREEN "Paper"</p>	<p><b>WQVE/New Orleans, LA *</b> OM/PD/MD: Joe Booker 10 EXHALE "Still" 7 NO GOOD "Ballin'" BUSTA RHYMES "Pass" JOE "Woman" MACK 10 "Damn"</p>
<p><b>KTCX/Beaumont, TX *</b> PD/MD: Chris Clay 8 KIRK FRANKLIN "911" 6 CEE-LO "Closet" MACK 10 "Damn" NO GOOD "Ballin'" RL FERICK SERMON "Model"</p>	<p><b>WPWX/Chicago, IL *</b> PD: Jay Alan MD: Traci Reynolds 26 AALIYAH "Woman" 13 CEE-LO "Closet" 6 JOE "Woman" 4 BUSTA RHYMES "Pass"</p>	<p><b>WROU/Dayton, OH *</b> PD: Marco Simmons MD: Theo Smith 25 AALIYAH "Woman" 2 BEANIE SIGEL/FREEWAY "Mic" 1 BUSTA RHYMES "Pass" CEE-LO "Closet" JOE "Woman"</p>	<p><b>WEUP/Huntsville, AL *</b> PD/MD: Steve Murry 11 CEE-LO "Closet" BUSTA RHYMES "Pass" JOE "Woman" NO GOOD "Ballin'" KNOC-TURNAL "Knoc"</p>	<p><b>KIPR/Little Rock, AR *</b> OM/PD/MD: Joe Booker 10 EXHALE "Still" 7 NO GOOD "Ballin'" BUSTA RHYMES "Pass" JOE "Woman" MACK 10 "Damn"</p>	<p><b>WQVE/New Orleans, LA *</b> OM/PD/MD: Marvin Hankston APD/MD: Angela Watson 24 CEE-LO "Closet" 2 JOE "Woman" 1 NAPPY ROOTS "Awnaw" MACK 10 "Damn"</p>	<p><b>WQWQ/Rochester, NY *</b> PD: Andre Marcel MD: Kala O'Neal 13 BUSTA RHYMES "Pass" 8 JOE "Woman" 6 NAUGHTY BY .3LW "Feels" 2 NAPPY ROOTS "Awnaw" 2 AIN NESBY F/AL GREEN "Paper"</p>	<p><b>WQWQ/Rochester, NY *</b> PD: Andre Marcel MD: Kala O'Neal 13 BUSTA RHYMES "Pass" 8 JOE "Woman" 6 NAUGHTY BY .3LW "Feels" 2 NAPPY ROOTS "Awnaw" 2 AIN NESBY F/AL GREEN "Paper"</p>	<p><b>WQWQ/Rochester, NY *</b> PD: Andre Marcel MD: Kala O'Neal 13 BUSTA RHYMES "Pass" 8 JOE "Woman" 6 NAUGHTY BY .3LW "Feels" 2 NAPPY ROOTS "Awnaw" 2 AIN NESBY F/AL GREEN "Paper"</p>	<p><b>WQWQ/Rochester, NY *</b> PD: Andre Marcel MD: Kala O'Neal 13 BUSTA RHYMES "Pass" 8 JOE "Woman" 6 NAUGHTY BY .3LW "Feels" 2 NAPPY ROOTS "Awnaw" 2 AIN NESBY F/AL GREEN "Paper"</p>

**\* Monitored Reporters**  
79 Total Reporters

**68 Total Monitored**

**11 Total Indicator**  
9 Current Indicator Playlists

**Reported Frozen Playlist (1):**  
WZHT/Montgomery, AL

**Did Not Report, Playlist Frozen (1):**  
WIBB/Macon, GA



Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
AALIYAH Rock The Boat (BlackGround)	1195
GINUWINE Differences (Epic)	691
MARY J. BLIGE Family Affair (MCA)	650
ANGIE STONE Brotha (J)	648
MAXWELL Lifetime (Columbia)	526
JA RULE Livin' It Up (Murder Inc./Def Jam/IDJMG)	493
JAGGED EDGE Where The Party At (So So Def/Columbia)	457
FAITH EVANS You Gets No Love (Bad Boy/Arista)	426
PETEY PABLO Raise Up (Jive)	403
ALICIA KEYS Fallin' (J)	360
JENNIFER LOPEZ I'm Real (Epic)	327
R. KELLY Feelin' On Yo Booty (Jive)	319
NELLY #1 (Priority/Capitol)	301
JAY-Z Girls, Girls, Girls (Roc-A-Fella/IDJMG)	298
R. KELLY Fiesta (Jive)	279
JAY-Z Izzo (H.O.V.A.) (Roc-A-Fella/IDJMG)	268
112 Peaches & Cream (Bad Boy/Arista)	264
JUVENILE Set It Off (Cash Money/Universal)	233
SUNSHINE ANDERSON Heard It All Before (Soulife/Atlantic)	227

Indicator

Most Added

NO GOOD Ballin' Boy (ARTIST Direct)
BIG MOE Purple Stuff (Priority/Capitol)
CEE-LO Closet Freak (LaFace/Arista)
EXHALE Still Not Over You (Real Deal)
JOE What If A Woman (Jive)
BUSTA RHYMES Pass The Courvoisier (J)
FAT JOE F/ASHANTI What's Luv? (Terror Squad/Atlantic)
GLENN LEWIS Don't You Forget It (Epic)
KEKE WYATT Nothing In This World (MCA)
ASHANTI Foolish (Murder Inc./Def Jam/IDJMG)
RL FERICK SERMON Got Me A Model (J)
BRIAN MCKNIGHT What's It Gonna Be (Motown)
NAUGHTY BY NATURE F/3LW Feels Good (Don't Worry...) (TVT)



**WALT LOVE**  
.....  
babylove@rronline.com

## The TSL-Cume Connection

■ Coleman's new music-research product, Fact With TSL Max

**A**round the end of 2001 I saw an ad from Coleman that talked about the significance of translating a station's TSL into overall cume for the week. I contacted Coleman's **Warren Kurtzman** to inquire about the company's findings in this area.

Kurtzman has been with Coleman for approximately seven years. I asked him to tell me a little about the company. "We specialize in delivering insights to our clients about music trends and branding opportunities," he said.



**Warren Kurtzman**

### Appropriate Balance

I then asked him to explain the connection between TSL and cume that was touted in the teaser ad I saw. "The fact is, the music-testing service that we've been offering since 1991 is very important. I think that if you were to talk with most PDs, they would tell you that their job really comes down to trying to balance cume and TSL. Everybody wants to appeal to the biggest and broadest cume possible. But, at the same time, they want to be able to generate as much TSL as possible from the cume they attract.

"There are a lot of different things that radio stations do that are sometimes designed to broaden cume and sometimes to generate TSL, trying to find that sweet spot. Finding the appropriate balance between the two is really the day-to-day challenge that most PDs face.

"We've also seen — and most PDs would acknowledge this as well — that, when it comes to music, there are certain records and certain styles that help enhance the cume-appeal of a station, and there are other records and styles of music that help generate TSL. The key is keeping those two things in balance. The new TSL enhancement to our Max service helps find that appropriate balance for each station."

**"Everybody wants to appeal to the biggest and broadest cume possible. But, at the same time, they want to be able to generate as much TSL as possible from the cume they attract."**

I wanted to know how a station can improve its TSL and then translate that into total cume for the week. I asked Kurtzman if there are specific techniques to accomplish this for each format, or if there are different approaches and techniques for each genre.

"They are all very different," he said. "They vary tremendously by format, market and station. Some radio stations that we work with desperately need to attract a larger cume, because they have audiences that are too focused and too niched. Then we have stations that are terribly unfocused. They get these big cumes, but they can't manage to generate any TSL.

**"The question is, Would you be better off losing TSL in some cases and growing cume?"**

"The key is understanding what strategies your station needs to follow and where you're sitting at the moment. I think that the most successful stations out there, in whatever format, are very aware of their situation regarding cume and TSL, and they are implementing strategies to deal with that."

### Urban Results

Everyone in our industry knows that Urban radio's consumers offer more TSL than any other group of radio listeners, but not such a big

cume. We're generalizing here, of course, but I wanted to know how our stations can help balance these two areas of listening.

"Quite honestly, the answer for some stations is that they can't," Kurtzman said. "The key is understanding what's feasible, putting in place the strategies to do it, and then doing it. That said, many Urban stations could have broader appeal in their marketplace. How much broader? It depends on the competitive circumstances. Certainly, for the Urban format, it's also going to depend on the ethnic makeup of the marketplace.

"If you're an Urban programmer sitting there saying, 'Well, we've got this monster TSL, but it's coming from this base of a very small cume,' you have to be asking yourself if there are styles of music that you could play and become imaged for that would help grow your cume without damaging your TSL on the other side.

"Styles of music often work against each other. The question is, Would you be better off losing TSL in some cases and growing cume? Can you essentially grow the cume at a faster rate than you lose the TSL, making the net effect positive to your ratings? The way to determine that is through strategic research. Of course, we have a new tool for music testing, Fact With TSL Max, that we think helps implement whatever strategies come out of the research."

### A Broader Approach

Finally, I asked what's most important for programmers to know about this new Coleman product. Kurtzman summed it up by saying, "If you are a PD trying to figure out how to broaden the appeal of your radio station and you are doing any kind of music research, whether it's callout, auditorium testing or whatever, you have probably found that there are certain songs and styles of music that have a lot of popularity in the broad market but that you can never get to test well with your audience.

"We take a somewhat broader approach to sampling the audience than most people would in traditional callout or auditorium music testing. That really helps us to under-



**SHOWING LOVE**

WKKV/Milwaukee MD Doc Love (l) and J Record rep Alan Cole teach us a lil' sign language. While Love may be representing peace, Cole is showing his approval of Alicia Keys dynamic performance during the station's concert.



**THE ARTISTS YOU KNOW....**

KJLH/Los Angeles GM Karen Slade snuggled with the legendary Isleys during a station visit. Seen here (l-r) are Ron Isley, Slade and Ernie Isley.



**TALK ABOUT BOOTTEE-LICIOUS!**

Motown recording artist Benzino visited KKBT/Los Angeles during a promotional run for his single "Boottee." Keeping theirs concealed are (l-r) Motown West Coast Promotion Manager Philipp "West Side!" Embuido, KKBT middayer Keshia Monk and Benzino.

stand which songs are driving cume and which songs are driving TSL.

"What it helps you do is find those records that can grow the cume-appeal of your station and then figure out what quantity of those songs you can play without depleting your TSL."

You can reach Warren Kurtzman at 919-571-0000, or by e-mail at warrenkurtzman@colemaninsights.com.

### TALK BACK TO R&R!

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

Call me at 310-788-1667 or e-mail: babylove@rronline.com



**GOING  
FOR ADDS  
MARCH 4th!**

JERMAINE > 15

SCOOTER > 13

CASEY > 11

JAHMAL > 16

DAVE > 16

**INTRODUCING...**

# CODE5

**WHAT'S UR NAME GIRL?**

THE PREMIERE SINGLE AND VIDEO FROM THE ALBUM  
**CODE5...THE SECRET'S OUT**

**URBAN RADIO Listen for the clues, to break the code,  
to unlock the prizes! Details coming soon.**

**You could be a winner... !!**

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# R&R Urban Top 50

Powered By



February 22, 2002

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
5	1	BRANDY What About Us? (Atlantic)	2448	+220	350882	6	66/0
2	2	KEKE WYATT Nothing In This World (MCA)	2420	-10	378494	19	59/0
1	3	JA RULE F/ASHANTI Always On Time (Murder Inc./Def Jam/IDJMG)	2360	-158	387276	13	65/0
8	4	TWEET Oops (Oh My) (Gold Mind/Elektra/EEG)	2302	+366	340762	5	66/0
6	5	MR. CHEEKS Lights, Camera, Action (Universal)	2187	-6	331944	24	56/0
3	6	MICHAEL JACKSON Butterflies (Epic)	2187	-235	375490	15	63/0
4	7	MYSTIKAL Bouncin' Back (Bumpin' Me...) (Jive)	2116	-212	283004	11	65/0
10	8	JENNIFER LOPEZ Ain't It Funny (Epic)	2055	+187	296558	7	55/0
9	9	FAITH EVANS I Love You (Bad Boy/Arista)	2023	+111	345161	7	59/0
7	10	OUTKAST The Whole World (LaFace/Arista)	2023	-52	288292	10	63/0
13	11	GLENN LEWIS Don't You Forget It (Epic)	1780	+73	269238	13	61/0
16	12	USHER U Don't Have To Call (LaFace/Arista)	1713	+167	276766	5	61/0
11	13	MISSY "MISDEMEANOR" ELLIOTT Take Away (Gold Mind/EastWest/EEG)	1631	-137	288678	14	62/0
12	14	MARY J. BLIGE No More Drama (MCA)	1569	-144	210593	13	59/0
18	15	JAHEIM Anything (Divine Mill/WB)	1538	+83	230686	13	61/1
14	16	ALICIA KEYS A Woman's Worth (J)	1441	-256	223954	18	66/0
15	17	USHER U Got It Bad (LaFace/Arista)	1421	-249	188811	24	67/0
23	18	AALIYAH More Than A Woman (BlackGround)	1389	+147	252966	5	11/7
19	19	FABOLOUS Young'n (Holla Back) (Desert Storm/Elektra/EEG)	1380	-68	169348	11	60/0
22	20	JERMAINE DUPRI F/LUDACRIS Welcome To Atlanta (So So Def/Columbia)	1330	-25	213510	11	57/0
17	21	LUDACRIS Roll Out (My Business) (Def Jam South/IDJMG)	1275	-244	186754	16	57/0
27	22	SHARISSA Any Other Night (Motown)	1177	+78	135723	8	57/0
21	23	FAT JOE We Thuggin' (Terror Squad/Atlantic)	1170	-209	212576	17	60/0
26	24	JAY-Z Jigga (Roc-A-Fella/IDJMG)	1129	+3	144151	7	59/0
24	25	BUSTA RHYMES Break Ya Neck (J)	1050	-125	135711	16	57/0
30	26	AVANT Makin' Good Love (Magic Johnson/MCA)	1032	+159	140420	4	61/0
25	27	'N SYNC Gone (Jive)	1015	-136	189318	14	49/0
29	28	BEANIE SIGEL & FREEWAY Roc The Mic (Roc-A-Fella/IDJMG)	997	+73	162470	4	48/2
37	29	FAT JOE F/ASHANTI What's Luv? (Terror Squad/Atlantic)	974	+311	132629	2	57/3
48	30	ASHANTI Foolish (Murder Inc./Def Jam/IDJMG)	957	+478	126977	2	46/6
32	31	DMX F/FAITH EVANS I Miss You (Ruff Ryders/IDJMG)	906	+46	109752	5	54/0
35	32	MAXWELL This Woman's Work (Columbia)	875	+144	108365	3	50/0
31	33	MOBB DEEP F/112 Hey Luv (Anything) (Loud/Columbia)	869	-1	119286	9	39/0
33	34	LIL BOW WOW Take Ya Home (So So Def/Columbia)	786	-8	108271	3	54/1
44	35	RUFF ENDZ Someone To Love You (Epic)	725	+160	104882	2	50/0
38	36	NAPPY ROOTS Awnaw (Atlantic)	679	+33	62206	3	46/3
47	37	LUDACRIS Saturday (Oooh! Oooh!) (Def Jam South/IDJMG)	666	+185	101990	2	3/3
28	38	JOE Let's Stay Home Tonight (Jive)	648	-292	75817	13	47/0
36	39	MONTELL JORDAN You Must Have Been (Def Soul/IDJMG)	639	-50	102637	9	39/0
34	40	MASTER P Ooohhwee (No Limit/Universal)	634	-128	83757	10	38/0
40	41	GINUWINE Tribute To A Woman (Epic)	606	-19	86812	4	51/0
41	42	PROPHET JONES Cry Together (University/Motown)	580	-2	71352	3	39/0
39	43	R. KELLY The World's Greatest (Interscope/Jive)	547	-86	65945	12	35/0
42	44	CRAIG DAVID 7 Days (Wildstar/Atlantic)	527	-41	37449	10	31/0
<b>Debut</b>	45	R. KELLY & JAY-Z Best Of Both Worlds (Intro) (Roc-A-Fella/Jive/IDJMG)	523	+109	106604	1	0/0
<b>Debut</b>	46	MUSIQ Half Crazy (Def Soul/IDJMG)	518	+167	121009	1	1/0
46	47	JUVENILE From Her Mamma (Mamma Got...) (Cash Money/Universal)	508	-12	67873	17	43/0
43	48	CITY HIGH Caramel (Interscope)	487	-81	58728	20	42/0
50	49	COREY F/LIL' ROMEO Hush Lil' Lady (Motown)	469	+7	42214	3	38/0
45	50	PETEY PABLO I (Jive)	456	-90	49168	7	49/0

## Most Added®

www.rradds.com

ARTIST TITLE LABEL(S)	ADDS
JOE What If A Woman (Jive)	36
CEE-LO Closet Freak (LaFace/Arista)	35
BUSTA RHYMES Pass The Courvoisier (J)	32
NO GOOD Ballin' Boy (ARTIST Direct)	25
MACK 10 Do The Damn Thing (Cash Money/Universal)	23
EXHALE Still Not Over You (Real Deal)	13
RL F/ERICK SERMON Got Me A Model (J)	8
AALIYAH More Than A Woman (BlackGround)	7
ASHANTI Foolish (Murder Inc./Def Jam/IDJMG)	6
NAUGHTY BY NATURE F/3LW Feels Good (Don't...) (TVT)	6

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
ASHANTI Foolish (Murder Inc./Def Jam/IDJMG)	+478
TWEET Oops (Oh My) (Gold Mind/Elektra/EEG)	+366
FAT JOE F/ASHANTI What's Luv? (Terror Squad/Atlantic)	+311
BRANDY What About Us? (Atlantic)	+220
JENNIFER LOPEZ Ain't It Funny (Epic)	+187
LUDACRIS Saturday (Oooh...) (Def Jam South/IDJMG)	+185
RL F/ERICK SERMON Got Me A Model (J)	+174
USHER U Don't Have To Call (LaFace/Arista)	+167
MUSIQ Half Crazy (Def Soul/IDJMG)	+167
RUFF ENDZ Someone To Love You (Epic)	+160

## New & Active

CEE-LO Closet Freak (LaFace/Arista) Total Plays: 417, Total Stations: 37, Adds: 35
B2K Uh Huh (Epic) Total Plays: 415, Total Stations: 17, Adds: 0
CHOOBAKKA She's Feeling Me (Big Daddy) Total Plays: 405, Total Stations: 35, Adds: 1
BUSTA RHYMES Pass The Courvoisier (J) Total Plays: 393, Total Stations: 32, Adds: 32
PRETTY WILLIE Roll Wit Me (Republic/Universal) Total Plays: 371, Total Stations: 34, Adds: 1
IMX The First Time (New Line) Total Plays: 367, Total Stations: 16, Adds: 0
CHEROKEE I Swear (Arista) Total Plays: 351, Total Stations: 31, Adds: 1
REMY SHAND Take A Message (Motown) Total Plays: 297, Total Stations: 28, Adds: 0
RL F/ERICK SERMON Got Me A Model (J) Total Plays: 295, Total Stations: 31, Adds: 8
LIL' KEKE Platinum In Da Ghetto (Koch) Total Plays: 262, Total Stations: 22, Adds: 0

Songs ranked by total plays

68 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 2/10/02-2/16/02. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 20 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from the Arbitron Company (copyright 2002, The Arbitron Company). (C) 2002, R&R, Inc.



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# Urban Playlists

### MARKET #1

**WBLS/New York**  
Clear Channel  
(212) 447-1000  
Brown/Womack  
12+ Cum 1,773,700

**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
55	56	MICHAEL JACKSON/Butterflies	58464
54	54	GLENN LEWIS/Don't You Forget It	56376
50	53	FAITH EVANS/I Love You	55332
49	46	JARULE FASHANTI/Always On Time	48024
48	46	ALICIA KEYS/A Woman's Worth	48024
43	43	JONELL & METHOD MAN/Round & Round	44892
40	41	AALIYAH/Rock The Boat	42804
33	30	MARY J. BLIGE/No More Drama	33408
32	30	JAEIM/Anything	31320
30	29	BRANDY/What About Us?	30276
28	27	USHER/U Don't Have To Call	28188
27	20	KEKE WYATT/Nothing In This...	28188
29	27	MISSY ELLIOTT/Take Away	28188
27	25	MUSIQ/Half Crazy	26100
25	24	RUFF ENDS/Someone To Love You	25056
24	22	OUTKAST/The Whole World	22968
24	21	MYSTIKAL/Bouncin' Back...	21924
15	20	ASHANTI/Foolish	20880
21	20	BEANIE SIGEL/FREEWAY/Roc The Mic	20880
22	20	AALIYAH/More Than A Woman	20880
12	20	TWEET/Oops (Oh My)	20880
9	21	DONNELL JONES/You Know That...	19320
18	17	AVANT/Makin' Good Love	18792
17	17	J. DUPRI F/LUDACRIS/Welcome To Atlanta	17748
17	17	JOE/Let's Stay Home	17748
17	17	JENNIFER LOPEZ/Ain't It Funny	17748
19	16	MONTELL JORDAN/You Must Have Been	16704
13	16	SHARRISA/Any Other Night	16704
12	14	MR. CHEEKS/Lights, Camera...	14616
18	12	METHOD MAN & REDMAN/Part II	12528

### MARKET #2

**KKBT/Los Angeles**  
Radio One  
(323) 634-1800  
Scorpio/Fuler  
12+ Cum 1,394,200

**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
61	59	JARULE FASHANTI/Always On Time	38999
54	54	MICHAEL JACKSON/Butterflies	35694
43	53	MISSY ELLIOTT/Take Away	35033
23	52	AALIYAH/More Than A Woman	34372
41	49	BRANDY/What About Us?	34372
55	51	MR. CHEEKS/Lights, Camera...	33711
51	48	FAITH EVANS/I Love You	31728
45	41	FAT JOE/We Thuggin'	27101
35	41	KEKE WYATT/Nothing In This...	27101
44	40	'N SYNC/Gone	26440
39	37	OUTKAST/The Whole World	24457
25	36	USHER/U Don't Have To Call	23796
27	36	JENNIFER LOPEZ/Ain't It Funny	23796
35	35	TWEET/Oops (Oh My)	23135
27	34	R. KELLY & JAY-Z/Best Of Both...	22474
44	29	LUDACRIS/Roll Out...	19169
45	29	J. DUPRI F/LUDACRIS/Welcome To Atlanta	19169
10	23	MARY J. BLIGE/No More Drama	15203
24	23	ALICIA KEYS/A Woman's Worth	15203
30	21	USHER/U Got It Bad	13881
9	21	FAT JOE FASHANTI/What's Luv?	13881
26	21	JAGGED EDGE/Goodbye	13820
28	20	LUDACRIS/Fatty Girl	13220
17	20	MAXWELL/This Woman's Work	13220
14	19	JAEIM/Anything	12559
4	18	LIL BOW WOW/Thank You	11898
14	13	DJ QUIK/Trouble	8593
19	12	MASTER P/Ooohhwee	7932
4	12	MARY J. BLIGE/Rainy Days	7932
14	11	BEANIE SIGEL/FREEWAY/Roc The Mic	7271

### MARKET #3

**WGCI/Chicago**  
Clear Channel  
(312) 986-6900  
Smith/Boatner  
12+ Cum 917,300

**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
40	57	MISSY ELLIOTT/Take Away	32433
55	55	KEKE WYATT/Nothing In This...	31295
40	55	THREE PIECE/Ooh, Ahh	31295
52	51	FAT JOE/We Thuggin'	29019
41	49	TWEET/Oops (Oh My)	27861
51	47	LUDACRIS/Roll Out...	26743
50	46	MICHAEL JACKSON/Heaven Can Wait	26174
57	44	MICHAEL JACKSON/Butterflies	25036
31	42	'N SYNC/Gone	23986
35	39	TYRESE/What Am I Gonna Do	22191
46	39	JARULE FASHANTI/Always On Time	22191
34	37	MYSTIKAL/Bouncin' Back...	21053
40	34	JENNIFER LOPEZ/Ain't It Funny	19346
41	33	BRANDY/What About Us?	18777
35	32	AALIYAH/More Than A Woman	18208
36	31	MR. CHEEKS/Lights, Camera...	17639
28	29	J. DUPRI F/LUDACRIS/Welcome To Atlanta	16501
38	29	AALIYAH/Rock The Boat	16501
16	29	MONTELL JORDAN/You Must Have Been	16501
30	27	ANGIE STONE/Brotha	15363
13	25	R. KELLY/The World's Greatest	14225
16	25	JOE/What If I Woman	14225
24	24	JILL SCOTT/The Loves Me	13556
25	22	ASHANTI/Foolish	12518
29	22	MAXWELL/Lifetime	12518
12	22	FABOLOUS/Young'n (Holla Back)	12518
12	21	USHER/U Don't Have To Call	11949
14	21	FAITH EVANS/I Love You	11949
24	20	JAY-Z/Jigga	11380
18	20	USHER/U Got It Bad	11380

### MARKET #3

**WPWX/Chicago**  
Crawford  
(219) 933-4455  
Alan/Reynolds  
12+ Cum 447,900

**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
51	52	MR. CHEEKS/Lights, Camera...	17680
41	47	LUDACRIS/Roll Out...	15980
40	46	TWEET/Oops (Oh My)	15640
40	45	KEKE WYATT/Nothing In This...	15300
50	45	FAT JOE/We Thuggin'	15300
36	37	BRANDY/What About Us?	14280
45	47	JARULE FASHANTI/Always On Time	12580
37	37	THREE PIECE/Ooh, Ahh	12580
31	37	MARY J. BLIGE/No More Drama	10540
30	31	J. DUPRI F/LUDACRIS/Welcome To Atlanta	10540
40	31	MYSTIKAL/Bouncin' Back...	10540
29	30	JENNIFER LOPEZ/Ain't It Funny	10200
24	29	GLENN LEWIS/Don't You Forget It	9860
25	29	MOBB DEEP F/112/Hey Luv (Anything)	9860
28	27	FAITH EVANS/I Love You	9180
19	26	MUSIQ/Half Crazy	8840
24	26	AALIYAH/More Than A Woman	8840
27	25	USHER/U Don't Have To Call	8500
25	25	IMX/The First Time	8500
6	24	ASHANTI/Foolish	8160
24	24	FABOLOUS/Young'n (Holla Back)	8160
22	23	MICHAEL JACKSON/Heaven Can Wait	7820
21	23	JAEIM/Anything	7820
27	23	R. KELLY & JAY-Z/Best Of Both...	7820
22	22	MISSY ELLIOTT/Take Away	7480
21	22	AVANT/Makin' Good Love	7140
13	19	BEANIE SIGEL/FREEWAY/Roc The Mic	6460
21	19	MASTER P/Ooohhwee	6460
40	14	MICHAEL JACKSON/Butterflies	4760
12	14	JAY-Z/Song Cry	4760

### MARKET #5

**KDFB/Dallas-Ft. Worth**  
Radio One  
(214) 521-4661  
Fields/Kelly  
12+ Cum 398,400

**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
78	71	JENNIFER LOPEZ/Ain't It Funny	14697
80	70	JARULE FASHANTI/Always On Time	14490
74	63	USHER/U Got It Bad	13248
62	63	RUFF ENDS/Someone To Love You	13041
77	60	MR. CHEEKS/Lights, Camera...	12420
40	58	BUSTA RHYMES/Break Ya Neck	12006
44	52	J. DUPRI F/LUDACRIS/Welcome To Atlanta	10764
43	50	FABOLOUS/Young'n (Holla Back)	10350
44	45	BRANDY/What About Us?	9315
42	45	OUTKAST/The Whole World	9315
68	41	LUDACRIS/Roll Out...	8467
46	36	MYSTIKAL/Bouncin' Back...	7452
30	33	MISSY ELLIOTT/Take Away	6821
27	32	TWEET/Oops (Oh My)	6624
29	32	MOBB DEEP F/112/Hey Luv (Anything)	6624
29	30	JAY-Z/Jigga	6210
30	29	MASTER P/Ooohhwee	6003
34	28	FAT JOE/We Thuggin'	5796
27	28	JUVENILE/From Her Mamma...	5796
28	28	PETEY PABLO/Raise Up	5796
19	26	KEKE WYATT/Nothing In This...	5382
21	26	GLENN LEWIS/Don't You Forget It	5382
26	26	LIL' KEKZ/Platinum In Da...	5382
26	26	NELLY/1	5382
25	25	AALIYAH/More Than A Woman	5175
24	24	FAT JOE FASHANTI/What's Luv?	4968
22	24	NB RIDAZ FIANGELINA/Runaway	4968
17	20	DMX FIAT/ELVANS/ Miss You	4140
1	17	EVE/Me & She	3519
24	17	JARULE/Win' it Up	3519

### MARKET #5

**KKDA/Dallas-Ft. Worth**  
Service  
(972) 263-9911  
Cheatham  
12+ Cum 525,400

**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
59	53	FAITH EVANS/I Love You	20564
34	48	JAEIM/Anything	19017
48	48	AALIYAH/More Than A Woman	18624
48	48	JARULE FASHANTI/Always On Time	18624
52	46	MISSY ELLIOTT/Take Away	17848
29	46	JOE/Let's Stay Home	17848
54	45	MONTELL JORDAN/You Must Have Been	17460
45	45	USHER/U Got It Bad	17460
45	43	USHER/U Don't Have To Call	16684
42	42	AALIYAH/Rock The Boat	16296
40	40	KEKE WYATT/Nothing In This...	15520
34	40	ANGIE STONE/Brotha	15520
40	38	JENNIFER LOPEZ/Ain't It Funny	15520
23	38	TWEET/Oops (Oh My)	14744
47	37	MYSTIKAL/Bouncin' Back...	14356
39	36	MARY J. BLIGE/No More Drama	13968
10	34	FAT JOE FASHANTI/What's Luv?	13192
32	34	DIRTY/Can't You See	12804
35	34	LUDACRIS/Reaky Things	12804
31	33	GLENN LEWIS/Don't You Forget It	12028
14	28	MR. CHEEKS/Lights, Camera...	10864
42	28	ALICIA KEYS/A Woman's Worth	10864
20	27	B2K/Un Huh	10476
23	27	OUTKAST/The Whole World	10476
14	25	R. KELLY & JAY-Z/Best Of Both...	9700
29	22	GUNWINE/Tribute To A Woman	8536
11	21	NAPPY ROOTS/Awraw	8148
20	20	MICHAEL JACKSON/Butterflies	7760
20	20	BRANDY/What About Us?	7760
35	19	LUDACRIS/Roll Out...	7372

### MARKET #6

**WPXI/Philadelphia**  
Radio One  
(215) 884-9400  
Ice/George  
12+ Cum 413,600

**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
62	60	BEANIE SIGEL/FREEWAY/Roc The Mic	11940
42	58	TWEET/Oops (Oh My)	9950
41	49	MICHAEL JACKSON/Butterflies	9751
38	48	BRANDY/What About Us?	9552
37	48	MR. CHEEKS/Lights, Camera...	9552
39	44	FABOLOUS/Young'n (Holla Back)	8756
37	43	JARULE FASHANTI/Always On Time	8557
40	42	AALIYAH/More Than A Woman	8358
36	42	JENNIFER LOPEZ/Ain't It Funny	8358
33	41	USHER/U Don't Have To Call	8159
38	35	LUDACRIS/Fatty Girl	6965
25	34	FAITH EVANS/I Love You	6766
27	33	KEKE WYATT/Nothing In This...	6567
25	32	GLENN LEWIS/Don't You Forget It	6368
24	32	MOBB DEEP F/112/Hey Luv (Anything)	6368
31	31	MASTER P/Ooohhwee	6189
30	30	FAT JOE/We Thuggin'	5970
28	29	BUSTA RHYMES/Pass The Courvoisier	5771
23	27	ALICIA KEYS/A Woman's Worth	5373
23	21	OUTKAST/The Whole World	4179
12	19	MUSIQ/Half Crazy	3781
12	19	LUDACRIS/Saturday (Oooh...)	3781
22	19	MYSTIKAL/Bouncin' Back...	3781
16	18	R. KELLY & JAY-Z/Best Of Both...	3582
15	18	CITY HIGH/Caramel	3582
16	17	JAGGED EDGE/Where The Party At	3383
16	16	MS. JADE/Feel The Girl	3184
16	16	AALIYAH/Rock The Boat	3184
8	16	BUBBA SPARXXX/Ugly	3184

### MARKET #6

**WUSL/Philadelphia**  
Clear Channel  
(215) 483-8900  
Cooper/Tyner/Lani  
12+ Cum 744,900

**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
55	50	BEANIE SIGEL/FREEWAY/Roc The Mic	21450
34	47	FAITH EVANS/I Love You	20163
34	43	JAEIM/Anything	18447
40	41	MR. CHEEKS/Lights, Camera...	17589
19	37	JAY-Z/Jigga	15873
35	34	MICHAEL JACKSON/Butterflies	14586
25	31	TWEET/Oops (Oh My)	13299
20	31	AALIYAH/More Than A Woman	13299
19	30	'N SYNC/Gone	12879
16	28	USHER/U Don't Have To Call	12012
26	26	KEKE WYATT/Nothing In This...	11154
6	25	MUSIQ/Half Crazy	10725
16	25	JENNIFER LOPEZ/Ain't It Funny	10725
38	24	FAT JOE/We Thuggin'	10296
24	24	NAS/Ether	10296
25	24	BRANDY/What About Us?	10296
17	22	GLENN LEWIS/Don't You Forget It	9838
13	20	MS. JADE/Feel The Girl	8580
3	19	MISSY ELLIOTT/Take Away	8151
4	18	JILL SCOTT/The Loves Me	8151
13	17	LIL BOW WOW/Thank You	7722
14	17	BUSTA RHYMES/Pass The Courvoisier	7293
29	16	FABOLOUS/Young'n (Holla Back)	6864
1	15	ANGIE STONE/Brotha	6435
12	15	JADAKISS/Knock Yourself Out	6435
11	14	R. KELLY/Feel'n' On Yo Booty	6006
13	13	JAGGED EDGE/Goodbye	5577
12	12	MUSIQ/Mary Go Round	5148
6	11	FAT JOE FASHANTI/What's Luv?	4719
26	11	JARULE FASHANTI/Always On Time	4719

### MARKET #7

**WKYS/Washington, DC**  
Radio One  
(301) 306-1111  
Huckaby/P-Slew  
12+ Cum 653,700

**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
43	46	MYSTIKAL/Bouncin' Back...	15042
36	46	JENNIFER LOPEZ/Ain't It Funny	15042
34	44	KEKE WYATT/Nothing In This...	14388
49	44	MICHAEL JACKSON/Butterflies	14388
34	41	OUTKAST/The Whole World	13407
43	37	TWEET/Oops (Oh My)	12099
47	37	PROPHET JONES/Together	12099
19	36	LUDACRIS/Saturday (Oooh...)	11772
38	36	ALICIA KEYS/A Woman's Worth	11772
46	35	MR. CHEEKS/Lights, Camera...	11445
31	35	BRANDY/What About Us?	11445
35	33	AALIYAH/More Than A Woman	10791
34	30	USHER/U Don't Have To Call	9810
43	29	JARULE FASHANTI/Always On Time	9483
24	27	MUSIQ/Half Crazy	8829
27	27	GLENN LEWIS/Don't You Forget It	8829
28	27	FABOLOUS/Young'n (Holla Back)	8829
25	24	BEANIE SIGEL/FREEWAY/Roc The Mic	7648
21	23	DMX FIAT/ELVANS/ Miss You	7521
18	23	ASHANTI/Foolish	7521
23	23	LARRYN HILL/Perfect Match	7521
13	21	FAT JOE/We Thuggin'	6867
21	18	CITY HIGH/Caramel	5886
17	17	METHOD MAN & REDMAN/Part II	5559
4			

## Reporters

**Stations and their adds**  
listed alphabetically by market

**WALR/Atlanta, GA \***  
No Adds

**WWIN/Baltimore, MD \***  
VP/Prog.: Kathy Brown  
PD: Tim Watts  
MD: Keith Fisher  
No Adds

**KOXL/Baton Rouge, LA \***  
DM: James Alexander  
APD/MD: Mya Vernon  
JOE "Woman"  
BEBE WINANS "Know"

**WBHK/Birmingham, AL \***  
PD: Jay Dixon  
MD: Darryl Johnson  
15 ANN NESBY/FAL GREEN "Paper"  
1 MAXWELL "Woman's"

**WMGL/Charleston, SC \***  
PD: Terry Base  
APD/MD: Belinda Parker  
2 JOE "Woman"  
NINE20 "Would"  
BEBE WINANS "Know"

**WBVA/Charlotte, NC \***  
PD: Terri Avery  
No Adds

**WVAZ/Chicago, IL \***  
PD: Elroy Smith  
APD: Armando Rivera  
No Adds

**WZAK/Cleveland, OH \***  
PD: Kim Johnson  
No Adds

**WLXC/Columbia, SC \***  
Int. PD: Doug Williams  
MD: Tre Taylor  
JOE "Woman"

**WAGH/Columbus, GA**  
PD: Rasheeda  
MD: Ed Lewis  
No Adds

**KRNB/Dallas-Ft. Worth, TX \***  
PD: Al Payne  
MD: Rudy "V"  
3 JOE "Woman"  
LATHUN "Fortunate"  
MUSIQ "Crazy"

**KTXQ/Dallas-Ft. Worth, TX \***  
PD: Gary Leigh  
No Adds

**WDMK/Detroit, MI \***  
VP/Prog.: Lance Patton  
OM/PD: Monica Starr  
APD: Benita "Lady B" Gray  
MD: Sunny Anderson  
No Adds

**WMXD/Detroit, MI \***  
PD: Janet G.  
APD: Onett Stevens  
MD: Sheila Little  
JOE "Woman"

**WUKS/Fayetteville, NC \***  
PD: Red Cruise  
APD: Garret Davis  
MD: Calvin Pee  
BRIAN MCKNIGHT "Gonna"  
RUFF ENZ "Someone"

**WFLM/Ft. Pierce, FL \***  
PD/MD: Michael James  
5 ANN NESBY/FAL GREEN "Paper"  
2 BEBE WINANS "Know"  
EXHALE "Still"  
JOE "Woman"

**WQMG/Greensboro, NC \***  
PD: Alvin Stowe  
No Adds

**KMJQ/Houston-Galveston, TX \***  
PD: Carl Conner  
MD: Sam Choice  
No Adds

**WTLC/Indianapolis, IN \***  
DM/PD: Brian Wallace  
MD: Garth Adams  
No Adds

**WKXI/Jackson, MS \***  
PD/MD: Stan Branson  
LATHUN "Fortunate"  
BRIAN MCKNIGHT "Gonna"  
RUFF ENZ "Someone"  
BEBE WINANS "Know"

**WSOL/Jacksonville, FL \***  
PD: Aaron Maxwell  
APD/MD: K.J.  
No Adds

**KOKY/Little Rock, AR \***  
PD: Mark Dylan  
MD: Jamal Quarles  
JOE "Woman"  
RUFF ENZ "Someone"  
BEBE WINANS "Know"

**KHHT/Los Angeles, CA \***  
PD: Michelle Santosuosso  
No Adds

**KJLH/Los Angeles, CA \***  
PD/MD: Cliff Winston  
2 JOE "Woman"

**WRWB/Macon, GA**  
PD/MD: Lisa Charles  
BRIAN MCKNIGHT "Gonna"  
JOE "Woman"  
BEBE WINANS "Know"  
PHIL PERRY "Wait"

**KJMS/Memphis, TN \***  
PD: Nate Bell  
MD: Eileen Nathaniel  
JOE "Woman"  
BEBE WINANS "Know"

**WHQT/Miami, FL \***  
PD: Demick Brown  
APD/MD: Karen Vaughn  
11 YOLANDA ADAMS "Battle"  
JOE "Woman"

**WMCS/Milwaukee, WI**  
PD/MD: Tyrene Jackson  
6 JOE "Woman"  
5 BRIAN MCKNIGHT "Gonna"  
5 LATHUN "Fortunate"  
5 NINE20 "Would"

**WDLT/Mobile, AL \***  
PD: Ron Anthony  
MD: Kathy Barlow  
No Adds

**WYBC/New Haven, CT \***  
OM: Wayne Schmidt  
PD: Juan Castillo  
APD: Steven Richardson  
MD: Doc P  
6 BEBE WINANS "Know"  
4 JOE "Woman"  
4 RUFF ENZ "Someone"

**WYLD/New Orleans, LA \***  
OM/PD: Marvin Hankston  
APD/MD: Aaron "A.J." Appleber  
No Adds

**WRKS/New York, NY \***  
PD/MD: Julie Gustines  
No Adds

**WSVY/Norfolk, VA \***  
PD/MD: Michael Mauzone  
No Adds

**WKVL/Norfolk, VA \***  
PD: DC  
MD: Sunny Andre  
7 ANN NESBY/FAL GREEN "Paper"  
JOE "Woman"  
RUFF ENZ "Someone"

**WCFB/Orlando, FL \***  
PD: Steve Halbrook  
MD: Joe Davis  
No Adds

**WDAS/Philadelphia, PA \***  
Stn. Mgr./PD: Joe Tamburo  
MD: Joann Gamble  
JOE "Woman"

**WFXC/Raleigh-Durham, NC \***  
OM/PD: Cy Young  
APD/MD: Jodi Berry  
No Adds

**WKJS/Richmond, VA \***  
PD/MD: Kevin Kotax  
No Adds

**KMJM/St. Louis, MO \***  
OM/PD: Chuck Atkins  
MD: Brian Anthony  
JOE "Woman"

**WLWH/Savannah, GA**  
PD: Roshon Vance  
5 BEBE WINANS "Know"  
5 SIR CHARLES JONES "Lonely"

**WHUR/Washington, DC \***  
PD/MD: David A. Dickinson  
24 ANN NESBY/FAL GREEN "Paper"  
6 BRIAN MCKNIGHT "Gonna"  
5 JOE "Woman"  
5 RUFF ENZ "Someone"

**WMMJ/Washington, DC \***  
VP/Prog./PD: Kathy Brown  
MD: Mike Chase  
AMD: James Pair  
No Adds

**\* Monitored Reporters**  
43 Total Reporters

38 Total Monitored

5 Total Indicator  
4 Current Indicator Playlists

No Longer A Monitored Reporter (1):  
WGPR/Detroit, MI  
Did Not Report For Three Consecutive  
Weeks; Data Not Used (1):  
WILD/Boston, MA



MARKET #1			
WRKS/New York		Kiss 98.7	
Emmis (212) 242-9870 Beasley/Gustines 12+ Cumulative 1,593,200			
PLAYS	LW	ARTIST/TITLE	GI (000)
30	31	MAXWELL/This Woman's Work	30659
34	29	BRIAN MCKNIGHT/Love Of My Life	28681
21	29	GERALD LEVERT/Made To Love Ya	28681
29	26	GINUWINE/Differences	25714
24	26	LUTHER VANDROSS/You Got It Bad	25714
21	26	GLENN LEWIS/Don't You Forget It	25714
29	25	MICHAEL JACKSON/You Rock My World	24725
31	23	R. KELLY/The World's Greatest	22747
22	21	MICHAEL JACKSON/Butterflies	20768
24	17	ANGIE STONE/Brotha	16813
18	15	KEKE WYATT/Nothing In This...	14835
20	15	JAH-EM/Anything	14835
20	13	MAXWELL/Lifetime	12857
12	13	INDIA ARIE/Strength, Courage...	12857
10	12	JILL SCOTT/He Loves Me	11868
11	12	MISSY ELLIOTT/Take Away	11868
24	11	MARY J. BLIGE/No More Drama	10879
4	11	INDIA ARIE/Butterfly	10879
2	10	LUTHER VANDROSS/I'd Rather	9890
5	10	DONELL JONES/You Know What's Up	9890
6	9	JAH-EM/Just In Case	8901
13	9	BABYFACE/What If	8901
5	8	NEXT/Wiley	7912
4	7	MUSIQ/Just Friends (Sunny)	6923
4	7	ALICIA KEYS/Fallin'	6923
5	7	USHER/U Got It Bad	6923
7	7	ANGIE STONE/No More Rain (In...)	6923
5	6	JILL SCOTT/A Long Walk	5934
16	5	BANDY/What About Us?	4945
4	5	R. KELLY/Wish	4945

MARKET #2			
KHHT/Los Angeles		HOT 102.3	
Clear Channel (818) 845-1027 Santosuosso 12+ Cumulative N/A			
PLAYS	3W	ARTIST/TITLE	GI (000)
45	39	AALIYAH/Rock The Boat	0
42	38	MAXWELL/Lifetime	0
48	37	MICHAEL JACKSON/Butterflies	0
43	37	GINUWINE/Differences	0
43	35	ALICIA KEYS/A Woman's Worth	0
44	33	USHER/U Got It Bad	0
28	27	JILL SCOTT/He Loves Me	0
32	27	FAITH EVANS/I Love You	0
29	22	INDIA ARIE/Video	0
43	21	BABYFACE/What If	0
17	20	CASE/Missed You	0
19	19	JOE/What's Your Name	0
23	18	MARY J. BLIGE/Family Affair	0
22	14	MAXWELL/This Woman's Work	0
7	13	ALICIA KEYS/Fallin'	0
10	13	JAGGED EDGE/Let's Get Married	0
6	10	ISLEY BROS./R. ISLEY/Contagious	0
7	10	JANET/All For You	0
4	9	USHER/U Remind Me	0
13	9	ANGIE STONE/Wish I Didn't...	0
20	8	ALICIA KEYS/Dupe	0
8	7	JON B/Don't Talk	0
6	7	MAXWELL/Fortunate	0
20	6	GLENN LEWIS/Don't You Forget It	0
7	6	112/Peaches & Cream	0
4	5	SHAGGY/Angel	0
7	4	RUFF ENZ/No More	0
7	4	MUSIQ/Just Friends (Sunny)	0
1	4	AALIYAH/Try Again	0
4	4	AALIYAH/I Don't Wanna	0

MARKET #2			
KJLH/Los Angeles		KJLH 102.3 FM	
Taxi (310) 330-5550 Winston 12+ Cumulative 421,400			
PLAYS	3W	ARTIST/TITLE	GI (000)
32	35	MICHAEL JACKSON/Butterflies	10045
28	28	LUTHER VANDROSS/You Got It Bad	8036
26	28	GINUWINE/Differences	8036
29	27	MAXWELL/Lifetime	7749
26	26	MUSIQ/Love	7462
17	24	ALICIA KEYS/A Woman's Worth	6888
28	21	KIM WATERS/Love Don't Love...	6027
20	20	USHER/U Got It Bad	5740
15	13	KIRK FRANKLIN/911	4305
13	13	JILL SCOTT/He Loves Me	3731
12	11	FAITH EVANS/I Love You	3157
14	11	AALIYAH/Rock The Boat	3157
9	11	INDIA ARIE/Video	3157
13	11	PROPHET JONES/Cry Together	3157
9	10	JOE/What's Your Name	2870
4	9	TONY TERRY/I Don't Wanna Stop	2583
10	9	MAXWELL/This Woman's Work	2583
6	8	JAH-EM/Just In Case	2296
5	8	GERALD LEVERT/What Makes It...	2296
6	8	JDI/Missing You	2296
6	6	BABYFACE/Keep Callin'	1722
11	6	JOE/Let's Stay Home...	1722
6	6	URBAN KNIGHTS...Strung Out	1722
5	6	JILL SCOTT/He Loves Me	1722
6	6	DONNIE MCCLURKIN/We Fall Down	1722
5	6	INDIA ARIE/Brown Skin	1722
5	6	BONEY JAMES/Something Inside	1435
4	4	JILL SCOTT/A Long Walk	1148
7	4	GERALD LEVERT/Dream With No Love	1148

MARKET #3			
WVAZ/Chicago		V-103	
Clear Channel (812) 360-9000 Smith/Rivera 12+ Cumulative 585,700			
PLAYS	3W	ARTIST/TITLE	GI (000)
28	28	ANN NESBY/FAL GREEN/Put It On Paper	13748
26	27	MAXWELL/Lifetime	13257
22	27	MICHAEL JACKSON/Butterflies	13257
19	26	YOLANDA ADAMS/The Battle Is Not...	12766
20	25	JILL SCOTT/He Loves Me	12275
21	23	JILL SCOTT/A Long Walk	11293
23	22	LUTHER VANDROSS/I'd Rather	10802
9	21	MICHAEL JACKSON/You Rock My World	10311
24	21	LUTHER VANDROSS/You Got It Bad	9329
17	19	DONNIE MCCLURKIN/We Fall Down	9329
4	18	JILL SCOTT/He Loves Me	8838
5	18	MAXWELL/This Woman's Work	8838
24	18	MARY J. BLIGE/Family Affair	8838
1	12	YOLANDA ADAMS/Open My Heart	5832
11	11	R. KELLY/The World's Greatest	5401
18	11	ALICIA KEYS/A Woman's Worth	5401
4	10	FAITH EVANS/I Love You	4910
27	9	ANGIE STONE/Brotha	4419
2	9	KEKE WYATT/Nothing In This...	4419
13	9	JOE/Let's Stay Home...	4419
6	8	BONEY JAMES/Something Inside	3928
18	8	GINUWINE/Differences	3928
6	7	GLENN LEWIS/Don't You Forget It	3437
1	7	ANGIE STONE/Wish I Didn't...	3437
22	4	MICHAEL JACKSON/You Rock My World	1964
4	4	GERALD LEVERT/Dream With No Love	1964
4	4	ERICK SERMON/Music	1964
3	4	REMY SHAND/Take A Message	1964
2	4	BILAL/Soul Sister	1964
4	4	SADIE/Somebody Already...	1964

MARKET #5			
KRNB/Dallas-Ft. Worth		105.7 FM	
Service (972) 263-9911 Payne/V 12+ Cumulative 176,900			
PLAYS	3W	ARTIST/TITLE	GI (000)
38	42	BONEY JAMES/Something Inside	4410
37	40	MONTELL JORDAN/You Must Have Been	4200
35	37	GLENN LEWIS/Don't You Forget It	3885
39	37	USHER/U Got It Bad	3885
39	37	JILL SCOTT/He Loves Me	3885
29	35	KEKE WYATT/Nothing In This...	3675
32	34	ANGIE STONE/Brotha	3570
32	34	MAXWELL/Lifetime	3570
32	34	JOE/Let's Stay Home	3465
38	33	MICHAEL JACKSON/Butterflies	3465
33	33	REGINA BELLE/Ooh Boy	3465
29	32	ALICIA KEYS/A Woman's Worth	3360
33	29	ISLEY BROTHERS/Secret Lover	3045
17	28	MARY J. BLIGE/Family Affair	1890
11	17	REMY SHAND/Take A Message	1785
16	15	ANN NESBY/FAL GREEN/Put It On Paper	1575
16	15	SHARISSA/Any Other Night	1575
13	15	JAH-EM/Anything	1575
34	15	MAXWELL/This Woman's Work	1575
15	14	FAITH EVANS/I Love You	1470
14	14	USHER/U Don't Have To Call	1470
14	14	MARY J. BLIGE/No More Drama	1470
12	14	INDIA ARIE/Strength, Courage...	1470
11	13	BABYFACE/Keep Callin'	1365
12	13	GERALD LEVERT/What Makes It...	1365
11	13	AALIYAH/Rock The Boat	1365
11	13	R. KELLY/The World's Greatest	1365
12	13	BRIAN MCKNIGHT/Love Of My Life	1365
10	13	GINUWINE/Differences	1365
18	13	YOLANDA ADAMS/Never Give Up	1365

MARKET #5			
KTXO/Dallas-Ft. Worth		MAGIC 94.5	
Radio One (214) 521-4661 Leigh 12+ Cumulative 123,300			
PLAYS	3W	ARTIST/TITLE	GI (000)
23	26	MICHAEL JACKSON/Butterflies	1092
28	26	JOE/Let's Stay Home...	1092
26	25	USHER/U Got It Bad	1050
28	23	ALICIA KEYS/A Woman's Worth	966
13	16	ANN NESBY/FAL GREEN/Put It On Paper	672
28	15	ANGIE STONE/Brotha	630
14	14	BONEY JAMES/Something Inside	588
10	14	REGINA BELLE/Ooh Boy	588
12	13	JILL SCOTT/He Loves Me	566
7	11	JEFF MAJORS/Lit Every Voice...	462
11	10	GLENN LEWIS/Don't You Forget It	420
9	9	SADE/Somebody Already...	378
5	7	MAXWELL/This Woman's Work	294
6	7	GERALD LEVERT/What Makes It...	294
12	6	YOLANDA ADAMS/Never Give Up	252
6			

**ON THE RECORD**  
With  
**Talitha Gibson**  
Asst. MD, WQHH/Lansing, MI

Ludacris is everywhere. He's blowing up our lines and holding down our top request charts with two songs: "Roll Out," which is the heaviest in our rotation, and the duet with Jermaine Dupri, "Welcome to Atlanta" • Another top-request song is, of course, Usher's "U Got It Bad." This is a heartfelt song for many listeners because of its universally appealing theme, and it has been one of the longest-running hits for us thus far. • Missy Elliott's "Take Away" is another hot commodity. The arrangements, both vocally and instrumentally, have listeners vibing, especially after hearing the hypnotic voice of Tweet. This is an artist whom I am sure will bring mad competition. • Last, but definitely not least, is the young'n from Columbus, OH who has stolen the hearts of young girls, young fellas, grown women and MCs everywhere: Lil Bow Wow. His song "Thank You" places him right next to Ludacris in the top request charts. • Upon first listen, Brandy's "What About Us?" instantly became an anticipated hit and will surely climb the charts and knock someone out of the top 10. Ruff Endz's "Someone to Love You" is a good R&B song to keep your eyes on. • Overlooked and underrated good R&B tracks that are holding it down are Jaheim's "Anything" and Keke Wyatt's duet with Avant, "Nothing in This World." 'Nuff said.

Atlantic recording artist **Brandy** seizes the No. 1 slot with the debut single from *Full Moon*, "What About Us?" ... Two Island Def Jam Music Group acts debut on the Urban chart this week: Via the Def Soul path, Musiq's "Half Crazy," the first single from his forthcoming *Juslisen*, debuts at No. 46\*, while the Roc-A-Fella/Jive/IDJMG duo of **R. Kelly** and **Jay-Z** enter the chart at No. 45\* with the title track from *The Best of Both Worlds* ... Speaking of Def Jam, Murder Inc.'s **Ashanti** and "Foolish" jump 18 slots to land at No. 30\* — and pack away an additional 478 plays in the process ... **Tweet** surges 8-4\* with "Oops (Oh My)" (Gold Mind/Elektra/EEG) ... Stations remember to play **Glenn Lewis'** "Don't You Forget It," scooting the Epic artist 13-11\* ... Motown diva **Sharissa** teaches a lesson about dropping by without calling first with her single "Any Other Night," which gains +78 plays, putting it at No. 22\* ... Divine Mill/WB crooner **Jaheim** moves 18-15\* with "Anything" on the Urban chart while easing from No. 20-No. 19\* on the Urban AC side ... Yep, you're seeing double. The top five songs of last week are the top five songs for this week on the Urban AC chart. "Butterflies" (Epic), "A Woman's Worth" (J), "Lifetime" (Columbia), "U Got It Bad" (LaFace/Arista) and "Brotha" (J) keep **Michael Jackson**, **Alicia Keys**, **Maxwell**, **Usher** and **Angie Stone** at the top of the chart for another week.

**Urban**  
**ON THE RADIO**

— Tanya O'Quinn, Assistant Editor

P H U N D A M E N T A L L Y  
**phat**

ARTIST: **Knoc-Turn'al**

LABEL: **L.A. Confidential/Elektra/EEG**

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

Born Royal Harbor, the L.B.C.'s own **Knoc-Turn'al** is in the process of making his alias a household name. After serving four years in prison, Knoc was determined to turn his life around, and being discovered by L.A. Confidential founder/CEO Big D. was just the thing he needed to accomplish that goal. Big D introduced the rapper to superproducer Dr. Dre, who was so impressed with Knoc's skills that he had him lay down some rhymes that very day. Subsequently, Knoc was featured on four songs on Dr. Dre's *Chronik 2001*, and he co-wrote three songs on Dre's and Snoop Dogg's *The Wash* soundtrack.

"I pull quick/It's useless/I'm fully clipped/6'4", fully dipped," warns this tall, light-skinned, braided rapper at the beginning of the single "Knoc." As police pursue him in squad cars and helicopters, he proceeds to share with you a day in the life of a West Coast lyricist. As I'm vibing, feeling pride in hearing familiar territory mentioned, I find the Dr. Dre-Prophecy Entertainment beat hypnotic. I have to admit that, at first, I didn't really like this joint, but once I put on my headphones and turned up the volume to "call the police" I begin to understand its appeal. It's a West Coast party!

As I listen to Knoc rap of sipping "cranberry juice on rocks with vodka," I reach under my desk and pop open the Belvedere — don't need the juice, just gets in the way. As if Knoc isn't doing enough self-hyping, Missy Elliott's cho-



**Knoc-Turn'al**

rus adds a few steps to the pedestal upon which he rests: "Ooh, take it easy/'Cause it's that boy you call Knoc/Hotter than your block full of black-and-white cops/Bow down when you see me/Knoc the truth, best believe it/Take it easy, 'cause it's that boy you call Knoc/Hotter than a freak who giving brain and won't stop/Bow down when you pass through/Knoc-Turn'al, how dare you!" — of course, these are the words to the radio version.

"Knoc" contains a mesmerizing track banging underneath passionate lyrics from a rapper proud of his hood and the surrounding areas. To introduce a new MC with a boastful rap is damn near suicide. However, Knoc comes out basically celebrating (with a lil' self-hype thrown into the mix), while Elliott, a producer-rapper-singer-writer embraced around the world, supplies the swank necessary for the point to be made subliminally.

**TELL US WHAT YOU THINK!**

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# R&R Urban AC Top 30

Powered By



February 22, 2002

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	<b>MICHAEL JACKSON</b> Butterflies (Epic)	845	-79	133746	15	34/0
2	2	<b>ALICIA KEYS</b> A Woman's Worth (J)	780	-64	105704	17	37/0
3	3	<b>MAXWELL</b> Lifetime (Columbia)	718	-104	112909	29	37/0
4	4	<b>USHER</b> U Got It Bad (LaFace/Arista)	668	-93	79100	16	32/0
5	5	<b>ANGIE STONE</b> Brotha (J)	639	-83	101235	22	36/0
8	6	<b>BONEY JAMES</b> Something Inside (Warner Bros.)	609	+38	69752	16	34/0
6	7	<b>GLENN LEWIS</b> Don't You Forget It (Epic)	597	-14	103650	12	31/0
7	8	<b>JOE</b> Let's Stay Home Tonight (Jive)	500	-121	68069	13	36/0
19	9	<b>ANN NESBY F/AL GREEN</b> Put It On Paper (It's Time Child)	458	+149	69684	4	13/4
9	10	<b>REGINA BELLE</b> Ooh Boy (Peak)	454	-27	56754	18	34/0
11	11	<b>GINUWINE</b> Differences (Epic)	453	+23	78466	27	27/0
12	12	<b>LUTHER VANDROSS</b> I'd Rather (J)	440	+68	70387	4	37/0
10	13	<b>JILL SCOTT</b> He Loves Me (Hidden Beach/Epic)	405	-31	64957	12	26/0
16	14	<b>MAXWELL</b> This Woman's Work (Columbia)	397	+40	83440	4	35/1
13	15	<b>KEKE WYATT</b> Nothing In This World (MCA)	367	-5	62138	14	24/0
15	16	<b>MONTELL JORDAN</b> You Must Have Been (Def Soul/IDJMG)	357	+16	41792	7	21/0
22	17	<b>SHARISSA</b> Any Other Night (Motown)	321	+42	35998	6	19/0
17	18	<b>ISLEY BROTHERS</b> Secret Lover (DreamWorks)	307	-25	43008	14	26/0
21	19	<b>JAHEIM</b> Anything (Divine Mill/WB)	305	+15	42169	9	14/0
23	20	<b>GERALD LEVERT</b> What Makes It Good To You... (EastWest/EEG)	304	+27	35090	4	29/0
20	21	<b>FAITH EVANS</b> I Love You (Bad Boy/Arista)	287	+6	36942	5	23/0
25	22	<b>BABYFACE</b> I Keep Callin' (Arista)	280	+32	33232	4	25/0
18	23	<b>YOLANDA ADAMS</b> Never Give Up (Elektra/EEG)	267	-64	29394	14	27/0
30	24	<b>REMY SHAND</b> Take A Message (Motown)	253	+63	31685	2	21/0
24	25	<b>PROPHET JONES</b> Cry Together (University/Motown)	252	-14	31662	7	20/0
29	26	<b>KIRK FRANKLIN</b> 911 (Gospo Centric/Jive)	222	+18	26635	5	16/0
26	27	<b>INDIA.ARIE</b> Strength, Courage & Wisdom (Motown)	199	-39	37250	15	23/0
27	28	<b>AALIYAH</b> Rock The Boat (BlackGround)	188	-44	20260	19	9/0
<b>Debut</b>	29	<b>SADE</b> Somebody Already Broke My... (Epic)	181	+27	23373	1	19/0
<b>Debut</b>	30	<b>R. KELLY</b> The World's Greatest (Interscope/Jive)	180	-13	55839	1	9/0

38 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 2/10/02-2/16/02. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 15 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from the Arbitron Company (copyright 2002, The Arbitron Company). (C) 2002, R&R, Inc.

## New & Active

**BRIAN MCKNIGHT** What's It Gonna Be (Motown)  
Total Plays: 136, Total Stations: 23, Adds: 3

**AVANT** Makin' Good Love (Magic Johnson/MCA)  
Total Plays: 124, Total Stations: 15, Adds: 0

**PHIL PERRY** I Can't Wait (Til Morning...) (Peak)  
Total Plays: 89, Total Stations: 11, Adds: 0

**JOI** Missing You (Universal)  
Total Plays: 89, Total Stations: 10, Adds: 0

**GINUWINE** Tribute To A Woman (Epic)  
Total Plays: 85, Total Stations: 7, Adds: 0

**RANDY CRAWFORD** Permanent (Warner Bros.)  
Total Plays: 82, Total Stations: 7, Adds: 0

**TONY TERRY** I Don't Wanna Stop (Golden Boy)  
Total Plays: 81, Total Stations: 8, Adds: 0

**OLETA ADAMS** All The Love (Pioneer Music Group)  
Total Plays: 78, Total Stations: 9, Adds: 0

**LATHUN** Fortunate (Motown)  
Total Plays: 69, Total Stations: 13, Adds: 2

**WALTER BEASLEY** Things I Do For Love (Shanachie)  
Total Plays: 62, Total Stations: 11, Adds: 0

Songs ranked by total plays

## Most Added

www.rradds.com

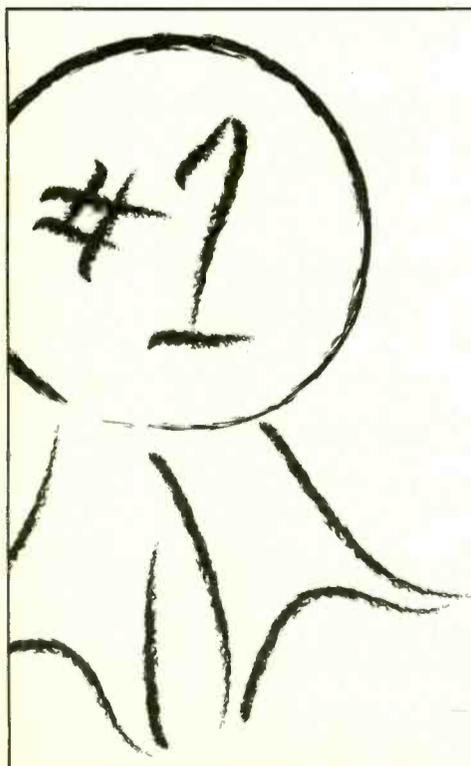
ARTIST TITLE LABEL(S)	ADDS
<b>JOE</b> What If A Woman (Jive)	15
<b>BEBE WINANS</b> Do You Know Him (Motown)	7
<b>RUFF ENDZ</b> Someone To Love You (Epic)	6
<b>ANN NESBY F/AL GREEN</b> Put It On Paper (It's Time Child)	4
<b>BRIAN MCKNIGHT</b> What's It Gonna Be (Motown)	3
<b>LATHUN</b> Fortunate (Motown)	2

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
<b>ANN NESBY F/AL GREEN</b> Put It On Paper (It's Time Child)	+149
<b>BRIAN MCKNIGHT</b> What's It Gonna Be (Motown)	+83
<b>LUTHER VANDROSS</b> I'd Rather (J)	+68
<b>REMY SHAND</b> Take A Message (Motown)	+63
<b>SHARISSA</b> Any Other Night (Motown)	+42
<b>LATHUN</b> Fortunate (Motown)	+41
<b>MAXWELL</b> This Woman's Work (Columbia)	+40
<b>BONEY JAMES</b> Something Inside (Warner Bros.)	+38
<b>BRANDY</b> What About Us? (Atlantic)	+37

## Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
<b>LUTHER VANDROSS</b> Take You Out (J)	398
<b>GERALD LEVERT</b> Made To Love Ya (EastWest/EEG)	365
<b>JILL SCOTT</b> The Way (Hidden Beach/Epic)	349
<b>BRIAN MCKNIGHT</b> Love Of My Life (Motown)	307
<b>BABYFACE</b> What If (Arista)	249
<b>MUSIQ</b> Love (Def Soul/IDJMG)	229
<b>YOLANDA ADAMS</b> Open My Heart (Elektra/EEG)	228
<b>JILL SCOTT</b> A Long Walk (Hidden Beach/Epic)	220
<b>JAHEIM</b> Just In Case (Divine Mill/WB)	208
<b>ALICIA KEYS</b> Fallin' (J)	201
<b>INDIA.ARIE</b> Brown Skin (Motown)	190
<b>DONNIE MCCLURKIN</b> We Fall Down (Verity)	181
<b>ISLEY BROTHERS F/RONALD ISLEY</b> Contagious (DreamWorks)	177
<b>LUTHER VANDROSS</b> Can Heaven Wait (J)	161
<b>SUNSHINE ANDERSON</b> Heard It All... (Soulife/Atlantic)	152
<b>INDIA.ARIE</b> Video (Motown)	146
<b>ERICK SERMON</b> Music (J)	142
<b>MARY J. BLIGE</b> Family Affair (MCA)	140
<b>AVANT</b> My First Love (Magic Johnson/MCA)	139
<b>MICHAEL JACKSON</b> You Rock My World (Epic)	137



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LON HELTON

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## What A Difference A Year Makes

### ■ Lots of changes in Nashville radio since last CRS

Programming a Country station in Nashville is like living in a fishbowl. Not only do you have artists and music-industry execs as listeners, but once a year a couple of thousand other experts descend on Music City to lend a critical ear.

So, as many of you prepare for your annual sojourn to Nashville for the Country Radio Seminar, I thought it might be useful to have a handy-dandy guide to Nashville Country radio. Here's what's on the air — and what's changed since you were here, a scant year ago.

#### Citadel's WKDF

In many respects WKDF at 103.3 is a very different radio station today than it was a year ago. A year ago Wes McShay was PD; today former WSIX PD Dave Kelly is at the programming helm. A year ago Rusty Walker was WSIX's consultant. Today he consults WKDF. A year ago John King was a Regional VP for Clear Channel, and WSIX fell under his purview. Today he is a Regional President for Citadel, and WKDF is among his responsibilities.

On-air changes include the departure in December 2001 of 'KDF pm driver (and former WSIX middayer) CC McCartney. MD Eddie Foxx moved from evenings to afternoons a couple of months ago. Last week Jeff Lyon replaced Gina Donegan in nights.

The first thing you'll notice when you punch 103.3 is that WKDF has dropped its "Music City 103" identifier in favor of "103 WKDF." The slogan has also changed: It is now "Music City's No. 1 for new country and the legends." The slogan had been "Today's best country and all-time country legends."

Also, David Kaye has replaced Paul Turner as the imaging voice, and the KYGO/Denver "Real World" jingle package is gone. Kelly says he's currently looking for his "next jingle opportunity."

WKDF's music mix is also different from what it was a year ago. Kelly says, "The biggest change is that we're trying to establish 103 WKDF as being not only the legends station, but the station that plays new records too."

Toward that end, there's an emphasis on setting up every new record. Some have produced stagers, and others are set up by the talent, but there's something going in and out of every new record — so the station can, as Kelly says, "take ownership of those songs and that position."

Explaining his more aggressive approach to currents, Kelly says, "We're no longer looking for songs

that fill a specific niche. In the past we had issues putting a song on the air if it didn't sound like a legend or a traditional-sounding oldie. Now we're much more open to contemporary-sounding songs."

But he also says that there has been an increased focus at the station on taking ownership of the legends. "We're not going any deeper into the music, we're just concentrating a little more on the best of those songs," he explains. "Plus, we're telling people a little more often that we're following through on the promise and playing those songs."

**"In the past we had issues putting a song on the air if it didn't sound like a legend or a traditional-sounding oldie. Now we're much more open to contemporary-sounding songs."**

Dave Kelly

Kelly adds that, overall, "The packaging of the station is more focused on the music than it's ever been." He also said that there's a more contemporary approach on the air, although there's still "lots of attitude and lots of fun."

One other rather important change that's a little less noticeable during a couple of days of listening: WKDF is ever-so-carefully trying to move its audience composition of 60% male-40% female toward 50-50 as it aims at a target of 25-54 adults.

#### Gaylord's WSM-AM

The fact that you even have WSM-AM to listen to is fortunate. Depending on who you talk to, the station's flip to Sports was either a done deal or merely a rumor. Regardless, Gaylord decided to stay the course, something that can also be said for the station.

The most visible change at WSM-AM during the past year was the adoption last spring of the slogan "Too country ... and proud of it." Asked if the line was inspired by last year's CRS panel "Too Pop? Too Country?" PD John Malone laughs and says it was actually inspired by Bill Anderson's song — also on Brad Paisley's CD — "Too Country." Malone explains, "It's not that we were trying to be defiant. We were embracing what we are. The slogan makes a statement and tells the story of what we're trying to accomplish."

"That's an attitude we've had for some time. It's an attitude about the music, with the personalities and for the people who listen. We're not just a Country station. We're Country because we live it and love it, and that's what it's all about. With the station's historic position in the world of country and with the competitive position we're in as one of four Country stations in Nashville, we've been using the line to set us apart."

That line never replaced WSM-AM's primary positioner, which has long been "America's Country Station." Indeed, since Sept. 11, 2001, WSM-AM has leaned a bit more heavily on that line than on the "Too country" line. Malone adds, "Too country" is more of a marketing campaign than an on-air slogan."

The music has been tweaked just a bit in the last 12 months. Malone says, "We've gone a bit more traditional, in particular with the currents. Our currents don't necessarily reflect what every other station is playing. And, unlike most Country stations, we have embraced bluegrass music, which our listeners have enthusiastically accepted." In the last year WSM-AM has also expanded its presentation of live programs from legendary local venues like the Bluebird Cafe and the Station Inn.

There have been no airstaff changes in the last year. The most recognizable voice to you may be morning talent Bill Cody, who hosts the Jones Radio Networks-syndicated *Classic Country Weekend* and cable TV's *Classic* on Great American Country.

#### Gaylord's WSM-FM

Suffice it to say that almost nothing at WSM-FM is the same as it was a year ago. PD Kevin O'Neal arrived



JERRY! JERRY! JERRY!

Cross-dressing football players and the women who — oh, wait, this isn't *The Jerry Springer Show*! This is Jerry Springer co-hosting with Randy Price and Dave McKay, WQYK/Tampa's No. 1 afternoon show. Pictured here (l-r) are Price, Springer and McKay.

three months ago, and, as extensively chronicled in the R&R Country Hot-fax on Feb. 5, he turned the station on its ear when he relaunched it as "Nashville's Live 95" on Feb. 4.

As part of its everyday programming, WSM-FM is playing live versions of hit songs culled from a variety of sources. It will also be playing live "special moments" — that is, artists' live collaborations on songs they may otherwise not have recorded. Live songs are being played two or three times an hour.

Recent developments include the exits of pm driver Taylor Morgan and middayer Rich Miller. WSOC/Charlotte middayer Mike Terry will take the midday shift on WSM-FM on March 4. O'Neal hopes to name a pm driver soon and may have one picked by the time you read this. You'll also hear new jingles; O'Neal just added Jam's "After Burner" CHR package.

One of WSM-FM's new features debuted on Feb. 13, with Clint Black as the guest: an every-other-Wednesday morning-show remote from the Alabama Grille, complete with The Big House band. The next big show is Feb. 27 — Wednesday of CRS week — with Joe Diffie, Michael Peterson and Little Big Town. They're holding a session for visiting radio types, and Monument is providing a bus from the Renaissance Hotel to the Alabama Grille. If you'd like to go, contact Monument's Larry Pareigis at 615-742-4321.

WSM-FM launched its Friday morning-show chats with NASCAR legend Darryl Waltrip Feb. 8. Talk about debuting with a bang: DW called in from Salt Lake City, where he was walking with, ahem, the president and his entourage, who were on their way to the Olympics site.

While you're in town, you'll hear promos for the Strait Bus Strait to Memphis contest and ticket giveaways during Bill Whyte's morning show. Whyte has 40 ducats for the G-Man in Memphis on March 1.

Finally, pay close attention to O'Neal's sweepers. Some are definitely very inside. For instance, WSIX PD Mike Moore called "offensive, in

light of today's circumstances" O'Neal's staff-meeting remarks that WSM-FM is "at war" with WSIX and WKDF. Last week WKDF PD Dave Kelly released a tongue-in-cheek statement saying 103 had adopted a "non-live-music policy," and added, "If there is not a noticeable adjustment by ProTools, it will not get on the air." O'Neal's sweeper response: "We call it war. Some people call it offensive. We just fixed it with ProTools."

#### Clear Channel's WSIX

We're not slighting WSIX in space here — there's just not much to say. The station has been very consistent over the past 12 months. The bulk of the changes WSIX has experienced in recent times came before last year's CRS. PD Mike Moore says that, for over a year, WSIX's focus has been on three messages: morning host Gerry House, "New country and all your country favorites" and "12-in-a-row" — the latter two slogans both adopted prior to CRS 2001.

WSIX has shuffled its personality lineup since you were here a year ago. In July pm driver Johnny Mac (who has been heard on WSM-FM of late) exited and was replaced by Dean Warfield, who returned to afternoons after 10 months in middays. Imported from WQDR/Raleigh for middays was Billy Greenwood, who was also tapped as MD. In August 'SIX weekender J.P. Miller joined afternoons as sidekick/producer/stunt boy/man on the street.

Outside of that, Moore said WSIX's focus right now is on the spring book.

Oh, he did ask that I leave you with this: WSIX has a truly cutting-edge contest that is set to debut the week-end you're in Nashville. Just listen to 97.9, the Big 98, and be ready to dial 737-9800 for your chance to win. (No promotions or flyaways accompanied this announcement.)

#### TALK BACK TO R&R!

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

Call me at 615-244-8822 or e-mail: lhelton@rronline.com



CALVIN GILBERT

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## Another Icon Exits

Waylon Jennings made history throughout his career

When Waylon Jennings died last week, many Country stations expressed the loss by playing George Jones' "Who's Gonna Fill Their Shoes?"

New artists will build solid careers and eventually leave big shoes for others to fill, but we don't really expect anyone to replace a legend like Waylon Jennings. In his case, though, it's not just a matter of the footwear, but the charisma of a man who remained exceedingly cool throughout his entire life without ever trying.



Waylon Jennings

### Bigger Than Life

Waylon Jennings was bigger than life and a true country-music icon. None of that changes in the wake of his Feb. 13 death at his home near Phoenix, following a lengthy battle with diabetes. The 64-year-old Jennings underwent surgery in December to amputate his left foot due to complications from the illness.

Born June 15, 1937 in Littlefield, TX, Jennings grew up in West Texas, working as a disc jockey in Lubbock in 1954. After Jennings joined Buddy Holly's band in 1958, Holly produced Jennings' first single, "Jole Blon," for Brunswick Records.

Even before Jennings achieved fame as an artist, though, he became a part of music history on Feb. 3, 1959, when he gave up his seat on a chartered plane to Jiles Perry Richardson, a.k.a. The Big Bopper. The plane crashed in Iowa, claiming the lives of all aboard, including Holly and Ritchie Valens. "Mainly what I learned from Buddy was an attitude," Jennings once said. "He loved music, and he taught me that it shouldn't have any barriers to it."

In the early '60s Jennings was the frontman for a bar band in Phoenix, where he honed his "chicken-pickin'" guitar technique and developed his distinctive vocal style. When RCA recording artist Bobby Bare heard Jennings in Phoenix, he immediately called RCA/Nashville chief Chet Atkins to tell him about the singer-guitarist. Jennings had recorded for several labels, including A&M, before moving to Nashville in 1965 and signing with RCA.

Jennings' earliest RCA hits include "The Chokin' Kind," "Walk on out of My Mind" and one of his signature songs, "Only Daddy That'll Walk the Line." In 1969 he collaborated with another act, The Kimberlys, for a Grammy-winning cover of "Mac-

Arthur Park." At RCA, Jennings' fierce determination to control his own music often created headaches for Atkins and staff producer Danny Davis.

### The Outlaw Movement

Jennings once said, "Every business has its system that works for 80% of the people who are in it, but there's always that other 20% who just don't fit in. That's what happened to me, and it happened to Johnny Cash, and it happened to Willie Nelson. We just couldn't do it the way it was set up."

"It wasn't until I started producing my own records and using my own musicians and working with people who understood what I was about that I first started having any real success."

Current Acuff-Rose Music Publishing President Jerry Bradley was in charge of RCA's Nashville operations during the '70s, the height of the "outlaw" movement. Bradley assembled a collection of studio recordings for the 1976 album, *Wanted: The Outlaws*, which featured Jennings, Willie Nelson, Tompall Glaser and Jennings' wife, Jessi Colter. It was the first country album to be certified Platinum by the RIAA.

Bradley was facing a production deadline when he took the proposed cover artwork for *Wanted: The Outlaws* to Jennings' office. In 1997 Bradley told R&R, "At that time his compadres would take all our ads and put 'em on the door and throw knives at them."

After seeing the artwork for the first time, Jennings handed it back to Bradley and looked at his friends, saying, "It's his idea. Let him do whatever he wants with it." Jennings had his first crossover hit with one of the album cuts, a duet with Willie Nelson on "Good Hearted Woman."

In 1985 Jennings teamed up with Nelson, Johnny Cash and Kris Kristofferson to record *The Highwaymen*, a project that included a hit album, single, video and tour. A year later Jennings exited RCA to sign with MCA/Nashville.

Jennings also released a children's album called *Cowboys, Sisters, Rascals & Dirt* and frequently spoke to students about the importance of staying in school. A 10th grade dropout, Jennings completed studies for his GED in 1989.

### A New Audience

Jennings reached a new audience in 1996 when he joined the Lollapalooza tour, where he shared the stage with rock acts like Metallica, Soundgarden and Rancid. He appeared in the mov-

ies *Nashville Rebel* and *MacKintosh and T.J.* and provided the theme song and narration for CBS-TV's *Dukes of Hazzard*. His film credits also include *Stagecoach* (a CBS-TV movie with The Highwaymen), *Oklahoma City Dolls* (an ABC-TV movie with Eddie Albert and Susan Blakely) and *Follow That Bird* (a *Sesame Street* movie). He had a cameo in the Mel Gibson film *Maverick*, for which he also contributed "You Don't Mess Around With Me" to the soundtrack. He also recorded several songs for the soundtrack of the film *Ned Kelly*, starring Mick Jagger.

Jennings was inducted into the Country Music Hall of Fame in October, although he didn't attend the induction ceremony. Whether it was one of his final statements or mere coincidence, Jennings was in Nashville just days after the Hall of Fame induction banquet to sign a portrait on display at The Palm, a restaurant located just around the corner from the new Hall of Fame building.

An outspoken critic of the Nashville establishment, especially the Country Music Association, Jennings did tour the new Hall of Fame building before it opened to the public last May. His entourage included his wife and WKDF/Nashville's Carl P. Mayfield, who frequently featured Jennings live on the air during "Waylon Wednesday" on his morning show.

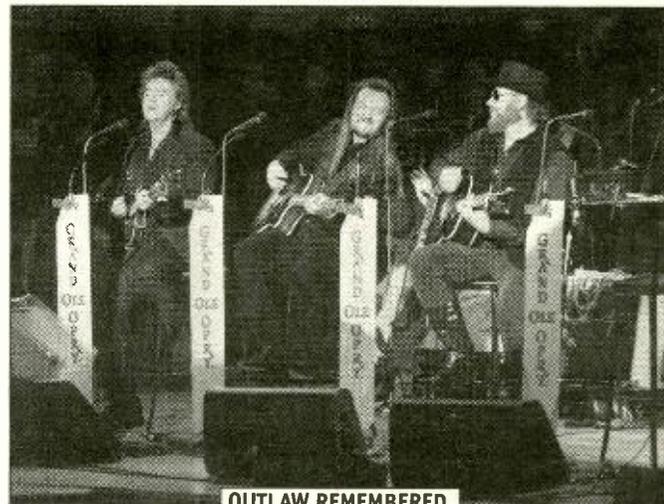
### Hall Of Famer

At the time of that tour, Hall of Fame Director Kyle Young had already received confidential information that Jennings would be one of the 2001 inductees. Young says that Jennings spent most of his time in the building's rotunda, where the plaques for the Hall of Fame members are displayed.

"He spent more time in there than he did in any other place, talking about those people who were in there," he recalls. "That was surreal for me, because I knew he was going in. But he was clearly reverential."

Here's a list of Jennings' work that hit No. 1 on the R&R Country chart:

- "This Time" (1974)
- "I'm a Ramblin' Man" (1974, two weeks)
- "Are You Sure Hank Done It This Way"/"Bob Wills Is Still the King" (1975)
- "Luckenbach, Texas" (1977, four weeks)
- "Wurlitzer Prize"/"Lookin' for a Feeling" (1977, two weeks)
- "I've Always Been Crazy" (1978)
- "Amanda" (1979, two weeks)



OUTLAW REMEMBERED

The late Waylon Jennings was remembered during last Saturday's sold-out performance of the Grand Ole Opry at Nashville's Ryman Auditorium. Opry members Travis Tritt and Marty Stuart joined Hank Williams Jr. in opening the segment with "Eyes of Waylon," a song from Williams' 1995 album, *Hog Wild*. The empty stool onstage remained in honor of Jennings. Pictured are (l-r) Stuart, Tritt and Williams.

"I Ain't Living Long Like This" (1980)

"Lucille" (1983)

"Rose in Paradise" (1987)

Jennings' collaborations with Nelson also resulted in three more chart-toppers: "Good Hearted Woman" (1976, two weeks); "Mamas Don't Let Your Babies Grow Up to Be Cowboys" (1978, five weeks); and "Just to Satisfy You" (1982, two weeks).

### Carson Makes CRS Plans

Despite a broken vertebra, Jeff Carson is looking forward to the upcoming Country Radio Seminar, set for Feb. 27-March 2 in Nashville. Carson sustained the back injury Feb. 8, when he slammed into a tree while snow-sledding at his Nashville-area home.

An ambulance transported Carson to Vanderbilt Medical Center, where doctors determined that he broke his T6 vertebra. He was released from the hospital the following day. No surgery will be needed, although Carson will be wearing a body brace for the next 12 weeks.

By Feb. 11 Carson was already doing radio interviews to promote his new Curb single, "Until We Fall Back in Love Again." He won't resume touring until early April, but manager Sheila Shipley Bidley says Carson intends to participate in the upcoming CRS to the best of his abilities.

With Carson's career on the upswing following his recent hit "Real Life," his manager says, "He asked me not to cancel anything at CRS. He can walk, but if I have to, I'll put him in a wheelchair just to get him from point A to point B. With this new single just out, he doesn't want anything to stand in his way."

### Jackson, Chicks, Grammys

Alan Jackson and The Dixie Chicks will be making appearances on the 44th annual Grammy Awards. On Feb. 11, officials announced that Jackson will perform "Where Were You (When the World Stopped Turning)" and The Dixie Chicks will appear as presenters.

The awards show also pays tribute

to the *O Brother, Where Art Thou?* soundtrack with a performance by Dan Tyminski and Pat Enright (as The Soggy Bottom Boys), Emmylou Harris, Alison Krauss, Ralph Stanley and Gillian Welch. The Grammy show takes place Feb. 27 at Staples Center in Los Angeles. It will be broadcast live on CBS-TV.

### Womack Recording

Rock producer Matt Serletic is working with Lee Ann Womack on a track that serves as the working title for her fourth album. Womack will go to Los Angeles to record the song "Something Worth Leaving Behind," written by Brett Beavers.

Serletic, best-known for his work with Santana and Matchbox Twenty, is Chairman/CEO of Virgin Records. Womack met him when she and Willie Nelson recorded "Mendocino Country Line," a track from Nelson's new album, *The Great Divide*. Other tracks will be produced by Mark Wright and Frank Liddell, who produced Womack's multi-Platinum album *I Hope You Dance*.

### Bits 'N' Pieces

• Brooks & Dunn's second Neon Circus & Wild West Show tour kicks off April 12 in Minneapolis. Tour dates are confirmed through June 30, with additional shows to be announced in the near future. The April roadwork will take the tour through Illinois, Connecticut, Pennsylvania, New York, California and Arizona. The tour also stars Dwight Yoakam, Gary Allan, Trick Pony and Chris Cagle.

• The 20th annual George Strait Team Roping Classic is set for March 15-16 at the San Antonio Rose Palace. Some of the best team ropers in the country will compete for more than \$200,000 in cash and prizes, including two 2002 Chevy twin-cab pickup trucks.

• Trace Adkins heads to Rockingham, NC on Feb. 24 to sing the national anthem prior to the Subway 400 NASCAR Winston Cup Series race at the North Carolina Speedway. Adkins' performance will be shown live as part of the FOX Network's race telecast.

# R&R Country Top 50

February 22, 2002

Powered By



LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL POINTS	TOTAL PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	STEVE HOLY Good Morning Beautiful (Curb)	15524	5580	652753	29	153/0
2	2	BRAD PAISLEY Wrapped Around (Arista)	14710	5404	622299	24	152/0
5	3	TIM MCGRAW The Cowboy In Me (Curb)	14505	5229	608969	12	153/0
3	4	BROOKS & DUNN Long Goodbye (Arista)	14370	5255	602756	16	153/0
4	5	JO DEE MESSINA W/TIM MCGRAW Bring On The Rain (Curb)	13993	5237	595028	23	152/0
6	6	MARTINA MCBRIDE Blessed (RCA)	13069	4728	550507	15	153/1
7	7	DIXIE CHICKS Some Days You Gotta Dance (Monument)	10975	4175	466641	20	145/2
10	8	KENNY CHESNEY Young (BNA)	10790	3957	455204	9	153/1
8	9	CHRIS CAGLE I Breathe In, I Breathe Out (Capitol)	10578	3966	454124	20	152/0
12	10	RASCAL FLATTS I'm Movin' On (Lyric Street)	9739	3588	399779	19	147/0
11	11	JOE DIFFIE In Another World (Monument)	9713	3859	414442	30	147/0
9	12	TRACY BYRD Just Let Me Be In Love (RCA)	9434	3519	396675	26	151/0
14	13	TOBY KEITH My List (DreamWorks)	9321	3292	388744	7	152/1
13	14	PHIL VASSAR That's When I Love You (Arista)	8855	3248	378421	16	148/3
15	15	TOMMY SHANE STEINER What If She's An Angel (RCA)	8503	3079	360583	9	147/3
16	16	BLAKE SHELTON All Over Me (Warner Bros.)	6981	2749	292175	17	144/0
21	17	TRAVIS TRITT Modern Day Bonnie And Clyde (Columbia)	5899	2253	246864	7	136/2
19	18	EMERSON DRIVE I Should Be Sleeping (DreamWorks)	5833	2176	240371	13	143/2
17	19	CYNDI THOMSON I Always Liked That Best (Capitol)	5812	2308	247151	15	137/1
25	20	GARTH BROOKS & TRISHA YEARWOOD Squeeze Me In (Capitol)	5262	1958	229701	5	138/7
20	21	CAROLYN DAWN JOHNSON I Don't Want You To Go (Arista)	5182	2023	209795	9	139/5
22	22	STEVE AZAR I Don't Have To Be (Till...) (Mercury)	5114	2066	211564	19	129/5
18	23	LEE ANN WOMACK Does My Ring Burn Your Finger (MCA)	5038	2076	234248	13	127/1
23	24	KEVIN DENNEY That's Just Jessie (Lyric Street)	4458	1688	185775	10	130/9
24	25	TAMMY COCHRAN I Cry (Epic)	4095	1653	166538	12	124/6
26	26	CHELY WRIGHT Jezebel (MCA)	3813	1400	165303	9	107/3
<b>Breaker</b>	27	ALAN JACKSON Drive (For Daddy Gene) (Arista)	3810	1257	160931	5	124/45
27	28	TRICK PONY Just What I Do (H2E/WB)	2936	1151	126642	6	108/11
29	29	KELLIE COFFEY When You Lie Next To Me (BNA)	2929	1193	117371	8	114/8
28	30	MARK WILLS W/JAMIE O'NEAL I'm Not Gonna Do Anything... (Mercury)	2735	1168	108409	11	104/2
<b>Breaker</b>	31	LONESTAR Not A Day Goes By (BNA)	2671	1088	107165	5	96/13
30	32	MARK MCGUINN She Doesn't Dance (VFR)	2603	1171	120987	11	97/3
35	33	GARY ALLAN The One (MCA)	1949	843	75636	6	81/11
<b>Breaker</b>	34	ANDY GRIGGS Tonight I Wanna Be Your Man (RCA)	1816	747	78790	5	93/14
39	35	TY HERNDON Heather's Wall (Epic)	1644	693	70664	8	77/1
40	36	REBA MCENTIRE Sweet Music Man (MCA)	1616	612	63421	5	65/3
37	37	W. NELSON/L. A. WOMACK Mendocino... (Lost Highway/Mercury)	1485	453	60823	7	46/23
38	38	SHANNON LAWSON Goodbye On A Bad Day (MCA)	1426	529	61504	3	76/11
33	39	BLACKHAWK Days Of America (Columbia)	1409	609	68573	15	69/0
43	40	BRAD MARTIN Before I Knew Better (Epic)	1086	506	43220	3	78/8
41	41	JESSICA ANDREWS Karma (DreamWorks)	909	310	35896	3	45/0
44	42	SAWYER BROWN Circles (Curb)	882	321	34490	4	41/4
42	43	PAT GREEN Three Days (Republic/Universal)	874	247	35248	7	39/10
48	44	GEORGE STRAIT Living And Living Well (MCA)	800	275	31965	2	32/25
46	45	DIXIE CHICKS Travelin' Soldier (Monument)	599	133	29315	5	4/0
47	46	MARK CHESNUTT She Was (Columbia)	555	192	21794	4	32/14
<b>Debut</b>	47	TRACE ADKINS Help Me Understand (Capitol)	504	233	21063	1	61/19
49	48	BRIAN MCCOMAS I Could Never Love You Enough (Lyric Street)	489	234	18639	2	40/5
45	49	MINDY MCCREARY Maybe, Maybe Not (Capitol)	488	203	18984	4	25/2
<b>Debut</b>	50	LITTLE BIG TOWN Don't Waste My Time (Monument)	483	156	19736	1	11/7

153 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 2/10/02-2/16/02. Bullets appear on songs gaining in points or remaining flat from previous week. If two songs are tied in total points, the song with the larger increase in points is placed first. Songs below No. 1 and down in points for three consecutive weeks are moved to recurrent. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Points lists the songs with the greatest week-to-week increases in total points. Breaker status is awarded to songs reported by 60% of the panel for the first time. Station Weight = AQH Persons + (Market rank X 10) divided by 4180. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from the Arbitron Company (copyright 2002, The Arbitron Company). (C) 2002, R&R, Inc.

## Most Added®

www.radds.com

ARTIST TITLE LABEL(S)	ADDS
ALAN JACKSON Drive (For Daddy Gene) (Arista)	45
GEORGE STRAIT Living And Living Well (MCA)	25
W. NELSON/L. A. WOMACK Mendocino... (Lost Highway/Mercury)	23
TRACE ADKINS Help Me Understand (Capitol)	19
ANDY GRIGGS Tonight I Wanna Be Your Man (RCA)	14
MARK CHESNUTT She Was (Columbia)	14
LONESTAR Not A Day Goes By (BNA)	13
TRICK PONY Just What I Do (H2E/WB)	11
GARY ALLAN The One (MCA)	11
SHANNON LAWSON Goodbye On A Bad Day (MCA)	11
DAVID BALL She Always Talked About Mexico (Dualtone)	11
BRAD PAISLEY I'm Gonna Miss Her (Arista)	11

## Most Increased Points

ARTIST TITLE LABEL(S)	POINT INCREASE
ALAN JACKSON Drive (For Daddy Gene) (Arista)	+1475
G. BROOKS & T. YEARWOOD Squeeze... (Capitol)	+1304
TRAVIS TRITT Modern Day Bonnie And Clyde (Columbia)	+870
TOBY KEITH My List (DreamWorks)	+706
KENNY CHESNEY Young (BNA)	+702
TIM MCGRAW The Cowboy In Me (Curb)	+693
TOMMY SHANE STEINER What If She's An Angel (RCA)	+618
STEVE AZAR I Don't Have To Be (Till...) (Mercury)	+426
GEORGE STRAIT Living And Living Well (MCA)	+419
LONESTAR Not A Day Goes By (BNA)	+408

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
ALAN JACKSON Drive (For Daddy Gene) (Arista)	+520
G. BROOKS & T. YEARWOOD Squeeze Me In (Capitol)	+495
TRAVIS TRITT Modern Day Bonnie And Clyde (Columbia)	+322
TOBY KEITH My List (DreamWorks)	+298
KENNY CHESNEY Young (BNA)	+290
TIM MCGRAW The Cowboy In Me (Curb)	+255
TOMMY SHANE STEINER What If She's An Angel (RCA)	+232
TRACE ADKINS Help Me Understand (Capitol)	+169
STEVE AZAR I Don't Have To Be (Till...) (Mercury)	+159
MARTINA MCBRIDE Blessed (RCA)	+150

## Breakers®

**ALAN JACKSON**  
Drive (For Daddy Gene) (Arista)  
45 Adds • Moves 31-27

**LONESTAR**  
Not A Day Goes By (BNA)  
13 Adds • Moves 32-31

**ANDY GRIGGS**  
Tonight I Wanna Be Your Man (RCA)  
14 Adds • Moves 36-34

Songs ranked by total plays

# PAT GREEN "Three Days"

R&R/Mediabase 43  
Billboard Monitor #52

**NEW THIS WEEK:**  
WWYZ KTEX KSSN KHKI KZSN KKCS WYYD WKCQ  
KRY5 ..... and many more!

**ALREADY BREAKING AT:**  
KZLA KPLX KSCS KIKK KILT KBEQ KAJA KUBL  
KASE WSM WSIX WIRK WGKX WBEE  
and many more!

**SALES:  
BEST BUY  
+ 101%**

**OVER  
100,000  
SOLD**

**ON TOUR NOW**

CRS New Faces Showcase 3/2  
CMT's "On The Verge" 3/24



# R&R Country Top 50 Indicator

February 22, 2002

## R&R'S EXCLUSIVE REPORTED OVERVIEW OF NATIONAL AIRPLAY

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS ('00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	BROOKS & DUNN Long Goodbye (Arista)	1329	-4	48843	17	36/0
4	2	TIM MCGRAW The Cowboy In Me (Curb)	1300	+22	48378	13	36/0
6	3	MARTINA MCBRIDE Blessed (RCA)	1269	+63	46781	16	36/0
2	4	JO DEE MESSINA W/TIM MCGRAW Bring On The Rain (Curb)	1264	-28	46294	23	35/0
3	5	BRAD PAISLEY Wrapped Around (Arista)	1198	-83	42629	28	34/0
5	6	STEVE HOLY Good Morning Beautiful (Curb)	1172	-94	42094	29	36/0
9	7	CHRIS CAGLE I Breathe In, I Breathe Out (Capitol)	1131	+124	42485	22	36/0
8	8	DIXIE CHICKS Some Days You Gotta Dance (Monument)	1051	+26	40130	19	36/1
7	9	JOE DIFFIE In Another World (Monument)	1042	-30	39073	29	33/0
11	10	KENNY CHESNEY Young (BNA)	1010	+59	37910	8	36/0
12	11	PHIL VASSAR That's When I Love You (Arista)	956	+45	36061	18	36/0
13	12	RASCAL FLATTS I'm Movin' On (Lyric Street)	938	+53	35834	21	35/0
14	13	TOBY KEITH My List (DreamWorks)	935	+84	35012	7	35/0
15	14	TOMMY SHANE STEINER What If She's An Angel (RCA)	909	+59	33939	8	36/0
10	15	TRACY BYRD Just Let Me Be In Love (RCA)	774	-207	27340	28	30/0
16	16	BLAKE SHELTON All Over Me (Warner Bros.)	746	-4	26934	19	33/0
17	17	CYNDI THOMSON I Always Liked That Best (Capitol)	722	-17	26411	16	33/0
20	18	TRAVIS TRITT Modern Day Bonnie And Clyde (Columbia)	706	+75	26401	8	34/0
18	19	LEE ANN WOMACK Does My Ring Burn Your Finger (MCA)	705	-18	26563	16	33/0
24	20	GARTH BROOKS & TRISHA YEARWOOD Squeeze Me In (Capitol)	690	+209	26114	5	34/3
19	21	EMERSON DRIVE I Should Be Sleeping (DreamWorks)	686	+39	26327	16	35/0
21	22	CAROLYN DAWN JOHNSON I Don't Want You To Go (Arista)	600	+52	22474	10	32/0
22	23	CHELY WRIGHT Jezebel (MCA)	565	+39	20966	10	32/1
23	24	KEVIN DENNEY That's Just Jessie (Lyric Street)	554	+31	21373	11	32/1
26	25	STEVE AZAR I Don't Have To Be (Till...) (Mercury)	510	+71	19318	18	28/1
25	26	TRICK PONY Just What I Do (H2E/WB)	494	+19	19131	7	32/1
32	27	ALAN JACKSON Drive (For Daddy Gene) (Arista)	492	+164	19402	3	33/6
29	28	LONESTAR Not A Day Goes By (BNA)	457	+58	17372	6	32/0
28	29	TAMMY COCHRAN I Cry (Epic)	448	+43	17493	11	32/4
27	30	GARY ALLAN The One (MCA)	422	-6	16169	6	31/0
30	31	MARK WILLS W/JAMIE O'NEAL I'm Not Gonna... (Mercury)	421	+26	15978	13	24/0
31	32	MARK MCGUINN She Doesn't Dance (VFR)	340	-4	13413	14	21/1
35	33	KELLIE COFFEY When You Lie Next To Me (BNA)	307	+48	11993	9	23/4
33	34	REBA MCENTIRE Sweet Music Man (MCA)	296	+21	11434	6	22/0
34	35	ANDY GRIGGS Tonight I Wanna Be Your Man (RCA)	293	+34	11143	5	23/3
36	36	SHANNON LAWSON Goodbye On A Bad Day (MCA)	250	+57	9323	4	27/7
37	37	TY HERNDON Heather's Wall (Epic)	171	-9	6809	9	12/1
39	38	W. NELSON/LEE ANN WOMACK Mendocino... (Lost Highway/Mercury)	154	+49	6165	4	13/4
40	39	MARK CHESNUTT She Was (Columbia)	108	+18	3900	4	11/2
44	40	TRACE ADKINS Help Me Understand (Capitol)	106	+39	4067	2	17/9
42	41	BRIAN MCCOMAS I Could Never Love You Enough (Lyric Street)	95	+16	2900	3	10/0
48	42	SAWYER BROWN Circles (Curb)	80	+30	3153	3	7/1
Debut	43	PAT GREEN Three Days (Republic/Universal)	79	+51	3053	1	10/4
43	44	JESSICA ANDREWS Karma (DreamWorks)	79	+3	3010	5	8/1
45	45	TRACY LAWRENCE What A Memory (Atlantic/WB)	72	+10	3012	3	7/1
46	46	MINDY MCCREADY Maybe, Maybe Not (Capitol)	70	+13	2426	3	8/0
47	47	BRAD MARTIN Before I Knew Better (Epic)	69	+17	2667	2	8/2
Debut	48	GEORGE STRAIT Living And Living Well (MCA)	54	+54	2646	1	9/9
Debut	49	CLINT BLACK Money Or Love (RCA)	43	+27	1277	1	6/2
41	50	BLACKHAWK Days Of America (Columbia)	43	-37	1852	16	4/0

36 Country Indicator reports. Songs ranked by total plays for the airplay week of Sunday 2/10-Saturday 2/16.  
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## Most Added®

ARTIST TITLE LABEL(S)	ADDS
TRACE ADKINS Help Me Understand (Capitol)	9
GEORGE STRAIT Living And Living Well (MCA)	9
SHANNON LAWSON Goodbye On A Bad Day (MCA)	7
ALAN JACKSON Drive (For Daddy Gene) (Arista)	6
TAMMY COCHRAN I Cry (Epic)	4
KELLIE COFFEY When You Lie Next To Me (BNA)	4
W. NELSON/LEE ANN WOMACK Mendocino... (Lost Highway/Mercury)	4
PAT GREEN Three Days (Republic/Universal)	4
G. BROOKS & T. YEARWOOD Squeeze Me In (Capitol)	3
ANDY GRIGGS Tonight I Wanna Be Your Man (RCA)	3
MARK CHESNUTT She Was (Columbia)	2
BRAD MARTIN Before I Knew Better (Epic)	2
CLINT BLACK Money Or Love (RCA)	2
SARA EVANS I Keep Looking (RCA)	2
DIXIE CHICKS Some Days You Gotta Dance (Monument)	1
KEVIN DENNEY That's Just Jessie (Lyric Street)	1
TRICK PONY Just What I Do (H2E/WB)	1
CHELY WRIGHT Jezebel (MCA)	1
STEVE AZAR I Don't Have To Be (Till...) (Mercury)	1
MARK MCGUINN She Doesn't Dance (VFR)	1

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
G. BROOKS & T. YEARWOOD Squeeze Me In (Capitol)	+209
ALAN JACKSON Drive (For Daddy Gene) (Arista)	+164
CHRIS CAGLE I Breathe In, I Breathe Out (Capitol)	+124
TOBY KEITH My List (DreamWorks)	+84
TRAVIS TRITT Modern Day Bonnie And Clyde (Columbia)	+75
STEVE AZAR I Don't Have To Be (Till...) (Mercury)	+71
MARTINA MCBRIDE Blessed (RCA)	+63
KENNY CHESNEY Young (BNA)	+59
TOMMY SHANE STEINER What If She's An Angel (RCA)	+59
LONESTAR Not A Day Goes By (BNA)	+58
SHANNON LAWSON Goodbye On A Bad Day (MCA)	+57
GEORGE STRAIT Living And Living Well (MCA)	+54
RASCAL FLATTS I'm Movin' On (Lyric Street)	+53
CAROLYN DAWN JOHNSON I Don't Want... (Arista)	+52
PAT GREEN Three Days (Republic/Universal)	+51
W. NELSON/LEE ANN WOMACK Mendocino... (Lost Highway/Mercury)	+49
KELLIE COFFEY When You Lie Next To Me (BNA)	+48
PHIL VASSAR That's When I Love You (Arista)	+45
TAMMY COCHRAN I Cry (Epic)	+43
EMERSON DRIVE I Should Be Sleeping (DreamWorks)	+39
CHELY WRIGHT Jezebel (MCA)	+39
TRACE ADKINS Help Me Understand (Capitol)	+39
ANDY GRIGGS Tonight I Wanna Be Your Man (RCA)	+34
TOBY KEITH I'm Just Talkin' About Tonight (DreamWorks)	+34
KEVIN DENNEY That's Just Jessie (Lyric Street)	+31
SAWYER BROWN Circles (Curb)	+30
JAMIE O'NEAL When I Think About Angels (Mercury)	+28
CLINT BLACK Money Or Love (RCA)	+27
TRAVIS TRITT It's A Great Day To Be Alive (Columbia)	+27
DIXIE CHICKS Some Days You Gotta Dance (Monument)	+26

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# MUSIC MEETING

R&R liquid audio™ Selector

## EXCLUSIVE NATIONAL MUSIC RESEARCH ESTIMATES February 22, 2002

BULLSEYE® song selection is based on the top 35 titles from the R&R Country chart for the airplay week of January 20-26.

ARTIST Title (Label)	LIKE A LOT	TOTAL POSITIVE	NEUTRAL	FAMILIARITY	DISLIKE	BURN
STEVE HOLY Good Morning Beautiful (Curb)	46.3%	76.8%	12.8%	96.8%	4.5%	2.8%
CHRIS CAGLE I Breathe In, I Breathe Out (Capitol)	32.0%	73.0%	16.0%	96.8%	5.0%	2.8%
JO DEE MESSINA/TIM MCGRAW Bring On The Rain (Curb)	45.5%	70.5%	18.8%	99.3%	6.3%	3.8%
TIM MCGRAW Cowboy In Me (Curb)	28.8%	69.0%	19.8%	97.0%	6.3%	2.0%
JOE DIFFIE In Another World (Monument)	33.3%	68.8%	22.0%	98.0%	3.0%	4.3%
BRAD PAISLEY Wrapped Around (Arista)	36.8%	66.8%	18.5%	97.8%	7.0%	5.5%
PHIL VASSAR That's When I Love You (Arista)	25.0%	65.5%	25.3%	95.8%	3.8%	1.3%
BROOKS & DUNN Long Goodbye (Arista)	30.3%	65.3%	24.8%	99.3%	5.3%	4.0%
TOMMY SHANE STEINER What If She's An Angel (RCA)	24.0%	64.5%	25.3%	94.3%	3.0%	1.5%
TRACY BYRD Just Let Me Be In Love (RCA)	24.8%	61.0%	22.5%	95.5%	7.5%	4.5%
CAROLYN DAWN JOHNSON I Don't Want You To Go (Arista)	27.0%	60.8%	24.8%	94.3%	6.8%	2.0%
BLACKHAWK Days Of America (Columbia)	20.5%	59.8%	26.0%	93.0%	5.3%	2.0%
DIXIE CHICKS Some Days You Gotta Dance (Monument)	28.3%	59.3%	20.0%	93.3%	8.8%	5.3%
TOBY KEITH My List (DreamWorks)	24.8%	57.8%	27.3%	90.8%	4.5%	1.3%
ALAN JACKSON Drive (For Daddy Gene) (Arista)	21.8%	55.8%	22.3%	89.3%	8.8%	2.5%
TRISHA YEARWOOD Inside Out (MCA)	23.8%	54.8%	27.8%	94.0%	9.3%	2.3%
KEVIN DENNEY That's Just Jessie (Lyric Street)	19.0%	54.8%	27.3%	90.8%	7.0%	1.8%
MARTINA MCBRIDE Blessed (RCA)	24.0%	54.0%	26.8%	94.5%	9.0%	4.8%
KENNY CHESNEY Young (BNA)	17.3%	53.8%	29.5%	89.5%	4.5%	1.8%
STEVE AZAR I Don't Have To Be Me... (Mercury)	24.8%	53.5%	32.8%	95.3%	7.0%	2.0%
LONESTAR Not A Day Goes By (BNA)	25.3%	53.0%	23.3%	85.3%	7.0%	2.0%
TRAVIS TRITT Modern Day Bonnie And Clyde (Columbia)	22.0%	52.5%	22.3%	89.8%	12.8%	2.3%
MARK WILLS/JAMIE ONEAL I'm Not Gonna Do... (Mercury)	17.0%	52.0%	34.5%	94.0%	5.3%	2.3%
EMERSON DRIVE I Should Be Sleeping (DreamWorks)	22.5%	51.8%	32.3%	95.0%	7.3%	3.8%
TAMMY COCHRAN I Cry (Epic)	18.5%	51.5%	32.0%	92.5%	7.5%	1.5%
RASCAL FLATTS I'm Movin' On (Lyric Street)	19.8%	50.8%	28.8%	89.5%	8.0%	2.0%
CYNDI THOMSON I Always Liked That Best (Capitol)	22.8%	49.5%	25.3%	93.8%	14.8%	4.3%
KELLIE COFFEY When You Lie Next To Me (BNA)	20.0%	47.5%	31.3%	90.3%	8.5%	3.0%
GARY ALLAN The One (MCA)	14.0%	47.0%	27.8%	85.8%	9.0%	2.0%
GARTH BROOKS/TRISHA YEARWOOD Squeeze Me In (Capitol)	18.8%	46.5%	21.5%	84.8%	13.3%	3.5%
BLAKE SHELTON All Over Me (Warner Bros.)	18.3%	46.3%	34.0%	93.5%	10.3%	3.0%
LEE ANN WOMACK Does My Ring Burn Your Finger (MCA)	17.5%	45.0%	28.5%	88.3%	11.0%	3.8%
CHELY WRIGHT Jezebel (MCA)	18.5%	44.5%	33.8%	91.3%	11.3%	1.8%
MARK MCGUINN She Doesn't Dance (VFR)	16.5%	42.3%	30.3%	81.3%	5.5%	3.3%
TRICK PONY Just What I Do (H2E/WB)	14.0%	36.8%	28.0%	77.5%	9.8%	3.0%



### Password of the Week: Palmer

**Question of the Week:** Think about how you listen and when you listen to your favorite Country station. Now, think about how you have been listening to that station since the 9/11 tragedy. On a scale of 1 to 5 — with 1 meaning you are listening "a lot less" and 5 meaning you are listening "a lot more" — how would you rate your listening habits since 9/11?

#### Total

A lot more: 11%  
A little more: 20%  
About the same: 49%  
A little less: 14%  
A lot less: 6%

#### P1

A lot more: 10%  
A little more: 20%  
About the same: 55%  
A little less: 12%  
A lot less: 3%

#### P2

A lot more: 14%  
A little more: 20%  
About the same: 36%  
A little less: 18%  
A lot less: 12%

#### Men

A lot more: 8%  
A little more: 17%  
About the same: 51%  
A little less: 17%  
A lot less: 7%

#### Women

A lot more: 15%  
A little more: 22%  
About the same: 47%  
A little less: 11%  
A lot less: 5%

#### 25-34

A lot more: 11%  
A little more: 23%  
About the same: 51%  
A little less: 12%  
A lot less: 3%

#### 35-44

A lot more: 14%  
A little more: 17%  
About the same: 48%  
A little less: 15%  
A lot less: 6%

Total sample size is 400 persons weekly with a +/- 5% margin of error. Scoring is done each week using live interviewers conducting the interview with each respondent. Scores are: a) I Like It A Lot, In Fact It's One Of My Favorites b) I Like It c) It's Okay...Just So-So d) I Don't Like It e) I'm Tired Of Hearing It On The Radio f) I Don't Recognize It. To be included in the weekly callout songs must enter the top 40 positions on R&R's Country airplay chart. The sample is composed of 400 25-54 year-old persons who identify Country as their favorite music and who listen daily to competitive country radio in the sample markets. The sample is 50% male/female ... 1/3rd each in the 25-34, 35-44, and 45-54 demos. The sample is balanced by region, and markets within that region. Bullseye Callout is conducted in these regions and markets. Market selection is determined by Bullseye. NORTHEAST: Washington, DC., Harrisburg, PA., Providence, Rochester, NY., Springfield, MA., Hartford, Portland, ME., Portsmouth, NH. SOUTHEAST: Charlotte, Atlanta, Tampa, Nashville, Chattanooga, Mobile, AL., Charleston, SC., Jackson, MS., MIDWEST: Milwaukee, Cincinnati, Cleveland, Kansas City, Lansing, MI., Ft Wayne, IN., Rockford, IL., Indianapolis. SOUTHWEST: Dallas-Ft. Worth, Tucson, Albuquerque, Oklahoma City, Houston-Galveston, Phoenix, Lafayette LA., San Antonio. WEST: Portland, OR., Salt Lake City, Fresno, Bakersfield, Spokane, WA., Riverside-San Bernardino, Boise, Denver, Monterey-Salinas. © 2002 R&R Inc. © 2002 Bullseye Marketing Research Inc.

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## ON THE RECORD

**John Landrum**  
Asst. PD/MD  
WESC/Greenville, SC

**92.5 WESC**

Lost Highway Records' Willie Nelson-Lee Ann Womack single, "Mendocino County Line," is a perfect fit for WESC. We are a heritage station that has been Country for more than 40 years, and when I heard this record, I just knew it was right for us. Willie has a great, unique quality to his voice, and Lee Ann Womack sounds golden. We've been playing it for three weeks now, and the phones are already coming in for it. People just like it. They like the sound and the familiarity of Willie's voice, which has been missing from radio for a long time. It's kind of like your favorite weekend sneakers; they may be kind of old, but they sure are comfortable.

# The New Album Gallery



## Various Artists

### Music From And Inspired By We Were Soldiers (Combustion/Columbia)

The Nashville music community is well-represented alongside several of today's hottest non-country acts on this compilation that complements the new film *We Were Soldiers*,

starring Mel Gibson. Based on a true story about the First

Battalion of the Seventh Cavalry and a vicious battle during the Vietnam War, the film pays tribute to the valor and loyalty of those men. Set for March 1 release, *We Were Soldiers* also stars Madeleine Stowe, Greg Kinnear and Sam Elliott. • The

companion CD is being released by Columbia Records, Combustion Music and Sony

Music Soundtrax. Produced by Chris Farren, Ken Levitan and Randall Wallace, the CD includes new tracks by Train, India.Arie, Five For Fighting, Jars Of Clay and

Steven Curtis Chapman. It begins with a Johnny Cash-Dave Matthews duet, "For You," and other artists include Carolyn Dawn Johnson ("Some Mother's Son"), Mary

Chapin Carpenter ("My Dear Old Friend"), Tammy Cochran ("I Believe") and Rascal Flatts ("The Glory of Life"). Jamie O'Neal teams with another Nashville resident

— former Doobie Brother Michael McDonald — for a duet on "Not So Distant Day." • The first single from the project is Montgomery Gentry's "Didn't I," a

song written by Anthony Smith. Eddie Montgomery says, "Vietnam was heavy stuff. When you hear those guys talk, you know there's no way you can imagine the hell

they went through." The song deals with the U.S.'s failure to honor Vietnam veterans when they returned home. Troy Gentry says, "The veterans are something Eddie and I

have stood up for and singled out since we started touring. When you hear these guys talk, telling their stories, you have to be humbled. And for us to have the opportunity to sing a song to let the returning soldiers who were spat on and dishonored at

the time know their sacrifice is appreciated — what better opportunity can having a record deal or an audience provide you?" Montgomery Gentry visited the National

Cemetery in Los Angeles last week to film the video for "Didn't I." The single arrives at Country radio on March 4.

## C O U N T R Y FLASHBACK

### 1 YEAR AGO

• No. 1: "One More Day" — Diamond Rio

### 5 YEARS AGO

• No. 1: "Running Out Of Reasons..." — Rick Trevino

### 10 YEARS AGO

• No. 1: "Better Class Of Losers" — Randy Travis

### 15 YEARS AGO

• No. 1: "I'll Still Be Loving You" — Restless Heart

### 20 YEARS AGO

• No. 1: "Mountain Of Love" — Charley Pride

### 25 YEARS AGO

• No. 1: "Moody Blue/She Thinks..." — Elvis Presley (second week)

### 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

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America's Best Testing Country Song Among Persons 25-54  
For The Week Ending 2/22/02.

Artist Title (Label)	TW	LW	Familiarity	Burn	12+	Familiarity	Burn
ALAN JACKSON Where Were You (When...)(Arista)	4.53	4.59	99%	36%	4.29	100%	46%
TOBY KEITH My List(DreamWorks)	4.34	4.37	85%	6%	4.27	86%	7%
BROOKS & DUNN The Long Goodbye(Arista)	4.27	4.31	95%	19%	4.14	96%	20%
BRAD PAISLEY Wrapped Around(Arista)	4.27	4.27	98%	23%	4.11	99%	31%
MARTINA MCBRIDE Blessed(RCA)	4.21	4.15	94%	19%	4.11	96%	21%
STEVE HOLY Good Morning Beautiful(Curb)	4.20	4.27	98%	26%	4.19	99%	28%
TRACY BYRD Just Let Me Be In Love(RCA)	4.19	4.21	94%	15%	4.02	94%	22%
JO DEE MESSINA W/TIM MCGRAW Bring On The Rain(Curb)	4.18	4.18	99%	29%	4.07	99%	33%
RASCAL FLATTS I'm Movin' On(Lyric Street)	4.17	4.32	93%	16%	4.16	95%	18%
TIM MCGRAW The Cowboy In Me(Curb)	4.16	4.24	98%	21%	4.20	98%	21%
KENNY CHESNEY Young(BNA)	4.15	4.08	84%	11%	4.21	86%	10%
PHIL VASSAR That's When I Love You(Arista)	4.14	4.08	83%	8%	4.11	85%	10%
CHRIS CAGLE I Breathe In, I Breathe Out(Capitol)	4.11	4.21	94%	19%	4.09	96%	20%
GEORGE STRAIT Run(MCA)	4.09	4.18	96%	29%	4.02	97%	32%
TOMMY SHANE STEINER What If She's An Angel(RCA)	4.07	4.03	69%	10%	4.11	76%	10%
JOE DIFFIE In Another World(Monument)	4.06	4.16	90%	16%	3.95	89%	20%
MARK WILLS W/JAMIE O'NEAL I'm Not Going To Do Anything...(Mercury)	4.02	4.03	64%	6%	4.06	67%	7%
EMERSON DRIVE I Should Be Sleeping(DreamWorks)	3.97	3.98	80%	12%	4.07	82%	10%
STEVE AZAR I Don't Have To Be Me Til Monday(Mercury)	3.92	4.00	77%	10%	3.94	79%	10%
CAROLYN DAWN JOHNSON I Don't Want You To Go(Arista)	3.90	3.90	73%	12%	3.99	75%	10%
TRAVIS TRITT Modern Day Bonnie And Clyde(Columbia)	3.88	3.84	78%	11%	3.77	77%	12%
DIXIE CHICKS Some Days You Gotta Dance(Monument)	3.88	3.95	95%	30%	3.77	96%	33%
TAMMY COCHRAN I Cry(Epic)	3.80	3.81	70%	9%	3.78	72%	11%
TRICK PONY Just What I Do(H2E/WB)	3.79	-	68%	13%	3.82	67%	12%
CHELY WRIGHT Jezebel(MCA)	3.77	3.79	81%	17%	3.85	84%	17%
GARTH BROOKS W/TRISHA YEARWOOD Squeeze Me In(Capitol)	3.73	-	69%	12%	3.76	65%	11%
LEE ANN WOMACK Does My Ring Burn Your Finger(MCA)	3.71	3.72	87%	24%	3.62	87%	25%
BLAKE SHELTON All Over Me(Warner Bros.)	3.70	3.87	90%	25%	3.64	90%	26%
KEVIN DENNEY That's Just Jessie(Lyric Street)	3.68	3.72	59%	8%	3.77	64%	9%
CYNDI THOMSON I Always Liked That Best(Capitol)	3.46	3.61	87%	26%	3.71	89%	22%

Total sample size is 812 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. Songs are ranked by favorability among persons 25-54. Persons are screened via the Internet. Once passed, they can take the music test based on their format/music preference. RateTheMusic.com results are not meant to replace callout research. The results are intended to show opinions of participants on the Internet only. RateTheMusic is a registered trademark of RateTheMusic.com. The RTM system is available for local radio stations by calling 818/377-5300. RateTheMusic.com data is provided by Mediabase Research, A division of Premiere Radio Networks.

## Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
ALAN JACKSON Where Were You (When...) (Arista)	3526
GEORGE STRAIT Run (MCA)	3466
TOBY KEITH I Wanna Talk About Me (DreamWorks)	2723
AARON TIPPIN Where Stars And Stripes... (Lyric Street)	2634
BROOKS & DUNN Only In America (Arista)	2064
GARTH BROOKS Wrapped Up In You (Capitol)	1885
ALAN JACKSON Where I Come From (Arista)	1869
TRACE ADKINS I'm Tryin' (Capitol)	1722
TRAVIS TRITT Love Of A Woman (Columbia)	1695
TRICK PONY On A Night Like This (H2E/WB)	1606
DAVID BALL Riding With Private Malone (Dualtone)	1545
BLAKE SHELTON Austin (Warner Bros.)	1437
TIM MCGRAW Angry All The Time (Curb)	1411
JAMIE O'NEAL When I Think About Angels (Mercury)	1363
MONTGOMERY GENTRY She Couldn't Change Me (Columbia)	1286
LONESTAR I'm Already There (BNA)	1258
DIAMOND RIO One More Day (Arista)	1257
TRAVIS TRITT It's A Great Day To Be Alive (Columbia)	1233
TOBY KEITH I'm Just Talkin' About Tonight (DreamWorks)	1212
BROOKS & DUNN Ain't Nothing 'Bout You (Arista)	1163

## New & Active

TRACY LAWRENCE What A Memory (Atlantic/WB)

Total Plays: 197, Total Stations: 26, Adds: 2

CLINT BLACK Money Or Love (RCA)

Total Plays: 138, Total Stations: 22, Adds: 8

BRAD PAISLEY I'm Gonna Miss Her (Arista)

Total Plays: 138, Total Stations: 11, Adds: 11

NICKEL CREEK The Lighthouse's Tale (Sugar Hill/Vanguard)

Total Plays: 108, Total Stations: 11, Adds: 2

DAVID BALL She Always Talked About Mexico (Dualtone)

Total Plays: 28, Total Stations: 13, Adds: 11

Songs ranked by total points.



MONTGOMERY GENTRY AND K92FM

Montgomery Gentry woke up early to co-host WWKA (K92FM)/Orlando's morning show. After the show, the guys had breakfast with K92FM listeners and performed at a listener-appreciation party. Pictured (l-r) are Eddie Montgomery; K92's Officer Mike, PD Len Shackelford, Shadow Stevens and Jo Jamie; and Troy Gentry.



UP CLOSE WITH THE RASCALS

Taking a break from a special Up Close With Rascal Flatts concert in Akron are Rascal Flatts members Jay DeMarcus, Gary LeVox and Joe Don Roney. The sold-out event included a concert and onstage interview session with questions from listeners and loyal fans. Pictured (l-r) are DeMarcus, LeVox, WQMX/Akron OM Kevin Mason and Roney.

## Stations and their adds listed alphabetically by market

<b>WQMX/Akron, OH *</b> OM: Kevin Mason MD: Toni Fox ANDY GRIGGS "Tonight"	<b>WHWK/Binghamton, NY</b> PD: Ed Walker APD/MD: John Davison CLINT BLACK "Money" PAT GREEN "Three" KELLIE COFFEY "Lie"	<b>WHOK/Columbus, OH *</b> PD: Charley Lake MD: George Wolf ANDY GRIGGS "Tonight" LONESTAR "Day"	<b>KSXS/Fresno, CA *</b> PD: Mike Peterson MD: Steve Montgomery No Adds	<b>WXBQ/Johnson City, TN *</b> PD/MD: Bill Hagy 12 NICKEL CREEK "Lighthouse" 8 SHANNON BROWN "Heart" 5 BROOKS & YEARWOOD "Squeeze"	<b>WWQM/Madison, WI *</b> PD: Mark Grantin MD: Mel McKenzie MARK CHESNUTT "She" SARA EVANS "Looking" BRAD PAISLEY "Miss" GEORGE STRAIT "Living"	<b>KTST/Oklahoma City, OK *</b> APD/MD: Crash No Adds	<b>WKHK/Richmond, VA *</b> PD: Jim Tice 2 TAMMY COCHRAN "Cry" 1 KEVIN DENNEY "Jessie" ANDY GRIGGS "Tonight"	<b>WJCL/Savannah, GA</b> PD/MD: Bill West TRACE ADKINS "Help" TAMMY COCHRAN "Cry"	<b>KIHM/Tucson, AZ *</b> PD: Buzz Jackson MD: John Collins 2 NELSON & WOMACK "Mendocino" DAVID BALL "Always"
<b>WGNA/Albany, NY *</b> PD: Buzz Brindle MD: Bill Earley 2 ANDY GRIGGS "Tonight" 1 ALAN JACKSON "Drive" GEORGE STRAIT "Living"	<b>WZZK/Birmingham, AL *</b> PD: Rick Shockley APD/MD: Scott Stewart No Adds	<b>KRYS/Corpus Christi, TX *</b> PD: Clayton Allen MD: Cactus Lou 2 GARY ALLAN "One" PAT GREEN "Three" 1 BROOKS & YEARWOOD "Squeeze" ALAN JACKSON "Drive"	<b>WBCT/Grand Rapids, MI *</b> OM/MD: Doug Montgomery MD: Dave Taft 7 ALAN JACKSON "Drive" ANDY GRIGGS "Tonight" BRIAN MCCOMAS "Never"	<b>WMTZ/Johnstown, PA</b> PD: Steve Walker MD: Lara Mosby 5 ALAN JACKSON "Drive" TAMMY COCHRAN "Cry" SHANNON LAWSON "Goodbye" MARK MCGUINN "Dance"	<b>KTEX/McAllen, TX *</b> PD: JoJo MD: Patches MARK CHESNUTT "She" PAT GREEN "Three" ALAN JACKSON "Drive"	<b>KXXY/Oklahoma City, OK *</b> APD/MD: Bill Reed 2 GEORGE STRAIT "Living" 1 ALAN JACKSON "Drive"	<b>KFRG/Riverside, CA *</b> OM/MD: Ray Massie MD: Don Jeffrey No Adds	<b>KMPS/Seattle-Tacoma, WA *</b> MD: Tony Thomas 1 BRAD PAISLEY "Miss" 1 GEORGE STRAIT "Living"	<b>KVOD/Tulsa, OK *</b> OM: Moon Mullins MD: Scott Woodson 1 TRICK PONY "What" 1 KELLIE COFFEY "Lie" 1 KEVIN DENNEY "Jessie" 1 CHELY WRIGHT "Jezebel"
<b>KBOI/Albuquerque, NM *</b> PD: Tommy Carrera MD: Sammy Cruise ALAN JACKSON "Drive" BRAD MARTIN "Better"	<b>KIZN/Boise, ID *</b> OM: Rich Summers PD/MD: Spencer Burke 1 ALAN JACKSON "Drive" 1 NELSON & WOMACK "Mendocino" CLINT BLACK "Money" MARK CHESNUTT "She"	<b>KPLX/Dallas-Ft. Worth, TX *</b> PD: Paul Williams APD: Smokey Rivers MD: Cody Alan 34 ALAN JACKSON "Drive" 15 GEORGE STRAIT "Living"	<b>WTQR/Greensboro, NC *</b> PD: Paul Franklin MD: Angie Ward 6 BRAD MARTIN "Better" ALABAMA "Woman" SHANNON LAWSON "Goodbye" SAWYER BROWN "Circles"	<b>KBEQ/Kansas City, MO *</b> PD: Mike Kennedy MD: T.J. McEntire 2 LITTLE BIG TOWN "Waste"	<b>WGXX/Memphis, TN *</b> PD: Greg Mazingo MD: Mark Billingsley No Adds	<b>KXKT/Omaha, NE *</b> PD: Tom Goodwin MD: John Glenn 1 REBA MCENTIRE "Sweet" 1 ALAN JACKSON "Drive" TRACE ADKINS "Help" SHANNON LAWSON "Goodbye" NELSON & WOMACK "Mendocino"	<b>WSLC/Roanoke-Lynchburg, VA *</b> PD: Brett Sharp MD: Robin James 1 ANDY GRIGGS "Tonight" ALAN JACKSON "Drive" SHANNON LAWSON "Goodbye" BRAD MARTIN "Better"	<b>KRMD/Shreveport, LA *</b> OM/MD: Greg Cole MD: James Anthony 1 TRICK PONY "What" 1 BRAD MARTIN "Better" TRACE ADKINS "Help"	<b>WWZD/Tupelo, MS</b> OM/MD: Tom Freeman APD/MD: Matt Chatham GEORGE STRAIT "Living"
<b>KRST/Albuquerque, NM *</b> PD: John Richards GEORGE STRAIT "Living"	<b>WKLB/Boston, MA *</b> PD: Mike Brophy APD/MD: Ginny Rogers ANDY GRIGGS "Tonight"	<b>KSCS/Dallas-Ft. Worth, TX *</b> PD: Dean James APD/MD: Linda O'Brian 1 DAVID BALL "Always" 1 GARY ALLAN "One"	<b>WRNS/Greenville, NC *</b> PD: Wayne Carlyle APD: Mike Farley MD: Boomer Lee 7 BRAD PAISLEY "Miss"	<b>KFKF/Kansas City, MO *</b> PD: Dale Carter APD/MD: Tony Stevens TRACE ADKINS "Help" ALAN JACKSON "Drive"	<b>WKIS/Miami, FL *</b> PD: Robert Walker APD: R.J. McCoy MD: Darlene Evans 2 KEVIN DENNEY "Jessie" TRACE ADKINS "Help" HOMETOWN NEWS "Minkvan"	<b>KMXM/Omaha, NE *</b> OM: Tom Land 2 TAMMY COCHRAN "Cry"	<b>WYDQ/Roanoke-Lynchburg, VA *</b> PD: Chris D'Kelley 8 NELSON & WOMACK "Mendocino" GEORGE STRAIT "Living" ALAN JACKSON "Drive" LITTLE BIG TOWN "Waste" PAT GREEN "Three"	<b>KRME/Savannah, GA *</b> OM: Gary McCoy MD: Russ Winston SHANNON LAWSON "Goodbye"	<b>KNUE/Lynchburg, VA *</b> OM/MD: Tyler Kent 12 SAWYER BROWN "Circles" 7 BROOKS & YEARWOOD "Squeeze" NELSON & WOMACK "Mendocino" DAVID BALL "Always"
<b>WCTD/Allentown, PA *</b> PD: Chuck Geiger APD/MD: Bobby Knight DAVID BALL "Always" TRICK PONY "What" HANK WILLIAMS JR. "Word" BRAD MARTIN "Better"	<b>WYRK/Buffalo, NY *</b> PD: John Paul APD/MD: Chris Keyzer BROOKS & YEARWOOD "Squeeze" ALAN JACKSON "Drive"	<b>WGNE/Daytona Beach, FL *</b> PD/MD: Bill Kramer BRIAN MCCOMAS "Never"	<b>WESG/Greenville, SC *</b> OM/MD: Bruce Logan APD/MD: John Landrum 4 CYNDI THOMSON "Always" 2 ALAN JACKSON "Drive"	<b>WDAF/Kansas City, MO *</b> PD/MD: Ted Cramer 6 ALAN JACKSON "Drive" 6 TRICK PONY "What" 2 SAWYER BROWN "Circles"	<b>WMIL/Milwaukee, WI *</b> OM/MD: Kerry Wolfe APD: Scott Dolphin MD: Mitch Morgan 1 TRICK PONY "What"	<b>WWKA/Orlando, FL *</b> PD: Len Shackelford MD: Shadow Stevens 2 KENNY CHESNEY "Young" DAVID BALL "Always"	<b>WBEE/Rochester, NY *</b> OM: Dave Symonds PD/MD: Coyote Collins 6 LONESTAR "Day" 2 GARY ALLAN "One" MARK CHESNUTT "She" GABBY NOLEN "Here"	<b>WBYT/South Bend, IN</b> PD: Tom Oakes APD/MD: Lisa Kostl 7 GEORGE STRAIT "Living" 7 MARK CHESNUTT "She" 7 SARA EVANS "Looking"	<b>WFRG/Utica-Rome, NY</b> OM: Don Christa PD/MD: Matt Rasmus EARL THOMAS GONLEY "Voice"
<b>KGNC/Amarillo, TX</b> PD: Tim Butler APD/MD: Patrick Clark 10 TRACE ADKINS "Help"	<b>KHAK/Cedar Rapids, IA</b> PD: Jeff Winfield MD: Dawn Johnson 4 SHANNON LAWSON "Goodbye" 3 TRACE ADKINS "Help"	<b>KYGO/Deiver-Boulder, CO *</b> PD: Joel Burke MD: Tad Svendsen 3 BRAD PAISLEY "Miss"	<b>WSSL/Greenville, SC *</b> APD: Bruce Logan MD: Kix Layton 3 ALAN JACKSON "Drive" 2 TY HERNDON "Heather" 1 MARK CHESNUTT "She"	<b>WIVK/Knoxville, TN *</b> OM/MD: Michael Hammond MD: Colleen Addair NICKEL CREEK "Lighthouse" MARK CHESNUTT "She" DERAILERS "Bar"	<b>KEYE/Minneapolis, MN *</b> OM/MD: Gregg Swedberg APD/MD: Travis Moon No Adds	<b>KHAY/Oxnard, CA *</b> PD: Mark Hill JAMIE O'NEAL "Frantic" GEORGE STRAIT "Living"	<b>WXXX/Rockford, IL</b> OM/MD: Jesse Garcia MD: Kathy Hess No Adds	<b>KIXZ/Spokane, WA *</b> OM: Scott Rusk PD/MD: Paul Neumann 2 JAMIE O'NEAL "Frantic" 2 BRAD PAISLEY "Miss" 1 HOMETOWN NEWS "Minkvan" DAVID BALL "Always" SHANNON LAWSON "Heart" SARA EVANS "Looking" LITTLE BIG TOWN "Waste"	<b>KJUG/Visalia, CA *</b> PD/MD: Dave Daniels 6 ALAN JACKSON "Drive" 2 LITTLE BIG TOWN "Waste" SHANNON BROWN "Heart"
<b>WWWV/Ann Arbor, MI</b> PD: Barry Mardit MD: Tom Baker 18 CHELY WRIGHT "Jezebel" 8 TAMMY COCHRAN "Cry" 5 ALAN JACKSON "Drive"	<b>WEZL/Charleston, SC *</b> PD: T.J. Phillips MD: Gary Griffin 1 GARY ALLAN "One" TRACE ADKINS "Help" GEORGE STRAIT "Living"	<b>KHKI/Des Moines, IA *</b> PD: Jack O'Brien APD/MD: Jim Olsen MARK CHESNUTT "She" PAT GREEN "Three" ALAN JACKSON "Drive"	<b>WAYZ/Hagerstown, MD</b> PD/MD: Dennis Hughes 21 NELSON & WOMACK "Mendocino" 14 PAT GREEN "Three" 14 GEORGE STRAIT "Living"	<b>WVIV/Knoxville, TN *</b> OM/MD: Michael Hammond MD: Colleen Addair NICKEL CREEK "Lighthouse" MARK CHESNUTT "She" DERAILERS "Bar"	<b>WVTV/Charleston, SC *</b> PD: Bruce Logan MD: Kix Layton 3 ALAN JACKSON "Drive" 2 TY HERNDON "Heather" 1 MARK CHESNUTT "She"	<b>WXBW/Pensacola, FL *</b> PD/MD: Lynn West TRACE ADKINS "Help" DAVID BALL "Always" CLINT BLACK "Money" MARK CHESNUTT "She"	<b>KNCI/Sacramento, CA *</b> Dir./Prog.: Mark Evans APD/MD: Jennifer Wood 5 EMERSON DRIVE "Sleeping" 1 GEORGE STRAIT "Living"	<b>WMZQ/Washington, DC *</b> OM/MD: Jeff Wyatt APD/MD: Jon Anthony 4 SARA EVANS "Looking" 3 NELSON & WOMACK "Mendocino" 1 KEVIN DENNEY "Jessie"	<b>WMOZ/Washington, DC *</b> OM/MD: Jeff Wyatt APD/MD: Jon Anthony 4 SARA EVANS "Looking" 3 NELSON & WOMACK "Mendocino" 1 KEVIN DENNEY "Jessie"
<b>WNCY/Appleton, WI *</b> OM: Jeff McCarthy PD: Randy Shannon MD: Marcy Braun 2 NELSON & WOMACK "Mendocino" 1 ALAN JACKSON "Drive"	<b>WNKT/Charleston, SC *</b> PD: Lloyd Ford MD: Mudtap DAVID BALL "Always" LITTLE BIG TOWN "Waste" GEORGE STRAIT "Living"	<b>KLJY/Des Moines, IA *</b> PD: Jack O'Brien MD: Eddie Hatfield ALAN JACKSON "Drive" GEORGE STRAIT "Living"	<b>WRBT/Harrisburg, PA *</b> PD: Shelly Easton MD: Joey Dean 5 TAMMY COCHRAN "Cry" ALAN JACKSON "Drive"	<b>WVTV/Charleston, SC *</b> PD: Bruce Logan MD: Kix Layton 3 ALAN JACKSON "Drive" 2 TY HERNDON "Heather" 1 MARK CHESNUTT "She"	<b>WVTV/Charleston, SC *</b> PD: Bruce Logan MD: Kix Layton 3 ALAN JACKSON "Drive" 2 TY HERNDON "Heather" 1 MARK CHESNUTT "She"	<b>WXTU/Philadelphia, PA *</b> PD: Bob McKay APD/MD: Cadillac Jack 2 KEVIN DENNEY "Jessie" 1 KELLIE COFFEY "Lie" ALAN JACKSON "Drive"	<b>WKCQ/Saginaw, MI *</b> OM/MD: Rick Walker ALAN JACKSON "Drive" NELSON & WOMACK "Mendocino" PAT GREEN "Three"	<b>WPKX/Springfield, MA *</b> PD: Chip Miller MD: Jessica Tyler 3 SHANNON LAWSON "Goodbye" MARK CHESNUTT "She" ALAN JACKSON "Drive" LONESTAR "Day"	<b>WQEZ/Wausau, WI</b> PD: Robb Rose MD: T.K. Michaels 3 KELLIE COFFEY "Lie"
<b>WKSF/Asheville, NC</b> OM/MD: Jeff Davis MD: Andy Woods No Adds	<b>WKKT/Charlotte, NC *</b> PD: Kevin King MD: Keith Todd TRACE ADKINS "Help" CLINT BLACK "Money" ALAN JACKSON "Drive"	<b>WYCD/Detroit, MI *</b> PD: Mac Daniels APD/MD: Ron Chatman No Adds	<b>WRKZ/Harrisburg, PA *</b> PD: Sam McGuire MD: Dandelion 5 ALAN JACKSON "Drive" ALAN JACKSON "Drive" SHANNON BROWN "Heart" MARK CHESNUTT "She" NELSON & WOMACK "Mendocino"	<b>WPCV/Lakeland, FL *</b> OM: Steve Howard PD: Dave Wright MD: Jeni Taylor 1 ANDY GRIGGS "Tonight" CHELY WRIGHT "Jezebel"	<b>WVTV/Charleston, SC *</b> PD: Bruce Logan MD: Kix Layton 3 ALAN JACKSON "Drive" 2 TY HERNDON "Heather" 1 MARK CHESNUTT "She"	<b>WXTU/Philadelphia, PA *</b> PD: Bob McKay APD/MD: Cadillac Jack 2 KEVIN DENNEY "Jessie" 1 KELLIE COFFEY "Lie" ALAN JACKSON "Drive"	<b>KSD/St. Louis, MO *</b> MD: Mark Langston 6 PHIL VASSAR "When" 4 LONESTAR "Day" 3 CAROLYN DAWN JOHNSON "Heart"	<b>WFMB/Springfield, IL</b> PD: Dave Shepel MD: John Spaulding SARA EVANS "Looking" GEORGE STRAIT "Living"	<b>WRK/West Palm Beach, FL *</b> PD: Mitch Mahan APD/MD: J.R. Jackson 4 NELSON & WOMACK "Mendocino" 2 KEVIN DENNEY "Jessie" 1 LONESTAR "Day"
<b>WKHX/Atlanta, GA *</b> OM/MD: Dene Hallam 30 TOMMY SHANE STEINER "Angel" 11 NELSON & WOMACK "Mendocino" 2 CAROLYN DAWN JOHNSON "Heart" 1 WILLIS WO'NEAL "Gonna" TRACE ADKINS "Help"	<b>WSOC/Charlotte, NC *</b> OM/MD: Jeff Roper MD: Rick McCracken 4 HOMETOWN NEWS "Minkvan" SHANNON LAWSON "Goodbye" MARK MCGUINN "Dance"	<b>KLJY/Des Moines, IA *</b> PD: Jack O'Brien MD: Eddie Hatfield ALAN JACKSON "Drive" GEORGE STRAIT "Living"	<b>WRKZ/Harrisburg, PA *</b> PD: Sam McGuire MD: Dandelion 5 ALAN JACKSON "Drive" ALAN JACKSON "Drive" SHANNON BROWN "Heart" MARK CHESNUTT "She" NELSON & WOMACK "Mendocino"	<b>WPCV/Lakeland, FL *</b> OM: Steve Howard PD: Dave Wright MD: Jeni Taylor 1 ANDY GRIGGS "Tonight" CHELY WRIGHT "Jezebel"	<b>WVTV/Charleston, SC *</b> PD: Bruce Logan MD: Kix Layton 3 ALAN JACKSON "Drive" 2 TY HERNDON "Heather" 1 MARK CHESNUTT "She"	<b>WXTU/Philadelphia, PA *</b> PD: Bob McKay APD/MD: Cadillac Jack 2 KEVIN DENNEY "Jessie" 1 KELLIE COFFEY "Lie" ALAN JACKSON "Drive"	<b>WIL/St. Louis, MO *</b> PD: Russ Schell APD/MD: Danny Montana 17 ALAN JACKSON "Drive"	<b>KTTS/Springfield, MO</b> OM/MD: Brad Hansen MD: Chris Cannon 22 BROOKS & YEARWOOD "Squeeze" 21 DIXIE CHICKS "Days"	<b>KFDI/Wichita, KS *</b> PD: Beverlee Brannigan APD/MD: Pat James LONESTAR "Day"
<b>WYAY/Atlanta, GA *</b> OM: Dene Hallam PD: Steve Mitchell MD: Johnny Gray 11 MARTINA MCBRIDE "Blessed" TOMMY SHANE STEINER "Angel"	<b>WUSY/Chattanooga, TN *</b> PD: Clay Hunicutt MD: Bill Poindester ALAN JACKSON "Drive"	<b>KHEY/EI Paso, TX *</b> PD/MD: Chaz Malibu 5 TRAVIS TRITT "Modern" 2 GARY ALLAN "One"	<b>WRKZ/Harrisburg, PA *</b> PD: Sam McGuire MD: Dandelion 5 ALAN JACKSON "Drive" ALAN JACKSON "Drive" SHANNON BROWN "Heart" MARK CHESNUTT "She" NELSON & WOMACK "Mendocino"	<b>WPCV/Lakeland, FL *</b> OM: Steve Howard PD: Dave Wright MD: Jeni Taylor 1 ANDY GRIGGS "Tonight" CHELY WRIGHT "Jezebel"	<b>WVTV/Charleston, SC *</b> PD: Bruce Logan MD: Kix Layton 3 ALAN JACKSON "Drive" 2 TY HERNDON "Heather" 1 MARK CHESNUTT "She"	<b>WXTU/Philadelphia, PA *</b> PD: Bob McKay APD/MD: Cadillac Jack 2 KEVIN DENNEY "Jessie" 1 KELLIE COFFEY "Lie" ALAN JACKSON "Drive"	<b>WVTV/Charleston, SC *</b> PD: Bruce Logan MD: Kix Layton 3 ALAN JACKSON "Drive" 2 TY HERNDON "Heather" 1 MARK CHESNUTT "She"	<b>WVTV/Charleston, SC *</b> PD: Bruce Logan MD: Kix Layton 3 ALAN JACKSON "Drive" 2 TY HERNDON "Heather" 1 MARK CHESNUTT "She"	<b>WVTV/Charleston, SC *</b> PD: Bruce Logan MD: Kix Layton 3 ALAN JACKSON "Drive" 2 TY HERNDON "Heather" 1 MARK CHESNUTT "She"
<b>WYAY/Atlanta, GA *</b> OM: Dene Hallam PD: Steve Mitchell MD: Johnny Gray 11 MARTINA MCBRIDE "Blessed" TOMMY SHANE STEINER "Angel"	<b>WUSY/Chattanooga, TN *</b> PD: Clay Hunicutt MD: Bill Poindester ALAN JACKSON "Drive"	<b>KHEY/EI Paso, TX *</b> PD/MD: Chaz Malibu 5 TRAVIS TRITT "Modern" 2 GARY ALLAN "One"	<b>WRKZ/Harrisburg, PA *</b> PD: Sam McGuire MD: Dandelion 5 ALAN JACKSON "Drive" ALAN JACKSON "Drive" SHANNON BROWN "Heart" MARK CHESNUTT "She" NELSON & WOMACK "Mendocino"	<b>WPCV/Lakeland, FL *</b> OM: Steve Howard PD: Dave Wright MD: Jeni Taylor 1 ANDY GRIGGS "Tonight" CHELY WRIGHT "Jezebel"	<b>WVTV/Charleston, SC *</b> PD: Bruce Logan MD: Kix Layton 3 ALAN JACKSON "Drive" 2 TY HERNDON "Heather" 1 MARK CHESNUTT "She"	<b>WXTU/Philadelphia, PA *</b> PD: Bob McKay APD/MD: Cadillac Jack 2 KEVIN DENNEY "Jessie" 1 KELLIE COFFEY "Lie" ALAN JACKSON "Drive"	<b>WVTV/Charleston, SC *</b> PD: Bruce Logan MD: Kix Layton 3 ALAN JACKSON "Drive" 2 TY HERNDON "Heather" 1 MARK CHESNUTT "She"	<b>WVTV/Charleston, SC *</b> PD: Bruce Logan MD: Kix Layton 3 ALAN JACKSON "Drive" 2 TY HERNDON "Heather" 1 MARK CHESNUTT "She"	<b>WVTV/Charleston, SC *</b> PD: Bruce Logan MD: Kix Layton 3 ALAN JACKSON "Drive" 2 TY HERNDON "Heather" 1 MARK CHESNUTT "She"
<b>WYAY/Atlanta, GA *</b> OM: Dene Hallam PD: Steve Mitchell MD: Johnny Gray 11 MARTINA MCBRIDE "Blessed" TOMMY SHANE STEINER "Angel"	<b>WUSY/Chattanooga, TN *</b> PD: Clay Hunicutt MD: Bill Poindester ALAN JACKSON "Drive"	<b>KHEY/EI Paso, TX *</b> PD/MD: Chaz Malibu 5 TRAVIS TRITT "Modern" 2 GARY ALLAN "One"	<b>WRKZ/Harrisburg, PA *</b> PD: Sam McGuire MD: Dandelion 5 ALAN JACKSON "Drive" ALAN JACKSON "Drive" SHANNON BROWN "Heart" MARK CHESNUTT "She" NELSON & WOMACK "Mendocino"	<b>WPCV/Lakeland, FL *</b> OM: Steve Howard PD: Dave Wright MD: Jeni Taylor 1 ANDY GRIGGS "Tonight" CHELY WRIGHT "Jezebel"	<b>WVTV/Charleston, SC *</b> PD: Bruce Logan MD: Kix Layton 3 ALAN JACKSON "Drive" 2 TY HERNDON "Heather" 1 MARK CHESNUTT "She"	<b>WXTU/Philadelphia, PA *</b> PD: Bob McKay APD/MD: Cadillac Jack 2 KEVIN DENNEY "Jessie" 1 KELLIE COFFEY "Lie" ALAN JACKSON "Drive"	<b>WVTV/Charleston, SC *</b> PD: Bruce Logan MD: Kix Layton 3 ALAN JACKSON "Drive" 2 TY HERNDON "Heather" 1 MARK CHESNUTT "She"	<b>WVTV/Charleston, SC *</b> PD: Bruce Logan MD: Kix Layton 3 ALAN JACKSON "Drive" 2 TY HERNDON "Heather" 1 MARK CHESNUTT "She"	<b>WVTV/Charleston, SC *</b> PD: Bruce Logan MD: Kix Layton 3 ALAN JACKSON "Drive" 2 TY HERNDON "Heather" 1 MARK CHESNUTT "She"
<b>WYAY/Atlanta, GA *</b> OM: Dene Hallam PD: Steve Mitchell MD: Johnny Gray 11 MARTINA MCBRIDE "Blessed" TOMMY SHANE STEINER "Angel"	<b>WUSY/Chattanooga, TN *</b> PD: Clay Hunicutt MD: Bill Poindester ALAN JACKSON "Drive"	<b>KHEY/EI Paso, TX *</b> PD/MD: Chaz Malibu 5 TRAVIS TRITT "Modern" 2 GARY ALLAN "One"	<b>WRKZ/Harrisburg, PA *</b> PD: Sam McGuire MD: Dandelion 5 ALAN JACKSON "Drive" ALAN JACKSON "Drive" SHANNON BROWN "Heart" MARK CHESNUTT "She" NELSON & WOMACK "Mendocino"	<b>WPCV/Lakeland, FL *</b> OM: Steve Howard PD: Dave Wright MD: Jeni Taylor 1 ANDY GRIGGS "Tonight" CHELY WRIGHT "Jezebel"	<b>WVTV/Charleston, SC *</b> PD: Bruce Logan MD: Kix Layton 3 ALAN JACKSON "Drive" 2 TY HERNDON "Heather" 1 MARK CHESNUTT "She"	<b>WXTU/Philadelphia, PA *</b> PD: Bob McKay APD/MD: Cadillac Jack 2 KEVIN DENNEY "Jessie" 1 KELLIE COFFEY "Lie" ALAN JACKSON "Drive"	<b>WVTV/Charleston, SC *</b> PD: Bruce Logan MD: Kix Layton 3 ALAN JACKSON "Drive" 2 TY HERNDON "Heather" 1 MARK CHESNUTT "She"	<b>WVTV/Charleston, SC *</b> PD: Bruce Logan MD: Kix Layton 3 ALAN JACKSON "Drive" 2 TY HERNDON "Heather" 1 MARK CHESNUTT "She"	<b>WVTV/Charleston, SC *</b> PD: Bruce Logan MD: Kix Layton 3 ALAN JACKSON "Drive" 2 TY HERNDON "Heather" 1 MARK CHESNUTT "She"
<b>WYAY/Atlanta, GA *</b> OM: Dene Hallam PD: Steve Mitchell MD: Johnny Gray 11 MARTINA MCBRIDE "Blessed" TOMMY SHANE STEINER "Angel"	<b>WUSY/Chattanooga, TN *</b> PD: Clay Hunicutt MD: Bill Poindester ALAN JACKSON "Drive"	<b>KHEY/EI Paso, TX *</b> PD/MD: Chaz Malibu 5 TRAVIS TRITT "Modern" 2 GARY ALLAN "One"	<b>WRKZ/Harrisburg, PA *</b> PD: Sam McGuire MD: Dandelion 5 ALAN JACKSON "Drive" ALAN JACKSON "Drive" SHANNON BROWN "Heart" MARK CHESNUTT "She" NELSON & WOMACK "Mendocino"	<b>WPCV/Lakeland, FL *</b> OM: Steve Howard PD: Dave Wright MD: Jeni Taylor 1 ANDY GRIGGS "Tonight" CHELY WRIGHT "Jezebel"	<b>WVTV/Charleston, SC *</b> PD: Bruce Logan MD: Kix Layton 3 ALAN JACKSON "Drive" 2 TY HERNDON "Heather" 1 MARK CHESNUTT "She"	<b>WXTU/Philadelphia, PA *</b> PD: Bob McKay APD/MD: Cadillac Jack 2 KEVIN DENNEY "Jessie" 1 KELLIE COFFEY "Lie" ALAN JACKSON "Drive"	<b>WVTV/Charleston, SC *</b> PD: Bruce Logan MD: Kix Layton 3 ALAN JACKSON "Drive" 2 TY HERNDON "Heather" 1 MARK CHESNUTT "She"	<b>WVTV/Charleston, SC *</b> PD: Bruce Logan MD: Kix Layton 3 ALAN JACKSON "Drive" 2 TY HERNDON "Heather" 1 MARK CHESNUTT "She"	<b>WVTV/Charleston, SC *</b> PD: Bruce Logan MD: Kix Layton 3 ALAN JACKSON "Drive" 2 TY HERNDON "Heather" 1 MARK CHESNUTT "She"
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<b>WYAY/Atlanta, GA *</b> OM: Dene Hallam PD: Steve Mitchell MD: Johnny Gray 11 MARTINA MCBRIDE "Blessed" TOMMY SHANE STEINER "Angel"	<b>WUSY/Chattanooga, TN *</b> PD: Clay Hunicutt MD: Bill Poindester ALAN JACKSON "Drive"	<b>KHEY/EI Paso, TX *</b> PD/MD: Chaz Malibu 5 TRAVIS TRITT "Modern" 2 GARY ALLAN "One"	<b>WRKZ/Harrisburg, PA *</b> PD: Sam McGuire MD: Dandelion 5 ALAN JACKSON "Drive" ALAN JACKSON "Drive" SHANNON BROWN "Heart" MARK CHESNUTT "She" NELSON & WOMACK "Mendocino"	<b>WPCV/Lakeland, FL *</b> OM: Steve Howard PD: Dave Wright MD: Jeni Taylor 1 ANDY GRIGGS "Tonight" CHELY WRIGHT "Jezebel"	<b>WVTV/Charleston, SC *</b> PD: Bruce Logan MD: Kix Layton 3 ALAN JACKSON "Drive" 2 TY HERNDON "Heather" 1 MARK CHESNUTT "She"	<b>WXTU/Philadelphia, PA *</b> PD: Bob McKay APD/MD: Cadillac Jack 2 KEVIN DENNEY "Jessie" 1 KELLIE COFFEY "Lie" ALAN JACKSON "Drive"	<b>WVTV/Charleston, SC *</b> PD: Bruce Logan MD: Kix Layton 3 ALAN JACKSON "Drive" 2 TY HERNDON "Heather" 1 MARK CHESNUTT "She"	<b>WVTV/Charleston, SC *</b> PD: Bruce Logan MD: Kix Layton 3 ALAN JACKSON "Drive" 2 TY HERNDON "Heather" 1 MARK CHESNUTT "She"	<b>WVTV/Charleston, SC *</b> PD: Bruce Logan MD: Kix Layton 3 ALAN JACKSON "Drive" 2 TY HERNDON "Heather" 1 MARK CHESNUTT "She"
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<b>WYAY/Atlanta, GA *</b> OM: Dene Hallam PD: Steve Mitchell MD: Johnny Gray 11 MARTINA MCBRIDE "Blessed" TOMMY SHANE STEINER "Angel"	<b>WUSY/Chattanooga, TN *</b> PD: Clay Hunicutt MD: Bill Poindester ALAN JACKSON "Drive"	<b>KHEY/EI Paso, TX *</b> PD/MD: Chaz Malibu 5 TRAVIS TRITT "Modern" 2 GARY ALLAN "One"	<b>WRKZ/Harrisburg, PA *</b> PD: Sam McGuire MD: Dandelion 5 ALAN JACKSON "Drive" ALAN JACKSON "Drive" SHANNON BROWN "Heart" MARK CHESNUTT "She" NELSON & WOMACK "Mendocino"	<b>WPCV/Lakeland, FL *</b> OM: Steve Howard PD: Dave Wright MD: Jeni Taylor 1 ANDY GRIGGS "Tonight" CHELY WRIGHT "Jezebel"	<b>WVTV/Charleston, SC *</b> PD: Bruce Logan MD: Kix Layton 3 ALAN JACKSON "Drive" 2 TY HERNDON "Heather" 1 MARK CHESNUTT "She"	<b>WXTU/Philadelphia, PA *</b> PD: Bob McKay APD/MD: Cadillac Jack 2 KEVIN DENNEY "Jessie" 1 KELLIE COFFEY "Lie" ALAN JACKSON "Drive"	<b>WVTV/Charleston, SC *</b> PD: Bruce Logan MD: Kix Layton 3 ALAN JACKSON "Drive" 2 TY HERNDON "Heather" 1 MARK CHESNUTT "She"	<b>WVTV/Charleston, SC *</b> PD: Bruce Logan MD: Kix Layton 3 ALAN JACKSON "Drive" 2 TY HERNDON "Heather" 1 MARK CHESNUTT "She"	<b>WVTV/Charleston, SC *</b> PD: Bruce Logan MD: Kix Layton 3 ALAN JACKSON "Drive" 2 TY HERNDON "Heather" 1 MARK CHESNUTT "She"
<b>WYAY/Atlanta, GA *</b> OM: Dene Hallam PD: Steve Mitchell MD: Johnny Gray 11 MARTINA MCBRIDE "Blessed" TOMMY SHANE STEINER "Angel"	<b>WUSY/Chattanooga, TN *</b> PD: Clay Hunicutt MD: Bill Poindester ALAN JACKSON "Drive"	<b>KHEY/EI Paso, TX *</b> PD/MD: Chaz Malibu 5 TRAVIS TRITT "Modern" 2 GARY ALLAN "One"	<b>WRKZ/Harrisburg, PA *</b> PD: Sam McGuire MD: Dandelion 5 ALAN JACKSON "Drive" ALAN JACKSON "Drive" SHANNON BROWN "Heart" MARK CHESNUTT "She" NELSON & WOMACK "Mendocino"	<b>WPCV/Lakeland, FL *</b> OM: Steve Howard PD: Dave Wright MD: Jeni Taylor 1 ANDY GRIGGS "Tonight" CHELY WRIGHT "Jezebel"	<b>WVTV/Charleston, SC *</b> PD: Bruce Logan MD: Kix Layton 3 ALAN JACKSON "Drive" 2 TY HERNDON "Heather" 1 MARK CHESNUTT "She"	<b>WXTU/Philadelphia, PA *</b> PD: Bob McKay APD/MD: Cadillac Jack 2 KEVIN DENNEY "Jessie" 1 KELLIE COFFEY "Lie" ALAN JACKSON "Drive"	<b>WVTV/Charleston, SC *</b> PD: Bruce Logan MD: Kix Layton 3 ALAN JACKSON "Drive" 2 TY HERNDON "Heather" 1 MARK CHESNUTT "She"	<b>WVTV/Charleston, SC *</b> PD: Bruce Logan MD: Kix Layton 3 ALAN JACKSON "Drive" 2 TY HERNDON "Heather" 1 MARK CHESNUTT "She"	<b>WVTV/Charleston, SC *</b> PD: Bruce Logan MD: Kix Layton 3 ALAN JACKSON "Drive" 2 TY HERNDON "Heather" 1 MARK CHESNUTT "She"
<b>WYAY/Atlanta, GA *</b> OM: Dene Hallam PD: Steve Mitchell MD: Johnny Gray 11 MARTINA									

# Country Playlists

### MARKET #1

**WYNY/New York**  
Big City  
(914) 592-1071  
Mitchell  
12+ Cume 402,300



PLAYS	LW	TW	ARTIST/TITLE	GI (000)
34	30	30	MARTINA MCBRIDE/Blessed	7920
30	30	30	BRAD PAISLEY/Wrapped Around	7920
29	29	29	MESSINA W/MCGRAW/Bring On The Rain	7656
41	29	29	BROOKS & DUNN/Long Goodbye	7656
27	27	27	DIXIE CHICKS/Some Days You...	7128
23	23	23	TRACY BYRD/Just Let Me Be In...	6600
24	24	24	CHRIS CAGLE/I Breathe In...	6336
23	23	23	SARA EVANS/Saints & Angels	6072
21	21	21	KENNY CHESNEY/Young	5544
21	21	21	JOE DIFFIE/In Another World	5544
21	21	21	RASCAL FLATTS/In Movin' On	5544
20	20	20	PHIL VASSAR/That's When I...	5280
20	20	20	BLAKE SHELTON/All Over Me	5280
20	20	20	EMERSON DRIVE/Should Be Sleeping	5280
19	19	19	CAROLYN DAWN JOHNSON/Don't Want You...	5016
12	12	12	JESSICA ANDREWS/Karma	4752
17	17	17	STEVE HOLY/Good Morning...	4488
25	17	17	TAMMY COCHRAN/Cry	4488
24	17	17	WILLIS W/O'NEAL/In Not Gonna...	4488
16	16	16	TOMMY SHANE STEINER/What If She's An...	4224
24	16	16	CYNDI THOMSON/Always Liked...	4224
22	16	16	TOBY KEITH/My List	4224
25	15	15	TIM MCGRAW/The Cowboy In Me	3960
15	15	15	LEE ANN WOMACK/Does My Ring...	3960
12	12	12	ANDY GRIGGS/Tonight I Wanna...	3696
10	10	10	REBA MCKENTIRE/In A Survivor	3432
14	13	13	CHELY WRIGHT/Jezebel	3432
13	13	13	DAVID BALL/Riding With...	3432
15	12	12	STEVE AZARI/Don't Have To...	3168
14	12	12	MARK MCGUINN/She Doesn't Dance	3168
9	9	9	LONESTAR/In Already There	3168
12	12	12	GARTH BROOKS/Wrapped Up In You	3168
12	12	12	BLACK HAWK/Days Of America	3168
12	12	12	REBA MCKENTIRE/Sweet Music Man	3168
12	12	12	FAITH HILL/There You'll Be	3168
8	11	11	FAITH HILL/The Way You Love Me	2904
9	11	11	ALAN JACKSON/Where Were You...	2904
16	11	11	BROOKS & YEARWOOD/Squeeze Me In	2904
12	11	11	AARON TIPPIN/Where Stars And...	2904
8	10	10	JAMIE O'NEAL/When I Think About...	2640

### MARKET #2

**KZLA/Los Angeles**  
Emmis  
(323) 882-8000  
Curtis/Campos  
12+ Cume 729,600



PLAYS	LW	TW	ARTIST/TITLE	GI (000)
47	50	50	STEVE HOLY/Good Morning...	20900
44	46	46	TIM MCGRAW/The Cowboy In Me	19228
39	42	42	RASCAL FLATTS/In Movin' On	17556
30	40	40	MARTINA MCBRIDE/Blessed	16720
25	34	34	MESSINA W/MCGRAW/Bring On The Rain	14212
40	34	34	GARTH BROOKS/Wrapped Up In You	14212
36	32	32	ALAN JACKSON/Where Were You...	13376
32	31	31	FAITH HILL/There Will Come A...	12958
27	31	31	DIXIE CHICKS/Some Days You...	12958
24	28	28	TOBY KEITH/My List	11704
29	27	27	TOMMY SHANE STEINER/What If She's An...	11286
29	26	26	PHIL VASSAR/That's When I...	10868
26	26	26	AARON TIPPIN/Where Stars And...	10868
25	23	23	BRAD PAISLEY/Wrapped Around	9614
23	23	23	DIXIE CHICKS/Travelin' Soldier	9614
19	22	22	SHANNON LAWSON/Goodbye On A Bad Day	9196
22	19	19	BROOKS & DUNN/Long Goodbye	7942
18	18	18	TRACY BYRD/Just Let Me Be In...	7524
17	17	17	FAITH HILL/The Way You Love Me	7106
14	17	17	DAVID BALL/Riding With...	7106
15	16	16	JESSICA ANDREWS/Who I Am	6688
14	16	16	BLAKE SHELTON/All Over Me	6688
16	14	14	TRAVIS TRITT/It's A Great Day...	5852
15	14	14	BROOKS & DUNN/Only In America	5852
13	14	14	PHIL VASSAR/Just Another Day...	5852
11	13	13	STEVE AZARI/Don't Have To...	5434
12	13	13	EMERSON DRIVE/Should Be Sleeping	5434
16	13	13	TOBY KEITH/My List	5434
10	13	13	LONESTAR/In Already There	5434
18	12	12	SARA EVANS/Born To Fly	5016
17	12	12	BROOKS & YEARWOOD/Squeeze Me In	5016
14	12	12	LEE ANN WOMACK/Does My Ring...	5016
13	12	12	SARA EVANS/Just Another Day...	5016
15	12	12	CAROLYN DAWN JOHNSON/Don't Want You...	5016
9	12	12	CYNDI THOMSON/Always Liked...	5016
11	12	12	TIM MCGRAW/Grown Men Don't Cry	5016
12	12	12	CHRIS CAGLE/I Breathe In...	5016
16	11	11	KENNY CHESNEY/Young	4598
11	11	11	AARON TIPPIN/Where Stars And...	4598
12	11	11	LONESTAR/Amazed	4598
12	11	11	DIXIE CHICKS/Without You	4598

### MARKET #3

**WUSN/Chicago**  
Infinity  
(312) 649-0099  
Case/Biondo  
12+ Cume 594,100



PLAYS	LW	TW	ARTIST/TITLE	GI (000)
41	43	43	BROOKS & DUNN/Long Goodbye	14276
44	43	43	STEVE HOLY/Good Morning...	14276
46	43	43	BRAD PAISLEY/Wrapped Around	14276
47	41	41	TRACE ADKINS/In Movin' On	13612
44	40	40	MESSINA W/MCGRAW/Bring On The Rain	13280
43	39	39	ALAN JACKSON/Where Were You...	12948
36	37	37	TOBY KEITH/My List	12284
4	28	28	JOE DIFFIE/In Another World	9296
17	27	27	EMERSON DRIVE/Should Be Sleeping	8964
23	24	24	TRACY BYRD/Just Let Me Be In...	7968
22	24	24	PHIL VASSAR/That's When I...	7968
19	24	24	CHRIS CAGLE/I Breathe In...	7968
22	24	24	TIM MCGRAW/The Cowboy In Me	7968
20	23	23	TOMMY SHANE STEINER/What If She's An...	7636
23	23	23	DIXIE CHICKS/Some Days You...	7636
24	23	23	KENNY CHESNEY/Young	7636
23	22	22	RASCAL FLATTS/In Movin' On	7304
22	21	21	TOBY KEITH/My List	7224
21	21	21	MARTINA MCBRIDE/Blessed	6972
19	21	21	CYNDI THOMSON/Always Liked...	6308
20	18	18	GEORGE STRAIT/Run	5976
12	18	18	BROOKS & YEARWOOD/Squeeze Me In	5976
17	16	16	BLAKE SHELTON/All Over Me	5312
11	16	16	ALAN JACKSON/Where I Come From	5312
42	16	16	GARTH BROOKS/Wrapped Up In You	5312
17	15	15	MONTGOMERY GENTRY/She Couldn't...	4980
21	15	15	LEE ANN WOMACK/Does My Ring...	4980
16	14	14	BLAKE SHELTON/Austin	4648
16	14	14	TRAVIS TRITT/Modern Day Bonnie...	4648
12	14	14	ALAN JACKSON/Drive (For Daddy...)...	4648
14	14	14	AARON TIPPIN/Where Stars And...	4648
14	14	14	JAMIE O'NEAL/When I Think About...	4648
14	12	12	TRICK PONY/On A Night Like This	3984
14	12	12	LONESTAR/In Already There	3984
11	12	12	BROOKS & DUNN/Only In America	3984
13	11	11	TRAVIS TRITT/Love Of A Woman	3652
11	11	11	TRISHA YEARWOOD/It Would've Loved...	2988
9	11	11	KEITH URBAN/Where The Backlog...	2988
9	9	9	TIM MCGRAW/Somebody Like That	2988
6	9	9	DAVID BALL/Riding With...	2988

### MARKET #5

**KPLX/Dallas-Ft. Worth**  
Susquehanna  
(214) 526-2040  
Williams/Rivers/Alan  
12+ Cume 584,000



PLAYS	LW	TW	ARTIST/TITLE	GI (000)
54	55	55	KENNY CHESNEY/Young	18756
55	49	49	BROOKS & DUNN/Long Goodbye	16708
43	49	49	TIM MCGRAW/The Cowboy In Me	16708
49	46	46	GEORGE STRAIT/Run	15686
44	41	41	CHRIS CAGLE/I Breathe In...	13981
47	41	41	JACKSON & STRAIT/Designated Drinker	13981
37	40	40	TRACY BYRD/Just Let Me Be In...	13640
42	36	36	KENNY CHESNEY/Young	12276
57	36	36	BRAD PAISLEY/Wrapped Around	12276
38	35	35	PAT GREEN/Three Days	11935
38	33	33	TOBY KEITH/My List	11253
30	30	30	DERYL DODD/Pearl Snaps	10230
35	29	29	NELSON & WOMACK/Mendocino County...	9889
26	28	28	EMERSON DRIVE/Should Be Sleeping	9548
30	27	27	CHELY WRIGHT/Jezebel	9207
32	27	27	MARTINA MCBRIDE/Blessed	9207
24	24	24	ALAN JACKSON/Drive (For Daddy...)...	8184
25	19	19	GABRIEL NOLAN/Almost There	6479
20	19	19	TRACY LAWRENCE/Life Don't Have...	6479
15	18	18	BROOKS & DUNN/Only In America	6138
15	18	18	RADNEY FOSTER/Texas In 1880	6138
37	16	16	G. JONES & G. BROOKS/Beer Run	5456
17	16	16	KEITH URBAN/Where The Backlog...	5456
20	16	16	STEVE HOLY/Good Morning...	5456
15	15	15	GEORGE STRAIT/Living And Living...	5115
15	15	15	BROOKS & DUNN/Only In America	5115
16	15	15	GARY ALLAN/Man Of The West	5115
15	15	15	CLAY WALKER/You Ever Feel...	5115
11	14	14	TRAVIS TRITT/Modern Day Bonnie...	4774
11	14	14	GREEN & MORROW/Texas On My Mind	4774
11	14	14	TOBY KEITH/My List	4433
11	13	13	TRAVIS TRITT/Love Of A Woman	4433
16	13	13	CHARLIE ROBINSON/When You Bad	4433
12	13	13	CYNDI THOMSON/What I Really...	4433
11	12	12	TIM MCGRAW/Grown Men Don't Cry	4092
12	12	12	MESSINA W/MCGRAW/Bring On The Rain	4092
11	11	11	ALAN JACKSON/Where Were You...	3751
7	11	11	TIM MCGRAW/Angry All The Time	3751
10	10	10	MONTGOMERY GENTRY/She Couldn't...	3410
9	9	9	ALAN JACKSON/Where I Come From	3069

### MARKET #5

**KSCS/Dallas-Ft. Worth**  
ABC  
(817) 640-1963  
James/O'Brian  
12+ Cume 462,000



PLAYS	LW	TW	ARTIST/TITLE	GI (000)
50	50	50	TIM MCGRAW/The Cowboy In Me	12100
40	49	49	ALAN JACKSON/Drive (For Daddy...)...	12152
6	39	39	GEORGE STRAIT/Living And Living...	9672
51	35	35	KENNY CHESNEY/Young	8680
36	27	27	TRAVIS TRITT/Modern Day Bonnie...	6696
34	26	26	TRACY BYRD/Just Let Me Be In...	6448
35	26	26	CLAY WALKER/La Bamba	6448
28	25	25	BROOKS & DUNN/Long Goodbye	6200
18	24	24	STEVE HOLY/Good Morning...	5952
22	22	22	BRAD PAISLEY/Wrapped Around	5456
34	22	22	TOBY KEITH/My List	5456
19	21	21	CHRIS CAGLE/I Breathe In...	5208
21	20	20	NELSON & WOMACK/Mendocino County...	4960
22	20	20	PHIL VASSAR/That's When I...	4960
19	19	19	KEVIN DENNEY/That's Just Jessie	4712
20	19	19	PAT GREEN/Three Days	4712
18	18	18	TOMMY SHANE STEINER/What If She's An...	4464
22	18	18	TRACE ADKINS/In Movin' On	3968
16	18	18	NELSON & WOMACK/Mendocino County...	3968
15	16	16	MESSINA W/MCGRAW/Bring On The Rain	3968
4	16	16	BROOKS & YEARWOOD/Squeeze Me In	3968
12	13	13	SOGGY BOTTOM BOYS/I Am A Man...	3224
12	12	12	GEORGE STRAIT/Run	2976
9	11	11	KEITH URBAN/But For The Grace...	2728
8	11	11	AARON TIPPIN/Where Stars And...	2728
10	10	10	JESSICA ANDREWS/Who I Am	2480
11	10	10	DARRYL WORLEY/Good Day To You	2480
6	9	9	MONTGOMERY GENTRY/She Couldn't...	2232
11	9	9	RASCAL FLATTS/In Movin' On	2232
10	9	9	JAMIE O'NEAL/There Is No Arizona	2232
3	8	8	GREEN & MORROW/Widow's Horn	1984
6	8	8	GARTH BROOKS/Wrapped Around	1984
4	8	8	BROOKS & DUNN/Only In America	1984
9	8	8	LONESTAR/Tell Her	1984
11	8	8	CHRIS CAGLE/You Love Goes On...	1984
11	8	8	JOE DIFFIE/In Another World	1984
3	8	8	MARK WALKER/Every Minute	1984
8	8	8	TOBY KEITH/My List	1984
8	8	8	EMERSON DRIVE/Should Be Sleeping	1984
6	7	7	TIM MCGRAW/My Next Thirty Years	1736

### MARKET #6

**WXTU/Philadelphia**  
Beasley  
(610) 667-9000  
McKay/Jack  
12+ Cume 495,500



PLAYS	LW	TW	ARTIST/TITLE	GI (000)
35	44	44	DIXIE CHICKS/Some Days You...	15840
39	42	42	MARTINA MCBRIDE/Blessed	15200
47	41	41	TIM MCGRAW/The Cowboy In Me	14760
41	40	40	MESSINA W/MCGRAW/Bring On The Rain	14400
39	39	39	JOE DIFFIE/In Another World	14040
28	35	35	RASCAL FLATTS/In Movin' On	12600
40	30	30	BRAD PAISLEY/Wrapped Around	10800
25	25	25	STEVE HOLY/Good Morning...	9000
30	24	24	MESSINA W/MCGRAW/Bring On The Rain	8640
25	24	24	PHIL VASSAR/That's When I...	8640
22	23	23	BLAKE SHELTON/All Over Me	8280
20	23	23	TOBY KEITH/My List	8280
23	23	23	CHRIS CAGLE/I Breathe In...	8280
24	22	22	LEE ANN WOMACK/Does My Ring...	7920
20	22	22	TOMMY SHANE STEINER/What If She's An...	7920
11	19	19	BROOKS & YEARWOOD/Squeeze Me In	6840
23	18	18	TRACY BYRD/Just Let Me Be In...	6480
16	18	18	TRAVIS TRITT/Modern Day Bonnie...	6480
21	18	18	CAROLYN DAWN JOHNSON/Don't Want You...	6480
17	17	17	CYNDI THOMSON/Always Liked...	6120
18	15	15	TAMMY COCHRAN/Cry	5400
14	14	14	EMERSON DRIVE/Should Be Sleeping	5040
12	14	14	CHELY WRIGHT/Jezebel	5040
12	13	13	STEVE AZARI/Don't Have To...	4680
12	12	12	TOBY KEITH/My List	4320
10	12	12	NELSON & WOMACK/Mendocino County...	4320
6	10	10	TRICK PONY/Just What I Do	3600
11	10	10	REBA MCKENTIRE/In A Survivor	3600
11	10	10	BROOKS & DUNN/Only In America	3600
10	9	9	TRICK PONY/On A Night Like This	3240
9	9	9	TOBY KEITH/How Do You Like...	3240

# AC Playlists

**MARKET #1**

**WLTW/New York**  
Clear Channel  
(212) 603-4600  
Ryan  
12+ Cume 2,976,400

**106.7 Litefm**

PLAYS	LW	ARTIST/TITLE	GI (000)
25	26	ENRIQUE IGLESIAS/Hero	50778
25	25	MARC ANTHONY/I Need You	48825
23	25	LONESTAR/I'm Already There	48825
24	24	CELINE DIONA/New Day Has Come	46872
24	24	FIVE FOR FIGHTING/Superman (It's...)	46872
23	20	UNCLE KRACKER/Follow Me	39060
12	17	DARREN HAYES/Insatiable	33201
15	17	CHRIS ISAAK/Let Me Down Easy	33201
16	14	ELTON JOHN/This Train Don't...	31248
12	14	CHER/Song For The Lonely	27342
17	14	ALICIA KEYS/Fallin'	23432
14	12	LEANN RIMES/Can't Fight...	23436
11	11	LIONEL RICHIE/Angel	21483
8	11	FAITH HILL/The Way You Love Me	21483
10	11	JOHN MELLENCAMP/Peaceful World	21483
10	10	MATCHBOX TWENTY/If You're Gone	19530
12	10	TRAIN/Drops Of Jupiter...	19530
10	10	MARC ANTHONY/My Baby You	19530
8	10	DON HENLEY/Taking You Home	19530
8	10	MARC ANTHONY/I Need To Know	19530
8	10	LEE ANN WOMACK/I Hope You Dance	19530
10	10	FAITH HILL/Breathe	19530
9	10	PHIL COLLINS/You'll Be In My...	19530
11	9	BACKSTREET BOYS/More Than That	17577
10	9	NELLY FURTADO/I'm Like A Bird	17577
9	9	O-TOWN/All Or Nothing	17577
9	9	SHAKIRA/Whenever Wherever	17577
9	9	SANTANA F/ROB THOMAS/Smooth	17577
10	8	'N SYNC/This I Promise You	15624
8	8	MARC ANTHONY/You Sang To Me	15624

**MARKET #2**

**KOST/Los Angeles**  
Clear Channel  
(818) 546-1035  
Kaye/Schwartz  
12+ Cume 1,263,100

**KOST 103.5FM**

PLAYS	LW	ARTIST/TITLE	GI (000)
22	25	ENYA/Only Time	15350
23	25	LEE ANN WOMACK/I Hope You Dance	15350
24	24	ENRIQUE IGLESIAS/Hero	14736
23	24	LONESTAR/I'm Already There	14736
24	24	DIDO/Thankyou	14736
21	23	MATCHBOX TWENTY/If You're Gone	14122
11	22	CELINE DIONA/New Day Has Come	13508
16	19	BARRY MANILOW/Turn The Radio Up	11666
9	13	PHIL COLLINS/You'll Be In My...	7982
12	12	98 DEGREES/My Everything	7368
13	12	'N SYNC/This I Promise You	7368
10	11	BRIAN MCKNIGHT/Back At One	6754
11	11	MARC ANTHONY/I Need To Know	6754
13	11	SAVAGE GARDEN/I Knew I Loved You	6754
8	10	FAITH HILL/Breathe	6140
9	10	DAVID GRAY/Babyton	6140
11	10	ENRIQUE IGLESIAS/Be With You	6140
11	10	EVAN AND JARON/Crazy For This Girl	6140
10	10	BACKSTREET BOYS/Want It That Way	6140
9	10	CELINE DION/That's The Way It Is	6140
12	9	BACKSTREET BOYS/Show Me...	5526
8	9	BACKSTREET BOYS/More Than That	5526
6	8	MARC ANTHONY/You Sang To Me	4912
8	8	FAITH HILL/The Way You Love Me	4912
11	8	LEANN RIMES/I Need You	4912
6	5	BRICKMAN/HOWARD/Simple Things	3070
4	4	FAITH HILL/There You'll Be	2456
3	3	S CLUB 7/Never Had A Dream...	1842
3	3	LONESTAR/Amazed	1842
4	3	SARAH MCLACHLAN/Will Remember You	1842

**MARKET #3**

**WLIT/Chicago**  
Clear Channel  
(312) 329-9002  
Kaake  
12+ Cume 593,600

**93.9 WLIT**  
LIFE ROCK LESS TALK

PLAYS	LW	ARTIST/TITLE	GI (000)
29	31	DIDO/Thankyou	9517
28	30	LEE ANN WOMACK/I Hope You Dance	9210
28	30	MATCHBOX TWENTY/If You're Gone	9210
29	29	ENYA/Only Time	8903
20	27	ENRIQUE IGLESIAS/Hero	8289
14	13	LEWIS & PALTRON/Cruisin'	3991
15	13	FAITH HILL/Breathe	3684
5	12	BBMAK/Back Here	3684
9	12	MARC ANTHONY/You Sang To Me	3684
10	11	'N SYNC/This I Promise You	3377
11	11	BACKSTREET BOYS/Shape Of My Heart	3377
11	11	O-TOWN/All Or Nothing	3377
11	11	SAVAGE GARDEN/I Knew I Loved You	3377
10	10	STING/Desert Rose	3070
10	10	S CLUB 7/Never Had A Dream...	3070
10	10	MARC ANTHONY/I Need To Know	3070
10	10	BACKSTREET BOYS/Want It That Way	3070
12	10	LONESTAR/I'm Already There	3070
9	9	BACKSTREET BOYS/Drowning	2763
13	9	SANTANA F/ROB THOMAS/Smooth	2763
12	9	FAITH HILL/The Way You Love Me	2763
8	9	ENRIQUE IGLESIAS/Balamos	2763
3	8	CELINE DIONA/New Day Has Come	2456
3	8	LEANN RIMES/I Need You	2456
3	8	UNCLE KRACKER/Follow Me	2456
5	6	CELINE DION/That's The Way It Is	1842
4	6	CELINE DION/God Bless America	1842
3	5	FIVE FOR FIGHTING/Superman (It's...)	1535
4	5	CHEER/Beieve	1535
4	4	BACKSTREET BOYS/Show Me...	1228

**MARKET #3**

**WNND/Chicago**  
Bonnville  
(312) 297-5100  
Hamin/Johns  
12+ Cume 543,300

**Windy 100.7FM**

PLAYS	LW	ARTIST/TITLE	GI (000)
33	33	ENRIQUE IGLESIAS/Hero	8547
20	33	CELINE DIONA/New Day Has Come	8547
18	32	LONESTAR/I'm Already There	8288
33	29	BACKSTREET BOYS/Drowning	7511
28	18	LEANN RIMES/Soon	4662
27	17	BRICKMAN/HOWARD/Simple Things	4403
13	15	'N SYNC/This I Promise You	3885
14	15	ELTON JOHN/This Train Don't...	3885
14	14	DARREN HAYES/Insatiable	3628
15	14	ENYA/Only Time	3628
11	14	LEANN RIMES/I Need You	3628
15	14	BRIAN MCKNIGHT/Still	3628
24	13	MATCHBOX TWENTY/If You're Gone	3367
7	13	MARC ANTHONY/I Need You	3367
5	13	FIVE FOR FIGHTING/Superman (It's...)	3367
12	12	DIDO/Thankyou	3108
11	12	FAITH HILL/Breathe	3108
11	12	LIONEL RICHIE/Angel	3108
14	12	BBMAK/Back Here	3108
12	12	LEE ANN WOMACK/I Hope You Dance	3108
12	11	SAVAGE GARDEN/I Knew I Loved You	2649
13	11	FAITH HILL/There You'll Be	2649
11	11	FAITH HILL/The Way You Love Me	2649
10	11	BACKSTREET BOYS/Want It That Way	2649
13	11	CELINE DION/That's The Way It Is	2649
14	10	DIAMOND RIO/One More Day	2590
10	10	CELINE DION/God Bless America	2590
9	9	BACKSTREET BOYS/Show Me...	2391
8	9	CHEER/Song For The Lonely	2391
8	9	CELINE DIONA/New Day Has Come	2072
10	8	BARRY MANILOW/Turn The Radio Up	2072

**MARKET #5**

**KVIL/Dallas-Ft. Worth**  
Infinity  
(214) 691-1037  
Johnson  
12+ Cume 413,700

**103.7 KVIL**

PLAYS	LW	ARTIST/TITLE	GI (000)
25	24	ENRIQUE IGLESIAS/Hero	4872
23	24	MATCHBOX TWENTY/If You're Gone	4872
20	24	DIDO/Thankyou	4872
23	23	BRICKMAN/HOWARD/Simple Things	4669
22	22	FIVE FOR FIGHTING/Superman (It's...)	4466
23	21	LONESTAR/I'm Already There	4263
23	21	BACKSTREET BOYS/Drowning	4263
16	17	LEANN RIMES/Soon	3451
14	16	DIANA KRALL/The Look Of Love	3248
16	16	FAITH HILL/There You'll Be	3248
16	16	ENYA/Only Time	3248
14	16	LEWIS & PALTRON/Cruisin'	3248
13	15	LEANN RIMES/Can't Fight...	3045
14	15	CHEER/Song For The Lonely	3045
12	15	MARC ANTHONY/I Need You	3045
13	15	DIAMOND RIO/One More Day	3045
9	14	'N SYNC/This I Promise You	2842
13	13	DARREN HAYES/Insatiable	2639
9	13	O-TOWN/All Or Nothing	2639
12	12	ELTON JOHN/This Train Don't...	2436
8	11	BACKSTREET BOYS/More Than That	2233
8	10	ELTON JOHN/Will Love You	2030
9	10	S CLUB 7/Never Had A Dream...	2030
10	10	LEANN RIMES/I Need You	2030
10	10	THE CORRS/Breathless	2030
10	10	DON HENLEY/Taking You Home	2030
9	10	LEE ANN WOMACK/I Hope You Dance	2030
7	9	ENRIQUE IGLESIAS/Balamos	1827
3	9	CELINE DIONA/New Day Has Come	1827
8	9	BENNETT & JOEL/New York State...	1827

**MARKET #6**

**WBEF/Philadelphia**  
WEAZ Radio Inc  
(610) 538-1223  
Conley  
12+ Cume 752,000

**B 101.1**

PLAYS	LW	ARTIST/TITLE	GI (000)
29	29	ENRIQUE IGLESIAS/Hero	14239
28	29	FIVE FOR FIGHTING/Superman (It's...)	14239
27	26	LEE ANN WOMACK/I Hope You Dance	12766
23	25	BACKSTREET BOYS/Drowning	12275
23	24	TRAIN/Drops Of Jupiter...	11784
23	24	UNCLE KRACKER/Follow Me	11784
5	17	CELINE DIONA/New Day Has Come	8347
15	16	DARREN HAYES/Insatiable	7656
15	15	FAITH HILL/Breathe	7365
12	14	SAVAGE GARDEN/I Knew I Loved You	6874
14	14	USHER/If I Got It	6874
12	14	BRIAN MCKNIGHT/Still	6874
13	13	LEANN RIMES/I Need You	6383
12	12	MACY GRAY/Try	5892
12	12	THE CORRS/Breathless	5892
11	11	SARAH MCLACHLAN/Will Remember You	5401
11	11	PHIL COLLINS/You'll Be In My...	5401
11	11	LONESTAR/Amazed	5401
10	10	DIDO/Thankyou	4910
10	10	SANTANA F/ROB THOMAS/Smooth	4910
10	10	MATCHBOX TWENTY/If You're Gone	4910
10	10	ENYA/Only Time	4910
10	10	R. KELLY/The World's Greatest	4910
9	9	S CLUB 7/Never Had A Dream...	4419
9	9	FAITH HILL/The Way You Love Me	4419
9	9	CHEER/Song For The Lonely	4419
8	8	O-TOWN/All Or Nothing	3928
8	8	'N SYNC/Conna Be Me	3928
8	8	BBMAK/Back Here	3928
9	8	SUGAR RAY/When It's Over	3928

**MARKET #7**

**WASH/Washington, DC**  
Clear Channel  
(301) 984-9710  
Allan  
12+ Cume 452,100

**Soft Rock 97.1 WASH-FM**

PLAYS	LW	ARTIST/TITLE	GI (000)
24	24	LONESTAR/I'm Already There	4992
23	24	BACKSTREET BOYS/Drowning	4992
23	23	TRAIN/Drops Of Jupiter...	4784
23	23	ENRIQUE IGLESIAS/Hero	4784
13	20	MARC ANTHONY/I Need You	4160
18	20	CHEER/Song For The Lonely	4160
12	18	CELINE DIONA/New Day Has Come	3744
14	17	FIVE FOR FIGHTING/Superman (It's...)	3536
18	17	FAITH HILL/There You'll Be	3536
17	15	UNCLE KRACKER/Follow Me	3120
19	15	O-TOWN/All Or Nothing	3120
15	14	BRICKMAN/HOWARD/Simple Things	2912
16	14	MATCHBOX TWENTY/If You're Gone	2912
15	14	BRIAN MCKNIGHT/Still	2912
16	14	ENYA/Only Time	2912
12	13	MESSINA W/MCGRAW/Bring On The Rain	2704
10	12	SAVAGE GARDEN/I Knew I Loved You	2704
10	10	DIDO/Thankyou	2080
8	10	LEANN RIMES/I Need You	2080
10	10	CHEER/Beieve	2080
5	9	HOUSTON & IGLESIAS/Could I Have This...	1872
6	9	BBMAK/Back Here	1872
6	9	FAITH HILL/The Way You Love Me	1872
16	9	LEE ANN WOMACK/I Hope You Dance	1872
8	9	PHIL COLLINS/You'll Be In My...	1872
7	8	SAD/By Your Side	1664
6	8	MARC ANTHONY/I Need To Know	1664
6	8	LEWIS & PALTRON/Cruisin'	1664
9	8	MACY GRAY/Try	1664
6	8	S CLUB 7/Never Had A Dream...	1664

**MARKET #8**

**WMJX/Boston**  
Greater Media  
(617) 822-6324  
Kelley/Terry/Lawrence  
12+ Cume 604,500

**MAGIC 106.7**

PLAYS	LW	ARTIST/TITLE	GI (000)
24	27	ENRIQUE IGLESIAS/Hero	9639
24	26	ALICIA KEYS/Fallin'	9282
25	25	FIVE FOR FIGHTING/Superman (It's...)	8925
15	25	CELINE DIONA/New Day Has Come	8925
25	22	MATCHBOX TWENTY/If You're Gone	7854
20	20	UNCLE KRACKER/Follow Me	7140
12	13	DIDO/Thankyou	4641
10	13	BACKSTREET BOYS/Drowning	4641
10	13	SAVAGE GARDEN/I Knew I Loved You	4641
11	11	LEWIS & PALTRON/Cruisin'	3927
8	11	PHIL COLLINS/You'll Be In My...	3927
10	11	TRAIN/Drops Of Jupiter...	3927
10	11	FAITH HILL/There You'll Be	3570
11	10	LONESTAR/Amazed	3570
8	10	FAITH HILL/Breathe	3570
12	10	O-TOWN/All Or Nothing	3570
10	10	JANET/Someone To Call...	3570
8	10	BACKSTREET BOYS/Want It That Way	3570
11	10	EDWIN MCCAIN/Could Not Ask...	3570
9	9	MACY GRAY/Try	3213
9	9	MARC ANTHONY/You Sang To Me	3213
11	9	CHRISTINA AGUILERA/ Turn To You	3213
6	9	SANTANA F/ROB THOMAS/Smooth	3213
13	9	LEANN RIMES/I Need You	3213
1	8	LEANN RIMES/Can't Fight...	2856
10	8	DON HENLEY/Taking You Home	2856
5	7	SARAH MCLACHLAN/Will Remember You	2498
7	6	FAITH HILL/The Way You Love Me	2142
7	6	BRIAN MCKNIGHT/Still	2142
5	6	ENRIQUE IGLESIAS/Balamos	2142

**MARKET #10**

**WNIC/Detroit**  
Clear Channel  
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Bennett  
12+ Cume 634,700

**WNIC 100.3**  
Detroit's Nicest Rock

PLAYS	LW	ARTIST/TITLE	GI (000)
17	19	ENYA/Only Time	7676
8	19	CELINE DIONA/New Day Has Come	7676
18	17	LONESTAR/I'm Already There	6668
8	10	MATCHBOX TWENTY/If You're Gone	6668
16	17	TRAIN/Drops Of Jupiter...	6668
16	16	LEE ANN WOMACK/I Hope You Dance	6464
15	15	FIVE FOR FIGHTING/Superman (It's...)	6060
13	14	CHEER/Song For The Lonely	5656
13	14	LEANN RIMES/Can't Fight...	5656
11	14	'N SYNC/This I Promise You	4040
10	10	MATCHBOX TWENTY/If You're Gone	4040
6	9	BRIAN MCKNIGHT/Back At One	3636
6	9	DIDO/Thankyou	3636
6	8	SANTANA F/ROB THOMAS/Smooth	3232
8	8	UNCLE KRACKER/Follow Me	3232
8	8	FAITH HILL/The Way You Love Me	3232
8	8	SAVAGE GARDEN/I Knew I Loved You	3232
8	8	NELLY FURTADO/I'm Like A Bird	3232
8	8	FAITH HILL/Breathe	3232



**KID KELLY**  
kkelly@rronline.com

## A Crash Course In Contract Negotiations

Pointers from someone who's been there, done that

Last week I was able to speak to many of you and find out which topics you think are important. It seems that there is a hot-button issue for many of us, but we are cautious about discussing it in an open forum. The topic: c-o-n-t-r-a-c-t n-e-g-o-t-i-a-t-i-o-n-s.

Because of consolidation and evolving technology, our positions in the radio industry are less secure than they ever were before. Let the record reflect that I'm not an attorney, but since I've received an overwhelming number of discreet inquiries, I'd be happy to share a little of what I've learned in my years in the biz and from being on both sides of the negotiating table.

With the continuing trend toward consolidation, new technology and hyper-multitasking, it is more important than ever to make sure that your employment agreement is solid *before* you accept a job.

When I accepted my first full-time position at WHTZ (Z100)/New York in 1988, I didn't even look at the contract to see what my deal was. I had no idea what a "right of first refusal" clause was or what "hold harmless" meant. I was a kid in a candy store, and since it was all bright lights, big city to me, I didn't even ask how much I was going to be paid. I first saw my salary when I was filling out the company paperwork after I moved to town. True story.

Fast-forward to this millennium. After being an OM and PD for a few years and being married to an attorney (not an easy job in and of itself!), I have learned how foolish I was not to go out of my way to totally understand every word of the deal I was being offered. Here are a few tips.

### From Background To Bonuses

First of all, you need to have a little information about the market and station that you are going to. If you are a programmer who is also on-air and the city that you're heading to is an American Federation of Theater and Radio Artists market, make sure you get and read a copy of the collective-bargaining agreement that AFTRA has already negotiated on behalf of the employees of that particular station so that you can see if some of your concerns may be addressed by the existing agreement. Why bargain for something that you already have?

You also need to research the station's history and know the competi-

tive landscape of the market, ratings and ranking-wise, so you can see how your prospective station compares to its competitors. This will help you to negotiate a competitive salary and bonus structure.

If a bonus structure is applicable, make sure it's realistic and attainable. If your potential employer offers you an annual salary of \$25,000, plus \$100,000 for achieving first place in an exclusive demo, and the station is in 20th place, this is probably not a realistic goal. A typical structure for bonuses is three tiers deep, but I've seen some as deep as five tiers.

**Make a list of things that are important to you, and politely ask for what you want. If you don't ask, you don't get.**

When deciding on what a comfortable and fair salary should be, try assessing the cost of living and tax situation in the market that you are going to by using the Internet. It's great for this type of research. If you feel comfortable, ask the station for a copy of the latest Arbitron book. It lists just about all the info you'll need in the Metro Market Profile.

### Noncompetes

Probably the hottest issue right now is the noncompete clause. Don't bargain for this unless it really matters to you. If you are in a market that you don't want to stay in long-term, no matter what, then why worry about this provision? If you intend to stay in a market because it's your hometown or because it's personally desirable, read on.

Many states (including Illinois,

California, Massachusetts and Maine) have enacted or are exploring laws to make noncompetes in broadcasting agreements unenforceable. Or you may be lucky enough to be working in a right-to-work state. If this is not the case, here's some important info.

The noncompete should be as short in duration and as limited in location as you can get it. For example, if you work for station X in Mexico City, that's whom you should have the noncompete with. Try your best not to have the noncompete apply to the entire company that owns X and all of its stations in 100 different markets. If you agree to that type of noncompete, you are essentially limiting yourself, if not preventing yourself from working.

You also want to be paid for the noncompete. Many companies are now inserting a provision into noncompete clauses saying that a portion of your base salary is being paid as a consideration for the noncompete. What this means is that your base salary is really lower, as you are essentially being prepaid for your noncompete now. You will get nothing more when you are let go and have to sit out the noncompete.

Even in states that might be inclined to invalidate your noncompete, if you've been paid for it, it might still be enforceable. The other problem is that even if you are paid for your noncompete, you may have to sit out for so long that you'll lose marquee value, equity and marketability.

### Without-Cause Woes

Another hot button is the onerous without-cause provision. This basically means that a company can sign you to a long-term deal, say for five years, and, although you are obligated to them for that period of time, they are only obligated to pay you according to the terms of their without-cause provision.

Let's say the agreement specifies that they can fire you without cause and pay you for 90 days. Ladies and gentlemen, this is a 90-day deal, not the big, fat five-year deal you would love to believe it is. You can potentially be



CHRISTMAS MEMORIES

Atlantic Artist Linda Eder performed a Christmas show at Boston's Symphony Hall. Seen here after the festive event are (back row, l-r) WMJX/Boston MD Mark Laurence, Atlantic's Lou Rizzo, Eder, Atlantic VP Mary Conroy, Tour Manager Dave Hart, WSNE/Boston OM/PD Bill Hess, (middle row, l-r) legendary Boston impresario Fred Taylor, WMJX Promotion Director Susan Rosenberg and (front, kneeling) McD Promotion's Kevin McDonald.

let go and paid for only what the without-cause provision specifies.

The good news is that you still cannot be fired for any discriminatory reason. Also, sometimes the policies set forth in a company's handbook or past precedent might protect you, but usually you will not be so lucky.

Severance pay and notice of non-renewal are merely courtesies of the employer, not obligations. In our current economy, they should be greatly appreciated. An employer does not have to pay you for two weeks — or even one hour — that you do not actually work, unless you have negotiated for this.

You might want to ask for a term of severance to coincide with any noncompete. You can also ask to be notified prior to the date of your deal's expiration if it will not be renewed so that you are not stuck on the last day of your contract with no place to go and no money to carry you over.

**When I accepted my first full-time position at WHTZ (Z100)/New York in 1988, I didn't even look at the contract to see what my deal was.**

### 'Hold Harmless' Provisions

Another concern is the new trend of companies adding an indemnification or "hold harmless" provision to an employee's contract. This obligates you to pay the station for whatever they ask to be indemnified for.

Say you write a sweeper that inadvertently upsets an activist, who then sues or threatens to. Far-fetched? I've seen it happen. Indemnification is not just an air-talent concern for an off-the-cuff comment. Many companies now ask to be indemnified from claims, litigation,

trademark rights, FCC fines, etc. Much of this is covered by the company's liability policy.

This means that you may or will have nothing except your salary, which is likely to be less than a major judgment, to cover your losses. You want the indemnification to flow to you from the company instead of the other way around, or at the very least to be mutual.

Also, you should only be obligated to indemnify the company for willful misconduct (not that you're planning any). To indemnify for anything less could really tie your hands, in terms of creativity.

You also want to be cautious about provisions that allow the company to terminate or discipline you for reasons that are not clearly defined or for something that is not totally in your control, such as a corporate mandate that you are not comfortable with, a consecutive decrease in two Arbitron books or the dreaded format switch.

### Name Your Perks

Make a list of things that are important to you, and politely ask for what you want. If you don't ask, you don't get. If name ownership, daypart specificity and trade for a computer or cell phone are important, ask for them upfront.

In some of the medium and smaller markets, where a large salary may not be attainable, inquire about trade for perks, such as season tickets to sporting events. Don't forget, items such as tickets are taxable benefits. Make sure you won't mind paying the taxes on something before you ask for it.

This column touches only on a few important issues and should not be a substitute for having a real authority review what's being offered. The best advice I can give is to learn what every word of your agreement truly means and to not be shy about asking as many questions as possible about the areas you do not understand.

Decide what is important to you and which items are potential deal-breakers. Again, be sure to get your deal done *before* you actually start working. You have a lot less leverage once you've moved your family and life. Good luck!

# R&R AC Top 30

February 22, 2002

Powered By



LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	ENRIQUE IGLESIAS Hero (Interscope)	2557	-78	330936	18	110/0
2	2	LONESTAR I'm Already There (BNA)	2069	-143	268762	24	104/0
3	3	ENYA Only Time (Reprise)	1969	-56	218851	53	109/0
6	4	MATCHBOX TWENTY If You're Gone (Lava/Atlantic)	1912	+125	220644	60	104/0
7	5	FIVE FOR FIGHTING Superman (It's Not Easy) (Aware/Columbia)	1897	+196	245486	14	102/2
4	6	BACKSTREET BOYS Drowning (Jive)	1813	-5	187566	19	101/0
5	7	DIDO Thankyou (Arista)	1802	+3	202924	49	109/0
9	8	LEE ANN WOMACK I Hope You Dance (MCA/Universal)	1524	+68	195641	63	111/0
8	9	JIM BRICKMAN/REBECCA L. HOWARD Simple Things (Windham Hill)	1439	-244	126880	26	103/0
11	10	O-TOWN All Or Nothing (J)	1361	-58	144990	33	97/0
10	11	FAITH HILL There You'll Be (Warner Bros.)	1269	-171	130789	38	106/0
21	12	CELINE DION A New Day Has Come (Epic)	1253	+786	209400	2	106/29
13	13	TRAIN Drops Of Jupiter (Tell Me) (Columbia)	1187	-14	150589	31	73/0
12	14	LEANN RIMES Soon (Curb)	1152	-52	100811	23	98/0
14	15	UNCLE KRACKER Follow Me (Top Dog/Lava/Atlantic)	1121	-36	158518	41	81/0
17	16	DARREN HAYES Insatiable (Columbia)	1076	+195	138431	6	93/3
16	17	CHER Song For The Lonely (Warner Bros.)	1027	+52	133249	5	91/3
18	18	ELTON JOHN This Train Don't Stop There... (Rocket/Universal)	926	+140	117135	4	103/5
19	19	JEWEL Standing Still (Atlantic)	677	-81	53211	16	53/0
20	20	BRIAN MCKNIGHT Still (Motown/Universal)	579	-23	60833	5	64/0
22	21	BARRY MANILOW Turn The Radio Up (Concord)	438	-1	52232	10	61/0
Debut	22	MARC ANTHONY I Need You (Columbia)	425	+253	102031	1	73/22
23	23	DIANA KRALL The Look Of Love (Verve/VMG)	378	-50	44322	11	58/0
24	24	JO DEE MESSINA Bring On The Rain (Curb)	372	+73	28542	2	62/9
28	25	BRITNEY SPEARS I'm Not A Girl, Not Yet... (Jive)	288	+20	23091	3	46/1
—	26	LEANN RIMES Can't Fight The Moonlight (Curb)	266	+34	57174	16	33/1
25	27	ALICIA KEYS Fallin' (J)	264	-26	59058	17	18/0
29	28	R. KELLY The World's Greatest (Interscope/Jive)	254	-12	26452	6	36/0
30	29	DAKOTA MOON Looking For A Place To Land (Elektra/EEG)	249	-5	20973	4	36/0
27	30	CELINE DION God Bless America (Epic/Columbia)	215	-56	27667	19	23/0

114 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 2/10/02-2/16/02. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 15 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from the Arbitron Company (copyright 2002, The Arbitron Company). (C) 2002, R&R, Inc.

## New & Active

USHER U Got It Bad (LaFace/Arista)

Total Plays: 165, Total Stations: 24, Adds: 0

ENYA Wild Child (Reprise)

Total Plays: 155, Total Stations: 51, Adds: 15

DANIEL DEBOURG I Need An Angel (DreamWorks)

Total Plays: 122, Total Stations: 22, Adds: 2

EVA CASSIDY Fields Of Gold (Blix Street)

Total Plays: 102, Total Stations: 20, Adds: 1

LINDA EDER Until I Don't Love You Anymore (Atlantic)

Total Plays: 83, Total Stations: 15, Adds: 1

CHRIS ISAAK Let Me Down Easy (Reprise)

Total Plays: 58, Total Stations: 32, Adds: 26

CHRIS BOTTI F/SHAWN COLVIN All Would Envy (Columbia)

Total Plays: 49, Total Stations: 12, Adds: 3

TINA MOORE Time Will Tell (Music Mind)

Total Plays: 48, Total Stations: 11, Adds: 2

JONATHA BROOKE I'll Try (Walt Disney/Hollywood)

Total Plays: 31, Total Stations: 17, Adds: 9

MARILYN SCOTT Don't Let Love Get Away (Prana)

Total Plays: 28, Total Stations: 17, Adds: 7

Songs ranked by total plays

## Most Added

www.rradds.com

ARTIST TITLE LABEL(S)	ADDS
CELINE DION A New Day Has Come (Epic)	29
CHRIS ISAAK Let Me Down Easy (Reprise)	26
MARC ANTHONY I Need You (Columbia)	22
ENYA Wild Child (Reprise)	15
JO DEE MESSINA Bring On The Rain (Curb)	9
JONATHA BROOKE I'll Try (Walt Disney/Hollywood)	9
MARILYN SCOTT Don't Let Love Get Away (Prana)	7
ELTON JOHN This Train Don't Stop... (Rocket/Universal)	5
DARREN HAYES Insatiable (Columbia)	3
CHER Song For The Lonely (Warner Bros.)	3
CHRIS BOTTI F/SHAWN COLVIN All Would Envy (Columbia)	3

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
CELINE DION A New Day Has Come (Epic)	+786
MARC ANTHONY I Need You (Columbia)	+253
FIVE FOR FIGHTING Superman (It's...) (Aware/Columbia)	+196
DARREN HAYES Insatiable (Columbia)	+195
LONESTAR Amazed (BNA)	+193
ENYA Wild Child (Reprise)	+148
'N SYNC This I Promise You (Jive)	+145
ELTON JOHN This Train Don't Stop... (Rocket/Universal)	+140
MATCHBOX TWENTY If You're Gone (Lava/Atlantic)	+125
MICHAEL BOLTON Only A Woman Like You (Jive)	+97

## Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
'N SYNC This I Promise You (Jive)	1032
FAITH HILL Breathe (Warner Bros.)	948
LONESTAR Amazed (BNA)	938
SAVAGE GARDEN I Knew I Loved You (Columbia)	919
S CLUB 7 Never Had A Dream... (A&M/Interscope)	916
HUEY LEWIS & G. PALTROW Cruisin' (Hollywood)	892
DIAMOND RIO One More Day (Arista)	880
LEANN RIMES I Need You (Curb)	831
MARC ANTHONY You Sang To Me (Columbia)	790
BBMAK Back Here (Hollywood)	790
FAITH HILL The Way You Love Me (Warner Bros.)	736
CELINE DION That's The Way It Is (Epic)	672
PHIL COLLINS You'll Be In My Heart (Hollywood)	643
BRIAN MCKNIGHT Back At One (Motown/Universal)	641
SANTANA F/ROB THOMAS Smooth (Arista)	621
BACKSTREET BOYS Shape Of My Heart (Jive)	594
DON HENLEY Taking You Home (Warner Bros.)	539
CHER Believe (Warner Bros.)	521

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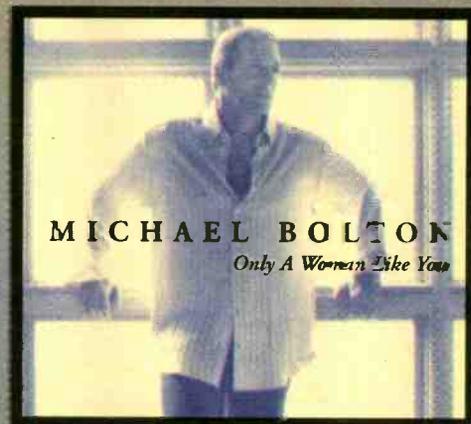


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# MICHAEL BOLTON

## *Only A Woman Like You*



The first single from  
Michael Bolton's  
Jive Records debut album  
*Only A Woman Like You*

Written by  
legendary songwriters  
Max Martin, Rami,  
"Mutt" Lange and Shania Twain;  
co-produced by Max Martin,  
Rami and "Mutt" Lange

Look for Michael Bolton's  
new album in stores 4/23!

Executive Producers:  
Louis Levin and Michael Bolton



[www.michaelboltonmusic.com](http://www.michaelboltonmusic.com)  
[www.michaelbolton.com](http://www.michaelbolton.com)  
[www.jiverecords.com](http://www.jiverecords.com)

Personal Management: Rory Rosegarten, The Conversation Company, Ltd.  
Louis Levin/Levin Management



February 22, 2002



America's Best Testing AC Songs 12+ For The Week Ending 2/22/02.

Artist Title (Label)	TW	LW	Familiarity	Burn	TD	Familiarity	Burn
FAITH HILL There You'll Be (Warner Bros.)	4.18	4.10	96%	28%	4.24	97%	30%
LONESTAR I'm Already There (BNA)	4.16	4.10	94%	23%	4.28	96%	21%
CELINE DION God Bless America (Epic/Columbia)	4.10	4.04	97%	32%	4.16	99%	33%
MATCHBOX TWENTY If You're Gone (Lava/Atlantic)	4.06	4.05	94%	31%	4.16	94%	29%
JIM BRICKMAN F/REBECCA LYNN HOWARD Simple Things (Windham Hill)	4.05	4.10	79%	16%	4.12	82%	16%
BACKSTREET BOYS Drowning (Jive)	4.03	4.01	91%	21%	4.21	91%	18%
LEE ANN WOMACK I Hope You Dance (Universal)	4.01	3.99	98%	38%	4.05	98%	39%
S CLUB 7 Never Had A Dream Come True (A&M/Interscope)	3.91	3.84	83%	23%	4.03	82%	22%
ENRIQUE IGLESIAS Hero (Interscope)	3.84	3.86	96%	32%	3.99	96%	29%
FIVE FOR FIGHTING Superman (It's Not Easy) (Aware/Columbia)	3.84	3.76	85%	25%	3.90	83%	24%
JO DEE MESSINA Bring On The Rain (Curb)	3.82	-	50%	8%	3.90	54%	8%
JOHN MELLENCAMP Peaceful World (Columbia)	3.82	3.72	75%	15%	3.81	76%	14%
BRIAN MCKNIGHT Still (Motown/Universal)	3.82	3.88	63%	11%	3.97	65%	9%
ENYA Only Time (Reprise)	3.81	3.93	95%	38%	3.89	95%	38%
0-TOWN All Or Nothing (J)	3.76	3.71	88%	32%	3.85	87%	30%
ELTON JOHN This Train Don't Stop There Anymore (Rocket/Universal)	3.76	3.79	66%	9%	3.80	65%	7%
BARRY MANILOW Turn The Radio Up (Concord)	3.75	3.71	77%	16%	3.82	81%	15%
TRAIN Drops Of Jupiter (Tell Me) (Columbia)	3.72	3.64	85%	28%	3.82	84%	28%
LEANN RIMES Soon (Curb)	3.70	3.73	81%	20%	3.75	84%	21%
CHER Song For The Lonely (Warner Bros.)	3.65	3.69	76%	15%	3.62	78%	16%
UNCLE KRACKER Follow Me (Top Dog/Lava/Atlantic)	3.58	3.45	85%	39%	3.79	83%	32%
JEWEL Standing Still (Atlantic)	3.58	3.65	76%	21%	3.57	73%	22%
R. KELLY The World's Greatest (Interscope/Jive)	3.54	3.55	61%	17%	3.76	61%	12%
DAKOTA MOON Looking For A Place To Land (Elektra/EEG)	3.52	3.54	43%	9%	3.65	42%	8%
DIDO Thankyou (Arista)	3.51	3.54	94%	51%	3.58	93%	50%
DARREN HAYES Insatiable (Columbia)	3.48	3.57	52%	14%	3.57	50%	12%
ALICIA KEYS Fallin' (J)	3.40	3.34	80%	33%	3.51	78%	29%
DIANNA KRALL The Look Of Love (Verve/VMG)	3.35	3.34	64%	19%	3.40	68%	21%
USHER U Got It Bad (LaFace/Arista)	3.05	3.27	51%	22%	3.16	46%	17%
BRITNEY SPEARS I'm Not A Girl, Not Yet A Woman (Jive)	2.97	2.92	76%	29%	2.94	75%	29%

Total sample size is 360 respondents. Total average favorability estimates are based on a scale of 1-5. (1=dislike very much, 5=like very much). Total familiarity represents the percentage of respondents who recognized the song. Total burn represents the number of respondents who said they are tired of hearing the song. Sample composition is based on persons 12+. TD = Target Demo (Females 25-54). Persons are screened via the Internet. Once passed, they can take the music test based on their format/music preference. RateTheMusic.com results are not meant to replace callout research. The results are intended to show opinions of participants on the Internet only. RateTheMusic is a registered trademark of RateTheMusic.com. The RTM system is available for local radio stations by calling 818/377-5300. RateTheMusic.com data is provided by Mediabase Research, A division of Premiere Radio Networks.

### Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAY
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S CLUB 7 Never Had A Dream... (A&M/Interscope)	916
H. LEWIS & G. PALTROW Cruisin' (Hollywood)	892
DIAMOND RIO One More Day (Arista)	880
LEANN RIMES I Need You (Curb)	831
MARC ANTHONY You Sang To Me (Columbia)	790
BBMAK Back Here (Hollywood)	790
FAITH HILL The Way You Love Me (Warner Bros.)	736
CELINE DION That's The Way It Is (Epic)	672
PHIL COLLINS You'll Be In My Heart (Hollywood)	643
BRIAN MCKNIGHT Back At One (Motown/Universal)	641

### Indicator

#### Most Added

- CELINE DION A New Day Has Come (Epic)
- ENYA Wild Child (Reprise)
- MARC ANTHONY I Need You (Columbia)
- SHERYL CROW Soak Up The Sun (A&M/Interscope)
- CHRIS ISAAK Let Me Down Easy (Reprise)
- NATALIE IMBRUGLIA Wrong Impression (RCA)
- STACIA Get Sexy (Raystone)
- NO DOUBT Hey Baby (Interscope)
- PINK Get The Party Started (Arista)

## Reporters

WYJY/Albany, NY * OM: Michael Morgan PD: Chris Holmberg MD: Chad O'Hara MARC ANTHONY "Need" ENYA "Child"	WEBC/Bridgeport, CT * PD: Curtis Hanson MD: Danny Lyons MARC ANTHONY "Need"	WLQT/Dayton, OH * PD: Sandy Collins MD: Steven Scott No Adds	WLHT/Grand Rapids, MI * PD: Bill Bailey APD/MD: Mary Turner 4 CELINE DION "Day" ENYA "Child"	WLRQ/Melbourne, FL * PD: Jeff McKeel MD: Steve O'Brien 4 TINA MOORE "Till" CHRIS ISAAK "Easy" GLADYS KNIGHT "Time" MARILYN SCOTT "Don't"	WMGM/Rochester, NY * PD: John McCree MD: Terese Taylor No Adds	WYJY/Albany, NY * OM: Michael Morgan PD: Chris Holmberg MD: Chad O'Hara MARC ANTHONY "Need" ENYA "Child"	WEBC/Bridgeport, CT * PD: Curtis Hanson MD: Danny Lyons MARC ANTHONY "Need"	WLQT/Dayton, OH * PD: Sandy Collins MD: Steven Scott No Adds	WLHT/Grand Rapids, MI * PD: Bill Bailey APD/MD: Mary Turner 4 CELINE DION "Day" ENYA "Child"	WLRQ/Melbourne, FL * PD: Jeff McKeel MD: Steve O'Brien 4 TINA MOORE "Till" CHRIS ISAAK "Easy" GLADYS KNIGHT "Time" MARILYN SCOTT 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It's hard to believe that it's been two years since Celine Dion stepped out of the spotlight, but the reaction to her latest single has been really strong! Our Mix morning show, *Jeff & Anna*, debuted "A New Day Has Come" in Dallas last week.



It was amazing how our listeners latched on to it right away. I'm betting that any parent can easily relate to the lyrics. From a programming perspective, since we need some balance in terms of sound codes, another mainstream female pop song doesn't hurt. • Speaking of mainstream female pop songs, LeAnn Rimes' "Can't Fight the Moonlight" has been one of the great stories of tenacity. It's the little song that could. I think it's going to really keep picking up steam as we roll into the spring. It doesn't hurt that she's a hometown girl, either.

Special thanks to Brenda Romano, Chris Lopes, Scott Emerson and the folks at Interscope/Geffen/A&M for the invite to Sheryl Crow's performance last week at the El Rey Theater in Los Angeles to celebrate the singer's 40th birthday. Crow was incredible, as were guests Don Henley, Bonnie Raitt and Gwyneth Paltrow ... It's a great week for RCA as *The Calling* spend another week on top at Hot AC with "Wherever You Will Go." Meanwhile, the label's Natalie Imbruglia vaults 14-10\* with "Wrong Impression." ... John Mayer's top three Triple A hit "No Such Thing" (Aware/Columbia) debuts at 26\* at Hot AC ... Celine Dion is Most Added at AC — for a second time, we might point out — with "A New Day Has Come" (Epic). And a 21-12\* chart move ain't bad either.



— Kid Kelly, AC/Hot AC Editor

artist activity

ARTIST: **Trickside**  
 LABEL: **Wind-up**

By TANYA O'QUINN / ASSISTANT EDITOR



Trickside

People have always asked me what I really wanted to do in life, and I would always tell them the same thing: I want to be in a band with my brother," says Trickside's Jeff Mendelsohn. Dreams do come true.

David and Jeff Mendelsohn share a New York City apartment, but lately they've spent much of their time in a midtown Manhattan studio, working on their debut CD for Wind-up. The siblings known as Trickside have already released the single "Under You," and it's on radio across America. It seems listeners in such cities as Boston, Seattle, Austin and Chicago expressed interest in the tune, and radio programmers have obliged. Now caught in a musical whirlwind, the brothers have been working overtime to get their CD completed.

In fact, "Under You" garnered such intense interest that David and Jeff jumped into the studio as soon as they were signed. "It's been a blur, honestly. I feel like we might as well be sleeping in the studio. That's how hard we're working," confesses David.

It was the general public's requests for "Under You" that alerted radio programmers to the bubbling that was taking place for Trickside. That, in turn, caught the attention of record executives. Sought-after video director Marcos Siega (Papa Roach, Blink-182) shot the "Under

You" clip with the duo during a two-day break from the studio. Do you think Trickside are onto something explosive here? I think so.

How did the frenzy begin? It seems that some relaxation at Club Med in Huatulco, Mexico turned into an official gig for the guys. They sat outside and played songs, and vacationers crowded around to hear them. Once the head of the resort noticed a fan base was developing, he hired the Mendelsohns as the club band. They weren't paid for their performances, but they soon became local celebrities. Of course, everyone needs to hustle, and these musically gifted brothers paid their way to Club Med with money they earned singing in the subway by a New York Bloomingdale's.

But those subway listeners weren't paying for artistic talent alone. "Little old ladies from the Upper East Side would slip us \$20 because they thought we were cute," remembers older brother David.

Though their songwriting skills are impressive, it's the combination of Jeff's vocals and David's guitar-strumming that's gotten the attention of radio. Trickside have made a dynamic entry into the music industry, and the spark that "Under You" has ignited just may turn into a four-alarm fire once their debut CD is released.

TELL US WHAT YOU THINK!

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# R&R Hot AC Top 30

February 22, 2002

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LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	CALLING Wherever You Will Go (RCA)	3950	-18	402916	22	92/0
2	2	NICKELBACK How You Remind Me (Roadrunner/IDJMG)	3795	-24	376292	16	83/0
3	3	CREED My Sacrifice (Wind-up)	3209	-26	301744	15	82/1
4	4	JEWEL Standing Still (Atlantic)	3139	-24	320493	18	89/0
6	5	ALANIS MORISSETTE Hands Clean (Maverick/Reprise)	2690	+88	278056	6	89/0
5	6	FIVE FOR FIGHTING Superman (It's Not Easy) (Aware/Columbia)	2645	-167	256829	36	88/0
7	7	TRAIN Drops Of Jupiter (Tell Me) (Columbia)	2388	-52	232046	50	90/0
8	8	DAVE MATTHEWS BAND Everyday (RCA)	2029	+4	242646	13	68/1
9	9	LIFEHOUSE Hanging By A Moment (DreamWorks)	2006	+20	221059	51	89/0
14	10	NATALIE IMBRUGLIA Wrong Impression (RCA)	1900	+226	201330	5	84/5
10	11	LENNY KRAVITZ Dig In (Virgin)	1785	-144	165104	18	71/0
16	12	NO DOUBT Hey Baby (Interscope)	1767	+148	229608	7	56/2
11	13	STAINED It's Been Awhile (Flip/Elektra/EEG)	1750	-55	175995	32	68/0
12	14	U2 Stuck In A Moment... (Interscope)	1690	-74	181496	25	61/0
18	15	MICHELLE BRANCH All You Wanted (Maverick/WB)	1626	+125	144292	6	72/0
15	16	ENRIQUE IGLESIAS Hero (Interscope)	1524	-143	112531	17	52/0
19	17	LIFEHOUSE Breathing (DreamWorks)	1437	-22	104706	10	56/0
17	18	JOHN MELLENCAMP Peaceful World (Columbia)	1414	-117	174670	20	48/0
25	19	PUDDLE OF MUDD Blurry (Flawless/Geffen/Interscope)	1254	+273	92011	4	55/3
21	20	CHRIS ISAAK Let Me Down Easy (Reprise)	1231	+159	118711	4	75/2
22	21	LEANN RIMES Can't Fight The Moonlight (Curb)	1119	+18	110713	9	56/0
23	22	PINK Get The Party Started (Arista)	1096	+75	142111	7	28/0
20	23	ALICIA KEYS Fallin' (J)	1039	-94	103820	19	46/0
27	24	LINKIN PARK In The End (Warner Bros.)	829	+172	71613	2	22/3
26	25	DAKOTA MOON Looking For A Place To Land (Elektra/EEG)	756	-25	65908	6	40/1
Debut	26	JOHN MAYER No Such Thing (Aware/Columbia)	713	+232	101458	1	44/6
30	27	CHER Song For The Lonely (Warner Bros.)	583	-38	63132	3	35/0
Debut	28	DARREN HAYES Insatiable (Columbia)	575	+57	37862	1	35/0
Debut	29	EDDIE VEDDER You've Got To Hide Your... (V2)	571	+30	68719	1	32/5
Debut	30	SHAKIRA Whenever Wherever (Epic)	528	+61	89752	1	20/0

## Most Added®

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ARTIST TITLE LABEL(S)	ADDS
TRAIN She's On Fire (Columbia)	24
CELINE DION A New Day Has Come (Epic)	19
VANESSA CARLTON A Thousand Miles (A&M/Interscope)	18
SHERYL CROW Soak Up The Sun (A&M/Interscope)	16
DEFAULT Wasting My Time (TVT)	8
TANTRIC Mourning (Maverick/Reprise)	8
JOHN MAYER No Such Thing (Aware/Columbia)	6
311 Amber (Volcano)	6
NATALIE IMBRUGLIA Wrong Impression (RCA)	5
EDDIE VEDDER You've Got To Hide Your... (V2)	5
SMASH MOUTH Holiday In My Head (Hollywood/Interscope)	5

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
PUDDLE OF MUDD Blurry (Flawless/Geffen/Interscope)	+273
JOHN MAYER No Such Thing (Aware/Columbia)	+232
NATALIE IMBRUGLIA Wrong Impression (RCA)	+226
CELINE DION A New Day Has Come (Epic)	+223
SHERYL CROW Soak Up The Sun (A&M/Interscope)	+177
LINKIN PARK In The End (Warner Bros.)	+172
CHRIS ISAAK Let Me Down Easy (Reprise)	+159
NO DOUBT Hey Baby (Interscope)	+148
DEFAULT Wasting My Time (TVT)	+128
MICHELLE BRANCH All You Wanted (Maverick/WB)	+125

## Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
ENYA Only Time (Reprise)	1583
3 DOORS DOWN Be Like That (Republic/Universal)	1567
DAVE MATTHEWS BAND The Space Between (RCA)	1304
SUGAR RAY When It's Over (Lava/Atlantic)	1267
INCUBUS Drive (Immortal/Epic)	1256
DIDO Thankyou (Arista)	1133
MATCHBOX TWENTY If You're Gone (Lava/Atlantic)	1092
UNCLE KRACKER Follow Me (Top Dog/Lava/Atlantic)	1084
U2 Beautiful Day (Interscope)	864
LENNY KRAVITZ Again (Virgin)	862
SMASH MOUTH I'm A Believer (Interscope)	838
SANTANA F/ROB THOMAS Smooth (Arista)	828
MICHELLE BRANCH Everywhere (Maverick/WB)	744
VERTICAL HORIZON Everything You Want (RCA)	714
NELLY FURTADO I'm Like A Bird (DreamWorks)	704
MOBY F/GWEN STEFANI Southside (V2)	697

95 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 2/10/02-2/16/02. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 15 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from the Arbitron Company (copyright 2002, The Arbitron Company). (C) 2002, R&R, Inc.

## New & Active

**SENSE FIELD** Save Yourself (Nettwerk)

Total Plays: 521, Total Stations: 29, Adds: 1

**DEFAULT** Wasting My Time (TVT)

Total Plays: 452, Total Stations: 29, Adds: 8

**INCUBUS** I Wish You Were Here (Immortal/Epic)

Total Plays: 436, Total Stations: 13, Adds: 0

**PETE YORN** Strange Condition (Columbia)

Total Plays: 434, Total Stations: 31, Adds: 2

**NELLY FURTADO** ...On The Radio (Remember...) (DreamWorks)

Total Plays: 406, Total Stations: 30, Adds: 4

**REMY ZERO** Save Me (Elektra/EEG)

Total Plays: 336, Total Stations: 21, Adds: 1

**ELTON JOHN** This Train Don't Stop There... (Rocket/Universal)

Total Plays: 286, Total Stations: 30, Adds: 1

**CELINE DION** A New Day Has Come (Epic)

Total Plays: 284, Total Stations: 33, Adds: 19

**BEN FOLDS** Still Fighting It (Epic)

Total Plays: 215, Total Stations: 20, Adds: 2

**SMASH MOUTH** Holiday In My Head (Hollywood/Interscope)

Total Plays: 210, Total Stations: 23, Adds: 5

Songs ranked by total plays

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America's Best Testing Hot AC Songs 12+  
For The Week Ending 2/22/02.

Artist Title (Label)	TW	LW	Familiarity	Burn	TD	Familiarity	Burn
CALLING Wherever You Will Go (RCA)	4.31	4.36	93%	22%	4.32	92%	25%
LIFEHOUSE Breathing (DreamWorks)	4.23	4.26	78%	10%	4.30	80%	9%
NICKELBACK How You Remind Me (Roadrunner/IDJMG)	4.22	4.26	99%	42%	4.25	98%	41%
LINKIN PARK In The End (Warner Bros.)	4.22	4.34	89%	25%	4.22	88%	23%
PUDDLE OF MUDD Blurry (Flawless/Geffen/Interscope)	4.19	4.24	77%	12%	4.17	74%	12%
LIFEHOUSE Hanging By A Moment (DreamWorks)	4.17	4.16	98%	47%	4.25	99%	47%
3 DOORS DOWN Be Like That (Republic/Universal)	4.02	4.01	95%	37%	4.06	95%	38%
TRAIN Drops Of Jupiter (Tell Me) (Columbia)	3.93	3.94	98%	52%	3.92	98%	53%
FIVE FOR FIGHTING Superman (It's Not Easy) (Aware/Columbia)	3.93	3.95	95%	42%	3.82	95%	47%
TRAVIS Side (Independiente/Epic)	3.91	3.93	52%	8%	3.85	51%	10%
CRED My Sacrifice (Wind-up)	3.90	3.96	98%	40%	3.81	98%	42%
DAVE MATTHEWS BAND Everyday (RCA)	3.89	3.82	86%	24%	3.87	87%	28%
MICHELLE BRANCH All You Wanted (Maverick/WB)	3.85	3.95	69%	12%	3.73	71%	15%
JEWEL Standing Still (Atlantic)	3.79	3.86	94%	27%	3.74	96%	31%
ALANIS MORISSETTE Hands Clean (Maverick/Reprise)	3.77	3.80	76%	14%	3.77	82%	14%
STAIN'D It's Been Awhile (Flip/Elektra/EEG)	3.73	3.77	98%	58%	3.78	98%	57%
EDDIE VEDDER You've Got To Hide Your Love Away (V2)	3.70	3.81	44%	8%	3.63	48%	9%
U2 Stuck In A Moment You Can't Get Out Of (Interscope)	3.67	3.67	93%	38%	3.66	94%	39%
NATALIE IMBRUGLIA Wrong Impression (RCA)	3.67	3.69	58%	8%	3.60	62%	9%
LEANN RIMES Can't Fight The Moonlight (Curb)	3.65	3.68	79%	26%	3.68	79%	25%
JOHN MELLENCAMP Peaceful World (Columbia)	3.58	3.63	71%	27%	3.43	73%	29%
NO DOUBT Hey Baby (Interscope)	3.53	3.55	96%	41%	3.65	96%	38%
DAKOTA MOON Looking For A Place To Land (Elektra/EEG)	3.52	3.56	39%	9%	3.50	38%	9%
RYAN ADAMS New York, New York (Lost Highway/IDJMG)	3.50	3.48	66%	22%	3.35	67%	25%
CHRIS ISAAK Let Me Down Easy (Reprise)	3.47	-	35%	6%	3.50	37%	6%
LENNY KRAVITZ Dig In (Virgin)	3.31	3.26	93%	47%	3.18	93%	48%
ALICIA KEYS Fallin' (J)	3.29	3.29	94%	58%	3.43	93%	55%
ENYA Only Time (Reprise)	3.29	3.30	89%	49%	3.46	89%	45%
ENRIQUE IGLESIAS Hero (Interscope)	3.15	3.28	95%	58%	3.14	95%	57%
CHER Song For The Lonely (Warner Bros.)	2.87	2.95	45%	18%	2.89	46%	17%

Total sample size is 800 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.com is a registered trademark of RateTheMusic.com. The RTM system is available for local radio stations by calling 4818/377-5300. RateTheMusic.com data is provided by Mediabase Research, A Division of Premiere Radio Networks.

## Indicator

### Most Added®

- CELINE DION A New Day Has Come (Epic)
- SMASH MOUTH  
Holiday In My Head (Hollywood/Interscope)
- JOHN MAYER No Such Thing (Aware/Columbia)
- KYLIE MINOGUE  
Can't Get You Out Of My Head (Capitol)
- CHER Song For The Lonely (Warner Bros.)
- DAVE MATTHEWS BAND Everyday (RCA)
- NO DOUBT Hey Baby (Interscope)
- SENSE FIELD Save Yourself (Nettwerk)
- NELLY FURTADO  
...On The Radio (Remember...) (DreamWorks)
- VANESSA CARLTON  
A Thousand Miles (A&M/Interscope)
- SHERYL CROW Soak Up The Sun (A&M/Interscope)
- DEFAULT Wasting My Time (TVT)
- ENRIQUE IGLESIAS Escape (Interscope)
- INDIA.ARIE Video (Motown)
- R. KELLY The World's Greatest (Interscope/Jive)
- TANTRIC Mourning (Maverick/Reprise)
- EDDIE VEDDER You've Got To Hide Your... (V2)

## Reporters

<p><b>WKDD/Akron, OH *</b> PD: Keith Kennedy MD: Lynn Kelly 2 TRAIN "She's" DEFAULT "Wasting" LINKIN PARK "End" TRICKSIDE "Avalon"</p> <p><b>WRVE/Albany, NY *</b> PD: Randy McCarten 1 NATALIE IMBRUGLIA "Wrong" TRAIN "She's"</p> <p><b>KPEK/Albuquerque, NM *</b> OM: Bill May PD: Mike Parsons MD: Sheena APD: Jalimey Barreras 2 TRAIN "She's"</p> <p><b>KMXS/Anchorage, AK</b> PD: Roxie Lennox MD: Monica Thomas 11 JOHN MAYER "Such" SHERYL CROW "Soak" CELINE DION "Day"</p> <p><b>WKDE/Atlantic City, NJ *</b> PD/MD: Brad Carson 18 VANESSA CARLTON "Miles" 16 SHERYL CROW "Soak" 11 311 "Amber" 8 RES "Vision" 6 NELLY FURTADO "Radio"</p> <p><b>KAMX/Austin, TX *</b> PD: Jim Robinson MD: Clay Culver 311 "Amber" JACOB YOUNG "Good"</p> <p><b>KLLY/Bakersfield, CA *</b> PD: E.J. Tyler APD: Erik Fox VANESSA CARLTON "Miles" TRAIN "She's"</p> <p><b>WWMX/Baltimore, MD *</b> VP/Prog: Bill Pesna PD: Steve Horz MD: Ryan Sampson No Adds</p> <p><b>WLTB/Binghamton, NY</b> GM/MD: Steve Glensky PD: Dana Potter APD: Tejay Schwartz CELINE DION "Day" VANESSA CARLTON "Miles" TANTRIC "Mourning"</p> <p><b>WMLJ/Birmingham, AL *</b> PD/MD: John Stuart NATALIE IMBRUGLIA "Wrong"</p> <p><b>WBMX/Boston, MA *</b> VP/Prog: Greg Strassell MD: Mike Mulaney 8 SHERYL CROW "Soak" 6 PINK "Don't" 4 VANESSA CARLTON "Miles" TRAIN "She's"</p>	<p><b>WTSS/Buttalo, NY *</b> PD: Sue O'Neil MD: Robin Lucas BRITNEY SPEARS "Gimme" SHERYL CROW "Soak" EDDIE VEDDER "Hide"</p> <p><b>WZKL/Canton, OH *</b> Interim PD: Taylor Morgan CELINE DION "Day" NELLY FURTADO "Radio" TRAIN "She's" EDDIE VEDDER "Hide"</p> <p><b>WMT/Cedar Rapids, IA</b> PD/MD: Erin Bristol SMASH MOUTH "Head" CELINE DION "Day" ENRIQUE IGLESIAS "Escape"</p> <p><b>WALC/Charleston, SC *</b> PD/MD: Ryan Walker VANESSA CARLTON "Miles"</p> <p><b>WLNK/Charlotte, NC *</b> OM: Tom Jackson PD: Neal Sharpe APD: Chris Allen CELINE DION "Day"</p> <p><b>WTKM/Chicago, IL *</b> Sta. Mgr.: Barry James APD: Mary Ellen Kachinski CELINE DION "Day"</p> <p><b>WKRQ/Cincinnati, OH *</b> OM: Chuck Finney PD: Tommy Frank APD: Grover Collins MD: Brian Douglas SHERYL CROW "Soak" CHRIS ISAAK "Easy" ELTON JOHN "Train"</p> <p><b>WVMX/Cincinnati, OH *</b> PD: Steve Bender MD: Storm Bennett 11 CELINE DION "Day" 1 NATALIE IMBRUGLIA "Wrong"</p> <p><b>WVMX/Cleveland, OH *</b> PD: Dave Popovich MD: Jay Hudson 1 SHERYL CROW "Soak" MICK JAGGER "Paradise"</p> <p><b>WQAL/Cleveland, OH *</b> PD: Allan Fee MD: Rebecca Wilde 23 CELINE DION "Day" 22 VANESSA CARLTON "Miles" JOHN MAYER "Such" M2M "Everything"</p> <p><b>WKVU/Colorado Springs, CO *</b> PD: Kevin Calahan APD/MD: Andy Carlisle 2 TRAIN "She's" SMASH MOUTH "Head" TANTRIC "Mourning" TRICKSIDE "Avalon"</p> <p><b>WVMI/Colorado Springs, CO *</b> PD: Kevin Calahan APD/MD: Andy Carlisle 2 TRAIN "She's" SMASH MOUTH "Head" TANTRIC "Mourning" TRICKSIDE "Avalon"</p>	<p><b>WBNS/Columbus, OH *</b> PD: Jeff Balentine MD: Robin Cole 12 JOHN MAYER "Such" SHERYL CROW "Soak" EDDIE VEDDER "Hide"</p> <p><b>WCGQ/Columbus, GA</b> PD/MD: Al Haynes 20 INDIA.ARIE "Video" 20 NELLY FURTADO "Radio" 20 NO DOUBT "Baby" 5 KYLIE MINOGUE "Can't" 5 CELINE DION "Day" SMASH MOUTH "Head"</p> <p><b>KDMX/Dallas-Ft. Worth, TX *</b> PD: Pat McMahon MD: Lisa Thomas 1 CHRIS ISAAK "Easy"</p> <p><b>WDAQ/Danbury, CT</b> PD: Bill Trotta MD: Sharon Kelly 15 CELINE DION "Day" 8 KYLIE MINOGUE "Can't"</p> <p><b>WMMX/Dayton, OH *</b> PD: Jeff Stevens MD: Shaun Vincent 10 CELINE DION "Day"</p> <p><b>KALC/Denver-Boulder, CO *</b> OM: Mike Stern APD/MD: Kozman PUDDLE OF MUDD "Blurry"</p> <p><b>KIMN/Denver-Boulder, CO *</b> PD: Ron Harrel APD/MD: Michael Gifford No Adds</p> <p><b>KSTZ/Des Moines, IA *</b> OM/MD: Jim Schaefer SHERYL CROW "Soak" CELINE DION "Day" JOHN MAYER "Such"</p> <p><b>WDVD/Detroit, MI *</b> PD: Tom O'Brien APD: Rob Hazelton MD: Ann Delisi 2 DEFAULT "Wasting" 1 TRAIN "She's"</p> <p><b>WVMI/Dayton, OH *</b> PD: Phil Thomas 21 R. KELLY "Gradest" EDDIE VEDDER "Hide" JOHN MAYER "Such" DEFAULT "Wasting"</p> <p><b>WVMI/Dayton, OH *</b> PD: Phil Thomas 21 R. KELLY "Gradest" EDDIE VEDDER "Hide" JOHN MAYER "Such" DEFAULT "Wasting"</p> <p><b>WVMI/Dayton, OH *</b> PD: Phil Thomas 21 R. KELLY "Gradest" EDDIE VEDDER "Hide" JOHN MAYER "Such" DEFAULT "Wasting"</p>	<p><b>KSII/El Paso, TX *</b> OM/MD: Courtney Nelson APD/MD: Eli Molano 1 SMASH MOUTH "Head"</p> <p><b>WINK/Ft. Myers, FL *</b> PD/MD: Bob Gissinger MD: Boomer TANTRIC "Mourning"</p> <p><b>WMEE/Ft. Wayne, IN *</b> PD: John O'Rourke MD: Dave Craig 18 CELINE DION "Day"</p> <p><b>KALZ/Fresno, CA *</b> PD: E. Curtis Johnson MD: Lisa Thomas 311 "Amber" VANESSA CARLTON "Miles" TRAIN "She's"</p> <p><b>KVSR/Fresno, CA *</b> PD: Mike Yeager APD: Andy Wintford No Adds</p> <p><b>WWTI/Grand Rapids, MI *</b> PD/MD: Jeff Andrews APD: Ken Evans CELINE DION "Day" TRAIN "She's"</p> <p><b>WKSJ/Greensboro, NC *</b> PD: Stephen Williams No Adds</p> <p><b>WIKZ/Hagerstown, MD</b> PD: Rick Alexander MD: Jeff Roteman DAVE MATTHEWS BAND "Everyday"</p> <p><b>WTIC/Hartford, CT *</b> PD: Steve Salsbery APD/MD: Jeannine Jersey 1 TRAIN "She's" RES "Vision"</p> <p><b>WVMT/Hartford, CT *</b> PD: Steve Salsbery APD/MD: Jeannine Jersey 1 TRAIN "She's" RES "Vision"</p> <p><b>WVMT/Hartford, CT *</b> PD: Steve Salsbery APD/MD: Jeannine Jersey 1 TRAIN "She's" RES "Vision"</p> <p><b>WVMT/Hartford, CT *</b> PD: Steve Salsbery APD/MD: Jeannine Jersey 1 TRAIN "She's" RES "Vision"</p>	<p><b>KRBZ/Kansas City, KS *</b> PD: Valerie Knight MD: Todd Violette 22 VANESSA CARLTON "Miles" 21 NATALIE IMBRUGLIA "Wrong" 2 NO DOUBT "Baby" 1 RES "Vision" SCORILLAZ "19-2000" P.D. "Youth" PINK "Don't"</p> <p><b>KMXB/Las Vegas, NV *</b> PD: Duncan Payton APD: Charese Fruge No Adds</p> <p><b>WMLX/Lexington-Fayette, KY *</b> PD: Jill Meyer No Adds</p> <p><b>KURB/Little Rock, AR *</b> PD: Randy Cain APD: Aaron Anthony 12 CELINE DION "Day" VANESSA CARLTON "Miles" PETE YORN "Strange"</p> <p><b>KBIG/Los Angeles, CA *</b> PD: Jhani Kaye APD/MD: Robert Archer ENRIQUE IGLESIAS "Escape"</p> <p><b>KYSR/Los Angeles, CA *</b> PD: John Ivey APD/MD: Chris Patyk 24 VANESSA CARLTON "Miles" 16 SHERYL CROW "Soak" 16 ZERO 7 "Destiny"</p> <p><b>WMBZ/Memphis, TN *</b> OM: Jerry Dean PD/MD: Kramer 2 DEFAULT "Wasting" VANESSA CARLTON "Miles"</p> <p><b>WVMT/Memphis, TN *</b> OM/MD: Steve Kelly MD: Jill Bucco TRICKSIDE "Avalon"</p> <p><b>WKTI/Milwaukee, WI *</b> OM: Rick Beicher PD: Bob Walker CELINE DION "Day"</p> <p><b>WVMT/Milwaukee, WI *</b> PD: Marc Sherman APD/MD: Mark Richards No Adds</p> <p><b>KSTP/Minneapolis, MN *</b> OM: Leighton Peck MD: Jim Floen No Adds</p> <p><b>KOSO/Modesto, CA *</b> PD: Max Miller MD: Donna Miller No Adds</p>	<p><b>WHTG/Monmouth-Ocean, NJ *</b> PD: Darrin Smith MD: Brian Zanyor 16 TRAIN "She's" 16 STARSAILOR "Good" 13 JACK JOHNSON "Take" 9 311 "Amber" SENSE FIELD "Save" UNWRITTEN LAW "Red"</p> <p><b>WVLM/Monmouth-Ocean, NJ *</b> APD/MD: Chaz Henderson No Adds</p> <p><b>KCDU/Monterey-Salinas, CA *</b> PD/MD: Mike Scott APD: Maveerick 2 TRAIN "She's" DEFAULT "Wasting" CELINE DION "Day" TANTRIC "Mourning"</p> <p><b>WKZN/New Orleans, LA *</b> PD: Steve Suter KID ROCK "Faith" JOHN MAYER "Such" TANTRIC "Mourning" TRAIN "She's" JACOB YOUNG "Good"</p> <p><b>WPLJ/New York, NY *</b> VP/Prog.: Tom Cuddy PD: Scott Shannon MD: Tony Mascaro 12 EDDIE VEDDER "Hide" 2 SHERYL CROW "Soak" CELINE DION "Day"</p> <p><b>WPTF/Norfolk, VA *</b> PD: Steve McKay 5 DEFAULT "Wasting" 1 TRAIN "She's" EDDIE VEDDER "Hide"</p> <p><b>KYIS/Oklahoma City, OK *</b> OM: Chris Baker PD/MD: Ray Kalusa No Adds</p> <p><b>KSRZ/Omaha, NE *</b> PD: Erik Johnson MD: Dave Swan No Adds</p> <p><b>WOMX/Orlando, FL *</b> VP/Prog.: John Roberts APD: Jeff Cushman MD: Laura Francis No Adds</p> <p><b>KBBY/Oxnard-Ventura, CA *</b> OM/MD: Mark Elliott MD: Darren McPeake SHERYL CROW "Soak"</p> <p><b>WLCE/Philadelphia, PA *</b> PD: Brian Bridgman MD: Danny Wright No Adds</p>	<p><b>WMWX/Philadelphia, PA *</b> PD: Chris Ebbott APD/MD: Amy Navarro 14 JOHN MAYER "Such" 1 SHERYL CROW "Soak" VANESSA CARLTON "Miles"</p> <p><b>KMXP/Phoenix, AZ *</b> PD: Ron Price MD: Trent Edwards 10 TANTRIC "Mourning" TRAIN "She's"</p> <p><b>WZPT/Pittsburgh, PA *</b> PD: Keith Clark APD/MD: Jonny Hartwell No Adds</p> <p><b>WVMT/Portland, ME</b> PD: Randi Kirschbaum APD/MD: Ethan Minton SENSE FIELD "Save"</p> <p><b>KRSK/Portland, OR *</b> PD: Dan Persigehl MD: Sheryl Stewart 31 LINKIN PARK "End" 6 TANTRIC "Mourning" PUDDLE OF MUDD "Blurry"</p> <p><b>KSTE/Portland, OR *</b> PD: Michael Storm APD/MD: Larry Thompson 14 JIMMY EAT WORLD "Middle" BRN FOLDS "Still" ULTRAPUL "Lose" EDDIE VEDDER "Hide"</p> <p><b>WSNE/Providence, RI *</b> PD: Bill Hess MD: Gary Truist 1 CELINE DION "Day" 1 NELLY FURTADO "Radio"</p> <p><b>WRAL/Raleigh-Durham, NC *</b> OM/MD: Joe Wade Formicola MD: Jim Kelly No Adds</p> <p><b>WRFY/Reading, PA *</b> PD/MD: Al Burke 1 TRAIN "She's" VANESSA CARLTON "Miles" NATALIE IMBRUGLIA "Wrong" ULTRAPUL "Lose" TANTRIC "Mourning"</p> <p><b>KLCA/Reno, NV *</b> PD: Carlos Campos MD: Gina Hart 20 LINKIN PARK "End" 18 P.D. "Youth" 13 TRAIN "She's"</p> <p><b>KNEV/Reno, NV *</b> PD: Camy Ferreri MD: Bill Shakespeare VANESSA CARLTON "Miles" CELINE DION "Day" TRAIN "She's" PETE YORN "Strange"</p>	<p><b>KNVQ/Reno, NV *</b> PD: Panama SMASH MOUTH "Head" SHERYL CROW "Soak" 311 "Amber" TRICKSIDE "Avalon"</p> <p><b>WMBX/Richmond, VA *</b> PD: Tim Baldwin SHERYL CROW "Soak" JOHN MAYER "Such"</p> <p><b>WVOR/Rochester, NY *</b> PD: Dave LaFrois MD: Joe Bonacci VANESSA CARLTON "Miles"</p> <p><b>KZSO/Sacramento, CA *</b> Dir./Prog.: Mark Evans PD: Alar Oda APD: Jim Matthews 7 SHERYL CROW "Soak" 1 TRAIN "She's"</p> <p><b>KYKY/St. Louis, MO *</b> PD: Smokey Rivers APD/MD: Greg Hewitt No Adds</p> <p><b>WVFR/St. Louis, MO *</b> OM: Jeff Kagugi Interim PD: John Stewart 1 TRAIN "She's" DEFAULT "Wasting" ANKRA MOA "Youthful"</p> <p><b>KBFE/Salt Lake City, UT *</b> PD: Rusty Keys No Adds</p> <p><b>KOMB/Salt Lake City, UT *</b> OM: Alan Hague PD: Mike Nelson APD/MD: J.J. Riley CELINE DION "Day" PUDDLE OF MUDD "Blurry" TANTRIC "Mourning"</p> <p><b>KFMB/San Diego, CA *</b> VP/GM/MD: Tracy Johnson APD: Jen Sewell 8 KYLIE MINOGUE "Can't" 8 SHERYL CROW "Soak"</p> <p><b>KLLC/San Francisco, CA *</b> PD: John Peake MD: Julie Stoeckel No Adds</p> <p><b>KEZR/San Jose, CA *</b> PD: Jim Murphy APD/MD: Michael Martinez 8 SHERYL CROW "Soak" 5 VANESSA CARLTON "Miles" REMY ZERO "Save"</p>	<p><b>KZPT/Tucson, AZ *</b> PD: Carey Edwards MD: Leslie Lois 1 TRAIN "She's"</p> <p><b>WRDX/Washington, DC *</b> Dir./Prog.: Steve Kosbau MD: Carol Parker CREED "Scarside"</p> <p><b>WWZZ/Washington, DC *</b> PD: Mike Edwards APD/MD: Sean Sellers No Adds</p> <p><b>WJGW/West Palm Beach, FL *</b> OM/MD: John O'Donnell APD/MD: Jeff Clarke CELINE DION "Day" KYLIE MINOGUE "Can't" TRAIN "She's"</p> <p><b>WRFM/West Palm Beach, FL *</b> PD: Russ Morley DAVE BREWSTER MARC ANTHONY "Need" SMASH MOUTH "Head"</p> <p><b>WXLW/Worcester, MA *</b> OM/MD: Mark Edwards PD/MD: Chase Murphy CELINE DION "Day"</p> <p><b>WVXX/Youngstown-Warren, OH *</b> OM/MD: Dan Rivers MD: Mark French CELINE DION "Day" SMASH MOUTH "Head"</p>
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**\* Monitored Reporters**  
105 Total Reporters  
95 Total Monitored  
10 Total Indicator  
9 Current Indicator Playlists

**Note: WKRQ/Cincinnati, OH moves from CHR/Pop to Hot AC.**  
**Did Not Report, Playlist Frozen (1):**  
KRUZ/Santa Barbara, CA

# Hot AC Playlists

**MARKET #1**  
**WPLJ/New York**  
 ABC  
 (212) 613-8900  
 Cuddy/Shannon/Mascaro  
 12+ Cumulative 2,256,300



PLAYS	ARTIST/TITLE	GI (000)
47	46 LIFEHOUSE/Hanging By A Moment	40848
43	45 ALANIS MORISSETTE/Hands Clean	39960
47	45 CREED/My Sacrifice	39960
44	45 CALLING/Wherever You Will Go	39960
44	44 NO DOUBT/Hey Baby	39772
44	44 JOHN MELLENCAMP/Peaceful World	39072
49	43 NICKELBACK/How You Remind Me	38184
46	42 U2/Stuck In A Moment...	37296
28	28 SHAKIRA/Whenever Wherever	24664
28	27 TRAIN/Drops Of Jupiter...	23976
24	27 LENNY KRAVITZ/Dig In	23976
23	27 LEANN RIMES/Can't Fight...	23976
25	26 DAVE MATTHEWS BAND/Everyday	23088
25	25 PINK/Get The Party...	22200
24	24 MATCHBOX TWENTY/Last Beautiful...	21312
24	23 DAVE MATTHEWS BAND/The Space Between	20424
16	20 STAIN'D/It's Been Awhile	17760
15	20 JOHN MAYER/No Such Thing	17760
19	18 NATALIE IMBRUGLIA/Wrong Impression	15984
19	17 MICHELLE BRANCH/All You Wanted	15096
9	16 3 DOORS DOWN/Be Like That	14208
15	15 ALICIA KEYS/Fallin'	13320
8	14 U2/Beautiful Day	12432
13	14 CHER/SONG For The Lonely	12432
9	13 ELTON JOHN/This Train Don't...	11544
10	12 THE CORRS/Breathless	10656
12	12 ENYA/Only Time	10656
1	12 a EDDIE VEDDER/You've Got To...	10656
12	12 NELLY FURTADO/In Like A Bird	10656

**MARKET #2**  
**KBIG/Los Angeles**  
 Clear Channel  
 (818) 546-1043  
 Kaye/Archer  
 12+ Cumulative 1,140,200



PLAYS	ARTIST/TITLE	GI (000)
29	30 FIVE FOR FIGHTING/Supernatural (It's...)	14760
27	29 SHAKIRA/Whenever Wherever	14268
30	28 PINK/Get The Party...	13776
27	27 LEANN RIMES/Can't Fight...	13784
23	25 JEWEL/Standing Still	12300
16	18 ENRIQUE IGLESIAS/Hero	8856
16	17 ALICIA KEYS/Fallin'	8364
12	17 NATALIE IMBRUGLIA/Wrong Impression	8364
16	15 BACKSTREET BOYS/Drowning	7872
15	15 SUGAR RAY/When It's Over	7380
15	15 EVAN AND JARON/The Distance	7380
15	15 JENNIFER LOPEZ/If I Had My Love	7380
16	15 CHER/Song For The Lonely	7380
15	14 EVE 6/Here's To The Night	6888
10	11 JENNIFER LOPEZ/Love Don't Cost...	5412
9	10 SANTANA F/ROB THOMAS/Smooth	4920
10	10 CELINE DION/That's The Way It Is	4920
10	10 FAITH HILL/The Way You Love Me	4920
10	10 JENNIFER LOPEZ/If I Had My Love	4920
10	10 SAVAGE GARDEN/I Knew I Loved You	4920
10	10 'N SYNC/It's Gonna Be Me	4920
9	10 MARC ANTHONY/I Need To Know	4920
10	10 BACKSTREET BOYS/What I Think I Want	4920
8	10 LENNY KRAVITZ/Again	4920
11	10 JANET/Someone To Call...	4920
9	10 BRIAN MCKNIGHT/Back At One	4920
8	9 MARC ANTHONY/You Sang To Me	4428
1	9 DIDD/Thankyou	4428
19	9 EVAN AND JARON/Crazy For This Girl	4428
9	9 LEANN RIMES/I Need You	4428

**MARKET #3**  
**KYSR/Los Angeles**  
 Clear Channel  
 (818) 955-7000  
 Ivey/Patyk  
 12+ Cumulative 1,265,300



PLAYS	ARTIST/TITLE	GI (000)
42	83 NO DOUBT/Hey Baby	46563
45	45 NO DOUBT/Hey Baby	45441
79	77 CALLING/Wherever You Will Go	43197
78	76 NICKELBACK/How You Remind Me	42836
61	40 LINKIN PARK/In The End	42075
36	39 FIVE FOR FIGHTING/Supernatural (It's...)	21879
23	28 NATALIE IMBRUGLIA/Wrong Impression	21318
38	37 PETE DINKlage/Strange Condition	20757
66	36 CREED/My Sacrifice	20196
31	33 EDDIE VEDDER/You've Got To...	18513
37	31 JOHN MAYER/No Such Thing	17391
33	30 ALANIS MORISSETTE/Hands Clean	16830
19	25 U2/Beautiful Day	14025
21	25 U2/Stuck In A Moment...	14025
7	24 a VANESSA CARLTON/A Thousand Miles	13464
16	22 DEFAULT/Wasting My Time	12342
20	21 STROKES/Last Nite	11781
21	21 LEWIS W/DURST/Outside	11781
21	20 MICHELLE BRANCH/All You Wanted	11220
25	19 STAIN'D/It's Been Awhile	10659
10	18 JACK JOHNSON/Pile Up	10098
18	18 PUDDLE OF MUDD/Blurry	10098
17	18 TRAVIS/Side	9537
30	17 COLDFPLAY/Trouble	9537
21	16 COLDFPLAY/You're Gonna	8976
15	15 SHERYL CROW/Soak Up The Sun	8976
12	15 a ZERO 7/Destiny	8976
16	15 CHRIS ISAAK/Let Me Down Easy	8415
18	15 DAVE MATTHEWS BAND/The Space Between	8415

**MARKET #3**  
**WTMX/Chicago**  
 Bonneville  
 (312) 946-1019  
 Kachinske  
 12+ Cumulative 874,000



PLAYS	ARTIST/TITLE	GI (000)
48	48 DAVE MATTHEWS BAND/Everyday	20016
43	45 NO DOUBT/Hey Baby	18705
46	44 ALANIS MORISSETTE/Hands Clean	18348
44	44 CAKE/Short Skirt/Long...	18348
45	39 JEWEL/Standing Still	16263
41	39 JOHN MELLENCAMP/Peaceful World	16263
45	38 CALLING/Wherever You Will Go	15846
39	38 U2/Stuck In A Moment...	15846
39	36 TRAVIS/Side	15012
27	30 BETTER THAN EZRA/Extra Ordinary	12510
29	30 BEN FOLDS/Still Fighting It	12510
29	29 NATALIE IMBRUGLIA/Wrong Impression	12093
42	27 BLUES TRAVELER/Back In The Day	11259
29	26 TRAVIS/She's On Fire	10842
27	24 JOHN MAYER/No Such Thing	10008
23	23 MICHELLE BRANCH/Everywhere	9591
23	23 FIVE FOR FIGHTING/Supernatural (It's...)	9591
18	23 LENNY KRAVITZ/Dig In	9174
22	22 RYAN ADAMS/New York, New York	9174
18	19 LIFEHOUSE/Hanging By A Moment	9078
15	19 NICK JAGGER/Visions Of Paradise	7923
14	19 STAIN'D/It's Been Awhile	7923
19	19 INCUBUS/Drive	7923
24	18 DAKOTA MOON/Looking For...	7506
18	18 LIFEHOUSE/Breathing	7506
15	16 TRAIN/Drops Of Jupiter...	6672
16	16 3 DOORS DOWN/Be Like That	6672
15	15 CHRIS ISAAK/Let Me Down Easy	6255
17	15 SUGAR RAY/When It's Over	6255
14	14 NICKELBACK/How You Remind Me	5838

**MARKET #4**  
**KLLC/San Francisco**  
 Infinity  
 (415) 765-4000  
 Peake/Stoeckel  
 12+ Cumulative 616,700



PLAYS	ARTIST/TITLE	GI (000)
49	58 CREED/My Sacrifice	12006
56	55 PINK/Get The Party...	11385
57	55 NICKELBACK/How You Remind Me	11385
56	55 CALLING/Wherever You Will Go	11385
54	53 ALICIA KEYS/Fallin'	10971
37	39 JEWEL/Standing Still	8073
38	38 ALANIS MORISSETTE/Hands Clean	7666
34	35 NO DOUBT/Hey Baby	7245
38	35 FIVE FOR FIGHTING/Supernatural (It's...)	7245
31	35 NELY FURTADO/Turn Off The Light	7245
36	35 DAVE MATTHEWS BAND/Everyday	7245
28	34 TRAIN/Drops Of Jupiter...	7038
31	34 U2/Stuck In A Moment...	7038
44	33 STAIN'D/It's Been Awhile	6831
31	31 NATALIE IMBRUGLIA/Wrong Impression	6417
35	31 THOMAS F/ROB THOMAS/Smooth	6417
14	23 TRAVIS/Side	4554
33	22 COLDFPLAY/Trouble	4144
30	20 MICHELLE BRANCH/All You Wanted	4144
18	18 LINKIN PARK/In The End	3726
12	16 JOHN MAYER/No Such Thing	3312
26	16 CHER/Song For The Lonely	3312
16	16 ENYA/Only Time	3312
15	15 MADONNA/Don't Tell Me	3105
5	15 MATCHBOX TWENTY/You're Gonna	3105
17	14 CHRIS ISAAK/Let Me Down Easy	2898
15	13 LIFEHOUSE/Hanging By A Moment	2691
14	12 MOBY F/GWEN STEFANI/Southside	2484
11	11 VERTICAL HORIZON/Everything You Want	2277
11	11 DAVE MATTHEWS BAND/The Space Between	2277

**MARKET #5**  
**KDMX/Dallas-Ft. Worth**  
 Clear Channel  
 (972) 991-1029  
 McMahon/Thomas  
 12+ Cumulative 435,500



PLAYS	ARTIST/TITLE	GI (000)
35	36 NICKELBACK/How You Remind Me	7128
37	34 CALLING/Wherever You Will Go	6732
33	33 STAIN'D/It's Been Awhile	6534
28	33 LIFEHOUSE/Hanging By A Moment	6534
26	24 ENYA/Only Time	5148
26	26 SMASH MOUTH/It's A Believer	5148
26	26 TRAIN/Drops Of Jupiter...	5148
27	26 INCUBUS/Drive	5148
24	25 SUGAR RAY/When It's Over	4950
16	22 ENRIQUE IGLESIAS/Hero	4356
7	21 AEROSMITH/Jaded	4158
15	14 CREED/My Sacrifice	2772
14	14 3 DOORS DOWN/Be Like That	2772
12	12 NATALIE IMBRUGLIA/Wrong Impression	2376
12	12 ALANIS MORISSETTE/Hands Clean	2376
12	12 LEANN RIMES/Can't Fight...	2376
10	9 JACOB VONG/Life Is Good	1782
5	9 THE CORRS/Breathless	1782
6	9 RYAN ADAMS/New York, New York	1782
6	9 EVAN AND JARON/Crazy For This Girl	1782
1	8 CELINE DION/A New Day Has Come	1584
7	7 MADONNA/Don't Tell Me	1386
4	7 MATCHBOX TWENTY/Bent	1386
3	7 STING/Desert Rose	1188
4	6 CREED/With Arms Wide Open	1188
4	6 DIDD/Thankyou	1188
5	5 FASTBALL/Out Of My Head	990
7	5 VERTICAL HORIZON/You're A God	990
5	5 NELLY FURTADO/In Like A Bird	990
5	5 SANTANA F/ROB THOMAS/Smooth	990

**MARKET #6**  
**WLCE/Philadelphia**  
 Clear Channel  
 (610) 668-0750  
 Bridgman/Wright  
 12+ Cumulative 556,000



PLAYS	ARTIST/TITLE	GI (000)
43	41 SMASH MOUTH/It's A Believer	8733
41	39 TRAIN/Drops Of Jupiter...	8307
38	38 NICKELBACK/How You Remind Me	8094
32	38 UNCLE KRACKER/Follow Me	8094
35	35 CALLING/Wherever You Will Go	7455
41	34 FIVE FOR FIGHTING/Supernatural (It's...)	7242
33	33 SUGAR RAY/When It's Over	7029
30	30 LIFEHOUSE/Hanging By A Moment	6390
17	29 MATCHBOX TWENTY/You're Gonna	6177
25	25 CREED/My Sacrifice	5325
24	23 DAVE MATTHEWS BAND/The Space Between	4899
25	21 JEWEL/Standing Still	4473
16	20 LENNY KRAVITZ/Dig In	4260
1	18 LIFEHOUSE/Breathing	3834
15	16 DIDD/Thankyou	3048
12	14 SANTANA F/ROB THOMAS/Smooth	2982
14	14 STAIN'D/It's Been Awhile	2982
22	12 NATALIE IMBRUGLIA/Wrong Impression	2556
12	12 3 DOORS DOWN/Kryptonite	2556
13	12 LENNY KRAVITZ/Again	2556
13	12 VERTICAL HORIZON/Everything You Want	2556
8	12 INCUBUS/Drive	2556
10	10 MATCHBOX TWENTY/Bent	2130
7	10 CREED/Higher	2130
12	9 CREED/With Arms Wide Open	1917
6	9 SMASH MOUTH/It's A Believer	1491
7	9 SARAH McLACHLAN/Will Remember You	1491
5	6 ELTON JOHN/This Train Don't...	1278
2	6 TRAIN/Meet Virginia	1065

**MARKET #6**  
**WMWX/Philadelphia**  
 Greater Media  
 (610) 771-0933  
 Ebbott/Navarro  
 12+ Cumulative N/A



PLAYS	ARTIST/TITLE	GI (000)
66	66 CREED/My Sacrifice	0
57	55 NICKELBACK/How You Remind Me	0
68	62 CALLING/Wherever You Will Go	0
62	61 FIVE FOR FIGHTING/Supernatural (It's...)	0
59	60 3 DOORS DOWN/Be Like That	0
62	58 DAVE MATTHEWS BAND/The Space Between	0
44	43 BETTER THAN EZRA/Extra Ordinary	0
42	42 EVE 6/Here's To The Night	0
46	41 FUEL/Bad Day	0
32	40 PUDDLE OF MUDD/Blurry	0
44	40 PINK/Get The Party...	0
33	38 JOHN MELLENCAMP/Peaceful World	0
36	38 LENNY KRAVITZ/Dig In	0
29	36 LIFEHOUSE/Breathing	0
33	36 NATALIE IMBRUGLIA/Wrong Impression	0
42	34 ALANIS MORISSETTE/Hands Clean	0
9	28 JEWEL/Standing Still	0
23	23 DAVE MATTHEWS BAND/Everyday	0
23	23 SENSE FIELD/Save Yourself	0
43	22 STAIN'D/It's Been Awhile	0
21	22 CHRIS ISAAK/Let Me Down Easy	0
23	21 TRAIN/Drops Of Jupiter...	0
23	21 LENNY KRAVITZ/Again	0
23	21 LIFEHOUSE/Hanging By A Moment	0
21	21 MADONNA/Don't Tell Me	0
21	21 MATCHBOX TWENTY/You're Gonna	0
12	20 SUGAR RAY/Durs	0
22	20 MATCHBOX TWENTY/Bent	0
21	19 MOBY F/GWEN STEFANI/Southside	0

**MARKET #7**  
**WRQX/Washington, DC**  
 ABC  
 (202) 686-3100  
 Kosbau/Parker  
 12+ Cumulative 568,000



PLAYS	ARTIST/TITLE	GI (000)
35	37 FIVE FOR FIGHTING/Supernatural (It's...)	10878
36	37 CALLING/Wherever You Will Go	10878
38	37 LIFEHOUSE/Hanging By A Moment	10878
37	36 TRAIN/Drops Of Jupiter...	10584
35	35 DAVE MATTHEWS BAND/The Space Between	10290
20	23 ENRIQUE IGLESIAS/Hero	6762
22	22 LENNY KRAVITZ/Dig In	6468
23	22 JEWEL/Standing Still	6468
24	21 U2/Stuck In A Moment...	6174
21	21 ENYA/Only Time	6174
21	21 ALANIS MORISSETTE/Hands Clean	6174
3	21 NATALIE IMBRUGLIA/Wrong Impression	6174
20	20 SMASH MOUTH/It's A Believer	5880
23	20 MATCHBOX TWENTY/You're Gonna	5880
20	19 NICKELBACK/How You Remind Me	5586
11	17 EVE 6/Here's To The Night	4998
17	16 DAVE MATTHEWS BAND/Everyday	4704
14	14 EVERCLEAR/Wonderful	4116
14	14 BARENAKED LADIES/Pinch Me	4116
13	14 NELLY FURTADO/In Like A Bird	4116
13	13 CREED/With Arms Wide Open	3822
13	13 COUNTING CROWS/Hangin'around	3822
13	13 NINE DAYS/Absolutely	3822
12	12 UNCLE KRACKER/Follow Me	3528
12	12 DIDD/Thankyou	3234
9	10 THE CORRS/Breathless	2940
8	10 STAIN'D/It's Been Awhile	2940
10	10 STING/Desert Rose	2940
10	10 L'ENSLAVE/My Sunshine	2940
9	10 THIRD EYE BLIND/Never Let You Go	2940

**MARKET #7**  
**WWZZ/Washington, DC**  
 Bonneville  
 (703) 522-1041  
 Edwards/Sellers  
 12+ Cumulative 617,700



PLAYS	ARTIST/TITLE	GI (000)
48	48 CALLING/Wherever You Will Go	10388
47	47 CREED/My Sacrifice	9964
47	47 NICKELBACK/How You Remind Me	9964
46	46 DAVE MATTHEWS BAND/The Space Between	9752
34	44 STAIN'D/It's Been Awhile	9328
49	39 JEWEL/Standing Still	8268
33	38 TRAIN/Drops Of Jupiter...	8056
35	37 3 DOORS DOWN/Be Like That	7844
31	35 COLDFPLAY/Trouble	7420
33	33 LIFEHOUSE/Hanging By A Moment	6920
23	31 FIVE FOR FIGHTING/Supernatural (It's...)	6148
31	30 DAVE MATTHEWS BAND/Everyday	6360
29	29 PUDDLE OF MUDD/Blurry	6148
29	29 DAVE MATTHEWS BAND/Hands Clean	5936
26	28 ALANIS MORISSETTE/Hands Clean	5936
27	27 REMY ZERO/Save Me	5724
28	28 LIFEHOUSE/Breathing	5724
16	22 ENYA/Only Time	

## CAROL ARCHER

archer@rronline.com



# The Concord Records Story

■ Glen Barros reveals how it all went down

**W**ith nearly 900 titles in its catalog and a diverse current artist roster, Concord Records is a formidable presence in the world of jazz and has been since its founding nearly 30 years ago. This week, Concord President **Glen Barros** traces the label's evolution.

In the 1960s Carl Jefferson owned the eighth-largest Lincoln-Mercury dealership in America, in suburban Concord, CA in the eastern San Francisco Bay Area. Jefferson was also a huge jazz fan and a mover and a shaker on the local scene; he made history when he presented the first Concord Jazz Festival in 1969.

At 1973's festival, musicians Joe Pass and Herb Ellis lamented the fact that they couldn't get recording deals. Jefferson was intrigued and asked what it would take to make a record. They said, "You put up the money. We sell at gigs; you sell to whoever you can." Jefferson thought it sounded like fun, and he agreed.

Ellis and Pass, along with Ray Brown and Jake Hanna, recorded Concord's first release. When Capitol passed on the project, Jefferson lined up national distributors himself, and Concord Records came into being.

## Passing The Baton

Word of the new jazz label spread. It wasn't long before Dave Brubeck, Stan Getz, Carmen McRae, Rosemary Clooney and neo-swing sax player Scott Hamilton jumped aboard Concord's burgeoning roster. When the gas crisis of the late-'70s put a dent in car sales, especially those of cruisers like Lincolns, Jefferson sold the dealership to focus full-time on his passion for recording jazz.

Jefferson's health diminished as he battled emphysema in the early '90s. This prompted his decision to sell the label. Jefferson didn't want to sell Concord to a major or a company interested only in the catalog, but to one that would continue his vision. Numerous suitors came to call, but it wasn't until 1994 that Jefferson found the right match.

Barros remembers, "I worked for Alliance Entertainment at the time, which had amassed a couple of independent distributors and the three largest one-stops in the country. It was looking for proprietary product to put through that chain. I'd been hired to build a label group, and the first label I looked at was Concord. Originally, I was a musician, and I'd been a big fan of Concord.

"We closed on the label at the end

of 1994. Carl was to stay on for a couple of years, but he was diagnosed with terminal cancer. He was supposed to have some time, but he died a month later. During that month he asked me if I would step down from Alliance and run the label.

"He had flown to New York to get his family affairs in order and to do a session with Hal Alden and Jimmy Bruno. He called one night from the hospital in St. Helena, CA, where he had been sent via Med-Evac, to say that he had to know my answer. I flew from New York and spent a few hours with him on what turned out to be his last day of consciousness.

"He wanted to know that the company was going to be looked after. When I said yes, there was a peace in him, knowing that his affairs were in order. I got the sense that he had had a blast and that his legacy would be that this little thing he started would turn into an important label. I told him that he had built something beautiful that was beyond reproach and that I wanted to turn it into a real business and build upon the foundation to really make a statement. He was happy this was something that could be achieved for posterity."

**"An instrumental jazz artist may not have the same ultimate potential as an R&B artist, but that doesn't mean there isn't a real growth curve that can be achieved."**

## Continuing The Vision

"Coming to California to run Concord was a very personal thing," Barros continues. "It wasn't just a business decision. In my very first meeting with Carl, when I'd tried to buy the company for Alliance, I came

away from dinner feeling as though I'd asked for his daughter's hand in marriage, because it wasn't so much a discussion of what he would get as much as 'State your intentions, young man.'

"I wanted to build out the infrastructure and expand upon what was in place. When I arrived, Concord was churning out 55 new records a year without marketing and sales functions. I would have to update administration and accounting, which, to a large extent, were manual.

"Then, I wanted to expand musically. Carl had always been into traditional pop, with artists like Rosemary Clooney, and I wanted to get into different forms of jazz, including the popular forms, like smooth jazz, R&B and adult contemporary.

"We made a lot of progress toward that until 1997, when Alliance, like a lot of the industry, got itself into financial problems and filed for Chapter 11 protection. We were not part of its core distribution business, so we became part of its debt-reduction package. They put Concord on the block. We thought it would be a quick process, but it turned out to be two years before we were successful in finding investors who would back us in continuing the vision.

"Act III Communications, a partnership between Norman Lear and Hal Gaba, bought Concord. We knew Hal before the sale occurred, because he is a friend of the drummer Greg Field, who's done some production work for us. Hal was our champion in all this. He understood our vision and took the idea to Norman, who thought Concord was something we could all do together."

## Back On Track

"They bought the company and put us back on track with the resources to do what we thought we could do and to expand into most of the genres that we wanted to be in," Barros continues. "The common denominator has been to work with great, self-fulfilling artists — ones with purpose and vision. Our job is to nurture that and give them a platform. Whether it's AC or traditional jazz, it's the same approach. Our responsibility is to figure out how to bring that record to the greatest possible audience.

"The company is divided into musical parts by different label names. Concord Jazz is our original



"America's tenor," Manhattan Records artist NYPD officer Daniel Rodriguez, donated the first installment check from the proceeds from his single "God Bless America" to NYPD First Deputy Commissioner George Grasso at a ceremony at New York's Lure restaurant. Proceeds benefit the Twin Towers Fund. Seen here sharing the moment are (l-r) Manhattan Records VP/co-GM Arif Mardin, Capitol President/Jazz & Classics Bruce Lundvall, Manhattan VP/co-GM Ian Ralfini, Grasso, Rodriguez and producer and manager Tom Scott.

mainstream jazz label. The second label that we formed back in the '70s was Concord Picante, a Latin imprint formed for Cal Tjader. It's a fabulous collection of artists.

"Peak Records is a joint venture with Andi Howard and Russ Freeman for contemporary jazz and R&B. We wanted to be in that business, and our idea was to partner with people who understood it better than we did. I'm thrilled at how well Peak has done. We've got half a dozen records out there, and two of them got Grammy nominations. That's very gratifying.

**"Our job as an industry is to aim at the kids 12-18 whose taste is forming and show them how exciting jazz can be."**

"We also have Stretch Records, an earlier joint venture with Chick Corea, who has been so successful at identifying new jazz musicians who went on to have great recording careers of their own.

"Playboy Records isn't necessarily a different musical direction, because it may encompass all of them, but it acknowledges the fact that the Playboy organization has been a major supporter of jazz since its inception. The very first issue of *Playboy* had an article on The Dorsey Brothers, and, if you trace the evolution of *Playboy* and jazz, it's staggering.

"In 1959 they put on their first festival, which looked like Ken Burns' *Jazz* special, with Louis Armstrong, Miles, Ella — everybody. The joint venture with *Playboy* was really to say, 'Look, we've got to make jazz hip.' Education is great, but it's got to be a visceral thing, where kids and young adults think that jazz is hip and want to get

into it. *Playboy* is a trendsetter. The idea is to show that jazz has been part of *Playboy* since Day One."

## Making It New

Concord's business model allows the label to remain committed to developing less commercial artists. "We use the bigger sellers and the catalog to generate cash flow that is reinvested in new artists in all genres," Barros says. "It's different orders of magnitude. An instrumental jazz artist may not have the same ultimate potential as an R&B artist, but that doesn't mean there isn't a real growth curve that can be achieved.

"We look to grow Concord not just by increasing the size of our roster or our catalog, but also by seeing growth within each of those artists. The problem today, of course, is that it is getting increasingly more difficult to make sense of the market at any of these levels.

"The new audience for jazz has to come out of an organic process. We did a study last summer that looked at the top 15 best-selling catalog artists whose main body of work was pre-1970 compared to those whose main body of work was post-1970. Pre-1970 was Miles Davis, post-1970 was Herbie Hancock. But the scary part is that the ratio of sales was three-to-one old to new. After Ken Burns, it went to four-to-one.

"It's harder to develop younger artists, because consumers have the whole history of jazz to choose from. They go to see the greatest performers of today, but because they can't see the classic pre-1970s artists live, they buy their records instead. What we learned is that, when faced with a decision of what to buy, if you're into jazz, you feel obligated to have a collection that includes all the greats of yesterday.

"Our job as an industry is to aim at the kids 12-18 whose taste is forming and show them how exciting jazz can be. The next generation should check out Miles, of course, but, to get into jazz, they don't have to start at the beginning. Jazz has to be living and current. That must happen, or we'll continue to see a diminishing market."

# R&R Smooth Jazz Top 30

February 22, 2002

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
2	1	BRIAN CULBERTSON All About You (Atlantic)	866	-7	113428	16	42/1
3	2	CHUCK LOEB Pocket Change (Shanachie)	866	+15	114306	16	41/0
4	3	CHRIS BOTTI Streets Ahead (Columbia)	776	+4	94209	22	39/0
1	4	BONEY JAMES See What I'm Sayin' (Warner Bros.)	717	-167	100129	19	40/0
6	5	LARRY CARLTON Deep Into It (Warner Bros.)	667	-1	78282	14	41/0
7	6	MARC ANTOINE On The Strip (GRP/VMG)	661	+110	84372	10	41/1
5	7	PETER WHITE Turn It Out (Columbia)	609	-153	89033	25	33/0
10	8	DAVID BENOIT Snap! (GRP/VMG)	572	+52	77614	6	43/1
9	9	LEE RITENOUR W/GERALD ALBRIGHT Jammin' (GRP/VMG)	533	-2	74510	9	41/0
8	10	SADE Lovers Rock (Epic)	528	-21	54903	15	36/0
11	11	JEFF LORBER Ain't Nobody (Samson/Gold Circle)	491	-20	60953	29	30/0
12	12	DIANA KRALL The Look Of Love (Verve/VMG)	468	+5	61803	20	33/1
13	13	PIECES OF A DREAM Night Vision (Heads Up)	452	+3	56048	10	36/0
14	14	GREGG KARUKAS Night Shift (N-Coded)	423	+9	45483	12	37/0
15	15	DAVE KOZ Beneath The Moonlit Sky (Capitol)	388	-11	48278	12	33/1
16	16	FISHBELLY BLACK Ven A Gozar (Rhythm & Groove/Q)	386	+7	40694	8	31/0
17	17	JIMMY SOMMERS Lowdown (Higher Octave)	379	+51	68822	4	34/2
22	18	ALFONZO BLACKWELL Funky Shuffle (Shanachie)	305	+33	38499	8	28/3
21	19	STING Fragile (A&M/Interscope)	293	+12	24449	8	19/1
23	20	KIRK WHALUM I Try (Warner Bros.)	292	+37	59897	4	27/2
19	21	ALICIA KEYS Fallin' (J)	280	-13	43507	8	22/3
20	22	MICHAEL MCDONALD To Make A Miracle (MCA)	277	-12	18242	14	19/0
26	23	SPYRO GYRA Feelin' Fine (Heads Up)	241	+24	22866	5	23/2
24	24	BONA FIDE Club Charles (N-Coded)	234	+5	40942	6	19/0
25	25	MARILYN SCOTT Don't Let Love Get Away (Prana)	197	-24	6565	13	14/0
27	26	ERIC MARIENTHAL Lefty's Lounge (Peak)	183	-18	32802	6	20/5
18	27	BOZ SCAGGS Payday (Virgin)	182	-133	12268	20	14/0
<b>Debut</b>	28	JEFF GOLUB Cut The Cake (GRP/VMG)	177	+145	43055	1	23/9
<b>Debut</b>	29	EVERETTE HARP F/BRIAN BROMBERG Rock With You (Native Language)	144	+73	20756	1	14/2
<b>Debut</b>	30	ENYA Only Time (Reprise)	138	+27	10784	1	9/0

44 Smooth Jazz reporters. Songs ranked by total plays for the airplay week of 2/10/02-2/16/02. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the most stations is placed first. Songs below No. 15 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from the Arbitron Company (copyright 2002, The Arbitron Company). (C) 2002, R&R, Inc.

## New & Active

**KEVIN TONEY** Passion Dance (Shanachie)  
Total Plays: 130, Total Stations: 15, Adds: 2

**PAMELA WILLIAMS** Lifeline (Fome/Red Ink)  
Total Plays: 121, Total Stations: 14, Adds: 4

**WAYMAN TISDALE** Love Play (Atlantic)  
Total Plays: 119, Total Stations: 8, Adds: 0

**OLETA ADAMS** All The Love (Pioneer Music Group)  
Total Plays: 115, Total Stations: 9, Adds: 2

**WALTER BEASLEY** Good Times (Shanachie)  
Total Plays: 111, Total Stations: 13, Adds: 1

**JIM WILSON** Can't Find My Way Home (Hillsboro)  
Total Plays: 91, Total Stations: 12, Adds: 3

**CELINE DION** A New Day Has Come (Epic)  
Total Plays: 86, Total Stations: 11, Adds: 7

**SHILTS** Your Place Or Mine (Higher Octave)  
Total Plays: 83, Total Stations: 5, Adds: 0

**BOZ SCAGGS** Miss Riddle (Virgin)  
Total Plays: 80, Total Stations: 7, Adds: 1

**DAVID LANZ** That Smile (Decca)  
Total Plays: 74, Total Stations: 10, Adds: 2

Songs ranked by total plays

## Most Added

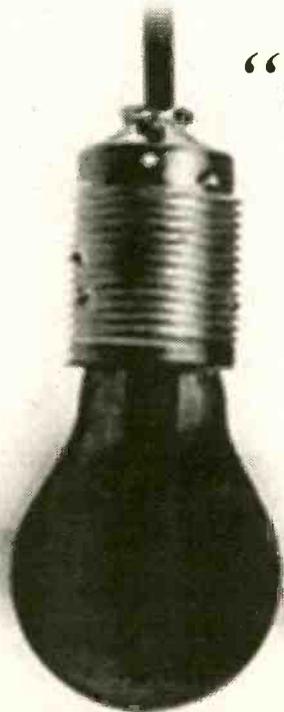
ARTIST TITLE LABEL(S)	ADDS
JEFF GOLUB Cut The Cake (GRP/VMG)	9
CELINE DION A New Day Has Come (Epic)	7
ERIC MARIENTHAL Lefty's Lounge (Peak)	5
PAMELA WILLIAMS Lifeline (Fome/Red Ink)	4
ALFONZO BLACKWELL Funky Shuffle (Shanachie)	3
ALICIA KEYS Fallin' (J)	3
JIM WILSON Can't Find My Way Home (Hillsboro)	3
RICHARD ELLIOT Shotgun (GRP/VMG)	3

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
JEFF GOLUB Cut The Cake (GRP/VMG)	+145
MARC ANTOINE On The Strip (GRP/VMG)	+110
CELINE DION A New Day Has Come (Epic)	+76
E. HARP F/B. BROMBERG Rock... (Native Language)	+73
DAVID BENOIT Snap! (GRP/VMG)	+52
JIMMY SOMMERS Lowdown (Higher Octave)	+51
BOZ SCAGGS Miss Riddle (Virgin)	+44
PAMELA WILLIAMS Lifeline (Fome/Red Ink)	+42
DAVID LANZ That Smile (Decca)	+41
KIRK WHALUM I Try (Warner Bros.)	+37

## Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
JOYCE COOLING Mm-Mm Good (GRP/VMG)	330
RUSS FREEMAN East River Drive (Q/Atlantic)	320
GERALD VEASLEY Do I Do (Heads Up)	302
RICHARD ELLIOT Crush (GRP/VMG)	235
KIM WATERS Until Dawn (Shanachie)	232
FATTBURGER Evil Ways (Shanachie)	188
EUGE GROOVE Sneak A Peek (Warner Bros.)	159
STEVE COLE From The Start (Atlantic)	158
RICK BRAUN Use Me (Warner Bros.)	134
URBAN KNIGHTS High Heel Sneakers (Narada)	91
FREDDIE RAVEL Sunny Side Up (GRP/VMG)	72
WAYMAN TISDALE Can't Hide Love (Atlantic)	69
DIDO Thankyou (Arista)	68
RIPPINGTONS Caribbean Breeze (Peak)	60
J. KASHIWA Hyde Park ("Ah, Oooh" Song) (Native Language)	56
JEFF KASHIWA Around The World (Native Language)	55
WILL DOWNING Is This Love (GRP/VMG)	53
ACOUSTIC ALCHEMY Wish You Were Near (Higher Octave)	52
PIECES OF A DREAM R U Ready (Heads Up)	49
WALTER BEASLEY Comin' At Cha (Shanachie)	46



“Opportunity is missed by most people because it is dressed in overalls and looks like work.” —Thomas Edison

Michele Clark Promotion  
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818-223-8888

## ON THE RECORD

WITH **Ben Casey**  
PD/MD, WEIB/Springfield, MA



We're playing the Everette Harp-Brian Bromberg "Rock With You" track with the vocals. It's a nice tune that stays close to the original, but without the words. Everybody does Michael Jackson instrumentals, but this track has something refreshing. With Brian in the mix, there's a new twist to the song. • Just about everything Everette Harp does, we play it. We've got his stuff in our recurrent and oldies categories, and he's become one of the staple saxes on the station. He's a mainstay, like Sade is as a vocalist. It may hit home for a lot of programmers once they hear it at the Smooth Jazz Awards in March. In fact, for those who haven't added it yet, I bet they'll go back after the awards and add it after the fact. • For listeners who are novices to this format, it gives them something familiar that they can connect with immediately. Before you know it, they're listening to other tunes. I often program a cover tune to attract those who say, "I don't listen to Smooth Jazz." When they hear a remake of a song they like or have known for a lifetime, it makes an impact. Listening to some of the new and creative stuff becomes rather easy to them after that. You have to provide some type of entree to those listeners. I want to draw in new listeners and show them that this sound is not what they may have thought; it's much better.

**B**rian Culbertson's "All About You" (Atlantic) takes the top slot this week — deservedly so, because it's a fantastic record — but it is tied with another outstanding track, **Chuck Loeb's** "Pocket Change" (Shanachie), which also earns 866 plays. But one more station is playing Culbertson than Loeb, and the total number of stations on a track is our first criterion for breaking a tie in Smooth Jazz. • At 6\*, **Marc Antoine's** "On the Strip" (GRP/VMG) continues its dramatic ascent. No. 1 Most Increased with +110 plays, Antoine was added by KJCD/Denver and is already getting 28 plays at KTWW (The Wave)/Los Angeles, 27 on KWJZ/Seattle, 22 on KYOT/Phoenix and 20 at WNUA/Chicago. Only two reporters — KIFM/San Diego and KCIY/Kansas City — are not on this in-pocket track. • **Jeff Golub's** "Cut the Cake" (GRP/VMG) earns No. 1 Most Added for the second consecutive week and debuts at 28\*. New adds include WVMV/Detroit, KYOT, KWJZ, KCIY and KJCD. • With five new adds, among them those at KYOT, KCIY and KSSJ/Sacramento, **Eric Marienthal's** "Lefty's Lounge" (Peak) is third Most Added. Early believers demonstrate their confidence with heavy airplay, including 26 plays on KWJZ and 20 at The Wave. • **Pamela Williams' "Lifeline"** (Red Ink) continues to spread, with four new adds this week, including WSJT/Tampa and KMGQ/Santa Barbara, CA. • A previous No. 1 track at several other formats — Urban AC, CHR/Pop, CHR/Rhythmic and Urban — **Alicia Keys' classic "Fallin'"** (J) is now receiving airplay on half of our SJ reporting stations. This week KJCD, KSSJ and KJZY/Sacramento join the pack.

## Smooth Jazz ON THE RADIO

— Carol Archer, Smooth Jazz Editor

## Reporters

Stations and their adds listed alphabetically by market

<b>WZMR/Albany, NY</b> PD: Patrick Ryan MD: Pete Logan 10 DIANA KRALL "Look" 1 RICHARD ELLIOT "Shotgun" BRIAN CULBERTSON "About"	<b>WSMJ/Knoxville, TN</b> PD/MD: Tom Miller 5 BARRY MANILOW "Hear"	<b>WSSM/St. Louis, MO</b> DM: Mark Edwards PD: David Myers 1 ERICA "Child" DAVID LANZ "Smile" HARP F/BROMBERG "Rock"
<b>KRQS/Albuquerque, NM</b> PD: Paul Lavoie MD: Jeff Young STEVE COLE "Intro" URBAN K'NIGHTS "Message" WALTER BEASLEY "Good" RICHARD ELLIOT "Shotgun" KEN NAVARRO "Fire"	<b>KOAS/Las Vegas, NV</b> PD/MD: Erik Foxx CELINE DION "Day"	<b>KBZN/Salt Lake City, UT</b> PD/MD: Rob Riesen BOZ SCAGGS "Riddle" JEFF GOLUB "Cake"
<b>KNIK/Anchorage, AK</b> DM: Aaron Wallender PD: J. J. Michaels MD: Jennifer Summers No Adds	<b>KTWW/Los Angeles, CA</b> PD: Chris Brodie APD/MD: Ralph Stewart No Adds	<b>KIFM/San Diego, CA</b> PD: Mike Vasquez APD/MD: Kelly Cole No Adds
<b>WJZZ/Atlanta, GA</b> PD/MD: Nick Francis No Adds	<b>WJZN/Memphis, TN</b> PD: Norm Miller CELINE DION "Day" JIM WILSON "Find"	<b>KKSF/San Francisco, CA</b> PD: Paul Goldstein APD/MD: Samantha Weidmann 2 FREDDIE RAVEL "Conversa" 1 ALFONZO BLACKWELL "Shuffle" 1 JIM WILSON "Find"
<b>KSMJ/Bakersfield, CA</b> PD/MD: Chris Townshend JEFF GOLUB "Cake"	<b>WLVE/Miami, FL</b> PD: Rich McMillan No Adds	<b>KMGQ/Santa Barbara, CA</b> PD: Mark De Anda APD/MD: Steve Bauer PAMELA WILLIAMS "Lifeline"
<b>WNUA/Chicago, IL</b> PD: Bob Kaake APD/MD: Carl Anderson PETER WHITE "Buena"	<b>WJZI/Milwaukee, WI</b> DM/MD: Chris Moreau ERIC MARIENTHAL "Lefty's"	<b>KJZY/Santa Rosa, CA</b> PD: Gordon Zlot APD/MD: Rob Singleton 2 ALICIA KEYS "Fallin'"
<b>WNWV/Cleveland, OH</b> PD/MD: Bernie Kimble 5 CELINE DION "Day"	<b>KSBR/Mission Viejo, CA</b> DM/MD: Terry Wedel MD: Logan Parris No Adds	<b>KWJZ/Seattle-Tacoma, WA</b> PD: Carol Handley MD: Dianna Rose JEFF GOLUB "Cake"
<b>WJZA/Columbus, OH</b> DM/MD: Bill Harman APD: Gary Woller BARRY MANILOW "Hear"	<b>KRVR/Modesto, CA</b> PD: Jim Bryan MD: Doug Wulff CELINE DION "Day" MARK DOUTY "Heart" DAVID LANZ "Smile" SOJOURN "Jim"	<b>WEIB/Springfield, MA</b> PD: Ben Casey MD: Darrel Cutting 12 NOAMI "Call" 11 GLADYS KNIGHT "Time" SEAN FRANKS "Perfect"
<b>KOAI/Dallas-Ft. Worth, TX</b> PD: Maxine Todd APD/MD: Bret Michael No Adds	<b>WQCD/New York, NY</b> DM: John Mullen PD/MD: Charley Connolly No Adds	<b>WSJT/Tampa, FL</b> DM/MD: Ross Block MD: Kathy Curtis JEFF GOLUB "Cake" SPYRO GYRA "Feelin" KIRK WHALUM "Try" PAMELA WILLIAMS "Lifeline" JIMMY SOMMERS "Lowdown"
<b>KJCD/Denver-Boulder, CO</b> PD: Steve Williams MD: Marty Lentz MARC ANTOINE "Strip" JEFF GOLUB "Cake" JIM WILSON "Find" ALICIA KEYS "Fallin'"	<b>WJCD/Norfolk, VA</b> MD: Larry Hollowell 7 RUFFINGTONS "Caribbean" 7 PIECES OF A DREAM "Ready" 7 ERIC MARIENTHAL "Venice" 6 BRIAN CULBERTSON "Get" 1 RITENDOUR/DORISIN "Stand"	<b>WJZW/Washington, DC</b> PD/MD: Kenny King JIMMY SOMMERS "Lowdown"
<b>KVJZ/Des Moines, IA</b> PD: Mike Blakemore MD: Becky Taylor ALFONZO BLACKWELL "Shuffle"	<b>WJZ/Philadelphia, PA</b> DM: Anne Gress PD: Michael Tozzi MD: Joe Proke No Adds	<b>KWSJ/Wichita, KS</b> PD: Ron Allen MD: Patrick Murphy No Adds
<b>WMMV/Detroit, MI</b> PD: Tom Sleeker MD: Sandy Kovach 6 JEFF GOLUB "Cake"	<b>KYOT/Phoenix, AZ</b> PD: Shaun Holly APD/MD: Greg Morgan	<b>JRN/(Jones NAC)/National</b> PD: Steve Hibbard MD: Cheri Marquart OLETA ADAMS "Love"
<b>KUJZ/Eugene, OR</b> PD: Chris Crowley PAMELA WILLIAMS "Lifeline"	<b>KEZL/Fresno, CA</b> PD/MD: J. Weidenheimer KEVIN TONEY "Passion" ERIC MARIENTHAL "Lefty's"	<b>44 Total Reporters</b> <b>43 Current Playlist</b>
<b>WYJZ/Indianapolis, IN</b> PD/MD: Carl Frye CELINE DION "Day"	<b>WJZV/Richmond, VA</b> DM/MD: Tommy Fleming OLETA ADAMS "Love" JEFF GOLUB "Cake" KIRK WHALUM "Try" HARP F/BROMBERG "Rock" KEVIN TONEY "Passion"	<b>44 Total Indicator</b>
<b>KCIY/Kansas City, MO</b> PD: Mark Edwards MD: Michelle Chase ERIC MARIENTHAL "Lefty's" JEFF GOLUB "Cake"	<b>KSSJ/Sacramento, CA</b> PD: Lee Hanson APD: Ken Jones 14 CELINE DION "Day" ERIC MARIENTHAL "Lefty's" ALICIA KEYS "Fallin'"	<b>Did Not Report For Two Consecutive Weeks Data Not Used (1):</b> WLOQ/Orlando, FL



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# Smooth Jazz Playlists

**MARKET #1**

**WQCD/New York**  
EmmIs  
(212) 352-1019  
Connolly  
12+ Cume 1,618,200



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
24	24	BONEY JAMES/See What I'm Sayin'	23400
24	24	CHUCK LOEB/Pocket Change	23400
24	24	JIMMY SOMMERS/Lowdown	23400
24	23	BOBA FIDE/Club Charies	22425
24	23	CHRIS BOTTI/Streets Ahead	22425
24	23	BRIAN CULBERTSON/All About You	22425
24	22	RITENOUR WALBRIGHT/Jammin'	21450
18	12	LARRY CARLTON/Deep Into It	17550
17	18	KIRK WHALUM/Try	17550
17	17	HARP F/BROMBERG/Rock With You	16575
16	17	ALFONZO BLACKWELL/Funky Shuffle	16575
-	12	JEFF GOLUB/Cut The Cake	11700
-	9	ANDREW WARD/Make You Fall In...	8775
-	8	SPECIAL FX/Two Hearts	7800
6	8	FISHBELLY BLACK/Ven A Gozar	7800
7	7	GREGG KARUKAS/Night Shift	6825
7	7	BRIAN JACKSON/Gotta Play	6825
7	7	KEVIN TONEY/Passion Dance	6825
7	7	WALTER BEASLEY/Good Times	6825
7	7	MARC ANTOINE/On The Strip	6825
7	6	DAVID BENOIT/Snap!	5850
7	6	PAUL TAYLOR/Hypnotic	5850
7	6	SPYRO GYRA/Feel'n Fine	5850
7	6	DAVE KOZ/Beneath...	5850
16	6	ERIC MARIENTHAL/Lethy's Lounge	5850

**MARKET #2**

**KTWW/Los Angeles**  
Infinity  
(310) 840-7180  
Brode/Stewart  
12+ Cume 966,100



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
25	28	KIRK WHALUM/Try	16996
26	28	MARC ANTOINE/On The Strip	16996
26	25	JEFF LORBER/Ain't Nobody	15175
26	25	JIMMY SOMMERS/Lowdown	15175
24	25	RICK BRAUN/Use Me	14568
26	24	PETER WHITE/Turn It Out	12747
17	21	BRIAN CULBERTSON/All About You	12140
15	20	WAYMAN TISDALE/Love Play	12140
16	20	ERIC MARIENTHAL/Lethy's Lounge	12140
16	20	DAVID BENOIT/Snap!	12140
21	19	CHUCK LOEB/Pocket Change	11533
19	19	LARRY CARLTON/Deep Into It	11533
18	18	BONEY JAMES/See What I'm Sayin'	10926
17	18	BONA FIDE/Club Charies	10926
13	17	RITENOUR WALBRIGHT/Jammin'	10319
16	17	JOYCE COOLING/Mm-Mm Good	10319
10	15	JEFF GOLUB/Cut The Cake	9105
13	14	ALICIA KEYS/Fallin'	8498
11	13	DIANA KRALL/The Look Of Love	7891
14	13	STING/Fragile	7891
16	13	DIDD/Thankyou	7891
11	13	SADE/Lovers Rock	6877
13	11	SADE/Lovers Rock	6877
11	8	BOZ SCAGGS/Miss Riddle	4856
8	7	JIM WILSON/Can't Find My...	4249

**MARKET #3**

**WNUA/Chicago**  
Clear Channel  
(312) 645-5550  
Kaake/Anderson  
12+ Cume 800,300



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
25	26	PIECES OF A DREAM/Night Vision	13832
20	24	CHUCK LOEB/Pocket Change	12768
25	24	WARREN HILL/Sax In The City	12768
22	24	STEVE COLE/From The Start	12768
18	21	JIMMY SOMMERS/Lowdown	11172
19	20	DAVID BENOIT/Snap!	10640
17	20	MARC ANTOINE/On The Strip	10640
17	19	BONA FIDE/Club Charies	10108
10	18	RICHARD ELLIOT/Still Sweet On You	9576
11	13	DIANA KRALL/The Look Of Love	6916
-	13	DIDD/Thankyou	6916
13	12	LUTHER VANDROSS/Bring Your Heart	6384
10	12	SADE/Lovers Rock	6384
9	11	BONEY JAMES/RPM	5852
9	11	JEFF GOLUB/Cut The Cake	5852
8	11	FISHBELLY BLACK/Ven A Gozar	5852
18	10	PETER WHITE/Turn It Out	5320
13	10	ALICIA KEYS/Fallin'	5320
9	10	DOWN TO THE BONE/Bridgeport Boogie	5320
11	7	URBAN KNIGHTS/High Heat Sneakers	3724
-	7	RITENOUR WALBRIGHT/Jammin'	3724
-	7	PETER WHITE/Bueno Funk	0

**MARKET #4**

**KKSF/San Francisco**  
Clear Channel  
(415) 975-5555  
Goldstein/Weidmann  
12+ Cume 587,900



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
23	27	RICHARD ELLIOT/Crush	9585
22	25	SHILTS/Your Place Or Mine	8875
22	25	GREGG KARUKAS/Night Shift	8875
22	24	GERALD VEASLEY/Do I Do	8520
22	24	EUGE GROOVE/Sneak A Peek	8520
22	24	RUSS FREEMAN/East River Drive	8520
8	16	PETER WHITE/Who's That Lady?	5680
10	16	BLAKE AARON/Overjoyed	5680
13	15	ERIC MARIENTHAL/Lethy's Lounge	5325
11	15	JIMMY REID/Cool Vibe	5325
11	14	MARC ANTOINE/On The Strip	4970
13	14	BONEY JAMES/See What I'm Sayin'	4970
12	14	DAVE KOZ/Beneath...	4970
10	14	JOYCE COOLING/Mm-Mm Good	4970
11	13	CHRIS BOTTI/Streets Ahead	4615
11	13	DAVID BENOIT/Snap!	4615
12	13	LARRY CARLTON/Deep Into It	4260
11	12	KIRK WHALUM/Try	4260
9	12	BRIAN CULBERTSON/All About You	3905
8	11	JEFF LORBER/Ain't Nobody	3905
8	11	PETER WHITE/Turn It Out	3905
6	10	SADE/Lovers Rock	3550
7	10	BRIAN CULBERTSON/All About You	3550
7	10	DIANA KRALL/The Look Of Love	2485
7	6	HIL ST. SOUL/Until You Come...	2130
-	2	FREDDIE RAVEL/Conversations	710
-	1	ALFONZO BLACKWELL/Funky Shuffle	355
-	1	JIM WILSON/Can't Find My...	355

**MARKET #5**

**KOAI/Dallas-Ft. Worth**  
Infinity  
(214) 630-3011  
Todd/Michael  
12+ Cume 356,500



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
28	29	BONEY JAMES/See What I'm Sayin'	6351
29	29	PETER WHITE/Turn It Out	6351
27	29	FATBURGER/Evil Ways	6351
28	29	BRIAN CULBERTSON/All About You	6351
28	27	JEFF LORBER/Ain't Nobody	5913
25	28	GERALD VEASLEY/Do I Do	5475
18	25	DIANA KRALL/The Look Of Love	5475
18	25	SADE/Lovers Rock	3942
12	13	PIECES OF A DREAM/Night Vision	2847
12	12	RICK BRAUN/Use Me	2628
12	12	CHRIS BOTTI/Streets Ahead	2628
12	12	MARC ANTOINE/On The Strip	2628
12	12	GREGG KARUKAS/Night Shift	2628
12	12	WAYMAN TISDALE/Love Play	2628
12	12	JAYMAM TISDALE's Taken Over	2628
12	12	RITENOUR WALBRIGHT/Jammin'	2628
12	12	KIRK WHALUM/Try	2628
12	11	DAVID BENOIT/Snap!	2409
12	11	ALFONZO BLACKWELL/Funky Shuffle	2409
9	9	HIL ST. SOUL/Until You Come...	1971
9	9	SADE/Your Side	1971
9	9	JEFF GOLUB/Cut The Cake	1971
-	4	JOSEPH VINCELLI/Stop Six	876

**MARKET #6**

**WJZZ/Philadelphia**  
Clear Channel  
(215) 508-1200  
Tozzi/Proke  
12+ Cume 600,400



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
28	28	BONEY JAMES/See What I'm Sayin'	11060
28	28	BRIAN CULBERTSON/All About You	11060
28	28	PETER WHITE/Turn It Out	11060
13	28	DAVID BENOIT/Snap!	11060
28	28	DAVE KOZ/Beneath...	11060
28	28	RICHARD ELLIOT/Crush	11060
18	20	ALICIA KEYS/Fallin'	7900
20	19	SADE/Lovers Rock	7505
20	18	DIANA KRALL/The Look Of Love	7110
13	13	WALTER BEASLEY/Sweet Nothings	5135
11	13	GREGG KARUKAS/Night Shift	5135
13	13	CHRIS BOTTI/Streets Ahead	5135
13	13	SPYRO GYRA/Feel'n Fine	5135
13	13	CHUCK LOEB/Pocket Change	5135
13	13	KIM WATERS/Until Dawn	5135
12	13	EUGE GROOVE/Sneak A Peek	4740
-	12	JEFF GOLUB/Cut The Cake	4740
12	12	LARRY CARLTON/Deep Into It	4740
12	12	PIECES OF A DREAM/Night Vision	4740
12	12	RITENOUR WALBRIGHT/Jammin'	4740
12	12	JIMMY SOMMERS/Promise Me	4740
12	11	MARC ANTOINE/On The Strip	4345

**MARKET #7**

**WJZW/Washington, DC**  
ABC  
(202) 895-2300  
King  
12+ Cume 364,100



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
28	28	CHRIS BOTTI/Streets Ahead	6188
28	28	PIECES OF A DREAM/Night Vision	6188
28	28	PETER WHITE/Turn It Out	6188
28	28	BRIAN CULBERTSON/All About You	6188
28	28	RHYTHM LOGIC/Tuesday's Love	6188
11	27	CHUCK LOEB/Pocket Change	5967
15	18	ENYA/Only Time	3978
15	16	SADE/By Your Side	3536
16	16	DIANA KRALL/The Look Of Love	3536
16	16	ALICIA KEYS/Fallin'	3536
16	14	STING/Fragile	3094
10	12	RICHARD ELLIOT/Crush	2652
11	12	RUSS FREEMAN/East River Drive	2652
12	11	GERALD VEASLEY/Do I Do	2431
10	11	KIRK WHALUM/Try	2431
10	11	BONEY JAMES/See What I'm Sayin'	2431
10	11	RITENOUR WALBRIGHT/Jammin'	2431
-	11	FREDDIE RAVEL/Sunny Side Up	2431
9	11	STEVE COLE/From The Start	2431
10	9	EUGE GROOVE/Sneak A Peek	2431
10	9	GREGG KARUKAS/Night Shift	2210
9	10	LARRY CARLTON/Deep Into It	2210
12	10	DAVID MANN/Above And Beyond	2210
9	10	RONNY JORDAN/On The Record	2210
11	10	KIM WATERS/Until Dawn	2210
9	10	JEFF LORBER/Ain't Nobody	2210
9	10	JORDAN FAYERS/Mystic Voyage	2210
9	10	JEFF GOLUB/Dropout	2210
-	10	KIM WATERS/In The Groove	2210
-	9	BONA FIDE/Club Charies	1989

**MARKET #10**

**WVMW/Detroit**  
Infinity  
(248) 855-5100  
Seeker/Kovach  
12+ Cume 484,900



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
10	23	FISHBELLY BLACK/Ven A Gozar	8027
11	23	CHRIS BOTTI/Streets Ahead	8027
21	23	BRIAN CULBERTSON/All About You	8027
26	22	CHUCK LOEB/Pocket Change	8027
22	22	PETER WHITE/Turn It Out	7678
10	14	GERALD VEASLEY/Do I Do	4886
1	14	WAYMAN TISDALE/Love Play	4886
12	14	PIECES OF A DREAM/Night Vision	4886
11	13	KIRK WHALUM/Try	4537
-	13	ALFONZO BLACKWELL/Funky Shuffle	4537
11	12	LARRY CARLTON/Deep Into It	4188
14	12	RITENOUR WALBRIGHT/Jammin'	4188
8	11	DIANA KRALL/The Look Of Love	3839
14	11	GERALD VEASLEY/Do I Do	3839
12	11	MARC ANTOINE/On The Strip	3839
10	10	DAVE KOZ/The Bright Side	3490
9	10	KIM WATERS/Until Dawn	3490
5	10	CELINE DION/A New Day Has Come	3490
10	10	JIMMY SOMMERS/260 Groove	3490
10	9	URBAN KNIGHTS/High Heat Sneakers	3141
9	9	RUSS FREEMAN/East River Drive	3141
9	9	JOYCE COOLING/Mm-Mm Good	3141
23	9	FATBURGER/Evil Ways	3141
9	9	DAVE MCMURRAY/Day Love	3141
21	9	BONEY JAMES/See What I'm Sayin'	3141
9	9	ALEXANDER ZONJIC/It's Too Late	3141
9	9	JEFF LORBER/Ain't Nobody	3141
10	9	RICHARD ELLIOT/Crush	3141
8	8	PAUL JACKSON JR./Bounce Wid' It	2792
8	8	ALICIA KEYS/Fallin'	2792

**MARKET #11**

**WJZZ/Atlanta**  
Radio One  
(404) 765-9750  
Francis  
12+ Cume N/A



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
28	28	CHRIS BOTTI/Streets Ahead	0
14	28	FISHBELLY BLACK/Ven A Gozar	0
28	28	LARRY CARLTON/Deep Into It	0
28	27	JOYCE COOLING/Mm-Mm Good	0
27	27	BONEY JAMES/See What I'm Sayin'	0
27	26	CHUCK LOEB/Pocket Change	0
15	26	MICHAEL MCDONALD/To Make A Miracle	0
15	26	ALICIA KEYS/Fallin'	0
15	26	LUTHER VANDROSS/Id Rather	0
16	25	DIANA KRALL/The Look Of Love	0
17	25	SADE/Lovers Rock	0
11	24	ALFONZO BLACKWELL/Funky Shuffle	0
11	22	JEFF LORBER/Ain't Nobody	0
11	22	GREGG KARUKAS/Night Shift	0
11	21	DAVID LANZ/That Smile	0
11	21	SPYRO GYRA/Feel'n Fine	0
12	21	DAVID BENOIT/Snap!	0
11	21	JAY BECKENSTEIN/Let It Flow	0
11	21	RITENOUR WALBRIGHT/Jammin'	0
11	21	KIRK WHALUM/Try	0
2	21	JEFF GOLUB/Cut The Cake	0
11	21	BRIAN CULBERTSON/All About You	0
11	21	GERALD VEASLEY/Do I Do	0
11	21	KIM WATERS/Until Dawn	0
11	21	FISHBELLY BLACK/Ven A Gozar	0
11	21	PIECES OF A DREAM/Night Vision	0
10	21	SADE/Lovers Rock	0
10	21	MARC ANTOINE/On The Strip	0

**MARKET #12**

**WJVE/Miami**  
Clear Channel  
(954) 862-2000  
McMillan  
12+ Cume 363,400



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
27	28	CHRIS BOTTI/Streets Ahead	6552
27	27	PETER WHITE/Turn It Out	6318
25	27	JEFF LORBER/Ain't Nobody	6084
25	26	JOYCE COOLING/Mm-Mm Good	6084
28	26	BRIAN CULBERTSON/All About You	6084
10	26	MARC ANTOINE/On The Strip	5850
15	26	ALICIA KEYS/Fallin'	4212
17	26	BOZ SCAGGS/Payday	3744
17	25	MICHAEL MCDONALD/To Make A Miracle	3510
17	25	DIANA KRALL/The Look Of Love	3510
-	14	CELINE DION/A New Day Has Come	3276
26	13	BONEY JAMES/See What I'm Sayin'	3042
11	11	GREGG KARUKAS/Night Shift	2574
10	11	JOYCE COOLING/Mm-Mm Good	2574
12	11	RUSS FREEMAN/East River Drive	2574
10	11	DAVE KOZ/Beneath...	2574
10	11	LARRY CAR	

CYNDEE MAXWELL

max@rronline.com



## The Advertiser: Rock's Silent Producer?

Content is king, but who rules the palace is up for debate

By Keith Cunningham

This week *Media Positioning's* Keith Cunningham offers a guest column on the topic of Rock stations that feel pressure from the sales department to change their content. Cunningham founded his programming, marketing and positioning consultancy after spending 10 years in Rock, Active Rock, Alternative, Classic Rock and Triple A radio.

My favorite radio station website is now lame. I used to be able to waste at least an hour a day checking out all the cool things they had on their web page. Their hits were in the multi-millions each month. But now all the great content is gone. It's become a boring and plain site that is no more worthy of my attention than *www.sewing.com* — and not because the PD or the webmaster lost his or her edge, but because of client pressure.



Keith Cunningham

### Deals Of The Century

Has the advertiser become the silent producer of our Rock radio programming? Is creative content taking a backseat to advertising? If you ask a sales executive or a creative programmer, you'll get varied opinions. With the increased pressure of meeting quarterly and annual budgets, the war for the dollar has never been more vicious — and the client's voice is louder than ever.

There are "deals of the century" being made, value-added vs. dollar-spent ratios are through the roof, and programmers are being forced to either modify their products for revenue, incorporate an amazing number of sales messages into programming or both. To quote Metallica, sad but true.

Today's media consumers (listeners, viewers, readers, customers) have become immune to being hammered over the head by the sales messages that have been integrated into their entertainment vice of choice. So it must be OK to clutter up and modify all our products in the interest of revenue, right?

Capitalism is alive and well, but at what point does it begin to kill the creative flow — which is actually the engine of our profit machines? Ask a PD if his or her product has been modified by sales or is cluttered by sales messages, and the answer will be yes. Ask a GM if this is the case, and he or she will say, "No. In fact, we're not maximizing all of our opportunities."

Both are right, to an extent.

If all things were equal, this would be just another boring NTR article. However, for Rock radio, all things

aren't equal. Rock has to deal with commercials, NTR, value-added, cost-per-point, power ratios and everything else that the other formats have to deal with, but Rock must also worry about content issues.

The content war is raging in many markets, and, right or wrong, content has become the default excuse for financial woes among many Rock stations. When referring to content issues in this piece, I'm talking about blue-collar, attitude-driven content that some may find objectionable, but that most Rock listeners expect to hear on their favorite radio station.

**If the GM wants the station to be the upscale, upper-demo, BMW and American Express station, you may want to think twice about doing the Porn and Korn or We've Got Bush promotions.**

### Advertiser-Approved?

Do the following comments sound familiar? "I don't care how big the ratings are: Advertisers are pulling their spots because we're too dirty!" "We're going to lose all our clients if we don't clean up the web page!" "The morning show content is killing us!" "We can't do that promotion; we'll never get a sponsor for it!"

Certainly, situations exist in which such remarks are valid, but these statements are overused and unnecessary in many other cases. In radio, programmers believe that the goal is to get ratings in order to get revenue. But, apparently, in today's world ratings aren't enough; we must get ratings with programming that's advertiser-approved. It makes sense, but

only from the proper perspective. Are we going to have to put "Advertiser-Approved" labels on all our merchandise?

It's a sad day when a No. 1-ranked Rock station has trouble selling. Who is at fault — the content or the sellers? Perhaps the advertisers have been given too much power. Should a media buyer who isn't doing daily research about your audience be telling you what content is right or wrong for your airwaves?

Overcoming content issues seems to be an area where many sales departments struggle. With a slowing economy and the fight for dollars so fierce, power is sitting in the hands of our clients — and we gave it to them. We've entered an age in which some of our radio products are being created with the advertiser in mind first and the listener second. Scary!

Advertisers have become the silent producers for Rock radio (and for television). When radio has to make an event or promotion less controversial to keep advertisers from pulling their ads, then someone outside the building is producing our content. We already have sponsor messages all over our radio stations — pitched as value-added, of course — but how fitting is that, really?

Meanwhile, client expectations continue to increase. There are clients who want blocks of evening time with which to do whatever they want, and, sadly, some stations go for it. I recently heard of a situation where a client wanted to sponsor a station's local-music show, but only if the show didn't include really heavy music like Metallica — and this was on a Rock station.

Moreover, we all know about that large beer company that threatens to, and often does, pull dollars based on its own standards. It has the right, of course, but if it wants to attract the Rock listener, it needs to accept the rock content. This is something that our sellers must realize and communicate.

### You Are Your Content

How do you overcome content issues with a stubborn media buyer? Remember this: Your content is who you are, whether it's loud music, dick jokes, strippers, satirical comedy, a

Continued on Page 97

## WAAF/Boston's Patriot Games

All right already, I know the Super Bowl was two weeks ago. But when a station rallies around an event, it deserves all the accolades that come its way. That's the case with how WAAF/Boston made the most of this year's Super Bowl. Here's a quick blow by blow of how WAAF scored promotionally with the New England Patriots and the team's big Super Bowl win.

It started with the Patriots going to the AFC Championship game against the Pittsburgh Steelers. Afternoon drive team Rocko & Matty threw out this challenge: "What would you do to win tickets to Sunday's game?" An avalanche of e-mail hit the duo, and the three craziest entries were selected to perform their stunts at the WAAF studio the Friday before the game.

The winner drank a mixture of raw eggs and live crickets out of one of Rocko's old sneakers and spit it into his sister's mouth, she spit it back into his mouth, and he swallowed it. PD Dave Douglas wryly points out, "Yes, it was very gross."

After the Patriots defeated the Steelers, the WAAF programming and promotions staff huddled and brainstormed another contest. Listeners were invited to stop by a local athletic club with a large indoor swimming pool on the Thursday before the Super Bowl. Five hundred mini-footballs were submerged at the bottom of the World's Largest Football Pool. One lucky listener emerged with the winning football and won a trip to the Super Bowl in New Orleans.

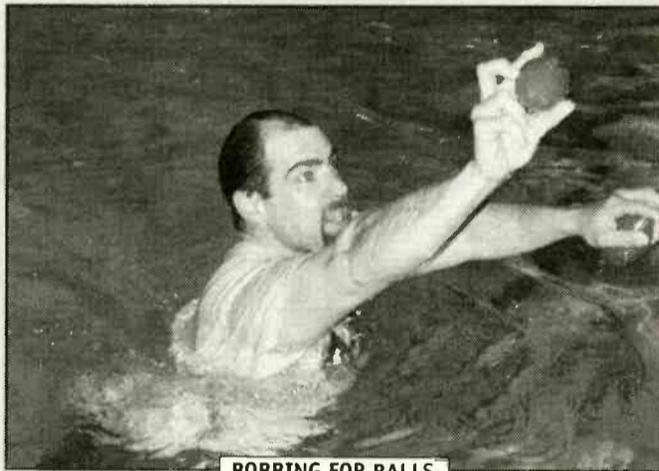
On Monday, the day after the Patriots won the game, the WAAF staff scrambled to get ready for the huge victory parade and celebration scheduled for Tuesday in Boston.

Step 1: Put together a live broadcast of the morning show from the beginning of the parade. WAAF Marketing Director Mike Kramer was also successful in securing a box of Wheaties featuring the Super Bowl champion New England Patriots before the boxes hit store shelves. It was auctioned off Tuesday morning for \$800, and the proceeds went to the New England Patriots Charitable Foundation.

Step 2: Put a midday broadcast together from two locations on Government Plaza, which was where the parade would end. Engineering got the job done.

Step 3: Produce a 10-foot by 30-foot banner and get it hung from a tall building overlooking Government Plaza.

Douglas credits his great staff, including Kramer, Promotions Director John Gazerro and Promotions Coordinator Adam Ralston. "We got the job done, and WAAF looked big and sounded bigger," Douglas says.



BOBBING FOR BALLS

The winner of WAAF/Boston's World's Largest Football Pool found the winning mini-football that sent him to New Orleans for the Super Bowl.



BLUE MAN GROUP

These Patriots fans are true blue — and they painted themselves blue to prove it. Here they pose with WAAF's Rocko & Matty (the two who are not blue).

Continued on Page 97

# R&R Rock Top 30

Powered By



February 22, 2002

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	CREED My Sacrifice (Wind-up)	916	-69	82907	17	43/0
2	2	NICKELBACK How You Remind Me (Roadrunner/IDJMG)	905	+7	90018	30	40/0
4	3	PUDDLE OF MUDD Blurry (Flawless/Geffen/Interscope)	900	+80	83199	16	39/0
3	4	DEFAULT Wasting My Time (TVT)	850	+18	77984	23	39/0
5	5	NICKELBACK Too Bad (Roadrunner/IDJMG)	686	+2	60358	12	39/0
6	6	OZZY OSBOURNE Dreamer (Epic)	542	-70	47891	12	40/0
7	7	LINKIN PARK In The End (Warner Bros.)	541	-4	47227	20	22/0
9	8	STAIN D For You (Flip/Elektra/EEG)	539	+43	45174	8	36/0
8	9	COURSE OF NATURE Caught In The Sun (Lava/Atlantic)	516	+19	40812	7	36/1
10	10	P.O.D. Alive (Atlantic)	412	-44	39676	27	25/0
19	11	GODSMACK I Stand Alone (Republic/Universal)	404	+90	35022	3	31/1
14	12	CREED Bullets (Wind-up)	386	+15	28217	4	35/0
11	13	PUDDLE OF MUDD Control (Flawless/Geffen/Interscope)	370	-75	35362	33	30/0
16	14	KID ROCK Lonely Road Of Faith (Top Dog/Lava/Atlantic)	365	+14	24757	5	26/0
12	15	INCUBUS I Wish You Were Here (Immortal/Epic)	354	-53	28245	26	26/0
15	16	TANTRIC Mourning (Maverick/Reprise)	333	-21	27311	17	22/0
17	17	INCUBUS Nice To Know You (Immortal/Epic)	332	-6	25731	8	30/1
20	18	HOOBASTANK Crawling In The Dark (Island/IDJMG)	285	-3	19772	16	19/0
23	19	P.O.D. Youth Of The Nation (Atlantic)	259	+20	16765	6	20/0
18	20	OFFSPRING Defy You (Columbia)	250	-76	23859	12	22/0
22	21	NEIL YOUNG Let's Roll (Reprise)	247	-20	23977	7	20/0
25	22	ROB ZOMBIE Never Gonna Stop (The Red...) (Geffen/Interscope)	233	+25	18102	4	20/1
21	23	FOO FIGHTERS The One (Columbia)	233	-40	20300	7	23/0
26	24	FU MANCHU Squash That Fly (Mammoth)	222	+32	17079	3	23/0
28	25	HEADSTRONG Adriana (RCA)	173	+17	11513	2	20/1
29	26	INJECTED Faithless (Island/IDJMG)	169	+22	12856	3	20/0
30	27	EDDIE VEDDER You've Got To Hide Your... (V2)	144	+15	16507	2	13/2
27	28	TOOL Lateralus (Volcano)	132	-29	12745	14	13/0
Debut	29	LENNY KRAVITZ Stillness Of Heart (Virgin)	127	+24	8052	1	17/1
Debut	30	GRAVITY KILLS One Thing (Sanctuary/SRG)	123	+12	7101	1	16/0

## Most Added®

www.rradds.com

ARTIST TITLE LABEL(S)	ADDS
JEREMIAH FREED Again (Republic/Universal)	12
SEVENDUST Live Again (TVT)	9
REVELLE Inside Out (Can You Feel...) (Elektra/EEG)	5
ONESIDEZERO Instead Laugh (Maverick/WB)	4
DOPE Slipping Away (Flip/Epic)	3
FAMILIAR 48 The Question (MCA)	3
EDDIE VEDDER You've Got To Hide Your... (V2)	2
MICK JAGGER Visions Of Paradise (Virgin)	2
BLACK LABEL SOCIETY Bleed For Me (Spitfire)	2
DAVID DRAIMAN Forsaken (Reprise)	2
BIG HEAD TODD & THE MONSTERS Wishing Well (Big)	2
TABITHA'S SECRET Unkind (Pyramid)	2

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
GODSMACK I Stand Alone (Republic/Universal)	+90
PUDDLE OF MUDD Blurry (Flawless/Geffen/Interscope)	+80
TRAIN She's On Fire (Columbia)	+50
DOPE Slipping Away (Flip/Epic)	+50
STAIN D For You (Flip/Elektra/EEG)	+43
STATIC-X Cold (Warner Bros.)	+38
FU MANCHU Squash That Fly (Mammoth)	+32
DROWNING POOL Tear Away (Wind-up)	+30
ROB ZOMBIE Never... (The Red...) (Geffen/Interscope)	+25
FUEL Hemorrhage (In My Hands) (Epic)	+24
LENNY KRAVITZ Stillness Of Heart (Virgin)	+24

## Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
STAIN D It's Been Awhile (Flip/Elektra/EEG)	350
STAIN D Fade (Flip/Elektra/EEG)	343
FUEL Hemorrhage (In My Hands) (Epic)	260
DISTURBED Down With The Sickness (Giant/Reprise)	242
3 DOORS DOWN Kryptonite (Republic/Universal)	239
TOOL Schism (Volcano)	222
OZZY OSBOURNE Gets Me Through (Epic)	222
3 DOORS DOWN Loser (Republic/Universal)	221
GODSMACK Awake (Republic/Universal)	217
LENNY KRAVITZ Dig In (Virgin)	198
METALLICA I Disappear (Hollywood)	187
TRAIN Drops Of Jupiter (Tell Me) (Columbia)	173
PRIMUS W/OZZY N.I.B. (Divine/Priority)	171
STAIN D Outside (Flip/Elektra/EEG)	171
LIFEHOUSE Hanging By A Moment (DreamWorks)	160
GODSMACK Greed (Republic/Universal)	157

43 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 2/10/02-2/16/02. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 15 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from the Arbitron Company (copyright 2002, The Arbitron Company). (C) 2002, R&R, Inc.

## New & Active

**TRAIN** She's On Fire (Columbia)  
Total Plays: 120, Total Stations: 15, Adds: 1

**COL. PARKER** All The King's Horses (V2)  
Total Plays: 106, Total Stations: 13, Adds: 0

**NO. MISSISSIPPI ALLSTARS** Sugartown (Tone-Cool)  
Total Plays: 97, Total Stations: 15, Adds: 1

**STATIC-X** Cold (Warner Bros.)  
Total Plays: 85, Total Stations: 12, Adds: 0

**ADEMA** The Way You Like It (Arista)  
Total Plays: 79, Total Stations: 8, Adds: 0

**DROWNING POOL** Tear Away (Wind-up)  
Total Plays: 69, Total Stations: 9, Adds: 1

**DOPE** Slipping Away (Flip/Epic)  
Total Plays: 63, Total Stations: 13, Adds: 3

**LOCAL H** Half Life (Palm)  
Total Plays: 58, Total Stations: 8, Adds: 0

**JOE BONAMASSA** If Heartaches Were Nickels (Medalist)  
Total Plays: 53, Total Stations: 5, Adds: 1

**ALIEN ANT FARM** Movies (DreamWorks)  
Total Plays: 53, Total Stations: 5, Adds: 0

Songs ranked by total plays

# OWN YOUR EVENTS

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## Reporters

<b>WONE/Akron, OH *</b> PD: T.K. O'Grady APD: Tim Daugherty SEVENDUST "Again"	<b>KIOC/Beaumont, TX *</b> Dir/Prog: Debbie Wyde PD/MD: Mike Davis BLACK LABEL SOCIETY "Bleed" SEVENDUST "Again"	<b>WMMS/Cleveland, OH *</b> PD: Jim Trapp MD: Mark Pennington 3 COURSE OF NATURE "Sun"	<b>WRTT/Huntsville, AL *</b> OM: Rob Harder PD/MD: Jimbo Wood JEREMIAH FREED "Again" ONESIDEZERO "Laugh" SEVENDUST "Again"	<b>WPLR/New Haven, CT *</b> PD: John Griffin MD: Pam Landry No Adds	<b>WHEB/Portsmouth, NH *</b> PD/MD: Alex James DAVID DRAIMAN "Forsaken"	<b>KBER/Salt Lake City, UT *</b> OM: Bruce Jones PD: Kelly Hammer APD/MD: Helen Powers SEVENDUST "Again"	<b>WKLT/Traverse City, MI</b> PD/MD: Terri Ray 5 JEREMIAH FREED "Again" BIG HEAD TODD... "Wishing" THURSDAY "Car" ZOO STORY "Star"
<b>WPYX/Albany, NY *</b> OM/Str Mgr: John Cooper APD/MD: Terry O'Donnell No Adds	<b>WKGB/Binghamton, NY</b> PD: Jim Free MD: Tim Boland STATIC-X "Cold"	<b>WVRK/Columbus, GA</b> OM: Brian Waters 12 STONES "Broken" FAMILIAR 48 "Question"	<b>WRKR/Kalamazoo, MI</b> PD: Mike McKelly APD/MD: Jay Deacon MICK JAGGER "Paradise"	<b>KFZX/Odessa-Midland, TX</b> PD/MD: Steve Driscoll No Adds	<b>WHJY/Providence, RI *</b> PD: Joe Bevilacqua APD: Doug Palmieri MD: John Laurenti FAMILIAR 48 "Question" JEREMIAH FREED "Again"	<b>KSJO/San Francisco, CA *</b> OM: Gary Schoenwetter MD: Zakk Tyler No Adds	<b>KLPX/Tucson, AZ *</b> PD/MD: Jonas Hunter 2 EDDIE VEDDER "Hide"
<b>KZRR/Albuquerque, NM *</b> Dir/Prog: Bill May PD: Phil Mahoney MD: Rob Brothers No Adds	<b>WBUF/Bufalo, NY *</b> PD: John Paul MICK JAGGER "Paradise" JEREMIAH FREED "Again"	<b>KNCN/Corpus Christi, TX *</b> PD: Paula Newell MD: Monte Montana 1 SEVENDUST "Again"	<b>WTFX/Louisville, KY *</b> OM: Michael Lee Interim MD: Frank Webb DOPE "Away" DROWNING POOL "Tear"	<b>KATT/Oklahoma City, OK *</b> OM: Chris Baker MD: Jake Daniels No Adds	<b>WBBB/Raleigh-Durham, NC *</b> OM: Andy Meyer 14 GODSMACK "Alone"	<b>KZQZ/San Luis Obispo, CA</b> PD: Donna James 10 CUTTING EDGE "Time" 10 ONESIDEZERO "Laugh"	<b>KMOD/Tulsa, OK *</b> PD/MD: Rob Hurt JEREMIAH FREED "Again"
<b>KZMZ/Alexandria, LA</b> PD: Terry Manning MD: Pat Cloud 6 LENNY KRAVITZ "Heart" 5 TRAIN "She's" SEVENDUST "Again"	<b>WRQK/Canton, OH *</b> PD/MD: Todd Downard 3 DAVID DRAIMAN "Forsaken" 2 REVELLE "Inside"	<b>WTUE/Dayton, OH *</b> PD: Tony Tilford APD/MD: John Beauieu INCUBUS "Nice"	<b>WQBZ/Macon, GA</b> PD: Chris Ryder MD: Sarina Scott FAMILIAR 48 "Question" REVELLE "Inside" TOMMY LEE "Hold"	<b>KEZO/Omaha, NE *</b> PD/MD: Bruce Patrick No Adds	<b>WRXL/Richmond, VA *</b> PD: John Lassman MD: Casey Krukowski NO MISSISSIPPI... "Sugartown"	<b>KXFX/Santa Rosa, CA *</b> PD: Don Harrison MD: Howard Freele 1 SEVENDUST "Again" 1 REVELLE "Inside"	<b>WMZK/Wausau, WI</b> PD/MD: Nick Summers SEVENDUST "Again" DOPE "Away"
<b>WZZO/Allentown, PA *</b> PD: Robin Lee MD: Keith Moyer No Adds	<b>WPXC/Cape Cod, MA</b> OM: Steve McVie PD: Suzanne Tonaire JEREMIAH FREED "Again" SEVENDUST "Again"	<b>KLAQ/EI Paso, TX *</b> PD: Magic Mike Ramsey APD/MD: Glenn Garza JEREMIAH FREED "Again" REVELLE "Inside" SEVENDUST "Again"	<b>KFRQ/McAllen, TX *</b> PD: Alex Duran MD: Keith West 2 MICK JAGGER "Paradise" JEREMIAH FREED "Again" ONESIDEZERO "Laugh" SEVENDUST "Again" TABITHA'S SECRET "Unkind"	<b>WRRX/Pensacola, FL *</b> OM/MD: Dan McClintock No Adds	<b>KCAL/Riverside, CA *</b> PD: Steve Hoffman MD: M.J. Matthews DISTURBED "Game"	<b>WAOX/Syracuse, NY *</b> PD/MD: Bob O'Dell APD: Dave Frisna LONDON QUIREBOYS "Rock" BIG HEAD TODD... "Wishing"	<b>KATS/Yakima, WA</b> OM: Ron Harris REVELLE "Inside"
<b>KWHL/Anchorage, AK</b> PD: Larry Snider MD: Kathy Mitchell 6 BLACK LABEL SOCIETY "Demise" EDDIE VEDDER "Hide"	<b>WYBB/Charleston, SC *</b> PD/MD: Mike Allen 13 JOE BONAMASSA "Heartaches" 13 EDDIE VEDDER "Hide" JEREMIAH FREED "Again" ONESIDEZERO "Laugh" REVELLE "Inside" TABITHA'S SECRET "Unkind"	<b>WPHD/Elmira-Corning, NY</b> GM: George Harris MD: Jay Wolff 18 COURSE OF NATURE "Sun" 700 STORY "Star" LENNON "Brake" JEREMIAH FREED "Again" 12 STONES "Broken"	<b>WCLG/Morgantown, WV</b> PD: Jeff Miller MD: Dave Murdock JEREMIAH FREED "Again"	<b>WWCT/Peoria, IL</b> PD: Jamie Markley MD: Debbie Hunter REVELLE "Inside" APEX THEORY "Shhh..." JEREMIAH FREED "Again" SEVENDUST "Again"	<b>WROV/Roanoke-Lynchburg, VA *</b> OM: Buzz Casey MD: Heidi Krummert DOPE "Away" HEADSTRONG "Adriana"	<b>WIOT/Toledo, OH *</b> No Adds	<b>WNCD/Youngstown, OH *</b> PD: Chris Patrick No Adds
<b>WAPL/Appleton, WI *</b> PD: Joe Calgano APD/MD: Cramer FAMILIAR 48 "Question" JEREMIAH FREED "Again"	<b>WKLC/Charleston, WV</b> PD/MD: Mike Rappaport TABITHA'S SECRET "Unkind" JEREMIAH FREED "Again" ONESIDEZERO "Laugh" SEVENDUST "Again"	<b>WXKE/Ft. Wayne, IN *</b> PD/MD: Doc West JEREMIAH FREED "Again"	<b>WDHA/Morrisstown, NJ *</b> PD/MD: Torrie Carr 2 BLACK LABEL SOCIETY "Bleed" 1 JEREMIAH FREED "Again" 1 DOPE "Away"	<b>WMMR/Philadelphia, PA *</b> PD: Sam Milkman APD/MD: Ken Zipeto FAMILIAR 48 "Question"	<b>WCMF/Rochester, NY *</b> PD: John McCrae MD: Dave Kane BIG HEAD TODD... "Wishing" JEREMIAH FREED "Again" LENNON "Brake" ONESIDEZERO "Laugh"	<b>WXRX/Rockford, IL</b> PD/MD: Jim Stone FU MANCHU "Squash"	<b>WNCB/Charlotte, NC *</b> PD: Mike McQuinn MD: Mike McQuinn 10 CUTTING EDGE "Time" 10 ONESIDEZERO "Laugh"

\* Monitored Reporters  
63 Total Reporters



43 Total Monitored

20 Total Indicator  
18 Current Indicator Playlists

Note: KOMP/Las Vegas, NV and  
WKQZ/Saginaw, MI move from Rock  
to Active Rock.

Reported Frozen Playlist (2):  
KXUS/Springfield, MO  
WRQR/Wilmington, NC

### The Advertiser: Rock's....

Continued from Page 95

blue-collar attitude or all of the above. Those elements are why your listeners identify you as their favorite radio station. If a client wants your listeners, it must want your station — and your personality is a critical part of that equation.

So, to overcome content arguments, start by selling your personality. It's who you are, and your listeners identify with it, period. Don't suddenly change or modify your product profile just to meet a client's profile. Most Rock stations don't just meet listeners' musical requirements, they strive to satisfy lifestyle or psychographic requirements as well, which is where nonmusic content plays its role.

Content arguments often stem from your competition's being different — i.e., your competition doesn't have content problems; they're squeaky clean. In this case, it's what your competition *doesn't* offer that you do. That's an easy win. In Rock, boring is bad. Controversy can be good. Content that some may find objectionable can also be described as content that makes people laugh or cry; that pulls on heartstrings; that is thought-provoking, cutting-edge, topical, entertaining, etc.

You can overcome your content issues. If you're a guy, do you want to go on a date with a boring girl who has to be home at 9:30pm or a fun girl with a personality who can stay out late? Advertisers will understand that con-

cept when it's illustrated properly.

There are other predictable things to do to overcome obstacles: If you outrank your competitors, show advertisers your amazing cume and TSL numbers. Who doesn't want to go to the dance with a winner? Most important, sell the other attributes of your station vs. your competition (music, comedy, promotion, etc.), and talk about your loyal and passionate listeners. In other words, tell the story of your station.

Most buyers or clients don't really know your station. They may know the ratings situation, but, other than that, they only know what they've been told. They want to attract *your* listeners. When overcoming content objections, represent *your* product. The client may not personally approve of your product, but your listeners do, and the client wants your listeners; otherwise, you wouldn't be considered. Don't let content close the door.

#### Sell By Association

Another effective tactic to overcome content issues is to sell by association. In general, Rock stations cater to men. When confronting content issues, it might benefit you to educate the objecting client on other successful male-targeted products. For example: *Maxim* magazine, the WWF, *The Man Show* on Comedy Central, *Playboy*, lingerie catalogs, websites, movies, etc.

Those products' content could be considered objectionable by some. *Maxim* uses profanity. The WWF is violent. *Playboy* features nudity. *The Man*

*Show* promotes beer-drinking and satirical humor. Lingerie catalogs merchandise sex, websites contain porn, and movies contain all of the above. They all have advertising streams as well.

The same beer company that doesn't like what you're doing on the air would probably jump at the chance to be featured on *The Man Show* or in *Maxim*. Why shouldn't your radio station be able to offer the same benefits as your nonradio competitors, as long as those benefits aren't considered indecent or obscene by FCC definitions? Stand up for your product!

As sophomoric as this may sound, another way to prevent content arguments is to make sure that the PD and GM are on the same page. If the GM wants the station to be the upscale, upper-demo, BMW and American Express station, you may want to think twice about doing the Porn and Korn or We've Got Bush promotions.

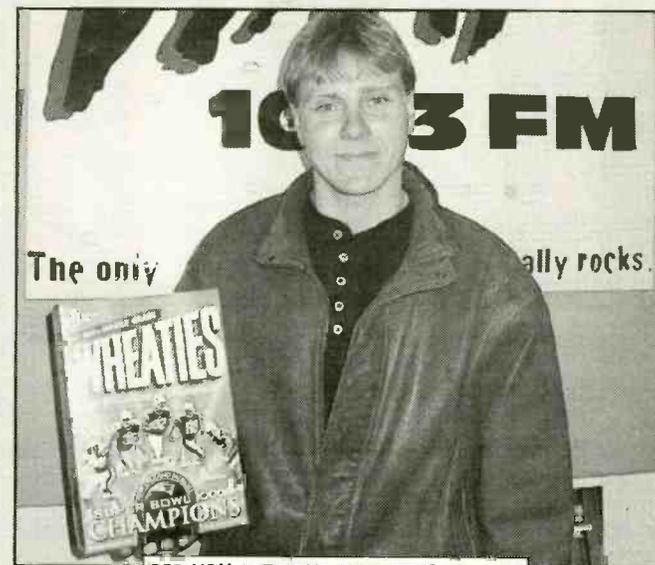
If management has different opinions from programming about what the product is all about, there will be trouble. However, if everyone agrees about the demo and the ratings are good, don't cave in to pressure. Someone once said, "If you build it, they will come."

#### Catalyst For Ratings

In Rock radio, it's guaranteed that some content will cause you headaches, but it may also be a catalyst for ratings, which is what the sales department wants in the first place. Nevertheless, some content can be detrimental

### WAAF/Boston's Patriot Games

Continued from Page 95



Here is the WAAF listener who paid \$800 in an auction for this commemorative box of Wheaties featuring the Patriots on the front. The proceeds benefited the New England Patriots Charitable Foundation.

to your product. "Ratings at all costs" is not necessarily the answer, and it's the PD's responsibility to know where to draw the line.

But if your ratings are up and the FCC is not fining you, your station is fulfilling its programming mission. At that point, the sellers need to get in the game and overcome the content obstacles. Otherwise, as soon as you start changing everything to make the beer companies and car dealers happy, your listeners may jump ship — and then the

beer companies and car dealers won't want you anymore.

Right or wrong, advertiser approval is a reality these days. I can hear PDs praying in their beds tonight, "Please, dear God, don't let the morning show say something that will piss off Pepsi." The irony is that Rock listeners probably want the morning show to say something that will piss off Pepsi.

Keith Cunningham can be reached at 310-452-7126 or mediapositioning@aol.com.

# Rock Playlists

**MARKET #4**

**KJSJ/San Francisco**  
Clear Channel  
(408) 453-3400  
Schoenwetter/Tyler  
12+ Cume 473,500



PLAYS	LW	TW	ARTIST/TITLE	GI (000)
42	41	LINKIN PARK/In The End	10209	
40	40	NICKELBACK/How You Remind Me	9960	
38	38	TOOL/Schism	9462	
23	22	PUDDLE OF MUDD/Blurry	5478	
14	21	DEFAULT/Wasting My Time	5229	
22	21	OZZY OSBOURNE/Gets Me Through	5229	
15	19	NICKELBACK/Too Bad	4731	
20	19	GODSMACK/Awake	4731	
17	19	P.O.D./Alive	4482	
14	17	GODSMACK/Stand Alone	4233	
16	16	TOOL/Lateralus	3984	
16	16	DROWNING POOL/Bodies	3984	
9	15	STAIN'D/For You	3735	
13	14	DISTURBED/Down With...	3486	
11	12	OZZY OSBOURNE/Dreamer	2988	
5	10	ILL NIN/What Comes Around	2490	
10	8	HOBBASTANK/Crawling In The Dark	1992	
6	6	CREED/Bullets	1494	
4	6	GODSMACK/Keep Away	1494	
9	6	SYSTEM OF A DOWN/Chop Suey	1494	
5	5	ADEMA/Giving In	1245	
5	5	GODSMACK/Greed	1245	
6	5	INCUBUS/Nice To Know You	1245	
1	4	SYSTEM OF A DOWN/Toxicity	996	
4	4	LIMP BIZKIT/My Way	996	
2	4	CREED/My Sacrifice	996	
3	3	DISTURBED/The Game	747	
3	3	3 DOORS DOWN/Kryptonite	747	
3	3	PUDDLE OF MUDD/Control	747	

**MARKET #6**

**WMMR/Philadelphia**  
Greater Media  
(610) 771-0333  
Miklan/Zipeto  
12+ Cume 661,700



PLAYS	LW	TW	ARTIST/TITLE	GI (000)
34	38	PUDDLE OF MUDD/Blurry	11058	
30	34	OZZY OSBOURNE/Gets Me Through	9894	
21	34	BUSH/Headful Of Ghosts	9894	
20	30	NICKELBACK/Too Bad	8730	
32	27	DEFAULT/Wasting My Time	7857	
34	26	CREED/My Sacrifice	7566	
17	23	STAIN'D/For You	6693	
18	22	EDDIE VEDDER/You've Got To...	6402	
21	22	OFFSPRING/Dely You	6402	
19	20	COURSE OF NATURE/Caught In The Sun	5820	
12	13	NICKELBACK/How You Remind Me	3783	
9	13	STAIN'D/It's Been Awful	3783	
16	13	METALLICA/Disappear	3783	
13	13	METALLICA/No Leaf Clover	3783	
11	12	GODSMACK/Keep Away	3492	
12	12	STAIN'D/Fade	3492	
8	11	INCUBUS/Nice To Know You	3201	
5	11	OZZY OSBOURNE/Dreamer	3201	
7	11	GODSMACK/Stand Alone	3201	
8	11	FU MANCHU/Squash That Fly	3201	
8	10	FOO FIGHTERS/The One	2910	
4	8	GODSMACK/Awake	2328	
4	7	FOO FIGHTERS/Learn To Fly	2037	
11	6	PUDDLE OF MUDD/Control	1746	
5	6	TONIC/You Wanted More	1746	
6	6	BUCKCHERRY/Lit Up	1746	
5	5	P.O.D./Alive	1455	
8	5	RED HOT CHILLI.../Otherside	1455	
9	5	BUSH/The Chemicals...	1455	
7	4	TANTRIC/Mourning	1164	

**MARKET #9**

**KLQL/Houston-Galveston**  
Clear Channel  
(713) 630-8000  
Richards/Fox  
12+ Cume 348,000



PLAYS	LW	TW	ARTIST/TITLE	GI (000)
27	29	CREED/My Sacrifice	5684	
28	28	NICKELBACK/How You Remind Me	5488	
26	26	PUDDLE OF MUDD/Control	5096	
25	25	STAIN'D/Outside	4900	
26	23	GODSMACK/Awake	4508	
4	13	GODSMACK/Stand Alone	2548	
10	13	KID ROCK/Lonely Road Of Faith	2548	
11	13	PUDDLE OF MUDD/Blurry	2548	
14	12	NICKELBACK/Too Bad	2352	
13	11	CREED/Bullets	2156	
11	11	OZZY OSBOURNE/Dreamer	1960	
12	9	OFFSPRING/Dely You	1764	
9	9	METALLICA/Disappear	1764	
11	9	DEFAULT/Wasting My Time	1764	
9	8	STAIN'D/For You	1568	
14	8	COURSE OF NATURE/Caught In The Sun	1568	
7	8	3 DOORS DOWN/Loser	1568	
10	8	U.P.O./Godless	1568	
11	8	FU MANCHU/Squash That Fly	1568	
8	8	BUCKCHERRY/Lit Up	1568	
7	8	METALLICA/No Leaf Clover	1568	
6	7	KID ROCK/Cowboy	1372	
7	7	LINKIN PARK/In The End	1372	
7	7	ROB ZOMBIE/Never Gonna Stop...	1372	
15	7	STAIN'D/Fade	1372	
7	6	TOOL/Schism	1176	
9	6	PRIMUM W/OZZY/N.I.B.	1176	
10	6	P.O.D./Alive	1176	
6	6	GODSMACK/Greed	1176	
6	6	FUEL/Hemorrhage...	1176	

**MARKET #15**

**KOKB/Phoenix**  
Sandusky  
(480) 897-9300  
Bonadonna/Ellis  
12+ Cume 212,300



PLAYS	LW	TW	ARTIST/TITLE	GI (000)
14	22	NICKELBACK/How You Remind Me	2310	
7	20	PUDDLE OF MUDD/Blurry	2100	
16	20	DEFAULT/Wasting My Time	2100	
17	18	CREED/My Sacrifice	1890	
8	11	OZZY OSBOURNE/Dreamer	1155	
9	11	AEROSMITH/Sunshine	1155	
4	10	U2/Walk On	1050	
10	10	3 DOORS DOWN/Kryptonite	1050	
9	10	NICKELBACK/Too Bad	1050	
10	9	FOO FIGHTERS/The One	945	
9	9	NEIL YOUNG/Let's Roll	840	
9	7	CREED/With Arms Wide Open	735	
6	6	U2/Beautiful Day	630	
7	6	SAMMY HAGAR/I Can't Drive 65	630	
6	6	TRAIN/Meet Virginia	630	
5	5	N.O. MISSISSIPPI.../Sugarfoot	525	
4	5	MATCHBOX TWENTY/Bent	525	
6	5	RED HOT CHILLI.../California	525	
4	5	TRAIN/Drops Of Jupiter...	525	
5	5	AEROSMITH/Loaded	525	
6	5	RED HOT CHILLI.../Scar Tissue	525	
6	5	RED HOT CHILLI.../Otherside	525	
5	5	HEDDER/Save Your Face	525	
5	5	FUEL/Hemorrhage...	525	
5	5	FOO FIGHTERS/Learn To Fly	525	
4	4	CREED/Higher	420	
4	4	CREED/Bullets On The Storm	420	
3	3	SANTANA/FROB THOMAS/Smooth	315	
6	2	BON JOVI/It's My Life	210	
4	1	3 DOORS DOWN/Loser	105	

**MARKET #18**

**WBAB/Nassau-Suffolk**  
Cox  
(631) 587-1023  
Oliver/Parise  
12+ Cume 595,300



PLAYS	LW	TW	ARTIST/TITLE	GI (000)
32	34	NICKELBACK/How You Remind Me	9996	
30	33	CREED/My Sacrifice	9702	
15	30	DEFAULT/Wasting My Time	8820	
31	30	STAIN'D/Outside	8820	
30	29	AEROSMITH/Just Push Play	8526	
18	19	OZZY OSBOURNE/Dreamer	5586	
19	18	NEIL YOUNG/Let's Roll	5292	
17	17	LENNY KRAVITZ/Dig In	4998	
15	16	U2/Beautiful Day	4798	
32	14	STAIN'D/It's Been Awful	4116	
11	12	PRIMUM W/OZZY/N.I.B.	3528	
12	12	FUEL/Hemorrhage...	3528	
12	12	SANTANA FEVER/LAST/Put Your Lights On	3528	
10	12	MICK JAGGER/God Gave Me...	3528	
11	12	3 DOORS DOWN/Loser	3528	
11	11	TRAIN/She's On Fire	3234	
8	11	PUDDLE OF MUDD/Blurry	3234	
10	10	AC/DC/Satellite Blues	2940	
12	10	TRAIN/Drops Of Jupiter...	2940	
10	10	TRAIN/Drops Of Jupiter...	2940	
7	9	COURSE OF NATURE/Caught In The Sun	2646	
13	9	STONE TEMPLE PILOTS/Revolution	2646	
9	9	MICK JAGGER/Visions Of Paradise	2646	
9	7	AEROSMITH/Jaded	2058	
3	6	CREED/With Arms Wide Open	1764	
6	6	NICKELBACK/Too Bad	1470	
8	5	METALLICA/Disappear	1470	
3	5	METALLICA/No Leaf Clover	1470	
4	4	3 DOORS DOWN/Kryptonite	1176	
4	4	RED HOT CHILLI.../Otherside	1176	

**MARKET #25**

**WMMS/Cleveland**  
Clear Channel  
(216) 520-2600  
Trapp/Pennington  
12+ Cume 339,700



PLAYS	LW	TW	ARTIST/TITLE	GI (000)
32	35	PUDDLE OF MUDD/Blurry	6965	
34	34	LINKIN PARK/In The End	6766	
38	34	NICKELBACK/How You Remind Me	6766	
31	31	P.O.D./Alive	6169	
19	17	PUDDLE OF MUDD/Control	3383	
10	15	GODSMACK/Greed	2985	
14	15	FUEL/Hemorrhage...	2985	
12	14	PRIMUM W/OZZY/N.I.B.	2786	
14	14	STAIN'D/It's Been Awful	2786	
13	14	INCUBUS/I Wish You Were Here	2786	
13	13	TANTRIC/Astounded	2587	
13	13	CREED/My Sacrifice	2587	
10	13	3 DOORS DOWN/Loser	2587	
16	13	DEFAULT/Wasting My Time	2587	
11	12	DISTURBED/Down With...	2388	
15	12	3 DOORS DOWN/Kryptonite	2388	
5	12	KID ROCK/Only God Knows Why	2388	
12	12	STAIN'D/Outside	2388	
11	12	CREED/My Sacrifice	2388	
15	12	GODSMACK/Awake	2388	
8	12	LINKIN PARK/Crawling	2388	
5	11	STAIN'D/Fade	2189	
6	11	SALIVA/Your Disease	2189	
10	10	LINKIN PARK/One Step Closer	1990	
10	10	STAIN'D/For You	1990	
10	10	OFFSPRING/Dely You	1990	
14	10	SALIVA/Click Click Boom	1990	
11	10	P.O.D./Youth Of The Nation	1990	
10	9	ADEMA/Giving In	1791	
13	9	HOBBASTANK/Crawling In The Dark	1791	

**MARKET #26**

**WEBN/Cincinnati**  
Clear Channel  
(903) 793-3554  
Walter/Naske  
12+ Cume 264,400



PLAYS	LW	TW	ARTIST/TITLE	GI (000)
31	31	DISTURBED/Down With...	5363	
32	30	LINKIN PARK/In The End	5190	
28	29	STAIN'D/Fade	5017	
30	28	NICKELBACK/How You Remind Me	4844	
19	21	P.O.D./Alive	3633	
31	21	TANTRIC/Astounded	3633	
21	21	NICKELBACK/Too Bad	3633	
20	21	DEFAULT/Wasting My Time	3633	
14	19	ROB ZOMBIE/Never Gonna Stop...	3287	
13	16	OFFSPRING/Dely You	2786	
15	16	PUDDLE OF MUDD/Blurry	2786	
14	15	GODSMACK/Bad Magic	2595	
16	15	DROWNING POOL/Tear Away	2595	
10	14	ALIEN ANT FARM/Movies	2422	
16	14	CREED/My Sacrifice	2422	
16	13	TOOL/Lateralus	2249	
13	13	INCUBUS/Nice To Know You	2249	
11	12	INCUBUS/I Wish You Were Here	2076	
9	12	DISTURBED/Voices	2076	
11	11	GODSMACK/Stand Alone	1903	
9	11	3 DOORS DOWN/Loser	1903	
11	11	SOIL/Unreal	1903	
18	11	LINKIN PARK/Crawling	1903	
8	10	COURSE OF NATURE/Caught In The Sun	1730	
10	10	LINKIN PARK/One Step Closer	1730	
11	9	SYSTEM OF A DOWN/Toxicity	1455	
4	8	INJECTED/Faithless	1384	
8	8	TOOL/Schism	1384	
7	8	GRAVITY KILLS/One Thing	1384	

**MARKET #28**

**KCAL/Riverside**  
Anaheim  
(909) 793-3554  
Hoffman/Mathews  
12+ Cume 134,200



PLAYS	LW	TW	ARTIST/TITLE	GI (000)
40	44	NICKELBACK/How You Remind Me	3344	
38	44	GODSMACK/Stand Alone	3344	
45	44	DISTURBED/Down With...	3344	
41	43	LINKIN PARK/In The End	3268	
44	41	P.O.D./Alive	3116	
40	40	CREED/My Sacrifice	3040	
44	36	DROWNING POOL/Bodies	2736	
26	23	SYSTEM OF A DOWN/Chop Suey	1748	
23	22	ROB ZOMBIE/Never Gonna Stop...	1672	
21	20	PUDDLE OF MUDD/Control	1520	
19	19	3 DOORS DOWN/Kryptonite	1444	
17	18	RED HOT CHILLI.../Otherside	1368	
18	17	FOO FIGHTERS/The One	1368	
16	17	RED HOT CHILLI.../California	1292	
17	17	TOOL/Schism	1292	
24	17	OFFSPRING/Dely You	1292	
16	16	METALLICA/Disappear	1216	
16	15	OFFSPRING/Original Prankster	1140	
14	15	STAIN'D/It's Been Awful	1140	
16	13	LEWIS W/DURST/Outside	988	
19	13	3 DOORS DOWN/Loser	988	
11	13	NICKELBACK/Too Bad	988	
15	13	RED HOT CHILLI.../Scar Tissue	988	
14	12	GODSMACK/Awake	912	
10	12	LIMP BIZKIT/My Way	912	
15	12	DISTURBED/Voices	912	
12	12	PUDDLE OF MUDD/Blurry	912	
11	11	LINKIN PARK/Runaway	836	
14	11	PAPA ROACH/Last Resort	836	
12	11	GODSMACK/Greed	836	

**MARKET #34**

**KBFR/Salt Lake City**  
Citadel  
(801) 485-6700  
Hammer/Powers  
12+ Cume 122,100



PLAYS	LW	TW	ARTIST/TITLE	GI (000)
27	28	NICKELBACK/Too Bad	1568	
27	28	DEFAULT/Wasting My Time	1568	
25	26	PUDDLE OF MUDD/Blurry	1456	
12	16	HEADSTRONG/Adriana	896	
12	16	STAIN'D/For You	896	
14	13	CREED/Bullets	728	
10	13	HOBBASTANK/Crawling In The Dark	728	
13	13	INJECTED/Faithless	728	
12	12	OZZY OSBOURNE/Gets Me Through	672	
13	12	ROB ZOMBIE/Never Gonna Stop...	672	
12	12	INCUBUS/Nice To Know You	672	
10	12	STAIN'D/It's Been Awful	672	
11	12	FUEL/Hemorrhage...	672	
13	12	GODSMACK/Stand Alone	672	
17	12	CREED/My Sacrifice	672	
2	11	KID ROCK/Lonely Road Of Faith	616	
11	13	3 DOORS DOWN/Kryptonite	616	
11	11	METALLICA/Disappear	616	
11	11	SEVENDUST/Pralse	616	
12	11	INCUBUS/I Wish You Were Here	616	
10	10	SYSTEM OF A DOWN/Toxicity	560	
7	10	P.O.D./Youth Of The Nation	560	
7	10	COURSE OF NATURE/Caught In The Sun	560	
10	9	PUDDLE OF MUDD/Control	560	
12	10	3 DOORS DOWN/Duck And Run	560	
15	10	OFFSPRING/Dely You	560	
9	9	A PERFECT CIRCLE/Judith	504	
9	9	NICKELBACK/How You Remind Me		

# Active Rock Playlists

**MARKET #5**  
**KEGL/Dallas-Ft. Worth**  
 Clear Channel  
 (972) 991-1029  
 Doherty/Ryan/Scul  
 12+ Cume 399,300



PLAYS	LW	TW	ARTIST/TITLE	GI (000)
22	36		DEFAULT/Wasting My Time	7658
31	35		PUDDLE OF MUDD/Blurry	7455
33	32		LINKIN PARK/In The End	6816
29	29		DROWNING POOL/Bodies	6177
8	23		GODSMACK/Stand Alone	4899
23	22		STAINO/For You	4686
21	21		ROB ZOMBIE/Never Gonna Stop...	4473
23	20		TOOL/Lateralus	4260
19	20		SYSTEM OF A DOWN/Chop Suey	4047
20	19		OZZY OSBOURNE/Dreamer	4047
21	19		NICKELBACK/Too Bad	4047
16	16		ADEMA/The Way You Like It	3408
17	16		KID ROCK/Lonely Road Of Faith	3408
15	16		P.O.D./Youth Of The Nation	3408
9	14		DROWNING POOL/Tear Away	2982
16	13		CREED/Bullets	2769
15	13		INCUBUS/Nice To Know You	2769
9	10		HOBBASTANK/Crawling In The Dark	2130
10	10		INJECTED/Faithless	2130
8	9		ILL NINO/What Comes Around	1917
8	9		FOO FIGHTERS/The One	1917
6	9		CUSTOM/Hey Mister	1917
6	8		DISTURBED/Down With...	1704
6	8		METALLICA/Disappear	1704
11	7		GODSMACK/Whatever	1491
23	7		PUDDLE OF MUDD/Control	1491
6	7		LINKIN PARK/One Step Closer	1491
6	6		NICKELBACK/How You Remind Me	1278
6	6		SYSTEM OF A DOWN/Toxicity	1278
22	6		DISTURBED/Down With...	1278

**MARKET #6**  
**WYSP/Philadelphia**  
 Infinity  
 (215) 625-9460  
 Sabean/Palumbo  
 12+ Cume 828,700



PLAYS	LW	TW	ARTIST/TITLE	GI (000)
44	44		DISTURBED/Down With...	18612
42	42		OZZY OSBOURNE/Getts Me Through	17766
42	40		LINKIN PARK/In The End	16920
19	32		TOOL/Lateralus	13536
19	20		CREED/Bullets	8460
21	20		PUDDLE OF MUDD/Blurry	8460
19	20		NICKELBACK/Too Bad	8460
17	19		STAINO/For You	8037
18	19		DEFAULT/Wasting My Time	8037
13	19		FAMILIAR 48/The Question	8037
19	17		FOO FIGHTERS/The One	7191
12	16		GODSMACK/Stand Alone	6768
11	14		ROB ZOMBIE/Never Gonna Stop...	5922
13	14		HOBBASTANK/Crawling In The Dark	5922
13	13		KID ROCK/Lonely Road Of Faith	5499
10	12		OFFSPRING/Dely You	5076
13	12		ILL NINO/What Comes Around	5076
12	12		SYSTEM OF A DOWN/Toxicity	5076
18	12		OZZY OSBOURNE/Dreamer	5076
12	11		INCUBUS/Nice To Know You	4653
1	9		ADEMA/The Way You Like It	3807
1	8		DROWNING POOL/Tear Away	3264
7	7		KITTIE/Run Like Hell	2961
6	7		3 DOORS DOWN/Duck And Run	2961
5	6		SLIPKNOT/My Plague	2538
6	6		ALIEN ANT FARM/Smooth Criminal	2538
5	6		GODSMACK/Greed	2538
4	6		STONE TEMPLE PILOTS/Hollywood Bitch	2538
5	5		WEEZER/Hash Pipe	2115
5	5		LIMP BIZKIT/My Way	2115

**MARKET #8**  
**WAAF/Boston**  
 Entercom  
 (617) 779-5400  
 Douglas/Branforte  
 12+ Cume 462,400



PLAYS	LW	TW	ARTIST/TITLE	GI (000)
31	41		NICKELBACK/Too Bad	11480
37	39		SYSTEM OF A DOWN/Toxicity	10920
34	34		INCUBUS/Wish You Were Here	9520
35	33		GODSMACK/Stand Alone	9240
33	33		DISTURBED/The Game	9240
36	33		PUDDLE OF MUDD/Blurry	9240
34	32		TOOL/Lateralus	8960
29	32		DROWNING POOL/Tear Away	8960
32	30		STAINO/For You	8400
32	30		LINKIN PARK/In The End	8120
31	29		ROB ZOMBIE/Never Gonna Stop...	8120
19	29		ALIEN ANT FARM/Movies	8120
22	23		ILL NINO/What Comes Around	6440
20	20		DOA/Sleeping Away	5400
19	19		DAVID DRAIMAN/Forsaken	5320
22	18		FU MANCHU/Squash That Fly	5040
20	18		APEX THEORY/Shhh... (Hope Diggy)	5040
16	15		SEVENDUST/Live Again	4480
17	15		SALIVA/After Me	4200
8	15		INJECTED/Faithless	4200
20	14		MUSHROOMHEAD/Solitaire/Unraveling	3920
17	14		HEADSTRONG/Adriana	3920
18	13		HOBBASTANK/Crawling In The Dark	3640
13	13		SYSTEM OF A DOWN/Chop Suey	3640
38	11		SEVENDUST/Praise	3080
5	11		OZZY OSBOURNE/Dreamer	3080
9	11		KITTIE/Run Like Hell	3080
10	11		P.O.D./Alive	3080
7	10		BIOHAZARD/Last Man Standing	2800
8	10		LOSTPROPHETS/Shinobi Vs...	2800

**MARKET #10**  
**WRIF/Detroit**  
 Greater Media  
 (248) 547-0101  
 Podell/Hanson  
 12+ Cume 552,600



PLAYS	LW	TW	ARTIST/TITLE	GI (000)
32	35		STAINO/For You	12740
34	31		PUDDLE OF MUDD/Blurry	11284
31	29		LINKIN PARK/In The End	10556
33	27		DEFAULT/Wasting My Time	9828
18	27		CREED/Bullets	9828
22	20		P.O.D./Youth Of The Nation	7280
22	20		INCUBUS/Nice To Know You	7280
16	19		OZZY OSBOURNE/Facing Hell	6916
21	19		NICKELBACK/Too Bad	6916
20	18		OFFSPRING/Dely You	6552
19	17		GODSMACK/Stand Alone	6188
16	17		EDDIE VEDDER/You've Got To...	5824
7	14		KID ROCK/Lonely Road Of Faith	5096
13	12		ROB ZOMBIE/Never Gonna Stop...	4368
14	11		FOO FIGHTERS/The One	4004
13	11		INJECTED/Faithless	4004
14	11		HOBBASTANK/Crawling In The Dark	4004
14	11		CUSTOM/Hey Mister	4004
12	11		DISTURBED/The Game	4004
7	10		GRAVITY KILLS/One Thing	3640
6	10		SOUL/Unreal	3640
14	9		LOCAL/Half Life	3276
7	9		KITTIE/Run Like Hell	3276
8	9		SYSTEM OF A DOWN/Chop Suey	3276
12	9		ECHORRAIN/Colder World	3276
10	9		HEADSTRONG/Adriana	3276
10	9		CREED/My Sacrifice	3276
6	8		ADEMA/The Way You Like It	2912
7	8		FUEL/Hemorrhage...	2548
7	7		HEDDER/Save Your Face	2548

**MARKET #12**  
**WZTA/Miami**  
 Clear Channel  
 (561) 862-2000  
 Steele/Daniels  
 12+ Cume 296,100



PLAYS	LW	TW	ARTIST/TITLE	GI (000)
43	42		LINKIN PARK/In The End	5880
42	41		STAINO/For You	5740
32	39		SYSTEM OF A DOWN/Chop Suey	5460
43	38		DEFAULT/Wasting My Time	5320
21	37		NICKELBACK/Too Bad	5180
38	36		HOBBASTANK/Crawling In The Dark	5040
36	24		PUDDLE OF MUDD/Blurry	3360
18	23		ADEMA/The Way You Like It	3220
25	21		CREED/Bullets	2940
21	21		INCUBUS/Nice To Know You	2940
9	20		GODSMACK/Stand Alone	2800
20	20		DASHBOARD.../Screaming...	2800
19	19		DISTURBED/Down With...	2660
17	19		P.O.D./Alive	2660
12	18		ROB ZOMBIE/Never Gonna Stop...	2520
17	18		SUM 41/Fat Lip	2520
14	18		X-ECTIONERS/It's Goin' Down	2520
13	18		SYSTEM OF A DOWN/Toxicity	2520
17	18		P.O.D./Youth Of The Nation	2240
11	16		HEADSTRONG/Adriana	2240
17	16		RAGE AGAINST.../Justify	2240
18	16		JIMMY EAT WORLD/The Middle	2240
20	15		DROWNING POOL/Bodies	2100
16	15		RAGE AGAINST.../Guerrilla Radio	2100
17	14		GODSMACK/Awake	1960
13	14		PUDDLE OF MUDD/Control	1960
14	14		NICKELBACK/How You Remind Me	1960
8	13		LINKIN PARK/Crawling	1820
10	13		APEX THEORY/Shhh... (Hope Diggy)	1820
13	13		KID ROCK/Cocky	1820

**FLAW**  
 "Whole"  
 Going For Adds  
 This Week  
 Over 100,000 Sold



**MARKET #16**  
**KXXR/Minneapolis**  
 ABC  
 (612) 617-4000  
 Linder/Pablo  
 12+ Cume 334,400



PLAYS	LW	TW	ARTIST/TITLE	GI (000)
37	35		PUDDLE OF MUDD/Blurry	7455
26	34		DEFAULT/Wasting My Time	7242
31	32		STAINO/For You	6816
36	31		HOBBASTANK/Crawling In The Dark	6603
35	31		P.O.D./Youth Of The Nation	6603
30	30		OFFSPRING/Dely You	6390
27	30		NICKELBACK/Too Bad	6390
22	28		LINKIN PARK/In The End	5964
19	24		INCUBUS/Nice To Know You	5112
15	22		FOO FIGHTERS/The One	4686
21	22		ROB ZOMBIE/Never Gonna Stop...	4686
17	19		INJECTED/Faithless	4047
14	19		REVELLE/Inside Out...	4047
17	19		GRAVITY KILLS/One Thing	4047
20	19		GODSMACK/Stand Alone	4047
18	17		SYSTEM OF A DOWN/Toxicity	3621
17	17		CREED/Bullets	3621
15	15		SYSTEM OF A DOWN/Chop Suey	3195
12	13		DISTURBED/Down With...	2769
17	13		STAINO/It's Been Awhile	2769
15	13		NICKELBACK/How You Remind Me	2769
15	13		DISTURBED/Down With...	2769
12	12		DROWNING POOL/Bodies	2556
12	12		TANTRIC/Breakdown	2556
11	11		DISTURBED/The Game	2343
13	11		LOSTPROPHETS/Shinobi Vs...	2343
9	11		CREED/My Sacrifice	2343
13	11		KID ROCK/Lonely Road Of Faith	2343
10	11		P.O.D./Alive	2343
12	11		WEEZER/Hash Pipe	2343

**MARKET #17**  
**KIOZ/San Diego**  
 Clear Channel  
 (619) 292-2000  
 Moran/Veder  
 12+ Cume 331,600



PLAYS	LW	TW	ARTIST/TITLE	GI (000)
29	29		LINKIN PARK/In The End	5771
25	24		DISTURBED/Down With...	4776
29	24		PUDDLE OF MUDD/Blurry	4776
21	21		TOOL/Lateralus	4179
10	21		INCUBUS/Nice To Know You	4179
20	21		INCUBUS/Wish You Were Here	4179
19	20		P.O.D./Youth Of The Nation	3980
11	20		STAINO/For You	3980
26	20		LINKIN PARK/Crawling	3980
17	19		SOUL/Halo	3781
25	18		TOOL/Schism	3582
18	17		NICKELBACK/Too Bad	3383
20	17		ADEMA/Giving In	3383
7	16		ROB ZOMBIE/Never Gonna Stop...	3184
16	16		SYSTEM OF A DOWN/Chop Suey	3184
11	13		HOBBASTANK/Crawling In The Dark	2587
21	12		CREED/My Sacrifice	2388
11	11		FU MANCHU/Squash That Fly	2189
9	11		GODSMACK/Stand Alone	2189
10	10		OFFSPRING/Dely You	1592
12	8		OZZY OSBOURNE/Getts Me Through	1592
7	7		SOUL/Unreal	1393
5	7		LINKIN PARK/One Step Closer	1393
8	7		ADEMA/The Way You Like It	1393
2	6		APEX THEORY/Shhh... (Hope Diggy)	1194
6	6		PRIMUM W/OZZY/N.I.B.	1194
6	6		PAPA ROACH/Last Resort	1194
6	5		STAINO/Mudshovel	995
7	5		NICKELBACK/How You Remind Me	995

**MARKET #20**  
**WYFF/Baltimore**  
 Hearst  
 (410) 889-0098  
 Strauss/Heckman  
 12+ Cume 426,900



PLAYS	LW	TW	ARTIST/TITLE	GI (000)
33	32		NICKELBACK/Too Bad	6464
31	31		DEFAULT/Wasting My Time	6262
28	31		PUDDLE OF MUDD/Blurry	6262
30	30		LINKIN PARK/In The End	6060
32	29		HOBBASTANK/Crawling In The Dark	5858
23	28		STAINO/For You	5656
25	25		CREED/Bullets	5050
25	25		CREED/My Sacrifice	5050
16	24		COURSE OF NATURE/Caught In The Sun	4848
21	23		INCUBUS/Nice To Know You	4646
23	22		ROB ZOMBIE/Never Gonna Stop...	4444
15	20		P.O.D./Youth Of The Nation	4040
10	19		PUDDLE OF MUDD/Control	3838
15	19		GODSMACK/Stand Alone	3838
17	18		PUDDLE OF MUDD/Drift & Die	3636
19	18		OFFSPRING/Dely You	3636
16	16		STAINO/Fade	3232
14	16		TOOL/Schism	3232
18	15		INCUBUS/Wish You Were Here	3030
5	13		HEADSTRONG/Adriana	2626
9	13		FOO FIGHTERS/The One	2626
17	13		OZZY OSBOURNE/Getts Me Through	2626
13	13		LINKIN PARK/Crawling	2626
13	12		EDDIE VEDDER/You've Got To...	2424
13	11		DISTURBED/Down With...	2222
10	11		SYSTEM OF A DOWN/Toxicity	2222
12	11		LINKIN PARK/One Step Closer	2222
18	9		P.O.D./Alive	1818
8	7		NICKELBACK/How You Remind Me	1414
7	7		ADEMA/The Way You Like It	

# R&R Active Rock Top 50

February 22, 2002

Powered By



LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	PUDDLE OF MUDD <i>Blurry (Flawless/Geffen/Interscope)</i>	1819	-8	164753	18	56/0
2	2	LINKIN PARK <i>In The End (Warner Bros.)</i>	1694	+2	163536	24	55/0
3	3	DEFAULT <i>Wasting My Time (TVT)</i>	1497	+51	131162	23	48/0
4	4	NICKELBACK <i>Too Bad (Roadrunner/IDJMG)</i>	1484	+53	133010	12	55/0
6	5	STAIN'D <i>For You (Flip/Elektra/EEG)</i>	1447	+115	132845	9	56/0
5	6	P.O.D. <i>Youth Of The Nation (Atlantic)</i>	1415	+61	114127	10	53/0
7	7	HOOBASTANK <i>Crawling In The Dark (Island/IDJMG)</i>	1308	+53	109883	17	56/0
8	8	GODSMACK <i>I Stand Alone (Republic/Universal)</i>	1109	+129	103319	3	56/0
14	9	CREED <i>Bullets (Wind-up)</i>	1003	+81	88747	7	53/0
9	10	INCUBUS <i>Nice To Know You (Immortal/Epic)</i>	973	+27	82076	9	53/1
15	11	ROB ZOMBIE <i>Never Gonna Stop (The Red...) (Geffen/Interscope)</i>	967	+89	91955	7	54/1
11	12	SYSTEM OF A DOWN <i>Chop Suey (American/Columbia)</i>	905	-34	71404	30	49/0
13	13	TOOL <i>Lateralus (Volcano)</i>	796	-124	74920	16	47/0
12	14	CREED <i>My Sacrifice (Wind-up)</i>	750	-183	58500	17	48/0
18	15	NICKELBACK <i>How You Remind Me (Roadrunner/IDJMG)</i>	730	-2	61092	30	53/0
16	16	P.O.D. <i>Alive (Atlantic)</i>	728	-91	56292	28	50/0
10	17	OFFSPRING <i>Defy You (Columbia)</i>	721	-256	59834	12	45/0
20	18	ADEMA <i>The Way You Like It (Arista)</i>	688	+59	56056	12	49/1
17	19	DISTURBED <i>Down With The Sickness (Giant/Reprise)</i>	683	-77	75761	37	54/0
22	20	SYSTEM OF A DOWN <i>Toxicity (American/Columbia)</i>	654	+58	61820	7	52/1
21	21	COURSE OF NATURE <i>Caught In The Sun (Lava/Atlantic)</i>	629	+11	41580	8	40/1
29	22	HEADSTRONG <i>Adriana (RCA)</i>	536	+49	47366	6	46/0
24	23	CUSTOM <i>Hey Mister (ARTIST Direct)</i>	526	-24	40882	16	35/0
27	24	DISTURBED <i>The Game (Giant/Reprise)</i>	514	-15	45711	10	29/0
30	25	KID ROCK <i>Lonely Road Of Faith (Top Dog/Lava/Atlantic)</i>	477	+23	42379	5	38/2
23	26	FOO FIGHTERS <i>The One (Columbia)</i>	474	-109	43359	9	39/0
25	27	ILL NINO <i>What Comes Around (Roadrunner/IDJMG)</i>	470	-60	38804	11	47/0
31	28	INJECTED <i>Faithless (Island/IDJMG)</i>	436	0	35629	6	46/2
33	29	SOIL <i>Unreal (J)</i>	428	+29	36291	6	40/1
35	30	GRAVITY KILLS <i>One Thing (Sanctuary/SRG)</i>	408	+54	32930	3	45/1
32	31	FU MANCHU <i>Squash That Fly (Mammoth)</i>	405	-6	32993	6	41/2
26	32	SEVENDUST <i>Praise (TVT)</i>	388	-113	30138	19	32/0
28	33	SALIVA <i>After Me (Island/IDJMG)</i>	382	-113	28425	8	39/0
40	34	DAVID DRAIMAN <i>Forsaken (Reprise)</i>	372	+130	30426	2	36/5
37	35	X-ECUTIONERS <i>It's Goin' Down (Loud/Columbia)</i>	325	+65	24553	4	29/0
42	36	STATIC-X <i>Cold (Warner Bros.)</i>	320	+103	23145	3	39/5
46	37	DROWNING POOL <i>Tear Away (Wind-up)</i>	283	+135	32525	2	38/7
38	38	LOCAL H <i>Half Life (Palm Pictures)</i>	275	+22	19030	5	30/1
41	39	APEX THEORY <i>Shhh... (Hope Diggy) (DreamWorks)</i>	258	+15	25849	4	30/1
39	40	JIMMY EAT WORLD <i>The Middle (DreamWorks)</i>	254	+12	20087	4	13/0
36	41	ALIEN ANT FARM <i>Movies (DreamWorks)</i>	222	-53	21153	15	17/0
34	42	OZZY OSBOURNE <i>Dreamer (Epic)</i>	205	-180	22515	12	26/0
Debut	43	DOPE <i>Slipping Away (Flip/Epic)</i>	192	+90	18401	1	31/7
44	44	KITTIE <i>Run Like Hell (Artemis)</i>	186	+3	21598	4	20/0
43	45	HEDDER <i>Save Your Face (Gold Circle)</i>	169	-36	9980	10	21/0
47	46	MESH STL <i>Believe Me (Label/Jive)</i>	168	+37	17414	2	18/0
—	47	LOSTPROPHETS <i>Shinobi Vs. Dragon Ninja (Columbia)</i>	161	+66	15142	2	29/5
45	48	TANTRIC <i>Mourning (Maverick/Reprise)</i>	153	-22	14733	17	15/0
Debut	49	REVELLE <i>Inside Out (Can You Feel...) (Elektra/EEG)</i>	143	+55	16878	1	33/20
50	50	STROKES <i>Last Nite (RCA)</i>	120	+9	9043	6	7/0

56 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 2/10/02-2/16/02. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 20 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from the Arbitron Company (copyright 2002, The Arbitron Company). (C) 2002, R&R, Inc.

## Most Added®

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ARTIST TITLE LABEL(S)	ADDS
REVELLE <i>Inside Out (Can You Feel...) (Elektra/EEG)</i>	20
SEVENDUST <i>Live Again (TVT)</i>	20
EARSHOT <i>Get Away (Warner Bros.)</i>	15
DROWNING POOL <i>Tear Away (Wind-up)</i>	7
DOPE <i>Slipping Away (Flip/Epic)</i>	7
STATIC-X <i>Cold (Warner Bros.)</i>	5
DAVID DRAIMAN <i>Forsaken (Reprise)</i>	5
LOSTPROPHETS <i>Shinobi Vs. Dragon Ninja (Columbia)</i>	5
JEREMIAH FREED <i>Again (Republic/Universal)</i>	5
LENNON <i>Brake Of Your Car (Arista)</i>	5
ONESIDEZERO <i>Instead Laugh (Maverick/WB)</i>	5

## Starsailor

### "Love Is Here"



## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
DROWNING POOL <i>Tear Away (Wind-up)</i>	+135
DAVID DRAIMAN <i>Forsaken (Reprise)</i>	+130
GODSMACK <i>I Stand Alone (Republic/Universal)</i>	+129
STAIN'D <i>For You (Flip/Elektra/EEG)</i>	+115
STATIC-X <i>Cold (Warner Bros.)</i>	+103
DOPE <i>Slipping Away (Flip/Epic)</i>	+90
ROB ZOMBIE <i>Never... (The Red...) (Geffen/Interscope)</i>	+89
CREED <i>Bullets (Wind-up)</i>	+81
LOSTPROPHETS <i>Shinobi Vs. Dragon Ninja (Columbia)</i>	+66
X-ECUTIONERS <i>It's Goin' Down (Loud/Columbia)</i>	+65

## Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
INCUBUS <i>I Wish You Were Here (Immortal/Epic)</i>	638
TOOL <i>Schism (Volcano)</i>	553
PUDDLE OF MUDD <i>Control (Flawless/Geffen/Interscope)</i>	548
LINKIN PARK <i>Crawling (Warner Bros.)</i>	517
DROWNING POOL <i>Bodies (Wind-up)</i>	454
SALIVA <i>Your Disease (Island/IDJMG)</i>	431
STAIN'D <i>Fade (Flip/Elektra/EEG)</i>	418
LINKIN PARK <i>One Step Closer (Warner Bros.)</i>	414
PAPA ROACH <i>Last Resort (DreamWorks)</i>	374
GODSMACK <i>Greed (Republic/Universal)</i>	356
GODSMACK <i>Awake (Republic/Universal)</i>	350
FUEL <i>Hemorrhage (In My Hands) (Epic)</i>	336
DISTURBED <i>Stupify (Giant/Reprise)</i>	313
STAIN'D <i>It's Been Awhile (Flip/Elektra/EEG)</i>	307
A PERFECT CIRCLE <i>Judith (Virgin)</i>	279



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America's Best Testing Active Rock Songs 12+  
For The Week Ending 2/22/02.

Artist Title (Label)	TW	LW	Familiarity	Burn	TD	Familiarity	Burn
<b>GODSMACK</b> I Stand Alone (Republic/Universal)	4.17	-	67%	7%	4.11	73%	8%
<b>SEVENDUST</b> Praise (TVT)	4.11	4.16	85%	15%	4.09	89%	17%
<b>SYSTEM OF A DOWN</b> Chop Suey (American/Columbia)	4.10	4.08	94%	32%	4.14	94%	32%
<b>PUDDLE OF MUDD</b> Blurry (Flawless/Geffen/Interscope)	4.07	4.03	94%	27%	3.89	95%	33%
<b>SYSTEM OF A DOWN</b> Toxicity (American/Columbia)	4.07	4.04	82%	13%	4.05	84%	15%
<b>DISTURBED</b> Down With The Sickness (Giant/Reprise)	4.05	4.10	96%	34%	4.07	97%	38%
<b>ROB ZOMBIE</b> Never Gonna Stop (The Red, Red Kroovy) (Geffen/Interscope)	4.01	4.01	80%	12%	4.01	85%	15%
<b>NICKELBACK</b> Too Bad (Roadrunner/IDJMG)	3.98	3.93	92%	20%	3.89	92%	23%
<b>HOOBASTANK</b> Crawling In The Dark (Island/IDJMG)	3.95	3.97	84%	23%	3.87	87%	24%
<b>LINKIN PARK</b> In The End (Warner Bros.)	3.95	3.92	97%	44%	3.83	96%	45%
<b>TOOL</b> Lateralus (Volcano)	3.94	3.96	88%	22%	3.88	92%	24%
<b>TOOL</b> Schism (Volcano)	3.94	3.95	93%	40%	3.92	95%	43%
<b>ADEMA</b> The Way You Like It (Arista)	3.91	3.88	73%	13%	3.68	76%	17%
<b>OFFSPRING</b> Defy You (Columbia)	3.90	3.93	91%	19%	3.87	92%	18%
<b>STAINED</b> For You (Flip/Elektra/EEG)	3.90	3.89	90%	25%	3.74	92%	28%
<b>DEFAULT</b> Wasting My Time (TVT)	3.88	3.84	85%	26%	3.71	84%	28%
<b>NICKELBACK</b> How You Remind Me (Roadrunner/IDJMG)	3.85	3.90	98%	52%	3.78	98%	55%
<b>SOIL</b> Unreal (J)	3.83	3.83	50%	7%	3.81	56%	7%
<b>P.O.D.</b> Youth Of The Nation (Atlantic)	3.83	3.71	93%	26%	3.78	93%	28%
<b>ILL NINO</b> What Comes Around (Roadrunner/IDJMG)	3.79	3.74	51%	8%	3.86	50%	9%
<b>SALIVA</b> After Me (Island/IDJMG)	3.75	3.64	60%	11%	3.78	66%	14%
<b>P.O.D.</b> Alive (Atlantic)	3.73	3.68	96%	46%	3.66	97%	49%
<b>INCUBUS</b> I Wish You Were Here (Immortal/Epic)	3.73	3.74	95%	37%	3.61	96%	40%
<b>FOO FIGHTERS</b> The One (Columbia)	3.71	3.68	82%	19%	3.72	81%	17%
<b>COURSE OF NATURE</b> Caught In The Sun (Lava/Atlantic)	3.68	-	38%	6%	3.61	38%	8%
<b>INCUBUS</b> Nice To Know You (Immortal/Epic)	3.67	3.63	88%	26%	3.52	87%	28%
<b>CREED</b> Bullets (Wind-up)	3.40	3.43	72%	21%	3.44	76%	22%
<b>CUSTOM</b> Hey Mister (Artist Direct)	3.31	3.28	48%	15%	3.20	49%	15%
<b>CREED</b> My Sacrifice (Wind-up)	3.29	3.31	98%	57%	3.28	98%	57%
<b>KID ROCK</b> Lonely Road Of Faith (Top Dog/Lava/Atlantic)	2.81	2.74	69%	31%	2.86	76%	32%

Total sample size is 762 respondents. Total average favorability estimates are based on a scale of 1-5. (1=dislike very much, 5=like very much). Total familiarity represents the percentage of respondents who recognized the song. Total burn represents the number of respondents who said they are tired of hearing the song. Sample composition is based on persons 12+. TD = Target Demo (Females 18-34). Persons are screened via the Internet. Once passed, they can take the music test based on their format/music preference. RateTheMusic.com results are not meant to replace callout research. The results are intended to show opinions of participants on the Internet only. RateTheMusic is a registered trademark of RateTheMusic.com. The RTM system is available for local radio stations by calling 407/523-7272. RateTheMusic.com data is provided by Mediabase Research, A division of Premiere Radio Networks.

## New & Active

- EDDIE VEDDER** You've Got To Hide Your... (V2)  
Total Plays: 90, Total Stations: 8, Adds: 1
- SEVENDUST** Live Again (TVT)  
Total Plays: 88, Total Stations: 25, Adds: 20
- FAMILIAR 48** The Question (MCA)  
Total Plays: 51, Total Stations: 8, Adds: 3
- BLACK LABEL SOCIETY** Bleed For Me (Spitfire)  
Total Plays: 26, Total Stations: 7, Adds: 2
- EARSHOT** Get Away (Warner Bros.)  
Total Plays: 18, Total Stations: 15, Adds: 15

Songs ranked by total plays

## Indicator

### Most Added®

- SEVENDUST** Live Again (TVT)
- JEREMIAH FREED** Again (Republic/Universal)
- REVELLE** Inside Out (Can You Feel...) (Elektra/EEG)
- DOPE** Slipping Away (Flip/Epic)
- ONESIDEZERO** Instead Laugh (Maverick/WB)
- DROWNING POOL** Tear Away (Wind-up)
- DAVID DRAIMAN** Forsaken (Reprise)
- EARSHOT** Get Away (Warner Bros.)
- LENNON** Brake Of Your Car (Arista)
- HOOBASTANK** Crawling In The Dark (Island/IDJMG)
- HEADSTRONG** Adriana (RCA)
- CUSTOM** Hey Mister (ARTIST Direct)
- LOSTPROPHETS** Shinobi Vs. Dragon Ninja (Columbia)
- BLACK LABEL SOCIETY** Bleed For Me (Spitfire)
- CROSSBREED** Breathe (Artemis)
- 12 STONES** Broken (Wind-up)
- FLAW** Whole (Republic/Universal)

## Reporters

<p><b>WOBK/Albany, NY *</b> 6 REVELLE "Inside" EARSHOT "Get" FLYING TIGERS "Maybe" JEREMIAH FREED "Again" LENNON "Brake" ONESIDEZERO "Laugh" SEVENDUST "Again"</p>	<p><b>KFMF/Chico, CA</b> PD: Marty Griffin MD: Tim Bug Moore No Adds</p>	<p><b>WRDQ/Fayetteville, NC *</b> DAVID DRAIMAN "Forsaken" REVELLE "Inside"</p>	<p><b>WCCO/Hartford, CT *</b> PD: Michael Picozzi APD/MD: Mike Karolyi 7 SPLIT SHIFT "Forget" 6 GARGANTUS SOUL "America" 1 LOSTPROPHETS "Shinobi"</p>	<p><b>WJLO/Madison, WI *</b> OM: Glen Gardner APD/MD: Blake Patton 1 INJECTED "Faithless" SEVENDUST "Again" LOSTPROPHETS "Shinobi" INCUBUS "Nice"</p>	<p><b>WNOR/Norfolk, VA *</b> PD: Harvey Kojan APD/MD: Tim Parker REVELLE "Inside" SEVENDUST "Again"</p>	<p><b>WNVE/Rochester, NY *</b> PD: Erick Anderson MD: Don Vincent DOPE "Away" EARSHOT "Get"</p>	<p><b>KHTQ/Spokane, WA *</b> OM: Brew Michaels MD: Barry Bennett ONESIDEZERO "Laugh" REVELLE "Inside" SEVENDUST "Again" LENNON "Brake"</p>	<p><b>WYZZ/Tallahassee, FL</b> PD: Jeff Horn APD/MD: B.C. CUTTING EDGE "Time" OUTERSTAR "Brave" JEREMIAH FREED "Again" ONESIDEZERO "Laugh" SEVENDUST "Again"</p>	
<p><b>KZRC/Amarillo, TX</b> PD/MD: Eric Slayter BREAKING POINT "Hard" HEADSTRONG "Adriana" DAVID DRAIMAN "Forsaken"</p>	<p><b>KRQR/Chico, CA</b> PD/MD: Dain Sandoval 5 REVELLE "Inside" SEVENDUST "Again" 5 UNWRITTEN LAW "Hard"</p>	<p><b>WWBN/Flint, MI *</b> PD: Brian Beddow MD: Tony LaBrie DAVID DRAIMAN "Forsaken" LOSTPROPHETS "Shinobi" ROB ZOMBIE "Never"</p>	<p><b>WAMX/Huntington, WV</b> PD/MD: Paul Ostlund SEVENDUST "Again" REVELLE "Inside" FLYING TIGERS "Maybe"</p>	<p><b>WGIR/Manchester, NH</b> MD: Meegan Collier SEVENDUST "Again" REVELLE "Inside" JEREMIAH FREED "Again"</p>	<p><b>KRQC/Omaha, NE *</b> PD: Tim Sheridan MD: Jon Terry DROWNING POOL "Tear" SEVENDUST "Again" DOPE "Away"</p>	<p><b>KRQK/Sacramento, CA *</b> Sh. Mgr.: Curtiss Johnson PD: Pat Marshall No Adds</p>	<p><b>WQZT/Springfield, IL</b> MD: Michael T. DROWNING POOL "Tear" DOPE "Away" EARSHOT "Get" JEREMIAH FREED "Again"</p>	<p><b>WXTB/Tampa, FL *</b> OM: Brad Hardin PD: Rick Schmidt APD: Carl Harris MD: Launa Phillips EARSHOT "Get" REVELLE "Inside"</p>	
<p><b>WWWX/WXIA/Asheville-Green Bay, WI *</b> PD/MD: Guy Dark DROWNING POOL "Tear"</p>	<p><b>KILO/Colorado Springs, CO *</b> PD: Ross Ford APD/MD: Matt Gentry MD: Hill Jordan 7 OZZY OSBOURNE "Facing" CREED "Heir"</p>	<p><b>KRZR/Fresno, CA *</b> OM: E. Curtis Johnson 6 DAVID DRAIMAN "Forsaken" REVELLE "Inside"</p>	<p><b>KDRC/Kansas City, MO *</b> PD: Neal Mirsky APD/MD: Don Jantzen 1 STATIC-X "Gold" BLACK LABEL SOCIETY "Bleed" REVELLE "Inside"</p>	<p><b>WZTA/Miami, FL *</b> OM: Gregg Steele APD/MD: Lee Daniels 7 COURSE OF NATURE "Sun" 4 EARSHOT "Get" 1 DROWNING POOL "Tear" REVELLE "Inside" SEVENDUST "Again"</p>	<p><b>WJRR/O Orlando, FL *</b> PD: Pat Lynch MD: Dickerman 4 SEVENDUST "Again" 1 INJECTED "Faithless" EARSHOT "Get" REVELLE "Inside"</p>	<p><b>WKQZ/Saginaw, MI *</b> PD: Hunter Scott APD: Sean Kelly MD: Todd Kangas 7 SEVENDUST "Again" 2 STATIC-X "Gold" 1 FLAW "Whole" 1 ONESIDEZERO "Laugh" JEREMIAH FREED "Again" LENNON "Brake"</p>	<p><b>WLXZ/Springfield, MA *</b> PD: Scott Laudani MD: Trixie 1 STATIC-X "Gold" JEREMIAH FREED "Again" SEVENDUST "Again" SOIL "Unreal"</p>	<p><b>KRTQ/Tulsa, OK *</b> PD: Chris Kelly APD: Kelly Garrett 2 KID ROCK "Path" DROWNING POOL "Tear" REVELLE "Inside"</p>	
<p><b>WCHZ/Augusta, GA *</b> OM: Harley Drew PD/MD: Chuck Williams REVELLE "Inside" SEVENDUST "Again"</p>	<p><b>WBZX/Columbus, OH *</b> PD: Hal Fish APD/MD: Ronni Hunter DROWNING POOL "Tear"</p>	<p><b>WROR/Ft. Myers, FL *</b> PD: Kyle Brooks MD: Ffzt SEVENDUST "Again"</p>	<p><b>KLFX/Killeen-Temple, TX</b> PD/MD: Bob Fonda OM: Chris McCreary LENNON "Brake" CROSSBREED "Breathe" JEREMIAH FREED "Again" FLAW "Whole" LOSTPROPHETS "Shinobi"</p>	<p><b>WLUM/Milwaukee, WI *</b> OM: Chris McCreary PD/MD: Randy Hawke FLYING TIGERS "Maybe" JEREMIAH FREED "Again" ONESIDEZERO "Laugh" SEVENDUST "Again" SIMPLE PLAN "Kid"</p>	<p><b>WTGX/Pensacola, FL *</b> Dir/Prog: Joel Sampson APD/MD: Mark "The Shark" Dyba No Adds</p>	<p><b>WZBH/Salisbury, MD</b> PD: Shawn Murphy APD: John Glassman MD: Miki Hunter 6 LENNON "Brake" TABITHA'S SECRET "Unkind" EARSHOT "Get" JEREMIAH FREED "Again" REVELLE "Inside" ONESIDEZERO "Laugh"</p>	<p><b>KZQZ/Springfield, MO</b> OM: Dave DeFranzo MD: George Spunkmeister 5 DOPE "Away" SEVENDUST "Again" REVELLE "Inside" ONESIDEZERO "Laugh"</p>	<p><b>KICT/Wichita, KS *</b> MD: R.J. Davis SEVENDUST "Again" SYSTEM OF A DOWN "Toxicity"</p>	
<p><b>WIYY/Baltimore, MD *</b> PD: Rick Strauss APD/MD: Rob Heckman 12 EDDIE VEDDER "Hid" 2 KISS "Lick" 5 RU MANCHU "Squash"</p>	<p><b>KBPI/Denver-Boulder, CO *</b> PD: Bob Richards APD/MD: Willie B. No Adds</p>	<p><b>WRUF/Gainesville-Ocala, FL *</b> PD: Harry Guscott MD: Ryan North 1 SEVENDUST "Again" 2 STATIC-X "Gold" FAMILIAR 48 "Question" REVELLE "Inside"</p>	<p><b>WJXL/Ansing, MI *</b> OM: Bob Olson MD: Kevin Conrad 2 TOMMY LEE "Hard" 2 REVELLE "Inside" 1 DOPE "Away" EARSHOT "Get"</p>	<p><b>WLZR/Milwaukee, WI *</b> PD: Keith Hastings MD: Marilyn Mee 3RD STRIKE "Light" DWM "Decreased" EARSHOT "Get" SEVENDUST "Again"</p>	<p><b>WYSP/Philadelphia, PA *</b> OM: Tim Sabean MD: Nancy Palumbo No Adds</p>	<p><b>KISS/San Antonio, TX *</b> OM: Virgil Thompson PD: Kevin Vargas MD: C.J. Cruz No Adds</p>	<p><b>KIOZ/San Diego, CA *</b> Dir/Prog: Jim Richards PD: Shauna Moran APD/MD: Sharon Leder 6 APEX THEORY "Shre..."</p>	<p><b>KURQ/San Luis Obispo, CA</b> PD/MD: Adam Burnes DROWNING POOL "Tear"</p>	
<p><b>WCPR/Biloxi-Gulfport, MS *</b> OM: Kenny Vest PD: Scot Fox APD: Wayne Watkins MD: Mitch Cry 1 SEVENDUST "Again" ATM "Hook" EARSHOT "Get" JEREMIAH FREED "Again" LENNON "Brake" ONESIDEZERO "Laugh"</p>	<p><b>KAZR/Des Moines, IA *</b> PD: Sean Elliott MD: Jo Michaels 3 FLAW "Whole" BLACK LABEL SOCIETY "Bleed" REVELLE "Inside"</p>	<p><b>WXQR/Greenville, NC *</b> PD: Brian Rickman MD: Wes Adams 2 STATIC-X "Gold" 1 LENNON "Brake" REVELLE "Inside" SEVENDUST "Again"</p>	<p><b>KOMP/Las Vegas, NV *</b> PD: John Griffin MD: Big Marty EARSHOT "Get" FAMILIAR 48 "Question"</p>	<p><b>KMRQ/Modesto, CA *</b> PD/MD: Jack Paper APD: Matt Foley 2 DROWNING POOL "Tear" REVELLE "Inside"</p>	<p><b>KUPD/Phoenix, AZ *</b> PD: J.J. Jeffries MD: Larry McFeele EARSHOT "Get"</p>	<p><b>KUFO/Portland, OR *</b> OM: Dave Numme APD/MD: Al Scott 7 EARSHOT "Get"</p>	<p><b>KORB/Quad Cities, IA-IL *</b> OM: Danny Sullivan APD/MD: Rick Thames No Adds</p>	<p><b>KDOT/Reno, NV *</b> PD: Jave Patterson MD: Martina Davis 1 SEVENDUST "Again" EARSHOT "Get" LOSTPROPHETS "Shinobi"</p>	
<p><b>WAAF/Boston, MA *</b> PD: Dave Douglas MD: Mike Brangiforte 8 EARSHOT "Get" 5 EARSHOT "Get"</p>	<p><b>WRIF/Detroit, MI *</b> OM: Doug Podell APD/MD: Troy Hanson 2 DAVID DRAIMAN "Forsaken" DOPE "Away" LOSTPROPHETS "Shinobi"</p>	<p><b>WTPT/Greenville, SC *</b> PD/MD: Mark Hendrix DROWNING POOL "Tear" REVELLE "Inside"</p>	<p><b>KIBZ/Lincoln, NE</b> PD: E.J. Marshall APD: Sparkey MD: Samantha Knight 33 HOOBASTANK "Crawling" BLACK LABEL SOCIETY "Bleed" SEVENDUST "Again" REVELLE "Inside"</p>	<p><b>WRAT/Monmouth-Ocean, NJ *</b> PD: Carl Craft APD/MD: Robyn Lane No Adds</p>	<p><b>KURQ/San Luis Obispo, CA</b> PD/MD: Adam Burnes DROWNING POOL "Tear"</p>	<p><b>KTUX/Shreveport, LA *</b> OM: Dale Baird PD/MD: Paul Cannell No Adds</p>	<p><b>WQXA/Harrisburg, PA *</b> PD: Claudine DeLorenzo MD: Nixon 2 DOPE "Away"</p>	<p><b>KFMX/Lubbock, TX</b> OM: Wes Nessmann SEVENDUST "Again" DAVID DRAIMAN "Forsaken"</p>	<p><b>WNPL/Nashville, TN *</b> No Adds</p>

\* Monitored Reporters  
74 Total Reporters  
56 Total Monitored  
18 Total Indicator  
15 Current Indicator Playlists

Note: KOMP/Las Vegas, NV and WKQZ/Saginaw, MI move from Rock to Active Rock.  
Reported Frozen Playlist (1):  
WZOR/Green Bay, WI  
Did Not Report, Playlist Frozen (2):  
WKQZ/Myrtle Beach, SC  
WRBR/South Bend, IN

## ON THE RECORD

with  
**Paul Marshall**  
Music Director/Afternoons,  
KRXQ (98 Rock)/Sacramento



The band that's most surprised us here at 98 Rock is P.O.D. When we heard the last record, we thought, "Here's a pretty cool band." We were the first Active Rock station in the country to support them. So, naturally, when *Satellite* came across our desk, the interest level was automatic. But we never expected the maturation or genuine buzz that surrounds this band right now.

● "Alive" has consistently come back as a song that KRXQ listeners not only embrace, but do so with the kind of passion that indicates real longevity for the band. "Youth of the Nation" is a modern-day "Jeremy" and shows both thoughtful lyrical insight and a musicality that are often missed by bands who've hopped aboard the "rap-rock" bandwagon.

We expect "Boom" to be an anthem by summer. ● P.O.D. are that rare band who seem to have really crossed over. You need not look any further than NBC, which has used the band's music as bumpers during the Olympics. That's textbook mainstream acceptance. It's truly satisfying to see a band you really believe in do well. The fact that they're really nice guys doesn't hurt either. ● As far as other favorites go, we hope that the masses finally embrace Sevendust as the band that (it seems) everyone in the industry believes they are. And Headstrong could make a nice run for themselves as well.

It didn't take long for **Godsmack** to debut at the top of the RateTheMusic.com chart! "I Stand Alone" was released just two weeks ago, and it has already scored 73% familiarity with men 18-34 ... Most Added at Active was a tie between **Reveille** and **Sevendust**, with each getting 20 adds. **Earshot** take the next spot with 15 big-station, before-the-box adds, including WAAF/Boston; WZTA/Miami; KUPD/Phoenix; KXXR/Minneapolis; WXTB/Tampa; KUFO/Portland, OR; WLZR/Milwaukee; WJRR/Orlando; and KOMP/Las Vegas ... Both **Dope** and **Drowning Pool** score seven adds as each of their stories continues to build ... On the Rock side, **Jeremiah Freed** leads the Most Added pack with 12 stations, including WHJY/Providence; WBUF/Buffalo; WCMF/Rochester, NY; KFRQ/McAllen; KMOD/Tulsa; and KLAQ/EI Paso ... **Sevendust** add nine Rock stations on "Live Again" ... **Reveille** and **Onesidezero** round out the Most Added with five and four adds, respectively.  
**MAX PIX: 12 STONES "Broken" (Wind-up)**

— Cyndee Maxwell, Active Rock/Rock Editor

## Active Rock/Rock ON THE RADIO

### Contributing Stations/Shows

WQBK/Albany, NY  
KZRR/Albuquerque, NM  
KWHL/Anchorage, AK  
WPXC/Cape Cod, MA  
KEGL/Dallas, TX  
KBPI/Denver, CO  
KAZR/Des Moines, IA  
KLAQ/EI Paso, TX  
WRQC/Ft. Myers, FL  
WKLQ/Grand Rapids  
WXQR/Greenville, NC

KIBZ/Lincoln, NE  
WTFX/Louisville, KY  
KFMX/Lubbock, TX  
KXXR/Minneapolis, MN  
WBAB/Nassau-Suffolk, NY  
WJRR/Orlando, FL  
KATT/Oklahoma City, OK  
WYSP/Philadelphia, PA  
KUPD/Phoenix, AZ  
WHEB/Portsmouth, NH  
WHJY/Providence, RI

KDOT/Reno, NV  
KRXQ/Sacramento, CA  
KBER/Salt Lake City, UT  
KIOZ/San Diego, CA  
KXFX/Santa Rosa, CA  
KLPX/Tucson, AZ  
*Harddrive*  
*L.A. Lloyd's Rock 30*  
*Pile Driver*  
*Tour Bus Radio*

# active INSIGHT

ARTIST: **X-ecutioners**  
LABEL: **Loud/Columbia**

By **FRANK CORREIA** / ROCK SPECIALTY EDITOR

Rap and rock — two great tastes that can, but often don't, taste great together. For as much critical ire as the often-dunderheaded genre receives, it more than makes up for it at the cash register, where legions of alternative and active rock listeners shell out their Taco Bell paychecks for more Nookie-flavored rhymes. Small wonder that many suburban white kids are trading in their Fenders for DJ equipment.

But what happens when actual turntablists from the streets of New York try their skilled hands at the rap rock game? If the scratchers in question are Loud Records' **X-ecutioners**, the answer is success. The group's foray into rock has turned heads as well as turntables with "It's Goin' Down," an energetic excursion featuring the talents of Linkin Park members Mike Shinoda and Mr. Hahn. The X-ecutioners have cracked Active Rock's top 50 with support from outlets like KBPI/Denver and WJRR/Orlando. Over at Alternative, the story is even stronger: The group looks to go top 20 with huge spins at WHFS/Washington, WXTM/Cleveland, WOCL/Orlando, WPBZ/West Palm Beach and WMRQ/Hartford, among others.

Although the X-ecutioners are just now stepping into the light, this wax-wrecking crew has been around since 1989. Back then, under the name X-men, the group assembled with the stated intention of overthrowing reigning battle-



X-ecutioners

DJs Clark Kent's Supermen. After many member changes and lots of practice on the wheels of steel, the X-men officially became the X-ecutioners as they moved from being battle-DJs to becoming recording artists in their own right. Now made up of Rob Swift, Total Eclipse, Roc Raida and Mista Sinista, this four-man unit is hitting hard with their second full-length for Loud Records, the aptly titled *Built From Scratch*.

Along the way, group members have contributed beats and scratches to hip-hop heavies such as Common, The Beatnuts and Pharoah Monch, among others. For *Scratch*, you can only scratch your head at how they've lined up so many great guest appearances. Besides the Linkin Park cameo, the X-men get down with DJ Premier, Everlast, Gorillaz' Dan The Automator, Xzibit and many more. There's even a posthumous appearance by rapper Big Pun on the track "Dramacyde." The group's accomplishments are more than this white boy can list in one column, so head on over to [www.loud.com](http://www.loud.com) for more info.



### Top 20 Specialty Artists

February 22, 2002

1. **BLACK LABEL SOCIETY** (*Spitfire*) "Bleed For Me," "Battering Ram"
2. **HATEBREED** (*Universal*) "I Will Be Heard," "Proven"
3. **ENTOMBED** (*Koch*) "I For An Eye," "Chief Rebel Angel"
4. **KITTIE** (*Ng/Artemis*) "Run Like Hell," "Oracle"
5. **DREAM THEATER** (*Elektra/EEG*) "The Test...", "The Glass Prison"
6. **3RD STRIKE** (*Hollywood*) "Flow Heat," "No Light"
7. **SLAYER** (*American/IDJMG*) "Disciple," "God Send Death"
8. **MUSHROOMHEAD** (*Universal*) "Solitaire/Unraveling," "Xeroxed"
9. **CROSSBREED** (*Artemis*) "Breathe," "Severed," "Underlined"
10. **SEVENDUST** (*TVT*) "Live Again," "Dead Set"
11. **INJECTED** (*Island/IDJMG*) "Faithless," "Bullet"
12. **ROB ZOMBIE** (*Geffen/Interscope*) "Never Gonna Stop," "Iron Head"
13. **MEGADETH** (*Loud*) "Killing Is My Business...", "Mechanix"
14. **SYSTEM OF A DOWN** (*American/Columbia*) "Toxicity," "Prison Song"
15. **KING DIAMOND** (*Metal Blade*) "The Storm," "The Crypt"
16. **HEADSTRONG** (*RCA*) "Adriana," "All Of The Above"
17. **LOSTPROPHETS** (*Columbia*) "Shinobi vs. Dragon...", "The Fake Sound..."
18. **DOPE** (*Flip/Epic*) "Slipping Away," "Die MF Die"
19. **PEACH GB** (*Volcano*) "Naked," "Spasm"
20. **DRY KILL LOGIC** (*Roadrunner/IDJMG*) "Rot," "Snap Your Fingers..."

Ranked by total number of shows reporting the artist, with titles listed in order of most airplay.



**JIM KERR**  
jimmkerr@rronline.com

PART ONE OF A TWO-PART SERIES

## The Formation Of A Successful Morning Team

How KCXX/Riverside's Dick and Justice became morning stars

There is no doubt that one of the hardest, if not *the* hardest, thing a PD can do is build and nurture a talented and winning morning show. One of the newest and certainly one of the brightest wakeup shows was recently built in California's Inland Empire, where KCXX/Riverside PD Kelli Cluque paired two very different personalities and created the *Dick & Justice* morning show.

A vast majority of these combinations fail miserably. But that hasn't been the case at KCXX, where Dick and Justice have dominated the press and surged in the ratings with their provocative and downright funny show. This week, in the first of a two-part interview, I discuss with the hosts how they were able to grow together and find that incredibly elusive morning show element: chemistry.

**R&R:** What's the background on how the two of you were paired up at KCXX?

**J:** I started here back in 1997 and worked my way up. I came here from KFMA in Tucson. I was paired with John Michael in mornings, and I left the station and ended up here doing weekends. The previous morning show, *Howie & Lisa*, was on its way out, so the position opened up. By that time Kelli was talking with Dick and looking for someone to co-host the show with him. I happened to be in the right place at the right time, and I was on the air about two weeks before Dick



Dick & Justice

got here.

**R&R:** Dick, where were you before you arrived at KCXX?

**D:** The last market I was in was actually Pensacola, FL. I was at WTKX and paired with Joel Sampson there for about three years. Before that I was in Orlando for two years. Before that, it was Missouri for two years. Every two years or so I move as part of the radio witness-protection program.

I was in Pensacola doing mornings and doing really well, but I knew that I

wanted to move on. A friend of mine who was doing news for us out of Los Angeles told me that this position would be the perfect fit for me, so I called Kelli between 30 and 40 times. I then flew out to check out the station, and I really liked the sound of it. I sat down for an interview and pursued it from there.

**R&R:** Chemistry is so important for a morning show. How did it go when you two first sat down in the booth together?

**J:** We actually talked on the phone two or three weeks before Dick even got out here. That was different, at first, because our personalities are so different. Over the phone it was nearly impossible to get a bead on Dick. I had left a fairly successful situation at KFMA, and after talking with Dick on the phone — although he seemed like a nice enough guy — at one point I started to wonder what I had gotten myself into. But, you know, it's just so hard, over the phone, to connect. You really have to wait until you meet them.

**D:** In Pensacola Joel was the PD, so I was used to doing the lion's share of the work on the show. And I enjoyed that; I'm a workaholic. But that meant I could make all the decisions about the direction of the show and decide what guests were going to be on, and I still had that mentality as I approached Justice. So I'm sure he spent a good part of the time during our phone calls making faces toward his wife and wondering to himself, "What does this guy think he's doing?"

**J:** And it was the same thing for me. When I was at KFMA with John Michael, I had had morning show experience, and he didn't have any. So I was handling the work load in a similar way to what Dick was doing. When we got on the phone, it was a clash of people used to getting their ideas on the show. I'd be like, "But this worked for me over here," and he'd be like, "Yeah, well this worked for me over here."

**R&R:** I can see that being tough to reconcile over the phone. Did you cover much ground over those three weeks, or did you really need to be in the studio together to make progress?

**D:** It took airtime, but it didn't take

"When you're comfortable enough to sit back and let the other guy get the joke and you don't try to one-up it or tag it, that's the moment where you can say, 'We're a team.'"

Dick

long. You sit down with somebody, and you tend to go through an intense relationship. I could easily say that I've spent more time with Justice the entire time we've been together than I've spent with my wife. I mean, you're sitting down anywhere from at least four to sometimes 12 hours a day with a person. Where a regular relationship would take a year to get that much time in, a morning team find themselves covering it in six weeks. We moved very fast through the stages of a relationship.

**J:** It didn't take long for the ideas to sort of mesh together into what we wanted to do here, without it being all of what Dick used to do or all of what I used to do.

**R&R:** When you talk to PDs, they will admit that one of the most difficult things they can do is match up personalities for a cohesive morning show. Can you give me an idea of how difficult it was for you two? Did you just click, or were there some rough spots?

**D:** I think it is like any relationship. You need some kind of thread to hold on to and to keep coming back to when things aren't going so well. For me, I had faith in Justice's ability to do this job. I knew he had been successful, and even when I was muttering, "This guy is an idiot," I knew that he had the ability and he had a reason for his point of view. He wasn't just trying to be the alpha male, trying to push some idea of his through.

Also, in context, it wasn't just us two. The PD and the GM were coming off a morning show that wasn't as well-received as they wished, so they all had input. We had at least four people, all trying to create the show. There was a lot of give-and-take, and it was more give than take in those initial stages.

**J:** It wasn't easy. There were days when it wasn't working right at all, and I'd cry on the drive home and bitch to my wife. Then I'd bounce back and say, "I guess it wasn't that bad," and head to work the next day.

I really think that during the entire time we've been together there was only one moment where I felt everything was crashing down around me, and in hindsight it was one of those situations that probably had to happen. That moment was more about me than anything.

I'm a sensitive guy, which is also the role I play on the show. I wear my heart on my sleeve, and Dick certainly doesn't do that. It took some time for us to really understand each other's personalities off the air to make it work on the air. Luckily, it's worked very well for us.

Like I said, there was only one time that I felt it was a little out of control. As it was, the battle raged for a day, and then it was fine.

**D:** You have to have those days though.

**J:** Yes. I wouldn't go back and change that day for anything. It was kind of that one step out into the wilderness, then we got through it, and now we're beyond it.

**R&R:** How did that breakthrough happen?

**J:** I'm a very nonconfrontational person, but I'm also a very open person. Dick's personality is one where he comes across as very blunt in the sense of "This is what I want to do, and this is what I want to see happen." For a while there were things that we would disagree about, and he'd bend some and try to make things work. But it hit a point where I felt that I was being snubbed and that my ideas weren't being used.

The problem was that if I had brought up this concern the first time — it occurred three months before — it wouldn't have developed into a problem. But I shut up for too long. So by the time I opened up to air my grievances, I was ready to explode. The great thing was that I did explode, and when we sat back and talked about it, the impression I had had of Dick wasn't the reality.

**R&R:** Would you mind giving us the details of what exactly happened?

**J:** We were working on the show after we did our Homeless Survivor promotion. Things were going well, and it had gotten to the point that some of the ideas that I had weren't being considered or accepted. I had a different take on the direction of the show, and I felt my ideas were being pushed by the wayside. At certain times I felt that, in discussing the show, I wasn't even being listened to. It wasn't even necessarily Dick so much as everything that was happening at the time.

It boiled up and hit a point at which I fired off a laundry list of complaints that I had. I did it via e-mail, which was a very dumb thing for me to do.

**D:** Justice is very brave with e-mail.

**J:** Although I learned my lesson on that one. Dick's first line in his e-mail back to me was, "We really should have done this face to face." There was a reason why he said that, too, because that e-mail back hurt. But it was like two or three e-mails in the course of one evening. The next day we did the show, got off the air and, in a roundabout way,

Continued on Page 108

Universal's done it  
"Again"  
jeremiah freed  
#1 Most Added Rock  
Most Added Active  
Most Added Alternative

UNIVERSAL  
RECORDS

Republic  
RECORDS

# R&R Alternative Top 50

February 22, 2002

Powered By



LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS ('00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	<b>PUDDLE OF MUDD</b> Blurry ( <i>Flawless/Geffen/Interscope</i> )	3084	-43	344532	17	74/0
2	2	<b>P.O.D.</b> Youth Of The Nation ( <i>Atlantic</i> )	2826	+102	316217	9	75/1
4	3	<b>DEFAULT</b> Wasting My Time ( <i>TVT</i> )	2496	+9	225090	22	68/0
5	4	<b>HOOBASTANK</b> Crawling In The Dark ( <i>Island/IDJMG</i> )	2476	+131	234925	17	75/0
3	5	<b>LINKIN PARK</b> In The End ( <i>Warner Bros.</i> )	2474	-105	273138	30	76/0
7	6	<b>JIMMY EAT WORLD</b> The Middle ( <i>DreamWorks</i> )	2245	+95	267295	14	68/0
6	7	<b>STROKES</b> Last Nite ( <i>RCA</i> )	2171	-32	253648	15	70/0
8	8	<b>STAIN'D</b> For You ( <i>Flip/Elektra/EEG</i> )	2081	+153	221123	8	73/0
9	9	<b>NICKELBACK</b> Too Bad ( <i>Roadrunner/IDJMG</i> )	1905	+82	160776	9	73/1
11	10	<b>INCUBUS</b> Nice To Know You ( <i>Immortal/Epic</i> )	1815	+51	189103	10	74/0
12	11	<b>INCUBUS</b> I Wish You Were Here ( <i>Immortal/Epic</i> )	1577	-180	169492	26	74/0
17	12	<b>BLINK-182</b> First Date ( <i>MCA</i> )	1562	+163	179322	6	69/0
18	13	<b>TRIK TURNER</b> Friends + Family ( <i>RCA</i> )	1513	+115	161843	7	70/3
10	14	<b>OFFSPRING</b> Defy You ( <i>Columbia</i> )	1504	-281	168264	12	62/0
16	15	<b>ADEMA</b> The Way You Like It ( <i>Arista</i> )	1480	+60	126227	12	66/2
13	16	<b>SYSTEM OF A DOWN</b> Chop Suey ( <i>American/Columbia</i> )	1429	-123	190263	29	64/0
14	17	<b>NICKELBACK</b> How You Remind Me ( <i>Roadrunner/IDJMG</i> )	1319	-122	157230	29	69/0
23	18	<b>SYSTEM OF A DOWN</b> Toxicity ( <i>American/Columbia</i> )	1219	+93	150089	7	67/3
19	19	<b>P.O.D.</b> Alive ( <i>Atlantic</i> )	1176	-192	145261	27	73/0
24	20	<b>X-ECUTIONERS</b> It's Goin' Down ( <i>Loud/Columbia</i> )	1168	+118	132105	6	64/0
15	21	<b>FOO FIGHTERS</b> The One ( <i>Columbia</i> )	1135	-306	96039	9	63/0
26	22	<b>UNWRITTEN LAW</b> Seein' Red ( <i>Interscope</i> )	1132	+165	148904	6	64/3
22	23	<b>CUSTOM</b> Hey Mister ( <i>ARTIST Direct</i> )	1124	-16	74281	14	55/2
21	24	<b>CREED</b> My Sacrifice ( <i>Wind-up</i> )	1065	-172	104557	17	57/0
30	25	<b>GODSMACK</b> I Stand Alone ( <i>Republic/Universal</i> )	1035	+269	87202	3	62/1
27	26	<b>SUM 41</b> Motivation ( <i>Island/IDJMG</i> )	965	+18	97706	6	62/0
20	27	<b>TOOL</b> Lateralus ( <i>Volcano</i> )	947	-348	71470	14	55/0
28	28	<b>CREED</b> Bullets ( <i>Wind-up</i> )	899	-22	65464	4	56/1
32	29	<b>INJECTED</b> Faithless ( <i>Island/IDJMG</i> )	759	+91	50781	6	49/4
36	30	<b>ROB ZOMBIE</b> Never Gonna Stop (The Red...) ( <i>Geffen/Interscope</i> )	743	+211	65201	3	52/3
31	31	<b>COURSE OF NATURE</b> Caught In The Sun ( <i>Lava/Atlantic</i> )	727	+46	46334	7	42/0
29	32	<b>TANTRIC</b> Mourning ( <i>Maverick/Reprise</i> )	620	-155	39533	13	31/0
34	33	<b>BAD RELIGION</b> Sorrow ( <i>Epitaph</i> )	575	+26	63691	8	34/0
33	34	<b>EDDIE VEDDER</b> You've Got To Hide Your... (V2)	572	-6	81286	7	39/0
35	35	<b>STARSAILOR</b> Good Souls ( <i>Capitol</i> )	562	+17	51302	7	43/3
39	36	<b>SOMETHING CORPORATE</b> If You C Jordan ( <i>Drive-Thru/MCA</i> )	506	+88	71862	3	35/1
40	37	<b>LENNY KRAVITZ</b> Stillness Of Heart ( <i>Virgin</i> )	467	+64	37066	2	35/0
37	38	<b>APEX THEORY</b> Shhh... (Hope Diggy) ( <i>DreamWorks</i> )	439	-12	41309	4	41/4
41	39	<b>LOCAL H</b> Half Life ( <i>Palm Pictures</i> )	424	+38	34105	5	30/0
49	40	<b>LOSTPROPHETS</b> Shinobi Vs. Dragon Ninja ( <i>Columbia</i> )	423	+136	39708	3	35/4
42	41	<b>LINKIN PARK</b> Papercut ( <i>Warner Bros.</i> )	389	+5	112694	4	13/0
38	42	<b>DISTURBED</b> The Game ( <i>Giant/Reprise</i> )	389	-46	36532	7	24/1
47	43	<b>ABANDONED POOLS</b> Remedy ( <i>Extasy</i> )	388	+100	26288	2	36/3
43	44	<b>BASEMENT JAXX</b> Where's Your Head At ( <i>Astralwerks/Virgin</i> )	343	-23	35722	7	21/0
48	45	<b>PHANTOM PLANET</b> California ( <i>Daylight/Epic</i> )	338	+51	34443	2	29/3
<b>Debut</b>	46	<b>LINKIN PARK</b> My December ( <i>Warner Bros.</i> )	302	+56	49056	1	6/0
<b>Debut</b>	47	<b>311</b> Amber ( <i>Volcano</i> )	299	+201	23906	1	32/7
<b>Debut</b>	48	<b>JACK JOHNSON</b> Flake ( <i>Enjoy/Universal</i> )	279	+110	36224	1	24/6
<b>Debut</b>	49	<b>STATIC-X</b> Cold ( <i>Warner Bros.</i> )	272	+116	32075	1	27/2
50	50	<b>SOIL</b> Unreal ( <i>J</i> )	264	-4	10490	3	24/0

76 Alternative reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 2/10/02-2/16/02. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 20 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from the Arbitron Company (copyright 2002, The Arbitron Company). (C) 2002, R&R, Inc.

## Most Added®

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ARTIST TITLE LABEL(S)	ADDS
<b>SEVENDUST</b> Live Again ( <i>TVT</i> )	22
<b>REVEILLE</b> Inside Out (Can You Feel...) ( <i>Elektra/EEG</i> )	21
<b>MOTH</b> I See Sound ( <i>Virgin</i> )	14
<b>MEST</b> Mother's Prayer ( <i>Maverick/WB</i> )	8
<b>311</b> Amber ( <i>Volcano</i> )	7
<b>LENNON</b> Brake Of Your Car ( <i>Arista</i> )	7
<b>JACK JOHNSON</b> Flake ( <i>Enjoy/Universal</i> )	6
<b>JEREMIAH FREED</b> Again ( <i>Republic/Universal</i> )	6
<b>WHITE STRIPES</b> Fell In Love With A Girl (V2)	6
<b>EARSHOT</b> Get Away ( <i>Warner Bros.</i> )	5

**ANDREW W.K.**  
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## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
<b>GODSMACK</b> I Stand Alone ( <i>Republic/Universal</i> )	+269
<b>ROB ZOMBIE</b> Never... (The Red...) ( <i>Geffen/Interscope</i> )	+211
<b>311</b> Amber ( <i>Volcano</i> )	+201
<b>UNWRITTEN LAW</b> Seein' Red ( <i>Interscope</i> )	+165
<b>BLINK-182</b> First Date ( <i>MCA</i> )	+163
<b>STAIN'D</b> For You ( <i>Flip/Elektra/EEG</i> )	+153
<b>PETE YORN</b> Strange Condition ( <i>Columbia</i> )	+139
<b>LOSTPROPHETS</b> Shinobi Vs. Dragon Ninja ( <i>Columbia</i> )	+136
<b>HOOBASTANK</b> Crawling In The Dark ( <i>Island/IDJMG</i> )	+131
<b>DROWNING POOL</b> Tear Away ( <i>Wind-up</i> )	+130

## Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
<b>DISTURBED</b> Down With The Sickness ( <i>Giant/Reprise</i> )	973
<b>PUDDLE OF MUDD</b> Control ( <i>Flawless/Geffen/Interscope</i> )	868
<b>STAIN'D</b> Fade ( <i>Flip/Elektra/EEG</i> )	809
<b>ALIEN ANT FARM</b> Movies ( <i>DreamWorks</i> )	791
<b>WEEZER</b> Hash Pipe ( <i>Geffen/Interscope</i> )	783
<b>TOOL</b> Schism ( <i>Volcano</i> )	752
<b>SUM 41</b> Fat Lip ( <i>Island/IDJMG</i> )	733
<b>ALIEN ANT FARM</b> Smooth Criminal ( <i>DreamWorks</i> )	682
<b>LINKIN PARK</b> Crawling ( <i>Warner Bros.</i> )	666
<b>BLINK-182</b> Stay Together For The Kids ( <i>MCA</i> )	607
<b>PAPA ROACH</b> Last Resort ( <i>DreamWorks</i> )	576
<b>FUEL</b> Hemorrhage (In My Hands) ( <i>Epic</i> )	532
<b>STAIN'D</b> It's Been Awhile ( <i>Flip/Elektra/EEG</i> )	524
<b>INCUBUS</b> Drive ( <i>Immortal/Epic</i> )	497
<b>SALIVA</b> Your Disease ( <i>Island/IDJMG</i> )	419

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## ON THE RECORD

With **Mat Diablo**  
Asst. MD/co-host of *It Hurts When I Pee*, KXTE (XtremeRadio X107.5)/Las Vegas

Musically, right now I'm really stoked on the new Mates Of State record, *Our Constant Concern* (Polyvinyl). Also, The Disemberment Plan's *Change* (Desoto), The Faint (whom you can see on tour with No Doubt), Thursday (Victory) and The Lawrence Arms (on Fat Wreck ... it reminds me of the late, great Jawbreaker).



• There is an unreleased Finch song called "What It Is to Burn" that I honestly think is the best song we are playing on *Pee* right now. • When I'm not listening to music, most of my time is spent on [www.makeoutclub.com](http://www.makeoutclub.com). • The *Pee* show is often a preview of things to come on the station, in terms of future adds. On that tip, I'm really excited about the whole Onesidezero record. "Instead Laugh" is huge. • Most of our requests on *It Hurts When I Pee* are for the harder-edged stuff that we wouldn't play during normal hours, i.e., Slayer, Mudvayne, Insane Clown Posse, Slipknot, etc. It's that kind of audience — disenfranchised, pissed-off, stoned young males.

Last week it was Volcano with 311 at the top (they're still in the Most Added column this week with seven more). This week it's T.V.T.'s scrappy team of John Perrone and Gary Jay on the top of the heap with **Sevendust's** "Live Again." Three cheers as Sevendust's 22 adds score another one for the indie world ...

## Alternative ON THE RADIO

I don't want to belabor that point too much, however, since there is some extraordinary music coming out consistently from the major labels too. This week radio puts its arms around Elektra's **Reveille** and their song "Inside Out..." which hauls in 21 adds. Virgin's **Moth** (a huge record at specialty shows for a while now) also hit double-digit adds with 14 ... Also notable this week are Maverick/WB's group **Mest**, who are also top five Most Added behind some nice call letters, including WKQX/Chicago. **RECORD OF THE WEEK: White Stripes** "Fell In Love..."

— Jim Kerr, Alternative Editor

# COMING RIGHT UP

ARTIST: **Elbow**  
LABEL: **V2**

By **KATY STEPHAN**/ALTERNATIVE SPECIALTY EDITOR

I'll be the corpse in your bathtub." Note to self: Why tax weary brain cells trying to think up an opening for Elbow article when you can just quote the first line of "Newborn"? "Call me Ishmael!" — also good. File for possible Moby use.

And why risk thesaurus-induced paper cuts looking for new ways to describe Elbow's album, *Asleep in the Back*, when the British press has been oozing about it for months? Note use of words like "poignant" and "harrowing."

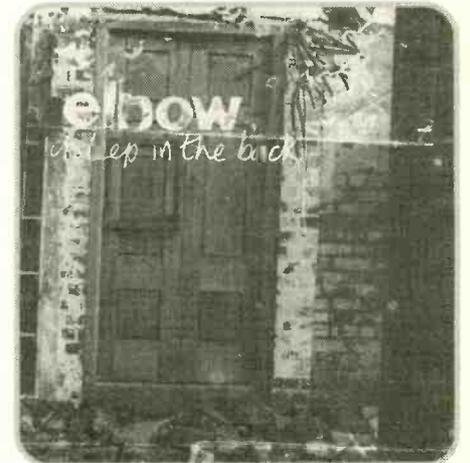
Oh. Hi. Forgive me if I'm getting a little lost in these notes to myself, but Elbow's music doesn't so much inspire introspection as demand it.

*Asleep in the Back* is designed in high prog-rock style. Each track takes its time to unfold, allowing plenty of breathing space between melodic lines while mesmerizing the listener with a hazy texture of luxurious vocal harmonies and cloudy guitars. When "Powder Blue," the druggiest, spiciest track, is cut off abruptly by the sound of shattering glass, the effect is more shocking than anything Marilyn Manson could dream up.

"Newborn" begins simply, with Guy Garvey's plaintive vocal out front and acoustic guitar behind. But, after a couple of choruses, it opens up into a sweeping instrumental section that swells into a huge psychedelic storm and times out at over seven minutes.

Like their music, Elbow's path to success has been complex and often dark. Frontman Guy Garvey told me the tale: "We've been together for 11 years. It picked up when we decided to stop trying to get a record deal and make the music we wanted to make, about 1997.

"We won something called In the City, sort of the English equivalent of South by Southwest. We were signed by Island records and



Elbow's *Asleep in the Back*

spent a year writing and recording the first version of *Asleep in the Back*. Before anything was released, Universal took over Island, and we were dropped, which was crushing. It was very tough.

"We then had a flirtation with EMI. They told us everything we wanted to hear, and that was fantastic. At the last minute they pulled out. It was crushing, a double whammy."

But when Elbow put out an EP on the independent Manchester label Ugly Man, the road finally straightened out. A record they produced for I Am Kloot (another Ugly Man band) became Single of the Week in *NME* and on Radio One. V2 took notice, and Elbow finally had a label home, not to mention a Mercury Prize nomination and, this year, a Brit Prize nomination.

Garvey cites Genesis' "Entangled" as a blueprint for "Newborn" and explains the band's vision of songwriting: "The music grows organically. Sometimes a song only needs to be a couple of minutes, and sometimes it has to be longer. The songs are as long as they need to be."

Note to self: The Elbow article should be as long as it needs to be. Ask editor for four more pages.

# SUGARCULT



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Produced, Recorded, and Mixed by Mark Trombino Album Produced by Matt Wallace Managed by: Raspler Management [sugarcult.com](http://sugarcult.com)

February 22, 2002

**RateTheMusic.com**  
BY MEDIABASE™

**America's Best Testing Alternative Songs  
12+ For The Week Ending 2/22/02.**

Artist Title (Label)	TW	LW	Familiarity	Burn	TD	Familiarity	Burn
LINKIN PARK In The End (Warner Bros.)	4.32	4.32	99%	37%	4.34	99%	36%
HOOBASTANK Crawling In The Dark (Island/IDJMG)	4.26	4.22	87%	15%	4.18	89%	17%
PUDDLE... Blurry (Flawless/Geffen/Interscope)	4.20	4.26	93%	23%	4.16	95%	25%
JIMMY EAT WORLD The Middle (DreamWorks)	4.16	4.18	84%	17%	4.12	88%	19%
DEFAULT Wasting My Time (TVT)	4.15	4.13	86%	22%	4.10	91%	23%
INCUBUS I Wish You Were Here (Immortal/Epic)	4.14	4.15	94%	31%	4.06	97%	35%
NICKELBACK Too Bad (Roadrunner/IDJMG)	4.12	4.04	85%	14%	4.08	89%	15%
NICKELBACK ...Remind Me (Roadrunner/IDJMG)	4.05	4.00	99%	54%	4.07	99%	53%
STAIN'D For You (Flip/Elektra/EEG)	4.04	4.09	86%	18%	3.97	90%	21%
INCUBUS Nice To Know You (Immortal/Epic)	4.03	4.02	87%	17%	3.95	90%	19%
P.O.D. Youth Of The Nation (Atlantic)	4.02	4.04	94%	25%	3.93	96%	27%
P.O.D. Alive (Atlantic)	3.99	3.97	97%	42%	3.96	98%	43%
SYSTEM... Chop Suey (American/Columbia)	3.99	4.03	92%	31%	4.04	93%	30%
ALIEN ANT FARM Movies (DreamWorks)	3.99	3.96	91%	25%	3.95	94%	27%
OFFSPRING Defy You (Columbia)	3.98	3.97	88%	18%	3.92	91%	20%
ADEMA The Way You Like It (Arista)	3.97	3.98	69%	11%	3.90	70%	12%
FOO FIGHTERS The One (Columbia)	3.94	3.95	81%	15%	3.90	86%	16%
BLINK-182 First Date (MCA)	3.90	3.83	83%	16%	3.76	84%	19%
GODSMACK I Stand Alone (Republic/Universal)	3.80	-	54%	8%	3.83	58%	9%
DISTURBED Down With The Sickness (Giant/Reprise)	3.79	3.80	92%	37%	3.75	95%	41%
SUM 41 Motivation (Island/IDJMG)	3.79	3.75	78%	15%	3.68	78%	16%
SYSTEM OF A DOWN Toxicity (American/Columbia)	3.75	3.84	76%	15%	3.73	78%	15%
TOOL Lateralus (Volcano)	3.70	3.76	73%	23%	3.74	78%	24%
X-ECUTIONERS It's Goin' Down (Loud/Columbia)	3.66	-	39%	7%	3.62	39%	7%
EDDIE VEDDER ...Hide Your Love Away (V2)	3.64	3.64	51%	11%	3.63	58%	12%
STROKES Last Nite (RCA)	3.61	3.66	80%	27%	3.51	83%	31%
CUSTOM Hey Mister (Artist Direct)	3.56	3.57	48%	13%	3.46	52%	14%
CREED My Sacrifice (Wind-up)	3.49	3.47	99%	58%	3.45	99%	61%
TRIK TURNER Friends And Family (RCA)	3.43	-	40%	10%	3.33	43%	12%
CREED Bullets (Wind-up)	3.41	3.33	58%	16%	3.38	63%	18%

Total sample size is 779 respondents. Total average favorability estimates are based on a scale of 1-5. (1=dislike very much, 5=like very much). Total familiarity represents the percentage of respondents who recognized the song. Total burn represents the number of respondents who said they are tired of hearing the song. Sample composition is based on persons 12+. TD = Target Demo (Males 18-34). Persons are screened via the Internet. Once passed, they can take the music test based on their format/music preference. RateTheMusic.com results are not meant to replace callout research. The results are intended to show opinions of participants on the Internet only. RateTheMusic is a registered trademark of RateTheMusic.com. The RTM system is available for local radio stations by calling 818/377-5300. RateTheMusic.com data is provided by Mediabase Research, A division of Premiere Radio Networks.

**R&R Top 20 Specialty Artists**  
February 22, 2002

1. **MOTH** (Virgin) "I See Sound"
  2. **QUARASHI** (Columbia) "Stick 'Em Up"
  3. **ANDREW W.K.** (Island/IDJMG) "Party Hard"
  4. **B.R.M.C.** (Virgin) "Love Burns"
  5. **SOUTH** (Kinetic) "Too Much Too Soon"
  6. **CRACKER** (Back Porch/Virgin) "Shine"
  7. **LAWRENCE ARMS** (Fat Wreck) "Brickwall Views"
  8. **PHANTOM PLANET** (Daylight/Epic) "California"
  9. **LOST PROPHETS** (Columbia) "Shinobi vs..."
  10. **HAVEN** (Radiate/Virgin U.K.) "Let It Live"
  11. **KMFDM** (Metropolis) "Boots"
  12. **TENACIOUS D** (Epic) "Tribute"
  13. **SOUL HOOLIGAN** (Maverick) "Algebra"
  14. **REGENCY BUCK** (DreamWorks) "Free to Change Your Mind"
  15. **CHEMICAL BROTHERS** (Astralwerks) "Star Guitar"
  16. **DON'T LOOK DOWN** (Iguana) "On My Own"
  17. **DASHBOARD CONFESSIONAL** (TVT) "Screaming Infidelities"
  18. **ELBOW** (V2) "Newborn"
  19. **MILLION YEN** (Veronica) "Velveteen"
  20. **JOSH ROUSE** (Slow River/Rykco) "Nothing Gives Me Pleasure"
- Ranked by total number of shows reporting artist.

## Record Of The Week

**Artist: Don't Look Down**  
**Single: "On My Own"**  
**Label: Iguana**  
**Contact: Roger Stein, 212-226-0300**



Can we stop with the "pop punk" name-calling? Yeesh. You don't have to have lived through 1977 to be punk. You don't have to have a rusty safety pin stuck through your cheek. Ask any 15-year-old how much he hates his parents, and you're talking to a very punk rocker, indeed. When people try to slap the dreaded pop punk label on Don't Look Down, just be like, "Yeah, 'On My Own' is cool. Hooky, energetic, fast, yep, tight little vocal licks, uh huh. It's great. It sounds perfect next to Blink and Incubus. But if you call it pop punk, I will spread your sorry ass all over the pavement, DO YOU UNDERSTAND ME, JACKASS?" That's what I'm going to do, anyway.

— Katy Stephan, Alternative Specialty Editor



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## Reporters

<p><b>WHRL/Albany, NY *</b> DM/DP: Susan Groves APD/MD: Lisa Biello 8 JEREMIAH FREED "Again" 2 SYSTEM OF A DOWN "Toxicity" MOTH "Sound" SEVENDUST "Again"</p> <p><b>KTEG/Albuquerque, NM *</b> PD: Ellen Flaherty No Adds</p> <p><b>WNNX/Atlanta, GA *</b> PD: Leslie Fram APD/MD: Chris Williams 1 SEVENDUST "Again" CREED "Stand" EARSHOT "Get" GODSMACK "Alone" LOSTPROPHETS "Shinobi"</p> <p><b>WJSE/Atlantic City, NJ *</b> PD: Al Paninello MD: Jason Ulanet FU MANCHU "Squash" JEREMIAH FREED "Again" MEST "Prayer" MOTH "Sound" ONESIDEZERO "Laugh" REVEILLE "Inside" SEVENDUST "Again"</p> <p><b>KROX/Austin, TX *</b> PD: Melody Lee MD: Toby Ryan INJECTED "Faithless" MOTH "Sound" PHANTOM PLANET "California"</p> <p><b>KNXX/Baton Rouge, LA *</b> PD/MD: Randy Chase APD: Bill Jackson JEREMIAH FREED "Again" MOTH "Sound" REVEILLE "Inside" SEVENDUST "Again"</p> <p><b>WRAX/Birmingham, AL *</b> Acting PD: Hurricane Shane MD: Mark Lindsey No Adds</p> <p><b>KQXR/Boise, ID *</b> PD: Jacent Jackson MD: Kallao CUSTOM "Mister"</p> <p><b>WBCN/Boston, MA *</b> VP/Programming: Oedipus APD/MD: Steven Strick JEREMIAH FREED "Again" WHITE STRIPES "Fell" PETE YORN "Strange"</p> <p><b>WFMX/Boston, MA *</b> PD: Cruze APD/MD: Kevin Mays No Adds</p>	<p><b>WEDG/Buffalo, NY *</b> PD: Lenny Diana MD: Ryan Patrick 8 JEREMIAH FREED "Again" 3 ADEMA "Like" 1 SEVENDUST "Again" 1 MOTH "Sound" 1 REVEILLE "Inside" 1 JACK JOHNSON "Flake" SUGARCULT "Bouncing"</p> <p><b>WAVF/Charleston, SC *</b> PD: Greg Patrick APD/MD: Danny Villalobos STARSAILOR "Good" PETE YORN "Strange"</p> <p><b>WEND/Charlotte, NC *</b> PD: Jack Daniel APD/MD: Kristen Honeycutt 1 QUARASHI "Stuck" 1 JACK JOHNSON "Flake" ANORE W.K. "Party"</p> <p><b>WKQX/Chicago, IL *</b> PD: Tim Richards APD/MD: Mary Shuminas AMD: Nicole Chuminatto MEST "Prayer" QUARASHI "Stuck" WHITE STRIPES "Fell"</p> <p><b>WZZM/Chicago, IL *</b> PD: Bill Gamble APD: Steve Levy MD: James VanOsdol 12 B.R.M.C. "Love" 4 WEEZER "Nose" 2 ANDREW W.K. "Party" 2 WHITE STRIPES "Fell" 1 SYSTEM OF A DOWN "Toxicity"</p> <p><b>WAQZ/Cincinnati, OH *</b> PD: Rick Jamie APD/MD: Shaggy No Adds</p> <p><b>WXTM/Cleveland, OH *</b> PD: Kim Monroe MD: Dom Nardella 14 TDRYMAC "Yours" EARSHOT "Get" KID ROCK "Lay"</p> <p><b>WARQ/Columbia, SC *</b> OM/DP/MD: Gina Juliano 1 REVEILLE "Inside" JACK JOHNSON "Flake" SEVENDUST "Again"</p> <p><b>WWCD/Columbus, OH *</b> PD: Andy Davis MD: Jack DeVoss 1 TENACIOUS D "Tribute"</p> <p><b>KDGE/Dallas-Ft. Worth, TX *</b> APD/MD: Alan Ayo No Adds</p>	<p><b>WXEG/Dayton, OH *</b> PD: Steve Kramer MD: Boomer 1 JEREMIAH FREED "Again" ABANDONED POOLS "Remedy" APEX THEORY "Shhh..." REVEILLE "Inside" SEVENDUST "Again"</p> <p><b>KTCL/Denver-Boulder, CO *</b> PD: Mike D' Connor MD: Sabrina Saunders 28 NICKELBACK "Too" 22 P.O.D. "Youth" 311 "Amber"</p> <p><b>CIMX/Detroit, MI *</b> PD: Murray Brookshaw APD: Vince Cannova MD: Matt Franklin 1 DASHBOARD... "Screaming" WHITE STRIPES "Fell"</p> <p><b>KNRQ/Eugene-Springfield, OR</b> PD: Chris Crowley APD/MD: Stu Allen TENACIOUS D "Tribute" ROB ZOMBIE "Never"</p> <p><b>KXNA/Fayetteville, AR</b> PD: Margot Smith SEVENDUST "Again" JACK JOHNSON "Flake"</p> <p><b>WJBY/Ft. Myers, FL *</b> PD: John Rozz MD: Lance 1 LOSTPROPHETS "Shinobi" REVEILLE "Inside"</p> <p><b>WXTW/Ft. Wayne, IN *</b> PD/MD: JJ Fabini 2 REVEILLE "Inside" 1 MOTH "Sound" FU MANCHU "Squash" LENNON "Brake" SEVENDUST "Again"</p> <p><b>KFRR/Fresno, CA *</b> PD: Chris Squires MD: Reverend 1 ADEMA "Like" SEVENDUST "Again"</p> <p><b>WGRD/Grand Rapids, MI *</b> PD: Bobby Duncan 2 MOTH "Sound" 1 SENSE FIELD "Save" INJECTED "Faithless"</p> <p><b>WXNR/Greenville, NC *</b> PD: Jeff Sanders APD: Turner Watson REVEILLE "Inside" SEVENDUST "Again"</p>	<p><b>WEED/Hagerstown, MD</b> PD/MD: Austin Davis FU MANCHU "Squash" SUGARCULT "Bouncing"</p> <p><b>WMRQ/Hartford, CT *</b> PD: Todd Thomas MD: Chaz Kelly EARSHOT "Get" SOMETHING CORPORATE "Jordan"</p> <p><b>KPOI/Honolulu, HI *</b> Interim PD: Joe Hart No Adds</p> <p><b>KTBB/Houston-Galveston, TX *</b> PD/MD: Steve Robison 1 MEST "Prayer" JACK JOHNSON "Flake"</p> <p><b>WRZX/Indianapolis, IN *</b> PD: Scott Jameson MD: Michael Young 2 MOTH "Sound" 2 FU MANCHU "Squash" 1 CREED "Stand" REVEILLE "Inside" SEVENDUST "Again"</p> <p><b>WPLA/Jacksonville, FL *</b> PD: Scott Petibone APD/MD: Chad Chumley 1 TRIK TURNER "Friends" EARSHOT "Get" HEADSTRONG "Adriana" LENNON "Brake" SEVENDUST "Again"</p> <p><b>WRZK/Johnson City, TN *</b> VP/Prog. Ops.: Mark E. McKinn LENNON "Brake" PHANTOM PLANET "California" REVEILLE "Inside"</p> <p><b>WNFZ/Knoxville, TN *</b> PD: Dan Bozyk APD/MD: Anthony Profit AMD: Opie Hines 5 SEVENDUST "Again" DOPE "Away" DROWNING POOL "Tear"</p> <p><b>KFTE/Lafayette, LA *</b> PD: Rob Summers MD: Scott Perrin PHANTOM PLANET "California" SEVENDUST "Again"</p> <p><b>WWDX/Lansing, MI *</b> PD: Chilli Walker 7 LENNON "Brake" 1 TRIK TURNER "Friends" INJECTED "Faithless"</p>	<p><b>KXTE/Las Vegas, NV *</b> PD: Dave Wellington APD/MD: Chris Ripley No Adds</p> <p><b>WXZZ/Lexington-Fayette, KY *</b> PD: B.J. Kinard MD: Suzy Boe JACK JOHNSON "Flake" ROB ZOMBIE "Never"</p> <p><b>KLEC/Little Rock, AR *</b> Dir./Prog.: Larry LeBlanc MD: Peter Gunn LENNON "Brake"</p> <p><b>KROQ/Los Angeles, CA *</b> VP/Prog.: Kevin Weatherly APD: Gene Sandblom MD: Lisa Worden 14 WEEZER "Nose" 4 ROB ZOMBIE "Never" 1 WHITE STRIPES "Fell"</p> <p><b>WLRS/Louisville, KY *</b> Interim PD: J.D. Kunes MD: Kyle Meredith 311 "Amber" REVEILLE "Inside" SEVENDUST "Again"</p> <p><b>WMAD/Madison, WI *</b> PD: Pat Frawley MD: Amy Hudson SUGARCULT "Bouncing" TENACIOUS D "Tribute"</p> <p><b>WMFS/Memphis, TN *</b> PD: Rob Cressman MD: Mike Killabrew EARSHOT "Get" PUDDLE OF MUDD "Drift"</p> <p><b>KMBY/Monterey-Salinas, CA *</b> OM/DP: Chris White APD: Opie Taylor 1 LENNON "Brake" MEST "Prayer" ONESIDEZERO "Laugh" REGENCY BUCK "Change" SEVENDUST "Again"</p> <p><b>WBUZ/Nashville, TN *</b> PD: Brian Krysz No Adds</p> <p><b>WRRV/Newburgh, NY</b> PD: Andrew Boris HOBBASTANK "Crawling"</p> <p><b>KKND/New Orleans, LA *</b> DM/DP: Dave Stewart MD: Sig 2 12 STONES "Broken" SEVENDUST "Again"</p>	<p><b>WXRK/New York, NY *</b> PD: Steve Kingston MD: Mike Peer 13 LINKIN PARK "Runaway" 9 STATIC-X "Cold"</p> <p><b>WRDX/Norfolk, VA *</b> PD: Michele Diamond MD: Mike Powers 17 311 "Amber" 9 LOSTPROPHETS "Shinobi" 1 MOTH "Sound" REVEILLE "Inside" SEVENDUST "Again"</p> <p><b>KQRX/Odessa-Midland, TX</b> PD/MD: Michael Todd Mobley MOTH "Sound" REVEILLE "Inside" JEREMIAH FREED "Again"</p> <p><b>WOCL/Orlando, FL *</b> PD: Alan Smith MD: Bobby Smith 311 "Amber"</p> <p><b>WPLY/Philadelphia, PA *</b> PD: Mimi McGuinn MD: Dan Fein 3 TENACIOUS D "Tribute"</p> <p><b>KEDJ/Phoenix, AZ *</b> PD: Nancy Stevens APD: Dead Air Dave MD: Robin Nash ABANDONED POOLS "Remedy" MEST "Prayer" ROB ZOMBIE "Never"</p> <p><b>KZON/Phoenix, AZ *</b> DM/DP: Tim Maranville APD/MD: Kevin Mannion DASHBOARD... "Screaming"</p> <p><b>WXDX/Pittsburgh, PA *</b> PD: John Moschitta MD: Vinnie No Adds</p> <p><b>WCYY/Portland, ME</b> PD: Herb Ivy MD: Brian James No Adds</p> <p><b>KNRK/Portland, OR *</b> PD: Mark Hamilton APD/MD: Jayn 3 REGENCY BUCK "Change" REVEILLE "Inside"</p> <p><b>WBRU/Providence, RI *</b> PD: Tim Schiavelli MD: Annie Shapiro No Adds</p>	<p><b>KRZQ/Reno, NV *</b> PD: Wendy Rollins APD/MD: Scott Sanford 11 311 "Amber" JACK JOHNSON "Flake"</p> <p><b>WDYL/Richmond, VA *</b> PD: Mike Murphy MD: Keith Dakin 2 APEX THEORY "Shhh..." DASHBOARD... "Screaming" REVEILLE "Inside"</p> <p><b>KCXX/Riverside, CA *</b> DM/DP: Kelli Cluque APD: John DeSantis MD: Daryl James DROWNING POOL "Tear" TRIK TURNER "Friends" UNWRITTEN LAW "Red"</p> <p><b>WZZR/Roanoke-Lynchburg, VA *</b> PD/MD: Don Walker LENNON "Brake" MEST "Prayer" MOTH "Sound" ONESIDEZERO "Laugh" REVEILLE "Inside" SIMPLE PLAN "Kid"</p> <p><b>WZNE/Rochester, NY *</b> PD/MD: Mike Danger No Adds</p> <p><b>KWOD/Sacramento, CA *</b> PD: Ron Bunce APD: Boomer 11 INCUBUS "Warning" 2 MOTH "Sound" ONESIDEZERO "Laugh" REGENCY BUCK "Change" 12 STONES "Broken" MEST "Prayer" REVEILLE "Inside"</p> <p><b>KPNT/St. Louis, MO *</b> PD: Tommy Maltern MD: Eric Schmidt No Adds</p> <p><b>KXKR/Salt Lake City, UT *</b> VP/Prog. &amp; Prog.: Mike Summers APD/MD: Todd Noker 17 311 "Amber" 8 TENACIOUS D "Tribute" 5 SEVENDUST "Again" 3 ABANDONED POOLS "Remedy"</p> <p><b>XTRA/San Diego, CA *</b> PD: Bryan Schock MD: Chris Muckley STARSAILOR "Good"</p> <p><b>KITS/San Francisco, CA *</b> PD: Jay Taylor MD: Aaron Axelsen No Adds</p>	<p><b>KJEE/Santa Barbara, CA</b> GM/DP: Eddie Gutierrez MD: Dakota MOTH "Sound" REVEILLE "Inside"</p> <p><b>WWVW/Savannah, GA</b> PD/MD: Phil Conn LENNON "Brake"</p> <p><b>KNDD/Seattle-Tacoma, WA *</b> PD: Phil Manning APD: Jim Keller MD: Seth Resler 2 UNWRITTEN LAW "Red" DISTRUBEO "Game"</p> <p><b>KSYR/Shreveport, LA *</b> PD/MD: Craig Cooper 1 311 "Amber" 1 LOSTPROPHETS "Shinobi" CUSTOM "Mister" REVEILLE "Inside"</p> <p><b>WKRL/Syracuse, NY *</b> DM/DP: Mimi Griswold APD/MD: Abbie Weber 2 REVEILLE "Inside" MEST "Prayer" MOTH "Sound" REGENCY BUCK "Change" SEVENDUST "Again"</p> <p><b>WWSR/Tallahassee, FL</b> PD: Steve King MD: Meathead MEST "Prayer" SEVENDUST "Again" FU MANCHU "Squash" OUTERSTAR "Round"</p> <p><b>WSUN/Tampa, FL *</b> OM: Chuck Beck PD: Shark 1 MOTH "Sound" APEX THEORY "Shhh..."</p>	<p><b>KFMA/Tucson, AZ *</b> PD: John Michael MD: Libby Carstensen 7 FURTHER SEEMS... "Say"</p> <p><b>KMYZ/Tulsa, OK *</b> PD: Lynn Barstow MD: Corbin Pierce 2 QUARASHI "Stuck" 1 STATIC-X "Cold" STARSAILOR "Good"</p> <p><b>WHFS/Washington, DC *</b> PD: Robert Benjamin APD: Bob Waugh MD: Pat Ferrise 6 WHITE STRIPES "Fell" REVEILLE "Inside"</p> <p><b>WWDC/Washington, DC *</b> PD: Buddy Rizer MD: LeeAnn Curtis 1 JOHN MAYER "Such" 1 UNWRITTEN LAW "Red" CREED "Stand" SYSTEM OF A DOWN "Toxicity"</p> <p><b>WPBZ/West Palm Beach, FL *</b> OM/DP: John O'Connell MD: Eric Kristensen REVEILLE "Inside" SEVENDUST "Again"</p> <p><b>WBSX/Wilkes-Barre, PA *</b> PD: Chris Lloyd APD: Jay Hunter MD: Freddie APEX THEORY "Shhh..." CREED "Bullets" INJECTED "Faithless" REVEILLE "Inside" SEVENDUST "Again"</p> <p><b>WSFM/Wilmington, NC</b> PD: Knothead 4 LENNON "Brake" 2 JEREMIAH FREED "Again" 2 JACK JOHNSON "Flake" 1 REGENCY BUCK "Change" SEVENDUST "Again" DROWNING POOL "Tear"</p>
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\*Monitored Reporters

86 Total Reporters

76 Total Monitored

10 Total Indicator



### The Formation Of A Successful Morning Team

Continued from Page 104

got back to that conversation, even though we had kind of resolved it via e-mail.

**D:** The funny thing about hearing Justice talk about that and me remembering back is that it reminds me of husband-and-wife arguments. I don't even remember what we were arguing about, to be honest.

**J:** Oh, I can't even really remember either. All I remember is that Dick made some weird kind of *Star Wars* reference to him being a Jedi and me being lower than a Jedi, and it set me off.

**D:** That's because he's a big *Star Wars* fan, and I used it against him.

**J:** Yeah, I was like, "Don't ever call me lower than a Jedi, damn it." The thing of it is that, after that day, there hasn't been a problem since.

**D:** Well, maybe not in your mind....

**R&R:** Was that the moment that you guys realized that not only was the show sounding good, you were also a good team?

**D:** In my mind it is like that initial stage when you're on the air and trying to one-up each other. When you're comfortable enough to sit back and let the other guy get the joke and you don't try to one-up it or tag it, that's the moment where you can say, "We're a team."

You allow your partner the joke. You allow them the spotlight. You have to be comfortable doing that, because it's not just about how well Dick did and how well Justice did, it's how well Dick and Justice did.

**J:** That actually happened pretty early for us. I honestly think that after a couple of months we were thinking that we may actually be able to make a go of this.

### New & Active

**PETE YORN** Strange Condition (*Columbia*)  
Total Plays: 254, Total Stations: 20, Adds: 2

**DROWNING POOL** Tear Away (*Wind-up*)  
Total Plays: 252, Total Stations: 25, Adds: 2

**SUGARCULT** Bouncing Off The Walls (*Ultimatum/Artemis*)  
Total Plays: 230, Total Stations: 24, Adds: 2

**SENSE FIELD** Save Yourself (*Nettwerk*)  
Total Plays: 225, Total Stations: 11, Adds: 1

**DAVID DRAIMAN** Forsaken (*Reprise*)  
Total Plays: 210, Total Stations: 21, Adds: 0

**CREED** Stand Here With Me (*Wind-up*)  
Total Plays: 192, Total Stations: 10, Adds: 3

**ALANIS MORISSETTE** Hands Clean (*Maverick/Reprise*)  
Total Plays: 185, Total Stations: 8, Adds: 0

**GRAVITY KILLS** One Thing (*Sanctuary/SGR*)  
Total Plays: 160, Total Stations: 16, Adds: 0

**TENACIOUS D** Tribute (*Epic*)  
Total Plays: 154, Total Stations: 17, Adds: 4

**FU MANCHU** Squash That Fly (*Mammoth*)  
Total Plays: 144, Total Stations: 15, Adds: 3

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

E-mail: mdavis@rronline.com

# Alternative Playlists

**MARKET #1**

**WXRK/New York**  
Infinity  
(212) 314-9230  
Kingston/Woody/Peer  
12+ Cume 2,463,300



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
38	39	PUDDLE OF MUDD/Blurry	49666
38	37	P.O.D./Youth Of The Nation	47138
35	37	LINKIN PARK/In The End	47138
35	37	LINKIN PARK/Papercut	47138
22	31	STAIN'D/For You	39494
23	31	UNWRITTEN LAW/Seen' Red	39494
40	31	SYSTEM OF A DOWN/Chop Suey	39494
21	27	P.O.D./Boom	34398
38	27	NICKELBACK/How You Remind Me	34398
35	26	BLINK-182/Stay Together For...	33124
20	25	CREED/Stand Here With Me	31850
16	24	UNWRITTEN LAW/Seen' Red	30576
22	23	BLINK-182/First Date	29302
22	23	PUDDLE OF MUDD/Drift & Die	28028
24	22	JIMMY EAT WORLD/The Middle	28028
27	22	STROKES/Last Nite	28028
20	22	SYSTEM OF A DOWN/Toxicity	25480
19	20	OFFSPRING/Dely You	25480
20	20	TOOL/Schism	25480
20	20	INCUBUS/Nice To Know You	25480
19	19	P.O.D./Alive	24206
13	17	HOOBASTANK/Crawling In The Dark	21658
22	15	CREED/My Sacrifice	19110
15	15	PAPA ROACH/Last Resort	19110
18	15	TRIK TURNER/Friends + Family	19110
14	15	GORILLAZ/Cint Eastwood	19110
13	14	PUDDLE OF MUDD/Control	17836
16	14	ALIEN ANT FARM/Smooth Criminal	17836
15	14	INCUBUS/ Wish You Were Here	17836
17	14	WEEZER/Hush Pipe	17836

**MARKET #2**

**KROQ/Los Angeles**  
Infinity  
(323) 930-1067  
Weatherly/Sandblom/Worden  
12+ Cume 1,550,800



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
42	46	STROKES/Last Nite	42642
39	44	JIMMY EAT WORLD/The Middle	40788
35	42	PUDDLE OF MUDD/Blurry	38934
38	41	P.O.D./Youth Of The Nation	38007
18	32	LINKIN PARK/Papercut	29664
16	31	UNWRITTEN LAW/Seen' Red	28737
17	28	X-ECUTIONERS/It's Goin' Down	25956
26	26	OFFSPRING/Dely You	24102
35	26	SYSTEM OF A DOWN/Chop Suey	24102
24	25	NO DOUBT/Hella Good	23175
21	25	SYSTEM OF A DOWN/Toxicity	23175
25	25	SOMETHING CORPORATE/If You C Jordan	23175
14	23	HOOBASTANK/Crawling In The Dark	21321
19	22	BLINK-182/First Date	20394
16	22	PUDDLE OF MUDD/Drift & Die	20394
16	22	BAD RELIGION/Sorrow	20394
19	20	STAIN'D/For You	18540
22	20	P.O.D./Alive	18540
12	19	EDDIE VEDDER/You've Got To...	17613
29	18	LINKIN PARK/In The End	16898
17	18	JACK JOHNSON/Flake	16898
17	17	SENSE FIELD/Save Yourself	15759
21	17	COLDPLAY/Trouble	15759
15	17	INCUBUS/Paron Me	15759
24	16	LINKIN PARK/My December	14832
12	16	INCUBUS/Nice To Know You	14832
18	16	WEEZER/Hush Pipe	14832
19	15	INCUBUS/ Wish You Were Here	13905
21	15	NICKELBACK/How You Remind Me	13905

**MARKET #3**

**WKQX/Chicago**  
Emmis  
(312) 527-8348  
Richards/Shuminas  
12+ Cume 766,800



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
44	47	JIMMY EAT WORLD/The Middle	15322
45	44	PUDDLE OF MUDD/Blurry	14344
46	44	P.O.D./Youth Of The Nation	14344
43	43	DEFAULT/Wasting My Time	14018
36	42	HOOBASTANK/Crawling In The Dark	13892
32	39	PETE YORN/Strange Condition	12714
24	37	PHANTOM PLANET/California	12062
43	37	TRIK TURNER/Friends + Family	12062
36	33	NICKELBACK/Too Bad	10758
17	31	LINKIN PARK/In The End	10106
31	29	CREED/Buttets	9454
29	28	LOCAL H/Half Life	9128
24	28	BLINK-182/First Date	9128
32	25	UNWRITTEN LAW/Seen' Red	8150
32	24	STROKES/Last Nite	7824
21	23	EDDIE VEDDER/You've Got To...	7498
20	22	SOMETHING CORPORATE/If You C Jordan	7172
22	21	STARSAILOR/Good Souls	6846
24	20	INCUBUS/Nice To Know You	6520
21	20	STAIN'D/For You	6520
18	19	COURSE OF NATURE/Caught In The Sun	6194
22	18	X-ECUTIONERS/It's Goin' Down	5868
13	17	STAIN'D/Fade	5542
17	17	TOOL/Schism	5542
17	17	INCUBUS/ Wish You Were Here	5542
16	16	CREED/My Sacrifice	5216
6	16	2 SKINNEE J'S/Grown Up	5216
17	16	LINKIN PARK/Papercut	5216
15	16	SYSTEM OF A DOWN/Chop Suey	5216
13	16	SYSTEM OF A DOWN/Toxicity	5216

**MARKET #3**

**WZZN/Chicago**  
ABC  
(312) 984-9923  
Gambiel/Lavy/NanOsdol  
12+ Cume 531,300



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
65	68	PUDDLE OF MUDD/Blurry	12784
31	65	TRIK TURNER/Friends + Family	12220
63	62	LINKIN PARK/In The End	11656
46	60	SENSE FIELD/Save Yourself	11280
62	58	JIMMY EAT WORLD/The Middle	10904
26	46	DEFAULT/Wasting My Time	8648
61	44	STAIN'D/For You	8272
34	36	HOOBASTANK/Crawling In The Dark	6768
20	35	LINKIN PARK/Papercut	6580
23	35	DISPATCH/Open Up	6580
35	34	STROKES/Last Nite	6392
33	33	INCUBUS/Nice To Know You	6204
36	33	CREED/Hide	6204
30	30	BLINK-182/First Date	5640
18	28	P.O.D./Youth Of The Nation	5264
31	28	INCUBUS/ Wish You Were Here	5264
25	27	2 SKINNEE J'S/Grown Up	5076
40	26	CREED/My Sacrifice	4888
30	25	NO DOUBT/Hella Good	4700
29	24	JOHN MAYER/No Such Thing	4512
16	23	JACK JOHNSON/Flake	4324
11	22	EDDIE VEDDER/You've Got To...	4136
6	21	PETE YORN/Strange Condition	3948
2	21	BASEMENT JAXX/Where's Your Head At	3948
30	21	BLINK-182/Stay Together For...	3948
15	20	UNWRITTEN LAW/Seen' Red	3760
19	19	FOO FIGHTERS/The One	3572
26	18	SOMETHING CORPORATE/If You C Jordan	3384
30	17	NICKELBACK/Too Bad	3196
18	17	WEEZER/Hush Pipe	3196

**MARKET #4**

**KITS/San Francisco**  
Infinity  
(415) 402-6700  
Taylor/Axelsen  
12+ Cume 611,100



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
42	49	SYSTEM OF A DOWN/Chop Suey	11515
43	49	PUDDLE OF MUDD/Blurry	11045
47	47	STROKES/Last Nite	11045
50	44	LINKIN PARK/My December	10340
46	43	P.O.D./Youth Of The Nation	10105
33	39	OFFSPRING/Dely You	9165
29	29	JIMMY EAT WORLD/The Middle	6815
19	24	NICKELBACK/How You Remind Me	5640
20	24	BLINK-182/First Date	5640
19	24	INCUBUS/ Wish You Were Here	5640
24	23	CREED/Stand Here With Me	5405
21	22	PAPA ROACH/Last Resort	5170
15	21	DISTURBED/Down With...	4935
22	21	TOOL/Schism	4935
22	20	INCUBUS/Nice To Know You	4700
17	17	ALIEN ANT FARM/Smooth Criminal	3995
12	17	STAIN'D/It's Been Awfully	3995
21	16	RAGE AGAINST.../Renegades Of Funk	3760
4	16	PUDDLE OF MUDD/Drift & Die	3760
14	16	SYSTEM OF A DOWN/Toxicity	3760
25	15	BLINK-182/Stay Together For...	3525
7	15	NICKELBACK/Too Bad	3525
21	15	EDDIE VEDDER/You've Got To...	3525
15	15	P.O.D./Alive	3525
11	14	STAIN'D/Outside	3290
10	14	RED HOT CHILI.../Parallel Universe	3055
16	12	DEFAULT/Wasting My Time	2820
10	11	LINKIN PARK/In The End	2585
6	11	X-ECUTIONERS/It's Goin' Down	2585

**The FLAKES are starting to fall**

**Jack Johnson**

This week at:

**KTbz WEND WEDG WARQ WXEZ KRZQ**

and more

**Over 140,000 Scanned**

**MARKET #6**

**WPLY/Philadelphia**  
Radio One  
(610) 565-8900  
McGinn/Fein  
12+ Cume 584,900



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
38	42	OFFSPRING/Dely You	8904
40	42	LINKIN PARK/In The End	8904
36	41	P.O.D./Youth Of The Nation	8692
35	40	INCUBUS/Nice To Know You	8480
36	40	DEFAULT/Wasting My Time	8480
44	39	PUDDLE OF MUDD/Blurry	8268
28	37	STROKES/Last Nite	7844
34	36	JIMMY EAT WORLD/The Middle	7632
31	35	AVANCHES/Frontier...	7420
28	33	ALIEN ANT FARM/Movies	6996
27	32	STAIN'D/Fade	6784
31	31	HOOBASTANK/Crawling In The Dark	6572
24	29	NICKELBACK/Too Bad	6148
27	27	BLINK-182/First Date	5724
19	25	TRIK TURNER/Friends + Family	5300
20	25	PUDDLE OF MUDD/Control	5300
24	22	TANTRIC/Mourning	4664
22	22	ADEMA/The Way You Like It	4664
17	22	FOO FIGHTERS/The One	4664
14	21	X-ECUTIONERS/It's Goin' Down	4452
20	19	P.O.D./Alive	4028
22	18	SYSTEM OF A DOWN/Chop Suey	3816
20	18	PHANTOM PLANET/California	3816
9	17	DASHBOARD.../Screaming...	3604
15	17	CREED/My Sacrifice	3604
13	17	DISTURBED/Down With...	3604
13	16	PETE YORN/Strange Condition	3392
8	16	FAMILIAR 48/The Question	3392
13	16	SYSTEM OF A DOWN/Toxicity	3392
14	16	BASEMENT JAXX/Where's Your Head At	3392

**MARKET #7**

**WHFS/Washington, DC**  
Infinity  
(301) 306-0991  
Benjamin/Ferrise  
12+ Cume 694,100



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
59	68	P.O.D./Youth Of The Nation	17680
65	65	JIMMY EAT WORLD/The Middle	16900
66	64	STROKES/Last Nite	16120
63	62	LINKIN PARK/Runaway	16640
64	60	SYSTEM OF A DOWN/Chop Suey	15600
50	56	PUDDLE OF MUDD/Blurry	14560
61	52	INCUBUS/ Wish You Were Here	13520
44	47	X-ECUTIONERS/It's Goin' Down	12220
46	39	DROWNING POOL/Tear Away	10140
31	38	INCUBUS/Nice To Know You	9880
46	38	CREED/Stand Here With Me	9880
67	37	FOO FIGHTERS/The One	9620
38	37	TRIK TURNER/Friends + Family	9620
32	36	BLINK-182/First Date	9360
33	36	STAIN'D/For You	9360
34	33	ALIEN ANT FARM/Movies	8580
41	30	GODSMACK/ Stand Alone	7800
34	29	OFFSPRING/Dely You	7540
21	29	SYSTEM OF A DOWN/Toxicity	7540
31	28	DEFAULT/Wasting My Time	7020
25	27	LINKIN PARK/In The End	7020
23	20	PUDDLE OF MUDD/Control	6200
27	20	ADEMA/The Way You Like It	6200
24	19	P.O.D./Alive	4940
19	19	GOB/ Hear You Calling	4940
16	18	DISTURBED/Down With...	4680
20	17	CITIZEN COPEL/et The Drummer...	4420
15	16	NICKELBACK/How You Remind Me	4160
9	13	STAIN'D/It's Been Awfully	3380
17	13	TOOL/Schism	3380

**MARKET #7**

**WWDC/Washington, DC**  
Clear Channel  
(301) 587-7100  
Rizer/Curtis  
12+ Cume 756,400



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
36	39	LINKIN PARK/In The End	12324
38	37	P.O.D./Alive	11692
35	36	JIMMY EAT WORLD/The Middle	11376
36	36	CREED/My Sacrifice	11376
29	29	DEFAULT/Wasting My Time	9164
32	28	PUDDLE OF MUDD/Blurry	8848
23	28	NICKELBACK/How You Remind Me	8848
26	27	HOOBASTANK/Crawling In The Dark	8532
33	26	STROKES/Last Nite	8216
25	25	REMY ZERO/Save Me	7900
14	16	PAPA ROACH/Last Resort	5056
16	15	COLD/No One	4740
16	15	FOO FIGHTERS/The One	4740
11	14	CALLING/Wherever You Will Go	4424
14	14	SOMETHING CORPORATE/If You C Jordan	4424
6	14	LIT/My Own Worst Enemy	4424
7	14	STAIN'D/It's Been Awfully	4424
14	14	WEEZER/Hush Pipe	4424
13	14	CAKE/Short Skirt/Long...	4424
12	14	ADEMA/The Way You Like It	4424
15	14	FUEL/Hemorrhage...	4424
16	13	311/You Wouldn't Believe	4108
11	13	SUM 41/Motivation	4108
14	13	GREEN DAY/Waiting	4108
13	13	3 DOORS DOWN/Loser	4108
11	13	TRIK TURNER/Friends + Family	4108
13	13	PUDDLE OF MUDD/Control	4108
13	12	RED HOT CHILI.../Scar Tissue	3792
13	12	ALIEN ANT FARM/Movies	3792
12	12	CUSTOM/Hey Mister	3792

**MARKET #8**

**WBCN/Boston**  
Infinity  
(617) 266-1111  
Oedipus/Sirick  
12+ Cume 594,100



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
34	42	EDDIE VEDDER/You've Got To...	10752
38	41	P.O.D./Youth Of The Nation	10496
34	38	STROKES/Last Nite	9728
34	31	LINKIN PARK/In The End	7936
21	29	PUDDLE OF MUDD/Blurry	7424
19	28	SYSTEM OF A DOWN/Toxicity	7168
19	23	JIMMY EAT WORLD/The Middle	5888
23	23	TOOL/Lateralus	5888
22	22	INCUBUS/Nice To Know You	5632
19	22	TOOL/Schism	5632
22	22	HOOBASTANK/Crawling In The Dark	5632
24	21	SYSTEM OF A DOWN/Chop Suey	5376
21	21	PEARL J	



JOHN SCHOENBERGER

jschoenberger@rronline.com

## The Right Balance Of Music And News

■ News and lifestyle information play an important role at Triple A

**N**ews has always been part of the programming at Triple A stations large and small, and it obviously took on tremendous importance in the aftermath of Sept. 11, 2001. But, as meaningful as news may be in day-to-day programming, music still rules the roost.

Almost all the programmers I surveyed for this column agreed that they need to pay attention to national, international and local news and lifestyle events, and each has found a way to present those things to the audience. After all, Triple A listeners are generally well-educated and active within their communities, and they want to know what's going on in the world, as well as in their own backyards. However, these programmers also realize that the main reason people listen to their stations is for the music.

Triple A programmers are very aware that the majority of their listeners turn to other sources for news — other radio stations, television or (dare I say it) the printed word. On the radio side, their primary news provider is most often the NPR affiliate in town or, perhaps, a News/Talk that's already within the Triple A's cluster.

As SBR Creative's **John Bradley** puts it, "News is ancillary, but it's the stuff that makes the station sound timely, topical, connected and live. It's not the reason for listening, but, done properly, it enhances the listening experience. Triple A stations without news can survive, but those with news can thrive."

### The Morning Rules

Rather than trying to take on nationally syndicated shock jocks, morning zoos or other high-profile morning shows, most Triple A stations have adopted a "more music in the morning" approach. But most programmers understand that mornings are the best time for them to connect with their listeners on the news, local-interest and lifestyle levels that play a crucial part in Triple A programming strategy.

"Of all the music formats, I think Triple A has the most opportunity to do real news well," says KBXR/Columbia, MO PD **Lana Tresize**. I grab that opportunity wherever I can, with well-chosen, concise stories in the morning as part of our regular headline news breaks. We also tend to have at least one serious discussion of local or national affairs sometime during the morning show."

To develop the right kind of news breaks — along with the music, entertainment, contesting and co-host

interaction that go on in the morning — it takes knowledge about what affects listeners' lives the most. "The more you know about the target audience, the more you know what they want to hear about and what sounds the most interesting," Bradley says. "Local stories, for example, don't get a free ride just because they're local. They, like everything else, have to be relevant and interesting."



John Bradley

Outside mornings, the daypart that can best accommodate news and information is afternoon drive. As people begin to wind down their days, they often wish to catch up on events. However, many fewer stations include news in afternoons — or in other dayparts — than air news in mornings.

Community concerns can also be addressed with special programs. These programs, usually scheduled for weekends, often have open phone lines so the public can participate. The programs give the station an opportunity to fulfill its public service requirements and, at the same time, go into more depth on issues that affect the local community.

For example, KAEP/Spokane has a Sunday-morning show called *Community Forum*. "It's where we focus on general local and regional topics of interest," says KAEP PD **Scott Rusk**.

"Of all the music formats, I think Triple A has the most opportunity to do real news well."

Lana Tresize

When a station is in a smaller market, local involvement is even more important. According to KMTN/Jackson Hole, WY PD **Mark Fishman**, "A small community means a lot of community-oriented programming. In the event of something major happening locally, we'll even cover important press conferences or town hall meetings."

Other stations, such as KGSR/Austin and WRNX/Springfield, MA, run specially produced PSAs or interactive news capsules throughout the day. "At 'RNK, we run something called 'Donnie's Used Cars' during afternoon drive," says station-GM/DPD **Tom Davis**. "It's an ongoing forum, with short, edited interactions with listeners presented between the records."

### The NPR Model

No radio organization has news as interesting, as in-depth and as engaging as National Public Radio. Granted, NPR's news airs on public radio stations, which have a different agenda and competitive paradigm than commercial radio, but there are certain lessons that can be learned from NPR nonetheless.

Such shows as *Morning Edition* and *All Things Considered* cover all the hot topics, but they also go much more deeply into the issues. In addition, these programs make a point of reporting on events that are largely ignored by other major news outlets.

It's very likely that a Triple A listener will be drawn to that type of news coverage. A grand experiment was tried a few years back on Wyoming Public Radio: With research and guidance from Paragon's Mike Henry, KUWR/Casper aired several hours of news filled out with a Triple A-based music mix.

KUWR, with its programming repeated on other signals throughout the state, quickly became one of the most listened-to stations in Wyoming — beating almost all the commercial stations. The state's commercial broadcasters' association eventually put pressure on the University of Wyoming, which owns KUWR, to pull the format because it was too competitive.

But that almost-equal balance of news and music is proving successful at other public stations. KCRW/Los Angeles, for example, draws a cume of several hundred thousand listeners with NPR and extensive local news programming, but it also holds a considerable audience with its music programming from 9am-noon daily, in the evenings and all weekend long. And WDET/Detroit has also found a successful balance, with news and music as its twin programming pillars.

Other public stations have opted to be more music-intensive. WXPB/Philadelphia tried to create a different formula for success more than 10

"News is ancillary, but it's the stuff that makes the station sound timely, topical, connected and live. It's not the reason for listening, but, done properly, it enhances the listening experience."

John Bradley

years ago: It decided to become an alternative to the market's other all-news and public-information station, rather than trying to compete. However, WXPB still makes news part of its on-air product.

"We feel it's very important to make news part of our programming, because our listeners want to be connected to the world, as well as to the local events in our community," says WXPB PD **Bruce Warren**. "During morning drive we use the NPR news feed at the top of the hour, plus we include three local newscasts each hour, covered by our own in-house anchor. We also include the NPR headlines feed during afternoon drive."

### Borrow The Attitude

It would be suicidal for commercial radio programmers to try to take on National Public Radio's news head-on; they don't have the resources or the staff. But it certainly couldn't hurt them to adopt the NPR attitude when fashioning news elements for their own stations.

Perhaps the best example of that is KBCO/Denver-Boulder's morning show, hosted by Bret Sanders. It's regularly described as a rock 'n' roll-NPR approach to morning drive. "Bret's personality is very appealing, but the show's success also has to do with the tireless work of the morning show producer, Ron Bostwick," says 'BCO PD **Scott Arbough**.

"It's no accident that this show is a big winner. We work very hard to find the right kind of news and local-interest stories to provide it with an attitude and service listeners can't get from any other commercial station in town."

To one extent or another, most commercial programmers realize that they can take the reporting style of NPR and apply it to their own particular situations. But — as is true of almost everything Triple A radio does — doing that requires making an extra effort to mold the approach to fit the market.

KTCZ (Cities 97)/Minneapolis PD **Lauren MacLeash** is also among those who have learned from NPR's approach. About a year ago, when she was formulating the station's new morning show, with B.T. and Kelly Guest, she realized that she couldn't compete with NPR directly. But, MacLeash says, "That didn't mean we couldn't borrow their attitude and style and localize it for our market.

Rather than news' being several hours, we give it to our listeners in capsule versions.

"The morning show's position is 'Entertaining and useful information that won't insult your intelligence.' We have some fun, but, at the same time, we hold our credibility to be very important when it comes to whatever it is that we're saying. Kelly came from a News/Talk background, and she has a way of talking about the news without reading it."

### When Worlds Collide

Certainly, the events of Sept. 11, 2001 threw the rule book out the window for a few days. The vast majority of Triple A stations, like most music-formatted stations, opted to go all-news. Many tapped into news feeds from outside sources, usually ones they were already associated with, or simulcast a sister News/Talk station.



Lauren MacLeash

A significant number of stations also added ad hoc call in discussion shows to allow their communities to become part of the history that was unfolding.

But, after a few days, music returned, as a soothing ointment for the wounds the country had sustained. News reports and special late-breaking news segments remained part of daily programming,

but, as time has passed, most stations have returned to their regular music agendas.

When I surveyed Triple A programmers about whether the terrorist attacks made music a more important consideration, more than half said yes. Those programmers are of the mind that the average listener's desire to remain informed has been heightened. Some have expanded top-of-the-hour news segments into dayparts other than mornings, particularly afternoon drive. The programmers are also more willing now to interrupt regular programming with breaking news.

"Outside the music — which is still the most important thing to us, being a music station — the news is a very important part of what we do," says MacLeash. "It represents our integrity."

"Cities 97 had a great fall book, and I think that setting up and maintaining that integrity between the records is what gave us the edge. I'm certain it helped through the whole 9/11 thing, because our listeners knew they were still being informed as well as entertained by us, and that kept them from staying with the News/Talk station."

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## ON TOUR

March	6 Louisville, KY	19 Wallingford, CT	5 Atlanta, GA	28 San Antonio, TX	7 Phoenix, AZ
30 Madison, WI	7 Indianapolis, IN	21 Washington, DC	18 Jackson, MS	29 Dallas, TX	8 Santa Fe, NM
31 St. Louis, MO	10 Columbus, OH	23 Philadelphia, PA	19 Pensacola, FL	30 Houston, TX	10 San Diego, CA
April	11 Cleveland, OH	25 New York, NY	21 Tampa, FL	Jare	11 Los Angeles, CA
2 Minneapolis, MN	12 Detroit, MI	27 Boston, MA	22 Orlando, FL	1 Austin, TX	12 Oakland, CA
3 Milwaukee, WI	13 Toronto, ON	May	24 Anderson, SC	2 Tulsa, OK	14 Portland, OR
4 Chicago, IL	16 Buffalo, NY	1 West Palm Beach, FL	25 Jacksonville, FL	3 Kansas City, MO	15 Seattle, WA
	18 Portland, ME	2 New Orleans, LA/Jazz fest.	26 Montgomery, AL	5 Denver, CO	16 Vancouver (tbd)

Produced by Bonnie Raitt, Mitchell Froom and Tchad Blake • Management: Ron Stone and Kathy Kane for Gold Mountain Entertainment.



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# R&R Triple A Top 30

Powered By



February 22, 2002

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
2	1	ALANIS MORISSETTE Hands Clean (Maverick/Reprise)	573	+14	35398	5	24/1
1	2	DAVE MATTHEWS BAND Everyday (RCA)	568	+6	39090	16	24/0
3	3	CHRIS ISAAK Let Me Down Easy (Reprise)	500	+21	37845	6	26/0
5	4	U2 In A Little While (Interscope)	454	+67	31275	6	24/1
4	5	CALLING Wherever You Will Go (RCA)	436	+23	29599	20	16/0
6	6	PETE YORN Strange Condition (Columbia)	397	+18	28330	8	26/1
7	7	JOHN MAYER No Such Thing (Aware/Columbia)	366	-10	30656	25	23/0
15	8	EDDIE VEDDER You've Got To Hide Your... (V2)	337	+48	28006	6	22/0
14	9	TRAIN She's On Fire (Columbia)	321	+27	21910	5	23/0
8	10	JEWEL Standing Still (Atlantic)	312	-6	22350	18	18/0
11	11	CREED My Sacrifice (Wind-up)	308	-2	14567	15	12/0
13	12	TRAVIS Side (Epic)	305	+2	19459	13	17/1
12	13	NICKELBACK How You Remind Me (Roadrunner/IDJMG)	302	-4	20616	15	11/0
9	14	COLDPLAY Trouble (Nettwerk/Capitol)	297	-20	25135	17	22/0
10	15	RYAN ADAMS New York, New York (Lost Highway/IDJMG)	289	-26	26716	24	24/0
16	16	INDIGO GIRLS Moment Of Forgiveness (Epic)	274	-5	22535	5	20/1
17	17	MICK JAGGER Visions Of Paradise (Virgin)	238	0	15998	5	20/0
18	18	STARSAILOR Good Souls (Capitol)	217	0	12738	4	21/1
19	19	GARBAGE Breaking Up The Girl (Almo Sounds/Interscope)	209	-5	12573	5	18/0
20	20	WILLIAM TOPLEY Back To Believing (Lost Highway/IDJMG)	199	+8	12451	11	16/0
21	21	RYAN ADAMS Answering Bell (Lost Highway/IDJMG)	197	+20	14752	3	18/0
24	22	ROBERT BRADLEY'S BLACKWATER... Train (Vanguard)	169	+8	12285	3	18/0
Debut	23	LENNY KRAVITZ Stillness Of Heart (Virgin)	167	+64	14196	1	17/2
23	24	REMY ZERO Save Me (Elektra/EEG)	152	-10	5428	4	11/0
Debut	25	JACK JOHNSON Flake (Enjoy/Universal)	142	+62	12146	1	15/3
Debut	26	MIDNIGHT OIL Golden Age (Liquid 8)	141	+17	13862	1	16/0
Debut	27	PUDDLE OF MUDD Blurry (Flawless/Geffen/Interscope)	139	+36	4662	1	6/1
25	28	NATALIE MERCHANT Just Can't Last (Elektra/EEG)	137	-22	9050	20	15/0
26	29	FIVE FOR FIGHTING America Town (Aware/Columbia)	132	-24	6792	10	14/0
Debut	30	DEFAULT Wasting My Time (TVT)	129	+5	4161	1	8/1

27 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 2/10/02-2/16/02. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 15 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from the Arbitron Company (copyright 2002, The Arbitron Company). (C) 2002, R&R, Inc.

## New & Active

**JOHNNY A.** Oh Yeah (Favored Nations/Red Ink)  
Total Plays: 125, Total Stations: 9, Adds: 0

**CRACKER** Shine (Backporch/Virgin)  
Total Plays: 116, Total Stations: 12, Adds: 1

**SHERYL CROW** Soak Up The Sun (A&M/Interscope)  
Total Plays: 98, Total Stations: 3, Adds: 3

**LUCE** Good Day (Joe's)  
Total Plays: 91, Total Stations: 10, Adds: 0

**LLAMA** Too Much Too Soon (MCA)  
Total Plays: 86, Total Stations: 9, Adds: 0

**WILLIE NELSON** Maria (Shut Up And Kiss Me) (Lost Highway/IDJMG)  
Total Plays: 84, Total Stations: 7, Adds: 0

**STROKES** Last Nite (RCA)  
Total Plays: 82, Total Stations: 6, Adds: 0

**SENSE FIELD** Save Yourself (Nettwerk)  
Total Plays: 81, Total Stations: 4, Adds: 0

**JONATHA BROOKE** Out Of Your Mind (Bad Dog)  
Total Plays: 72, Total Stations: 9, Adds: 0

**CAKE** Love You Madly (Columbia)  
Total Plays: 70, Total Stations: 5, Adds: 0

Songs ranked by total plays

## Most Added

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ARTIST TITLE LABEL(S)	ADDS
NATALIE MERCHANT Build A Levee (Elektra/EEG)	14
BIG HEAD TODD & THE MONSTERS Wishing Well (Big)	10
JACK JOHNSON Flake (Enjoy/Universal)	3
SHERYL CROW Soak Up The Sun (A&M/Interscope)	3
LENNY KRAVITZ Stillness Of Heart (Virgin)	2
LISA LOEB Someone You Should Know (Geffen/Interscope)	2
PHANTOM PLANET California (Daylight/Epic)	2
GARY STIER Miss America And I (33rd Street)	2
JOSH ROUSE Feeling No Pain (Rykodisc)	2

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
SHERYL CROW Soak Up The Sun (A&M/Interscope)	+98
U2 In A Little While (Interscope)	+67
LENNY KRAVITZ Stillness Of Heart (Virgin)	+64
JACK JOHNSON Flake (Enjoy/Universal)	+62
LISA LOEB Someone You Should Know (Geffen/Interscope)	+54
EDDIE VEDDER You've Got To Hide Your... (V2)	+48
ZERO 7 Destiny (Quango/Palm)	+40
PUDDLE OF MUDD Blurry (Flawless/Geffen/Interscope)	+36
JOHNNY A. Oh Yeah (Favored Nations/Red Ink)	+32
BIG HEAD TODD & THE MONSTERS Wishing Well (Big)	+31

## Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
LENNY KRAVITZ Dig In (Virgin)	243
TRAIN Drops Of Jupiter (Tell Me) (Columbia)	210
FIVE FOR FIGHTING Superman (It's...) (Aware/Columbia)	196
AFRO-CELT... F/P. GABRIEL When... (Real World/Virgin)	193
INCUBUS Drive (Immortal/Epic)	191
JOHN MELLENCAMP Peaceful World (Columbia)	187
LIFEHOUSE Hanging By A Moment (DreamWorks)	183
DAVID GRAY Babylon (ATO/RCA)	155
WEEZER Island In The Sun (Geffen/Interscope)	151
COLDPLAY Yellow (Nettwerk/Capitol)	149
MOBY F/GWEN STEFANI Southside (V2)	136
U2 Stuck In A Moment... (Interscope)	132
DAVE MATTHEWS BAND The Space Between (RCA)	129
U2 Beautiful Day (Interscope)	119
DAVID GRAY Sail Away (ATO/RCA)	116
3 DOORS DOWN Be Like That (Republic/Universal)	115
JOSH JOPLIN GROUP Camera One (Artemis)	115
STAIN'D It's Been Awhile (Flip/Elektra/EEG)	113
PETE YORN Life On A Chain (Columbia)	111



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| WXRT | KXST | WYEP | WFUV | WDET | WRLT | WXRW |
| CKEY | WRNR | WMMM | WMPS | KRSH | WDOD | KPIG |
| KOTR | WFPK | WVOD | KBAC | WAPS | WDST | KTHX |
| KTAO | WMVY | KTBG | KTEE | WCLZ |      |      |

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February 22, 2002

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
	<b>1</b>	<b>CHRIS ISAAK</b> Let Me Down Easy (Reprise)	337	+29	9883	6	21/0
4	<b>2</b>	<b>RYAN ADAMS</b> Answering Bell (Lost Highway/IDJMG)	274	+32	6690	4	21/0
2	3	<b>PETE YORN</b> Strange Condition (Columbia)	262	-12	3580	11	16/0
3	<b>4</b>	<b>WILLIAM TOPLEY</b> Back To Believing (Lost Highway/IDJMG)	260	+13	3820	16	17/0
10	<b>5</b>	<b>INDIGO GIRLS</b> Moment Of Forgiveness (Epic)	220	+19	5214	5	19/0
5	<b>6</b>	<b>ALANIS MORISSETTE</b> Hands Clean (Maverick/Reprise)	218	+1	3310	4	14/0
8	<b>7</b>	<b>STARSAILOR</b> Good Souls (Capitol)	213	+4	6271	9	19/0
6	8	<b>SUZANNE VEGA</b> Last Year's Troubles (A&M/Interscope)	210	-4	6556	6	18/0
13	<b>9</b>	<b>ROBERT BRADLEY'S BLACKWATER...</b> Train (Vanguard)	192	+7	4710	5	19/0
7	10	<b>BRUCE COCKBURN</b> My Beat (True North/Rounder)	190	-20	4680	10	19/0
15	<b>11</b>	<b>DAVE MATTHEWS BAND</b> Everyday (RCA)	184	+5	1058	19	9/0
12	12	<b>JOHN MAYER</b> No Such Thing (Aware/Columbia)	182	-6	2479	31	10/0
19	<b>13</b>	<b>KASEY CHAMBERS</b> Not Pretty Enough (Warner Bros.)	178	+29	6192	3	18/0
16	<b>14</b>	<b>MIDNIGHT OIL</b> Golden Age (Liquid 8)	175	0	3704	5	17/0
11	15	<b>SHANNON MCNALLY</b> Down And Dirty (Capitol)	168	-29	4998	15	14/0
23	<b>16</b>	<b>WILLIE NELSON</b> Maria (Shut Up And Kiss Me) (Lost Highway/IDJMG)	160	+22	5193	4	15/0
14	17	<b>JOHN HIATT</b> Everybody Went Low (Vanguard)	158	-27	2582	15	14/0
20	<b>18</b>	<b>CRACKER</b> Shine (Backporch/Virgin)	152	+8	3322	3	16/0
22	<b>19</b>	<b>U2</b> In A Little While (Interscope)	150	+8	2210	9	9/1
18	20	<b>EDDIE VEDDER</b> You've Got To Hide Your... (V2)	147	-4	1937	6	11/0
29	<b>21</b>	<b>TRAIN</b> She's On Fire (Columbia)	130	+21	1951	3	11/0
25	<b>22</b>	<b>MICK JAGGER</b> Visions Of Paradise (Virgin)	129	+7	2776	5	12/0
9	23	<b>NATALIE MERCHANT</b> Just Can't Last (Elektra/EEG)	129	-73	2365	23	11/0
<b>Debut</b>	<b>24</b>	<b>JACK JOHNSON</b> Flake (Enjoy/Universal)	127	+55	4630	1	15/1
26	<b>25</b>	<b>BEN FOLDS</b> Still Fighting It (Epic)	124	+10	2669	11	12/1
17	26	<b>NEIL YOUNG</b> Let's Roll (Reprise)	124	-47	1635	8	11/0
<b>Debut</b>	<b>27</b>	<b>ZERO 7</b> Destiny (Quango/Palm)	121	+74	4028	1	15/2
21	28	<b>COLDPLAY</b> Trouble (Nettwerk/Capitol)	106	-38	1788	21	7/0
<b>Debut</b>	<b>29</b>	<b>CITIZEN COPE</b> If There's Love (DreamWorks)	104	+30	5536	1	11/1
28	30	<b>LOUISE GOFFIN</b> Sometimes A Circle (DreamWorks)	104	-6	3079	3	10/1

21 Triple A Indicator Reports. Songs ranked by total plays for the airplay week of Sunday 2/10-Saturday 2/16.  
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## Most Added

ARTIST TITLE LABEL(S)	ADDS
NATALIE MERCHANT Build A Levee (Elektra/EEG)	17
BIG HEAD TODD & THE MONSTERS Wishing Well (Big)	11
SHERYL CROW Soak Up The Sun (A&M/Interscope)	5
CHARLIE MUSSELWHITE Blues Overtook Me (Telarc)	3
ZERO 7 Destiny (Quango/Palm)	2
JAY FARRAR Feed Kill Chain (Artemis)	2
LISA LOEB Someone You Should... (Geffen/Interscope)	2
KELLER WILLIAMS Freaker By... (SCI Fidelity)	2
JOSH CLAYTON-FELT Building Atlantis (DreamWorks)	2
OMAR AND THE HOWLERS Muddy Springs... (Blind Pig)	2

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
ZERO 7 Destiny (Quango/Palm)	+74
JACK JOHNSON Flake (Enjoy/Universal)	+55
JOSH ROUSE Feeling No Pain (Rykodisc)	+49
NATALIE MERCHANT Build A Levee (Elektra/EEG)	+46
LENNY KRAVITZ Stillness Of Heart (Virgin)	+43
LISA LOEB Someone You Should... (Geffen/Interscope)	+33
RYAN ADAMS Answering Bell (Lost Highway/IDJMG)	+32
CITIZEN COPE If There's Love (DreamWorks)	+30
CHRIS ISAAK Let Me Down Easy (Reprise)	+29
KASEY CHAMBERS Not Pretty Enough (Warner Bros.)	+29
BIG HEAD TODD & THE MONSTERS Wishing Well (Big)	+27
WILLIE NELSON Maria... (Lost Highway/IDJMG)	+22
TRAIN She's On Fire (Columbia)	+21
LLAMA Too Much Too Soon (MCA)	+21
NEIL FINN Don't Dream It's Over (Nettwerk)	+21
INDIGO GIRLS Moment Of Forgiveness (Epic)	+19
BE GOOD TANYAS The Littlest Birds (Nettwerk)	+19
GRAHAM PARKER If It Ever Stops Rainin' (Razor & Tie)	+19
VOICES ON THE VERGE Heaven Release Us (Rykodisc)	+17
BILLY BRAGG NPWA (Elektra/EEG)	+15
WILLIAM TOPLEY Back To... (Lost Highway/IDJMG)	+13
JONATHA BROOKE Linger (Bad Dog)	+13
FIVE FOR FIGHTING Superman... (Aware/Columbia)	+13

## Reporters

<p><b>WAPS/Akron, OH</b> PD/MD: Bill Gruber 4 MARTI JONES "Lonesome" 4 SHERYL CROW "Soak" 1 NATALIE MERCHANT "Levee" 1 JOSH PITTER "Jugs" 1 BIG HEAD TODD "Wishing" 1 JOHN MAYER "Body"</p>	<p><b>WXRT/Chicago, IL *</b> PD: Norm Winer APD/MD: John Farneda 2 BIG HEAD TODD "Jukebox" KASEY CHAMBERS "Barricades" JANAH "Heart" SONNIE RAITT "Help"</p>	<p><b>WMMM/Madison, WI *</b> PD/MD: Tom Tauer 13 BIG HEAD TODD "Wishing" 8 NATALIE MERCHANT "Levee"</p>	<p><b>WXPN/Philadelphia, PA</b> PD: Bruce Warren APD/MD: Helen Leicht 6 SOUTH "Silence" LUCE "Soak" NATALIE MERCHANT "Levee" CHUCK E. WEISS "Congo" KELLER WILLIAMS "Sparker" CHARLIE MUSSELWHITE "Blues" PAT METHENY GROUP "As" BIG HEAD TODD "Jukebox" SUZY ROOHE "Anyway" HEM "Ace"</p>	<p><b>KFOG/San Francisco, CA *</b> PD: Dave Benson APD/MD: Haley Jones 2 PETE YORN "Strange"</p>
<p><b>KTZO/Albuquerque, NM *</b> PD: Scott Souhrada MD: Don Kelley COURSE OF NATURE "Sun" PUDDLE OF MUDD "Berry"</p>	<p><b>KBXR/Columbia, MO</b> PD/MD: Lana Treatle JEREMIAH FREED "Agnus"</p>	<p><b>WMPB/Memphis, TN</b> PD/MD: Alexandra Inzer 1 NATALIE MERCHANT "Levee"</p>	<p><b>WYEP/Pittsburgh, PA</b> PD: Rosemary Welsh APD/MD: Chris Griffin LOUISE GOFFIN "Instant" NATALIE MERCHANT "Levee" MYSTERIES OF LIFE "True" NEIL FINN "Walk" KARL MULLEN "Sugar"</p>	<p><b>KOTR/San Luis Obispo, CA</b> PD: Drew Ross MD: Greg Phifer 7 NATALIE MERCHANT "Levee" 4 NEIL FINN "Weather" 4 JOSH CLAYTON-FELT "Atlantis" 4 BIG HEAD TODD "Wishing"</p>
<p><b>KGSR/Austin, TX *</b> PD: Jody Denberg MD: Susan Castle 8 LUKA BLOOM "Monsoon" 6 BE GOOD TANYAS "Birds" 6 U2 "Lille" 2 CATHY CARL "Shallow" 1 OMAR AND THE HOWLERS "Muddy" SHERYL CROW "Soak"</p>	<p><b>KBCO/Denver-Boulder, CO *</b> PD: Scott Arbough MD: Keebler 12 BIG HEAD TODD "Wishing" 4 NATALIE MERCHANT "Levee"</p>	<p><b>KTCZ/Minneapolis, MN *</b> PD: Lauren MacLeash APD/MD: Mike Wolf 9 NATALIE MERCHANT "Levee" 2 BIG HEAD TODD "Wishing"</p>	<p><b>WZLW/Mobile, AL *</b> PD: Brian Han MD: Linda Woodworth TRAVIS "Side"</p>	<p><b>KBAC/Santa Fe, NM</b> GM/MD: Ira Gordon BIG HEAD TODD "Wishing" NATALIE MERCHANT "Levee" JAY FARRAR "Feed" SHERYL CROW "Soak" JAMIE DHARMA "Way"</p>
<p><b>WRNR/Baltimore, MD *</b> DM: Jon Peterson PD: Alex Cortright MD: Damian Einstein BIG HEAD TODD "Wishing" LISA LOEB "Kiss" NATALIE MERCHANT "Levee" INDIGO GIRLS "Woman"</p>	<p><b>WDET/Detroit, MI</b> PD: Jody Adams MD: Martin Bandyke AMD: Chuck Horn 3 NATALIE MERCHANT "Levee" 3 JOHN SCORFIELD "Jukebox" 3 CHARLIE MUSSELWHITE "Blues"</p>	<p><b>KPIG/Monterey, CA</b> PD/MD: Laura Ellen Hopper 9 NATALIE MERCHANT "Levee" 8 TOM WAITS "Home" 4 JAMIE DHARMA "Obsession" 2 OMAR AND THE HOWLERS "Muddy" GREAT BIG SEA "Penelope"</p>	<p><b>WCLZ/Portland, ME</b> PD: Hans Ivy MD: Brian James LENNY KRAVITZ "Heart" LISA LOEB "Kiss" NATALIE MERCHANT "Levee" SHERYL CROW "Soak"</p>	<p><b>KTAQ/Santa Fe, NM</b> MD: John Hayes MD: Michael Dean 12 BIG HEAD TODD "Wishing" 5 LOUISE GOFFIN "Circle" 4 CITIZEN COPE "There's" 3 JAY FARRAR "Feed" 3 NATALIE MERCHANT "Levee" 3 JACK JOHNSON "Flake" 3 CLEM SNICE "Jet"</p>
<p><b>WVOD/Elizabeth City, NC</b> PD: Matt Cooper MD: Tad Abbey ABANDONED POOLS "Remedy" BIG HEAD TODD "Wishing" KELLER WILLIAMS "Sparker" NATALIE MERCHANT "Levee"</p>	<p><b>WNCW/Greenville, SC</b> PD: Mark Keete APD: Kim Clark 16 ZERO 7 "Destiny" BIG HEAD TODD "Wishing" BOTTLE ROCKETS "Winer" CHARLIE MUSSELWHITE "Blues" OMAR AND THE HOWLERS "Muddy" JOSH PITTER "Pain" LONGVIEW "Stone" JAMIE DHARMA "Surrender"</p>	<p><b>KTEE/Monterey, CA</b> PD: Linda Roberts MD: Carl Widing 10 INNOCENCE MISSION "Today"</p>	<p><b>KINK/Portland, OR *</b> PD: Dennis Constantine MD: Kevin Welch No Adds</p>	<p><b>KRSH/Santa Rosa, CA *</b> PD: Bill Bowker MD: Pam Long 2 HANK WILLIAMS III "Mud" BIG HEAD TODD "Wishing" NATALIE MERCHANT "Levee" GARY STIER "America"</p>
<p><b>WBDS/Boston, MA *</b> PD: Chris Harrmann MD: Michele Williams 1 LISA LOEB "Kiss" NATALIE MERCHANT "Levee"</p>	<p><b>WTTT/Indianapolis, IN *</b> PD: Jim Zieple APD/MD: Marie McCallister 4 Lenny Kravitz "Heart" 2 CRACKER "Shine" 2 BIG HEAD TODD "Wishing"</p>	<p><b>WRLT/Nashville, TN *</b> DM/MD: David Hall APD/MD: Keith Coos 11 GARY STIER "America" 8 BIG HEAD TODD "Wishing" 1 NATALIE MERCHANT "Levee" BILLY BRAGG "NPWA" PHANTOM PLANET "California" JOSH ROUSE "Plan"</p>	<p><b>KTHX/Reno, NV *</b> PD: Harry Reynolds MD: Dave Herold BIG HEAD TODD "Wishing" NATALIE MERCHANT "Levee" ALANIS MORISSETTE "Clean"</p>	<p><b>KMTT/Seattle-Tacoma, WA *</b> GM/MD: Chris Mays APD/MD: Shawn Stewart 11 Lenny Kravitz "Heart" 5 JACK JOHNSON "Flake" 4 PHANTOM PLANET "California" 3 NATALIE MERCHANT "Levee"</p>
<p><b>WXRW/Boston, MA *</b> PD: Joanne Goody MD: Dana Marshall 1 BIG HEAD TODD "Wishing" NATALIE MERCHANT "Levee" JOSH PITTER "Pain" ZERO 7 "Destiny"</p>	<p><b>WOKI/Knoxville, TN *</b> PD: Shane Cox MD: Sarah McClune DELAULT "Wasting"</p>	<p><b>WFLV/New York, NY</b> PD: Chuck Singleton MD: Rita Houston AMD: Russ Borris 9 NATALIE MERCHANT "Levee" 7 JOSH ROUSE "Nothing" 4 BEN FOLDS "Shit" SHERYL CROW "Soak" ZERO 7 "Destiny" MARC MULLIN "Dark" NEIL FINN "Lips" NERISSA &amp; KATRYNA "House"</p>	<p><b>KENZ/Salt Lake City, UT *</b> OM/MD: Bruce Jones MD: Karl Bushman 2 JACK JOHNSON "Flake"</p>	<p><b>KAEP/Spokane, WA *</b> PD: Scott Rusk MD: Karl Bushman MEST "Play" REGENCY BUCK "Change"</p>
<p><b>CKEY/Buffalo, NY *</b> PD/MD: Rob White VANESSA CARLTON "Miles" NATALIE MERCHANT "Levee"</p>	<p><b>KMTN/Jackson, WY</b> PD/MD: Mark Fishman BIG HEAD TODD "Wishing" NATALIE MERCHANT "Levee" ZERO 7 "Destiny" PAUL RUDERMAN "Wait"</p>	<p><b>WKOC/Norfolk, VA *</b> PD: Paul Shugrue MD: Kristen Croot 3 SHERYL CROW "Soak" 3 BIG HEAD TODD "Wishing" NATALIE MERCHANT "Levee"</p>	<p><b>KXST/San Diego, CA *</b> PD: Dona Shaleh 3 STARSAILOR "Soak" 2 NATALIE MERCHANT "Levee"</p>	<p><b>WRNX/Springfield, MA *</b> GM/MD: Tom Davis MD: Donnie Moorhouse No Adds</p>
<p><b>WVNY/Cape Cod, MA</b> PD/MD: Barbara Dacey 1 BIG HEAD TODD "Wishing" NATALIE MERCHANT "Levee"</p>	<p><b>WFPK/Louisville, KY</b> PD: Dan Reed APD: Stacy Owen NEIL FINN "Lips" LAMA "Mud" LISA LOEB "Kiss" NATALIE MERCHANT "Levee" TONI PRICE "Heart" CHUCK E. WEISS "Two"</p>	<p><b>WKOC/Norfolk, VA *</b> PD: Paul Shugrue MD: Kristen Croot 3 SHERYL CROW "Soak" 3 BIG HEAD TODD "Wishing" NATALIE MERCHANT "Levee"</p>	<p><b>KCTY/Omaha, NE *</b> PD: Max Burgardner MD: Christopher Dean No Adds</p>	<p><b>WDDO/Chattanooga, TN *</b> GM/MD: Danny Howard SHERYL CROW "Soak" NATALIE MERCHANT "Levee"</p>

\*Monitored Reporters  
48 Total Reporters  
27 Total Monitored  
21 Total Indicator



## National Programming

Added This Week

**World Cafe**  
Ali Castelinni 215-898-6677

DERAILERS Your Guess Is A Good As Mine

**Acoustic Cafe**  
Rob Reinhart 734-761-2043

JOSH ROUSE Summer Kitchen Ballad  
PAUL KELLY Change Your Mind

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

## ON THE RECORD

With  
**Joanne Doody**  
PD, WXRV/Boston



While at first I thought it was a conflict of interest to write about my husband's (Chris Isaak) new song, I realized that we were playing it before we were married, so that it would be OK to do. Heck, we were playing it before we were engaged. (Actually, I just realized we were never engaged!) • Anyways, back to Chris' new song, "Let Me Down Easy." The song begins with his gentle guitar pick-

ing. Chris then whispers, "Here she comes," as if to signal the start of something wonderful. While his backing band carries his vocals over a wave of gentle rhythms, it isn't until his falsetto kicks in during the chorus that the song delivers its romantic trump card. With his cries of "Pleeeeeease, let me down easy," the track practically melts in your ears! • I've gotten a chance to preview the whole album (being his wife and all), and the whole thing delivers. It kicks

off with the guitar-driven "One Day" — another hit, with nice layering of Chris' voice. Plus, there's the melancholy "Worked It out Wrong," with him hittin' all the high notes; the very sly "Always Got Tonight," where his band gets funky; and the self-produced "Notice the Ring," the first Isaak track to ever feature a flute, which gives the tune a slick, rockin', '70s vibe. • My husband, I think I'll keep him!

*Editor's Note: Chris Isaak was recently corralled into a surprise "wedding" with Joanne Doody while visiting WXRV for an interview and live performance.*

It was a neck-and-neck battle for Most Added this week between **Natalie Merchant's** "Build a Levee" (31 total adds) and **Big Head Todd & The Monsters'** "Wishing Well" (21 total adds) ... **Jack Johnson, Lenny Kravitz, Lisa Loeb, Phantom Planet, Gary Steir, Josh Rouse, Zero 7** and **Omar & The Howlers** also see good add action this week ... Some early **Sheryl Crow** adds on "Soak Up the Sun" also sneaked through this week, but expect that song, along with **Bonnie Raitt's** "I Can't Help You Now," to dominate next week ... On the monitored airplay chart, **Alanis Morissette** takes over at 1\*, **Dave Matthews Band** dip to 2\*, **Chris Isaak** holds at 3\*, **U2** move to 4\*, and **The Calling** round out the top 5 at 5\* ... **Eddie Vedder** and **Train** both crack the top 10, at 8\* and 9\*, respectively ... **Lenny Kravitz, Jack Johnson** ("Flake"), **Midnight Oil, Puddle Of Mudd** and **Default** debut ... On the Indicator airplay chart, **Chris Isaak** holds at 1\*, **Ryan Adams** jumps to 2\*, **Indigo Girls** move 10\*-5\*, **Robert Bradley's Blackwater Surprise** jump 13\*-9\*, **Kasey Chambers** climbs 19\*-13\*, and **Willie Nelson** gains 23\*-16\* ... **Jack Johnson, Zero 7** and **Citizen Cope** debut.

## Triple A ON THE RADIO

— John Schoenberger, Triple A Editor

# AAA ARTIST OF THE WEEK

ARTIST: **Josh Clayton-Felt**  
LABEL: **DreamWorks**

By **JOHN SCHOENBERGER** / TRIPLE A EDITOR



Josh Clayton-Felt

Most of us first became aware of the immense talent of **Josh Clayton-Felt** when he was the guitarist, vocalist and primary songwriter for the band **School Of Fish**. They released their striking, hook-laden eponymous debut in 1991 and followed that up with 1993's *Human Cannonball* (both on Capitol). Unfortunately, the band's momentum stalled with the arrival of grunge. Shortly thereafter, Clayton-Felt embarked on a solo career, signing with A&M.

In 1996 he released *Inarticulate Nature Boy*, on which he wrote, sang and played everything. He was in the midst of working on a second album, tentatively called *Center of Six*, when the Universal-PolyGram merger put everything on hold. Ultimately, he was dropped from the roster, but the company eventually let him have the rights to the album, and he dove in enthusiastically to finish it.

During the recording process Clayton-Felt began to complain of severe back pain, the cause of which was difficult to diagnose. Eventually, it was determined that he had cancer, and, in January of 2001, he died at the age of 32, just a month after putting the final touches on the project. The disc has since been picked up by DreamWorks and appropriately renamed *Spirit Touches Ground*.

According to Chad Fischer, a close friend who played on the album and mixed the disc at his home studio, "After years of making albums with all the production bells and whistles, Josh decided that it was best to stick with the tried-and-true, blue jeans and T-shirt kind of rock 'n' roll." Another co-musician, Steve Scully, says, "Josh's pure approach to music, his love of how it felt to play music, mirrored his vision of daily life."

As you listen to songs such as lead single "Building Atlantis," "Diamond in Your Heart,"

"Love Sweet Love," "Too Cool for This World (Rise)," "Deer in the Headlights" and "Already Gone," it's quite clear that Clayton-Felt had become much more articulate in the music and message that he wanted to convey, and his vocals are chillingly compelling. Said a fan on Clayton-Felt's posthumous website, "From the first time I heard Josh's voice, I felt him. Through the beauty and honesty of his music, I feel he is an old friend. Be assured he will live on in his music: I will pass it down to my son and he to his."

Clayton-Felt was recognized by all as an extremely nice guy who was warm and caring. He has been described by his girlfriend, Raina Lee Scott, as "a man who walked with one foot here on earth and one in the spirit world." With all of this in mind, listening to *Spirit Touches Ground* invokes a deeper meaning. Whether he knew his days were numbered or not, Clayton-Felt was telling us all to cherish life and make every moment count.

Every person involved in the promotion and marketing of this project is donating his or her time and energy. The proceeds from the sales will benefit VHI's Save the Music Foundation and the Nature Conservancy.



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# Triple A Playlists

**MARKET #3**  
**WXRT/Chicago**  
*Infinity*  
 (773) 777-1700  
 Winer/Farneda  
 12+ Cumc 484,800



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
26	25	JOHN MAYER/No Such Thing	7225
19	19	PETE YORN/Strange Condition	5491
18	19	TRAVIS/Side	5491
12	19	JEWEL/Standing Still	5491
14	16	WEEZER/Island In The Sun	4624
14	16	TRAIN/She's On Fire	4624
-	15	SHERYL CROW/Soak Up The Sun	4335
22	15	INDIGO GIRLS/Let Me Down Easy	4335
14	15	CHRIS ISAAK/Let Me Down Easy	4046
13	13	CRACKER/Shine	3757
13	13	MIDNIGHT OIL/Golden Age	3757
13	13	DAVID GRAY/Sail Away	3757
12	12	JOHN MELLENCAMP/Cuttin' Heads	3468
12	12	JOHN HIATT/Everybody Went Low	3468
15	12	COLDPLAY/Trouble	3468
12	12	STROKES/Last Nite	2890
10	10	BETTER THAN EZRA/Extra Ordinary	2890
12	10	GARBAGE/Breaking Up The Girl	2890
13	10	PSYCHEDELIC FURS/Alive	2890
9	10	WIDESPREAD PANIC/This Part Of Town	2890
4	9	LENNY KRAVITZ/Stillness Of Heart	2601
6	9	LIFEHOUSE/Hanging By A Moment	2601
21	9	RYAN ADAMS/New York, New York	2601
8	9	EDDIE VEDDER/You've Got To...	2601
7	9	MOBY F/GWEN STEFANI/Southside	2601
1	8	RYAN ADAMS/Answering Bell	2312
8	8	DAVE MATTHEWS BAND/Everyday	2312
8	8	LUCINDA WILLIAMS/Essence	2312
8	8	CAKE/Short Skirt/Long...	2312
8	8	NO. MISSISSIPPI.../Sugartown	2312

**MARKET #4**  
**KFOG/San Francisco**  
*Susquehanna*  
 (415) 543-1045  
 Benson/Jones  
 12+ Cumc 563,000



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
27	32	CALLING/Wherever You Will Go	9312
32	32	RYAN ADAMS/New York, New York	9312
27	31	JOHNNY A./Oh Yeah	9021
16	22	ALANIS MORISSETTE/Hands Clean	6402
17	20	EDDIE VEDDER/You've Got To...	5820
21	19	COLDPLAY/Trouble	5238
18	18	NEIL YOUNG/Let's Roll	4947
21	18	CHRIS ISAAK/Let Me Down Easy	4947
17	17	TRAIN/Drops Of Jupiter...	3783
12	13	PETE YORN/Life On A Chain	3783
17	13	JACK JOHNSON/Bubble Toes	3783
11	11	AFRO-CELT/P. GABRIEL/When You're Falling	3201
11	11	DAVID GRAY/Babyon	3201
10	11	MIDNIGHT OIL/Golden Age	3201
6	11	NATALIE MERCHANT/Just Can't Last	3201
11	11	LIFEHOUSE/Hanging By A Moment	3201
11	11	MOBY F/GWEN STEFANI/Southside	3201
6	11	ROBERT BRADLEY'S.../Train	3201
13	11	BLUES TRAVELER/Back In The Day	3201
1	11	JACK JOHNSON/Flake	3201
1	11	LENNY KRAVITZ/Stillness Of Heart	3201
8	10	INDIGO GIRLS/Moment Of...	2910
8	10	DAVE MATTHEWS BAND/Everyday	2910
8	10	SANTANA F.E. CHERRY/Wishing It Was	2910
10	10	INCUBUS/Drive	2910
13	10	DAVE MATTHEWS BAND/The Space Between	2910
4	10	TRAIN/She's On Fire	2910
9	9	JOHN MAYER/No Such Thing	2619
10	9	U2/In A Little While	2619

**MARKET #5**  
**WBOS/Boston**  
*Greater Media*  
 (617) 822-9600  
 Herrmann/Williams  
 12+ Cumc 376,300



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
31	32	DAVE MATTHEWS BAND/Everyday	4544
31	32	RYAN ADAMS/No Such Thing	4544
33	30	RYAN ADAMS/New York, New York	4260
33	30	ALANIS MORISSETTE/Hands Clean	4260
32	29	CHRIS ISAAK/Let Me Down Easy	4118
9	20	EDDIE VEDDER/You've Got To...	2840
20	19	SHERYL CROW/Soak Up The Sun	2840
19	18	TRAIN/She's On Fire	2698
19	18	PETE YORN/Strange Condition	2556
17	17	RYAN ADAMS/Answering Bell	2414
22	17	JACK JOHNSON/Bubble Toes	2414
9	17	JOHN MELLENCAMP/Peaceful World	2113
20	16	INDIGO GIRLS/Moment Of...	2272
8	16	U2/In A Little While	2272
13	15	CREED/My Sacrifice	2130
9	15	CALLING/Wherever You Will Go	2130
10	14	AFRO-CELT/P. GABRIEL/When You're Falling	1988
6	13	NEL YOUNG/Let's Roll	1846
11	11	FIVE FOR FIGHTING/Superman (It's...)	1562
10	11	LENNY KRAVITZ/Dig In	1562
5	11	NICKELBACK/How You Remind Me	1562
10	11	SUZANNE VEGA/Last Year's Troubles	1562
19	10	KASEY CHAMBERS/Not Pretty Enough	1420
10	10	STARSAILOR/Good Souls	1420
9	9	GARBAGE/Breaking Up The Girl	1278
10	9	FIVE FOR FIGHTING/America Town	1278
7	8	JOHNNY A./Oh Yeah	1136

**MARKET #6**  
**WXRV/Boston**  
*Northeast*  
 (978) 374-4733  
 Doody/Marshall  
 12+ Cumc 171,300



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
22	23	CHRIS ISAAK/Let Me Down Easy	1656
19	22	U2/In A Little While	1584
22	21	STARSAILOR/Good Souls	1512
22	21	DAVE MATTHEWS BAND/Everyday	1512
22	21	PETE YORN/Strange Condition	1512
21	20	INDIGO GIRLS/Moment Of...	1440
16	18	WILLIAM TOPELY/Back To Believing	1296
15	16	ALANIS MORISSETTE/Hands Clean	1152
16	16	SHANNON MCNALLY/Down And Dirty	1152
15	15	JACK JOHNSON/Bubble Toes	1152
15	15	RAUL MALO/Every Little...	1080
12	14	COLDPLAY/Trouble	1008
13	13	GARBAGE/Breaking Up The Girl	936
12	13	RYAN ADAMS/Answering Bell	936
-	13	SHERYL CROW/Soak Up The Sun	936
16	13	BRUCE COCKBURN/My Beat	936
9	11	CRACKER/Shine	792
10	11	STROKES/Last Nite	792
11	11	GREAT BIG SEA/Sea Of No Cares	792
11	10	TRAVIS/Side	720
12	10	MICK JAGGER/Visions Of Paradise	720
11	10	JOHN MAYER/No Such Thing	720
10	10	LENNY KRAVITZ/Stillness Of Heart	720
10	10	MIDNIGHT OIL/Golden Age	720
10	10	34 BELOW/Empty Sunday	648
9	9	SUZANNE VEGA/Last Year's Troubles	648
9	9	STING/Fragile	648
-	9	LISA LOEB/Someone You...	648
8	9	BOB DYLAN/Honest With Myself	648
8	9	WEEZER/Island In The Sun	576

**MARKET #14**  
**KMTT/Seattle-Tacoma**  
*Entercom*  
 (206) 233-1037  
 Mays/Stewart  
 12+ Cumc 220,000



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
19	24	DAVE MATTHEWS BAND/Everyday	2832
23	23	PETE YORN/Strange Condition	2714
19	22	ALANIS MORISSETTE/Hands Clean	2596
16	21	CHRIS ISAAK/Let Me Down Easy	2478
21	21	DAVID GRAY/Sail Away	2478
19	20	JEWEL/Standing Still	2360
23	15	MELISSA ETHERIDGE/Lover Please	1770
13	13	INDIGO GIRLS/Moment Of...	1534
11	12	TRAIN/She's On Fire	1416
11	12	ACTUAL TIGERS/Testimony	1416
12	12	TRAVIS/Side	1416
12	12	JOHN MAYER/No Such Thing	1416
8	11	STARSAILOR/Good Souls	1298
10	11	CITIZEN COPELAND/There's Love	1298
10	11	JOEY RAMONE/What A Wonderful...	1298
10	11	ROBERT BRADLEY'S.../Train	1298
10	11	MICK JAGGER/Visions Of Paradise	1298
2	11	LENNY KRAVITZ/Stillness Of Heart	1298
10	10	FIVE FOR FIGHTING/America Town	1180
10	10	JACK JOHNSON/Bubble Toes	1180
9	10	BRUCE COCKBURN/My Beat	1180
7	10	INCUBUS/Drive	1180
10	10	WILLIAM TOPELY/Back To Believing	1180
10	10	U2/In A Little While	1180
9	9	MARK KNOPFLER/What It Is	1062
9	9	JOSH JOPLIN GROUP/Camera One	1062
9	9	COLDPLAY/Trouble	1062
8	8	STAND!T's Been Awhile	944
10	7	RYAN ADAMS/Answering Bell	826
9	7	JOHN MELLENCAMP/Peaceful World	826

**MARKET #16**  
**KTCZ/Minneapolis**  
*Clear Channel*  
 (612) 339-0000  
 MacLash/Will  
 12+ Cumc 314,400



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
36	36	JOHN MELLENCAMP/Peaceful World	5544
35	36	NICKELBACK/How You Remind Me	5544
37	33	DAVE MATTHEWS BAND/Everyday	5082
29	30	EDDIE VEDDER/You've Got To...	4620
28	29	CALLING/Wherever You Will Go	4466
29	26	U2/In A Little While	4064
23	23	AFRO-CELT/P. GABRIEL/When You're Falling	3542
23	23	COLDPLAY/Trouble	3542
22	22	BOB SCHNEIDER/Big Blue Sea	3388
24	21	CHRIS ISAAK/Let Me Down Easy	3234
20	21	CREED/My Sacrifice	3234
20	20	WEEZER/Island In The Sun	3080
20	20	ALANIS MORISSETTE/Hands Clean	3080
19	18	DAVID GRAY/Please Forgive Me	2772
10	17	JEWEL/Standing Still	2618
24	16	NATALIE MERCHANT/Just Can't Last	2464
10	16	JOHN MAYER/No Such Thing	2464
8	15	LENNY KRAVITZ/Dig In	2310
9	15	PETE YORN/Strange Condition	2310
24	15	BEN FOLDS/Still Fighting It	2310
-	12	SHERYL CROW/Soak Up The Sun	1848
5	12	DAVID GRAY/Sail Away	1848
12	11	DIDD/Thankyou	1694
9	10	MICK JAGGER/Visions Of Paradise	1540
10	10	INDIGO GIRLS/Moment Of...	1540
10	10	TRAIN/Drops Of Jupiter...	1540
10	10	FIVE FOR FIGHTING/Easy Tonight	1540
8	10	IKE REILLY/Put A Little Love...	1540
12	10	3 DOORS DOWN/Be Like That	1540
12	10	JOSH JOPLIN GROUP/Camera One	1540

**MARKET #17**  
**KXST/San Diego**  
*Compass*  
 (619) 678-0102  
 Shaeb  
 12+ Cumc 124,600



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
29	30	CHRIS ISAAK/Let Me Down Easy	1710
29	28	ALANIS MORISSETTE/Hands Clean	1586
29	28	DAVE MATTHEWS BAND/Everyday	1586
22	24	U2/In A Little While	1368
7	19	LENNY KRAVITZ/Stillness Of Heart	1082
16	16	JACK JOHNSON/Bubble Toes	913
17	14	CALLING/Wherever You Will Go	798
11	14	JACK JOHNSON/Flake	798
16	14	INDIGO GIRLS/Moment Of...	798
13	13	MICK JAGGER/Visions Of Paradise	741
13	13	EDDIE VEDDER/You've Got To...	741
10	12	PETE YORN/Strange Condition	684
10	12	RYAN ADAMS/Answering Bell	684
9	11	FIVE FOR FIGHTING/Superman (It's...)	627
10	11	RYAN ADAMS/New York, New York	627
10	10	TRAIN/Drops Of Jupiter...	570
4	10	MIDNIGHT OIL/Golden Age	570
7	9	EVERETT/Wonderful	513
11	8	GARBAGE/Breaking Up The Girl	456
8	8	JOHN MAYER/No Such Thing	456
7	8	JOHN MELLENCAMP/Peaceful World	456
7	7	STING/Fragile	399
7	7	TRAIN/She's On Fire	399
7	7	BLUES TRAVELER/Back In The Day	399
7	7	NATALIE MERCHANT/Just Can't Last	399
10	7	PETE YORN/Life On A Chain	399
5	7	SANTANA F/ROB THOMAS/Smooth	399
5	7	INCUBUS/Drive	342
15	6	JEWEL/Standing Still	342
5	6	LIFEHOUSE/Hanging By A Moment	342

**MARKET #20**  
**WRNR/Baltimore**  
*Empire*  
 (410) 626-0103  
 Peterson/Cortright  
 12+ Cumc 62,800



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
19	24	GARBAGE/Breaking Up The Girl	1080
17	23	JOHN MAYER/No Such Thing	1035
14	23	CAKE/Short Skirt/Long...	1035
20	23	CHRIS ISAAK/Let Me Down Easy	900
18	17	PAUL MCCARTNEY/Vanilla Sky	765
9	16	TRAVIS/Side	720
10	13	ROBERT BRADLEY'S.../Train	585
3	13	U2/In A Little While	585
10	12	STARSAILOR/Good Souls	540
10	12	BEN FOLDS/Still Fighting It	540
10	12	MICK JAGGER/Visions Of Paradise	540
10	12	PETE YORN/Strange Condition	540
10	12	WILLIAM TOPELY/Back To Believing	540
12	12	HARRISON & HOL LAND/Horse To The Water	540
10	12	CRACKER/Shine	495
7	10	JOEY RAMONE/What A Wonderful...	495
7	10	SUZANNE VEGA/Last Year's Troubles	450
9	10	MICK JAGGER/You	450
7	8	NO. MISSISSIPPI.../Sugartown	360
6	7	BRUCE COCKBURN/My Beat	315
9	7	COUSTEAU/Last Good Day Of...	315
7	7	BOB SCHNEIDER/Big Blue Sea	315
10	7	SHANNON MCNALLY/Down And Dirty	315
10	6	WIDESPREAD PANIC/Let's Get It On	270
8	6	RUFUS WAINWRIGHT/Cigarettes...	270
5	6	EDDIE VEDDER/You've Got To...	270
5	6	EAGLE-EYE CHERRY/Feels So Right	270
5	6	BILLY BRAGG/PWA	270
5	6	LLAMA/Too Much Too Soon	270
7	6	CONVOY/Gone So Quick...	270

**MARKET #22**  
**KBCO/Denver-Boulder**  
*Clear Channel*  
 (303) 444-5600  
 Arbaugh/Keeler  
 12+ Cumc 327,300



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
31	32	U2/In A Little While	6368
25	32	DAVID GRAY/Please Forgive Me	6368
32	31	DAVE MATTHEWS BAND/Everyday	6169
31	30	MARK KNOPFLER/What It Is	5970
27	30	AFRO-CELT/P. GABRIEL/When You're Falling	5970
21	20	JOHNNY A./Oh Yeah	3980
19	19	BLUES TRAVELER/Back In The Day	3781
16	19	CHRIS ISAAK/Let Me Down Easy	3781
15	18	FIVE FOR FIGHTING/Superman (It's...)	3582
17	18	MICK JAGGER/Visions Of Paradise	3582
19	17	WILLIAM TOPELY/Back To Believing	3383
12	16	NICKELBACK/How You Remind Me	3184
16	16	RYAN ADAMS/New York, New York	3184
20	16	JEWEL/Standing Still	3184
19	16	NATALIE MERCHANT/Just Can't Last	3184
13	15	TRAIN/Drops Of Jupiter...	2985



RICK WELKE

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## What Do I Know About Talk Radio?

■ Thankfully, Talk experts come to the rescue

**B**eing predominantly a music guy, I know very little about Talk radio. Now, don't get me wrong, I have nothing against Talk. Give me a good sports-talk show to listen to, and I'm good to go. Throw a microphone in front of me with a hip music bed playing, and I'll talk your ear off about any subject — at least for a few minutes.

But writing a column on Talk radio? Not without a little research. So I took a straw poll of GMs in different parts of the country to find out what people thought was the No. 1 Christian Talk station in the country. Hands down it was KKLA/Los Angeles.

Why? For starters it has the most cume of any Talk-formatted Christian station in the country, presently around 250,000. It also seems pretty strong in the advertising department. According to the station, it is billing clients at levels that I have seen from very few stations in any Christian format.

I decided to dig a little deeper into the numbers and talk to **Dave Armstrong**, VP/GM of Salem's Los Angeles cluster, which includes KKLA, KRLA, KRLH, Christian Pirate Radio and KFSH "The Fish."

**"A Talk and teaching station like ours is used like television, with significant appointment listening."**

### The Big Picture

Most Talk stations around the country use nationally syndicated or prerecorded shows to fill most of their programming slots. Not so at KKLA. "Our objective is to encourage our core listeners with a mixture of teaching programs, a local show

called *Duffy and Co. Live From L.A.* and a veteran staff of on-air personalities who hold it all together," Armstrong says. "We presently have a support staff of about 100 in the cluster. These people are vital to the big picture of what all of our L.A. stations are accomplishing."

KKLA uses some of the premier nationally syndicated shows, including *Insight for Living* and *Focus on the Family*, to complement its locally driven shows. "Our station is usually at the top of the leading ministry program lists for charitable giving, listenership and listener communication," Armstrong says. "We know they work."

Talk radio isn't what it used to be, even a short decade ago. "A Talk and teaching station like ours is used like television, with significant appointment listening," Arm-



TRUE VIBE IN CHICAGO

strong says. "People turn it on for their favorite programs several times a day. This translates into high cume but relatively small quarter-hours. The Fish, for example, is not listened to in this way. The impact that it generates creates much longer TSL."

Promoting and marketing a solid Talk station is key to solidifying its position within the community for the long haul. "We have a very active promotions department that puts KKLA in front of over 3 million people each year," Armstrong says. "The station is also active in raising funds for local charities such as the Union Rescue Mission and the L.A. Mission."

"Also in place is a very aggressive marketing campaign that includes giving away 12 vans to listeners. We will also continue to do extensive tar-

geted outdoor advertising this year."

### Invest In Personality

There are hundreds of Christian Talk stations in the U.S. Many of them struggle to establish their identities within their marketplaces while others continue to do the same thing for years without much modification. What advice does the top Christian Talk station have to share with the rest of us on this subject?

"Invest more in developing the personality of your radio station," Armstrong says. "We have created high-profile personalities throughout the day who contribute not only to higher listenership, but also to greater sales revenue through daypart selling. The standard needs to be raised to that of general-market stations within your community. Good enough just won't work anymore."

## Dove Nominees Continued

Last week we printed the first half of the nominee list for this year's Dove Awards. This week we finish it up by supplying you with the nominees in the remaining categories. The Doves will be handed out on Thursday, April 25, at the Grand Ole Opry House in Nashville.

### Rap/Hip Hop/Dance Album Of The Year

DJ MAJ Full Plates Mix Tape 002 (*Gotee*)  
 PRIESTHOOD Keepin' It Real (*Metro One*)  
 TOBY MAC Momentum (*ForeFront*)  
 APT. CORE Rhythm Of... (*Rocketown*)  
 T-BONE The Last Street Preacha (*Flicker*)

### Modern Rock/Alternative Album Of The Year

SKILLET Alien Youth (*Ardent*)  
 BY THE TREE Invade My Soul (*Fervent*)  
 KEVIN MAX Stereotype Be (*ForeFront*)  
 ELMS The Big Surprise (*Sparrow*)  
 BENJAMIN GATE Untitled (*ForeFront*)

### Hard Music Album Of The Year

HANGNAIL Facing Changes (*BEC*)  
 SPOKEN Greatest Hits (*Metro One*)  
 JUSTIFIDE Life Outside The Toybox (*Culdesac/Ardent*)  
 LIVING SACRIFICE  
 The Hammering Process (*Solid State*)  
 EAST WEST  
 The Light In Guinevere's Garden (*Floodgate*)  
 BEANBAG Well-Adjusted (*Inpop*)

### Rock Album Of The Year

BIG TENT REVIVAL  
 Big Tent Revival Live (*Ardent*)  
 THIRD DAY Come Together (*Essential*)  
 TAIT Empty (*ForeFront*)  
 SUPERCHICK Karaoke Superstars (*Inpop*)  
 G.S. MEGAPHONE ...My Mind (*Spindust*)

### Pop/Contemporary Album Of The Year

STEVEN CURTIS CHAPMAN  
 Declaration (*Sparrow*)  
 POINT OF GRACE Free To Fly (*Word*)  
 FFH Have I Ever Told You? (*Essential*)  
 SHAUN GROVES Invitation to... (*Rocketown*)  
 AVALON Oxygen (*Sparrow*)  
 NICOLE C. MULLEN Talk About It (*Word*)

### Inspirational Album Of The Year

DAVID PHELPS David Phelps (*Spring Hill*)  
 MARTINS Glorify, Edify, Testify (*Spring Hill*)  
 BROOKLYN TABERNACLE CHOIR  
 Light Of The World (*M2.O*)  
 SELAH Press On (*Curb*)  
 NEWSONG The Christmas Shoes (*Reunion*)

### Urban Album Of The Year

REMIXX Dear Lord (*Word*)  
 FRED HAMMOND Just Remember... (*Verity*)  
 LONDA LARMOND Love Letters (*EMI Gospel*)  
 RUFUS TROUTMAN No Compromise (*Marxan*)  
 LEJUENE THOMPSON  
 Soul Inspiration (*EMI Gospel*)  
 VIRTUE Virtuosity! Virtue (*Verity*)

### Traditional Gospel Album Of The Year

DOUG WILLIAMS & MELVIN WILLIAMS  
 Doug And Melvin Williams Duets (*Blackberry*)  
 SHIRLEY CAESAR Hymns (*Word*)  
 LOU RAWLS I'm Blessed (*Malaco*)  
 RICHARD SMALLWOOD WITH VISION  
 Persuaded — Live In DC (*Verity*)

BLIND BOYS OF ALABAMA  
 Spirit Of The Century (*EMI Gospel*)

### Contemporary Gospel Album Of The Year

CECE WINANS  
 CeCe Winans (*Wellspring Gospel/Sparrow*)  
 JOE PACE Joe Pace Presents —  
 Let There Be Praise (*Integrity*)  
 YOLANDA ADAMS The Experience (*Elektra*)  
 BISHOP T.D. JAKES & THE POTTER'S HOUSE  
 MASS CHOIR The Storm Is Over (*EMI Gospel*)  
 PAUL WRIGHT III Worship In His Presence;  
 In His Presence Live (*Harborwood*)

### Instrumental Album Of The Year

MANNHEIM STEAMROLLER Christmas  
 Extraordinaire (*American Gramophone*)  
 MICHAEL W. SMITH Freedom (*Reunion*)  
 DOTTIE LEONARD MILLER  
 Gospel Instrumental (*Vital*)  
 CHRIS RICE  
 Living Room Sessions: Hymns (*Rocketown*)  
 FLETCH WILEY Redeemer (*Word*)

### Praise & Worship Album Of The Year

CAEDMON'S CALL In The Company Of Angels  
 — A Call To Worship (*Essential*)  
 PHILLIPS, CRAIG & DEAN  
 Let My Words Be Few (*Sparrow*)  
 TEN SHEKEL SHIRT  
 Much; Ten Shekel Shirt (*Vertical*)  
 MICHAEL W. SMITH Worship (*Reunion*)  
 DARLENE ZSCHECH  
 You Are My World (*Hillsong/Integrity*)

### Spanish-Language Album Of The Year

FERNANDO ORTEGA Camino Largo (*Word*)  
 KATINAS Destino; The Katinas (*Gotee*)  
 ILEANA GARCES  
 El Amor Tiene Un Valor (*One Voice*)  
 JACI VELASQUEZ Mi Corazon (*Word*)

SUSANA ALLEN  
 Susana Allen (*Piedra Angular*)

### Special Event Album Of The Year

VARIOUS Happy Christmas 3 (*BEC*)  
 VARIOUS In Case You Missed It  
 ... And Then Some (*Verity*)  
 VARIOUS Kingdom Come, The Soundtrack  
 (*GospoCentric*)  
 VARIOUS Prayer Of Jabez (*ForeFront*)  
 VARIOUS Soul Lift (*Flicker*)  
 VARIOUS We Will Know Peace (*Daywind*)

### Recorded Music Packaging Of The Year

OUT OF THE GREY 6.1 (*Rocketown*)  
 CADET Any Given Day; Earth To... (*BEC*)  
 MICHAEL W. SMITH Freedom (*Reunion*)  
 CAEDMON'S CALL In The Company Of  
 Angels — A Call To Worship (*Essential*)  
 ZAO Zao (*Solid State*)

### Short-Form Music Video Of The Year

BENJAMIN GATE All Over Me (*ForeFront*)  
 NICOLE C. MULLEN Call On Jesus (*Word*)  
 DELIRIOUS? Everything (*Sparrow*)  
 TOBY MAC Extreme Days (*ForeFront*)  
 MARK SCHULTZ I Have Been There (*Word*)  
 REBECCA ST. JAMES Reborn (*ForeFront*)  
 SWITCHFOOT You Already Take... (*Sparrow*)

### Long-Form Music Video Of The Year

PAYNES 30th Anniversary Reunion (*Daywind*)  
 BILL & GLORIA GAITHER AND THE  
 HOMECOMING FRIENDS Bill & Gloria  
 Gaither Present A Billy Graham Music  
 Homecoming, Vol. 1 (*Spring House*)  
 VARIOUS He Chose The Nails (*Here To Him*)  
 THIRD DAY Third Day Live In Concert  
 — The Offerings Experience (*CT Ventures*)  
 DARLENE ZSCHECH You Are My World  
 (*Hillsong Australia/Integrity*)

February 22, 2002

## CHR Top 30

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART
1	1	JARS OF CLAY I Need You (Essential)	960	+83	10
3	2	NEWSBOYS It Is You (Sparrow)	815	+64	8
2	3	OUT OF EDEN Different Now (Gotee)	748	-82	14
8	4	PLUS ONE Camouflage (Atlantic)	670	+78	8
4	5	JENNIFER KNAPP Breathe On Me (Gotee)	634	-98	17
5	6	JAKE Army Of Love (Reunion)	605	-71	12
10	7	JENNIFER KNAPP w/MAC POWELL Sing... (Essential)	603	+24	10
7	8	DOWNHERE Larger Than Life (Word)	584	-33	14
14	9	REBECCA ST. JAMES Breathe (Forefront)	566	+66	8
6	10	ZOE GIRL With All Of My Heart (Sparrow)	559	-109	20
15	11	SHAUN GROVES After The Music Fades (Rocketown)	550	+60	11
16	12	STEVEN CURTIS CHAPMAN See The Glory (Sparrow)	504	+49	6
9	13	TAIT Loss For Words (Forefront)	503	-80	21
11	14	THIRO DAY Come Together (Essential)	491	-79	23
12	15	KEVIN MAX Existence (Forefront)	478	-68	20
13	16	JOY WILLIAMS No Less (Reunion)	472	-74	14
17	17	TRUE VIBE You Are The Way (Essential)	443	+41	5
25	18	SKILLET One Real Thing (Ardent)	424	+137	2
20	19	WAITING Wonderfully Made (Inpop)	416	+43	9
18	20	FFH Open Up The Sky (Essential)	406	+18	10
26	21	MERCY ME I Can Only Imagine (INO)	398	+112	5
22	22	CAEDMON'S CALL Before There Was Time (Essential)	377	+27	4
19	23	LIFEHOUSE Breathing (DreamWorks)	375	0	6
27	24	NATALIE LARUE, T-BONE & DJ MAJ King Of... (Flicker)	362	+77	3
24	25	P.O.D. Youth Of The Nation (Atlantic)	337	+46	3
29	26	BY THE TREE Invade My Soul (Fervent)	299	+37	2
23	27	KINDRED 3 Blessed Day (Red Hill)	275	-43	4
Debut	28	GINNY OWENS I Am (Rocketown)	272	+139	1
Debut	29	THIRD DAY Show Me Your Glory (Essential)	271	+43	1
—	30	TREE 63 Joy (Inpop)	254	-4	4

30 CHR reporters. Songs ranked by total plays for the airplay week of Sunday 2/10-Saturday 2/16. © 2002 Radio & Records.

## AC Top 30

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART
2	1	MERCY ME I Can Only Imagine (INO)	1602	-53	17
1	2	STEVEN CURTIS CHAPMAN God Is God (Sparrow)	1580	-103	14
5	3	NEWSBOYS It Is You (Sparrow)	1477	+99	8
4	4	SHAUN GROVES After The Music Fades (Rocketown)	1369	-29	15
6	5	JENNIFER KNAPP w/MAC POWELL Sing... (Essential)	1367	+97	12
8	6	JARS OF CLAY I Need You (Essential)	1361	+150	11
7	7	AVALON I Don't Want To Go (Sparrow)	1318	+104	6
3	8	FFH Open Up The Sky (Essential)	1309	-213	16
10	9	TRUE VIBE You Are The Way (Essential)	1087	+99	8
11	10	CAEDMON'S CALL Before There Was Time (Essential)	1080	+94	8
13	11	ANOINTED One Fine Day (Word)	923	+57	5
9	12	ZOE GIRL With All Of My Heart (Sparrow)	869	-326	19
17	13	REBECCA ST. JAMES Breathe (Forefront)	823	+66	8
18	14	PLUS ONE Forever (Atlantic)	823	-70	4
15	15	THIRD DAY Show Me Your Glory (Essential)	763	-59	23
12	16	KATINAS You Are (Gotee)	709	-190	18
20	17	RACHAEL LAMPA No Greater Love (Word)	705	+134	3
14	18	JOY WILLIAMS Touch Of Faith (Reunion)	692	-159	17
16	19	4HIM Psalm 112 (Word)	656	-139	21
22	20	GINNY OWENS I Am (Rocketown)	613	+131	3
29	21	POINT OF GRACE You Will Never Walk Alone (Word)	586	+270	2
21	22	MICHAEL W. SMITH Breathe (Reunion)	579	+41	4
23	23	NICOLE C. MULLEN Talk About It (Word)	507	+54	3
26	24	BROTHER'S KEEPER Take Me To The Cross (Ardent)	467	+76	3
25	25	DOWNHERE Great Are You (Word)	439	+15	6
24	26	CECE WINANS For Love Alone (Wellspring/Sparrow)	422	-18	10
19	27	MARK SCHULTZ I Have Been There (Word)	392	-248	25
28	28	SCOTT KRIPPAYNE Deeper Still (Spring Hill)	309	-20	25
Debut	29	OUT OF THE GREY Brave (Rocketown)	297	+32	1
Debut	30	MICHELLE TUMES King Of My Heart (Sparrow)	287	+113	1

55 AC reporters. Songs ranked by total plays for the airplay week of Sunday 2/10-Saturday 2/16. © 2002 Radio & Records.

# REBECCA ST. JAMES

NOMINATED FOR EIGHT DOVE AWARDS (TIED FOR TOP HONORS):

- Female Vocalist of the Year
- Song of the Year > "Wait For Me"
- Rap/Hip Hop/Dance Recorded Song > "Reborn" - artist
- Rap/Hip Hop/Dance Recorded Song > "Reborn" - songwriter
- Modern Rock/Alternative Recorded Song > "For The Love Of God" - artist
- Modern Rock/Alternative Recorded Song > "For The Love Of God" - songwriter
- Short Form Music Video > "Reborn"
- Special Event Album > *The Prayer of Jabez*



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February 26

"Breathe"  
impacting Radio now...  
#9 @ CHR and #13 @ AC

www.rsjames.com www.forefrontrecords.com

February 22, 2002

## Rock Top 30

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART
1	①	P.O.D. Youth Of The Nation (Atlantic)	421	+33	11
2	②	TOBY MAC Yours (Forefront)	341	+3	12
6	③	BENJAMIN GATE Lay It Down (Forefront)	265	+24	5
4	4	ESO To Confront (Bettie Rocket)	237	-7	9
7	5	LADS Creator (Cross Driven)	227	-2	9
3	6	SKILLET Vapor (Ardent)	212	-75	14
11	⑦	STAVESACRE Keep Waiting (Tooth & Nail)	211	+19	8
8	8	AUDIO ADRENALINE Lonely Man (Forefront)	209	-3	14
5	9	THIRD DAY Come Together (Essential)	208	-34	22
10	⑩	JUSTIFIDE Our Little Secret (Culdesac/Ardent)	202	+9	6
9	⑪	PLANET SHAKERS Phenomena (Crown)	196	+2	6
13	⑫	MONDAY MORNING Amazed (Independent)	196	+7	6
15	⑬	TAIT Spy (Forefront)	179	+7	7
12	14	FIVE IRON FRENZY Far Far Away (5 Minute Walk)	152	-39	17
17	⑮	ROD LAVER The Kind That Could (BEC)	149	+2	13
22	⑯	RELIENT K Those Words Are Not Enough (Gotee)	143	+19	3
20	⑰	STEVE My Ever, My All (Forefront)	142	+8	5
19	⑱	LIFEHOUSE Breathing (DreamWorks)	137	+3	4
27	⑲	SPOKEN This Path (Metro One)	135	+28	4
21	⑳	EVERYDAY SUNDAY Just A Story (Independent)	134	+1	5
25	㉑	THOUSAND FOOT KRUTCH Supafly (OGE)	133	+19	2
18	22	SUPERCHICK Big Star Machine (Inpop)	127	-14	19
16	23	COMMON CHILDREN Entertaining Angels (Galaxy 21)	126	-35	20
26	㉔	SQUIRT No Turning Back (Absolute)	120	+12	6
14	25	G.S. MEGAPHONE Out Of My Mind (Spindust)	115	-59	12
28	㉖	JENNIFER KNAPP Breathe On Me (Gotee)	112	+11	6
24	27	BUCK ENTERPRISES Silent Ruin (Galaxy 21)	108	-11	18
30	㉘	SEVENTH DAY SLUMBER My Struggle (Mercy Street)	105	+16	2
<b>Debut</b>	㉙	JARS OF CLAY I Need You (Essential)	96	+16	1
29	㉚	AMONG THORNS No... (Worship Extreme/Here To Him)	95	+2	17

46 Rock reporters. Songs ranked by total plays for the airplay week of Sunday 2/10-Saturday 2/16.  
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## Specialty Programming

### Rhythmic

RANK	ARTIST TITLE LABEL(S)
1	OUT OF EDEN Different Now (Gotee)
2	T-BONE Turn This Up (Flicker)
3	TUNNEL RATS Bow Down (Uprok)
4	TOBY MAC f/KIRK FRANKLIN J Train (Forefront)
5	JOHN REUBEN Gather In (Gotee)
6	ELLE ROC Blindfolded (Bettie Rocket)
7	KNOWDAVERBS If I Were Mayor (Gotee)
8	TRIN-I-TEE 5:7 It's Alright (B-Rite)
9	NATALIE LARUE, T-BONE & DJ MAJ King Of My Life (Flicker)
10	DEEP SPACE 5 Stick This In Your Ear (Uprok)
11	NICOLE C. MULLEN Talk About It (Word)
12	DJ MAJ f/PIGEON JOHN Deception (Gotee)
13	PREISTHOOD Luv For My Thugs (Metro One)
14	MARS ILL Rap Fans (Uprok)
15	PLUS ONE Camouflage (Atlantic)
16	SMOOTH Smooth Be Tha Name (Metro One)
17	CLOUD2GROUND Slow Down (N'Soul)
18	ZOE GIRL With All Of My Heart (Sparrow)
19	APT. CORE Life Inverted (Rocketown)
20	PEACE 586 The Difference (Uprok)

## Reporters

### CHR

KLYT/Albuquerque, NM  
WHMX/Bangor, ME  
KWOE/Cedar Rapids, IA  
WCFL/Chicago, IL  
KYIX/Chico, CA  
WUFM/Columbus, OH  
KZZQ/Des Moines, IA  
WJLF/Gainesville, FL  
WORQ/Green Bay, WI  
KAIM/Honolulu, HI  
WAYK/Kalamazoo, MI

WYLV/Knoxville, TN  
WJTL/Lancaster, PA  
WLGH/Lansing, MI  
WNCB/Minneapolis, MN  
WAYM/Nashville, TN  
KOKF/Oklahoma City, OK  
KSF8/San Francisco, CA  
KLFF/San Luis Obispo, CA  
KCMS/Seattle-Tacoma, WA  
KTSI/Spokane, WA  
KADI/Springfield, MO

WBVM/Tampa, FL  
WYSZ/Toledo, OH  
KTWY/Tri-Cities, WA  
KMRX/Tulsa, OK  
KDUV/Visalia, CA  
WCLQ/Wausau, WI

AIR1/Network  
KNMI/Network

30 Reporters

### AC

KAEZ/Amarillo, TX  
KAFC/Anchorage, AK  
WFSH/Atlanta, GA  
WVFL/Atlanta, GA  
WQCK/Baton Rouge, LA  
KTSY/Boise, ID  
WCVK/Bowling Green, KY  
WBGL/Champaign, IL  
WRCM/Charlotte, NC  
WBDX/Chattanooga, TN  
WONU/Chicago, IL  
WZFS/Chicago, IL  
WAKW/Cincinnati, OH  
WFHM/Cleveland, OH  
KBIQ/Colorado Springs, CO  
WMHK/Columbia, SC  
WCVO/Columbus, OH  
KLTY/Dallas, TX  
WCTL/Erie, PA  
KYTT/Eugene, OR

KLRC/Fayetteville, AR  
WPSM/Ft. Walton Beach, FL  
WLAB/Ft. Wayne, IN  
WCSG/Grand Rapids, MI  
WBFJ/Greensboro, NC  
KSBJ/Houston-Galveston, TX  
WTCR/Huntington, WV  
WBGJ/Jacksonville, FL  
WCQR/Johnson City, TN  
KOBQ/Joplin, MO  
KFSH/Los Angeles, CA  
WJIE/Louisville, KY  
KOFB/Lubbock, TX  
WMCU/Miami, FL  
WBSN/New Orleans, LA  
KLGH/Oklahoma City, OK  
WPOZ/Orlando, FL  
WZZD/Philadelphia, PA  
KFIS/Portland, OR  
KSLT/Rapid City, SD

WRXT/Roanoke, VA  
WXPZ/Salisbury, DE  
WJIS/Sarasota, FL  
WHPZ/South Bend, IN  
WIBI/Springfield, IL  
KWND/Springfield, MO  
KHCR/St. Louis, MO  
KTLI/Wichita, KS  
WGRC/Williamsport, PA  
WXHL/Wilmington, DE  
WPER/Winchester, VA

HIS RADIO/Network  
SALEM/Network  
KLOVE/Network  
KJIL/Network

55 Reporters

### Rock

WDCD/Albany, NY  
WWEV/Atlanta, GA  
WCVK/Bowling Green, KY  
WVOF/Bridgeport, CT  
WBNY/Buffalo, NY  
WCFL/Chicago, IL  
WONC/Chicago, IL  
KYIX/Chico, CA  
WUFM/Columbus, OH  
KTPW/Dallas, TX  
WSNL/Flint, MI  
WKLQ/Grand Rapids, MI  
WORQ/Green Bay, WI  
WRGX/Green Bay, WI  
WROQ/Greenville, SC  
WBOP/Harrisonburg, VA  
KSBJ/Houston-Galveston, TX

WNCM/Jacksonville, FL  
WYLV/Knoxville, TN  
WLGH/Lansing, MI  
KSLI/Lincoln, NE  
WDML/Marion, IL  
WCWP/Nassau-Suffolk, NY  
WVCP/Nashville, TN  
WCNI/New London, CT  
KOKF/Oklahoma City, OK  
WZZD/Philadelphia, PA  
WMSJ/Portland, ME  
KPSU/Portland, OR  
WITR/Rochester, NY  
KSF8/San Francisco, CA  
KWND/Springfield, MO  
WTRK/Saginaw, MI  
WJIS/Sarasota, FL

KCLC/St. Louis, MO  
KYMC/St. Louis, MO  
WBVM/Tampa, FL  
WTXR/Toccoa Falls, GA  
WYSZ/Toledo, OH  
KMOD/Tulsa, OK  
KMRX/Tulsa, OK  
WCLQ/Wausau, WI  
KZZD/Wichita, KS  
WEXC/Youngstown, OH

KNMI/Network  
ZJAM/Syndicated

46 Reporters

## Specialty Programming

### Loud

RANK	ARTIST TITLE LABEL(S)
1	BROKEN Cage (Mercy Street)
2	GRYP Lessons Of Distance (W)
3	REAL Let It Be (Mercy Street)
4	ESO To Confront (Bettie Rocket)
5	THESE 5 DOWN Revelation War (Absolute)
6	BIOGENESIS Fat Man From China (Rowe)
7	ESO CHARIS The Narrowing List (Solid State)
8	REAL Downfall (Mercy Street)
9	EAST WEST Wake (Floodgate)
10	DISCIPLE Coal (Rugged)

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### Cox Radio Long Island Heritage Rock WBAB is seeking fulltime on-air talent.

At least 3 years major market experience preferred. Production and imaging skills are a major plus. If your cover letter isn't very good to great, your stuff will immediately go into the "no" pile. Cox radio is an equal opportunity employer. Send package to:  
WBAB  
John Olsen  
555 Sunrise Hwy.  
West Babylon, NY 11704

**News Director, 4-FMs/NewsTalk AM/PA.** Market home to numerous national companies and SEC University. Females and Minorities encouraged. T/R to: HR, 24 E. Meadow, Ste. 1, Fayetteville, Arkansas 72701. R/M/P3 to newstalk1030.cumulus.com. Cumulus Broadcasting — EOE, M/F.

## MIDWEST

### Talk Radio Opportunity

New national radio network launching this Summer is accepting demo tapes for lifestyle, political, financial, entertainment, hi-tech, and other focused programming. Weekday and weekend opportunities available. Initial investment required but can be recouped. Send tape or program idea to New Radio Network, PO Box 118193, Chicago, IL 60611-3204.

Email to newntwrkradio@aol.com or fax 208-361-5119.

## WEST

### Program Director/ Morning Show Host and Air Talent Needed!

South Western Modern AC station is seeking a Program Director/Morning Show that will take us to a new level. This position requires a winning attitude, skills to train on-air talent, thinking out of the box, able to motivate and cultivate air-talent. Are you a well rounded individual who is not afraid of a challenge and would enjoy making people and the station successful?

Station is also looking for talented air PERSONALITIES to fill all on-air positions! Send T&R to: Radio & Records, 10100 Santa Monica Blvd., #1023, 3rd Floor, Los Angeles, CA 90067. EOE

## SOUTH



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Unique opportunity for exceptional financial executive to join senior management team at rapidly growing entrepreneurial company. First Broadcasting creates new major market radio stations throughout the country and is currently expanding its station operating capabilities. Media-savvy professional needed to direct all financial functions with an emphasis on budgeting, financing and tax strategy. Individual will also play a significant role in overall company decision-making. Winning applicant for this new position must be a highly intelligent, experienced exec with a history of success as VP Finance/CFO for either a sizeable broadcast company or a transactional business such as venture capital or real estate development. Recent radio industry experience and involvement with rollups are strongly preferred.

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## Deadline

To appear in the following week's issue, your ad must be received by **Thursday noon (PDT)** eight days prior to issue date. Address all ads to: R&R Opportunities, 10100 Santa Monica Blvd., Third Floor, Los Angeles, CA 90067.

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## RADIO & RECORDS

10100 Santa Monica Blvd., Third Floor, Los Angeles, CA 90067

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# The Years In Review

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## VOICEOVER SERVICES

## VOICEOVER SERVICES

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 +CURRENT #260, WMQX/Jack Armstrong, KIIIS/Gary Spears, KVIL/Terry King, WAPE/Zoo, KHKS/Domino, Z100/Rich Davis, KRTH, CHUM. \$10.00 cassette  
 +PERSONALITY PLUS #PP-169, KSJO/Lamont & Tonelli, WRQX/Jack Diamond, Z100/Elvis Duran & Z Zoo, WKZL/Jack Murphy. \$10.00 cassette.  
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 +ALL COUNTRY #CY-116, WYRK, KSCS, KPLX, WXTU, WCTK. \$10.00  
 +ALL AC #AC-94, KVIL, KDMX, KFMB-FM, KOIT, WASH. \$10.00  
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 +PROFILE #S-455, MIAMI! CHR AC AOR Gold Ctry UC. \$10.00  
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 +SWEEPER VAULT #SV-33, Sweeper & Legal ID samples, all formats. Cassette, \$12.50.  
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## Monitored Airplay Overview: February 22, 2002

### CHR/POP

LW	TW	ARTIST	SON	Label
2	1	NO DOUBT	Hey Baby	(Interscope)
1	2	NICKELBACK	How You Remind Me	(Roadrunner/IDJMG)
4	3	LINKIN PARK	In The End	(Warner Bros.)
3	4	USHER	U Got It Bad	(LaFace/Arista)
9	5	CRAIG DAVID	7 Days	(Wildstar/Atlantic)
6	6	CALLING	Wherever You Will Go	(RCA)
5	7	PINK	Get The Party Started	(Arista)
11	8	KYLIE MINOGUE	Can't Get You Out Of My Head	(Capitol)
10	9	JARULE F/ASHANTI	Always On Time	(Murder Inc./Def Jam/IDJMG)
8	10	CREED	My Sacrifice	(Wind-up)
13	11	JENNIFER LOPEZ	Ain't It Funny	(Epic)
12	12	LEANN RIMES	Can't Fight The Moonlight	(Curb)
7	13	SHAKIRA	Whenever Wherever	(Epic)
16	14	'N SYNC	Girlfriend	(Jive)
15	15	CITY HIGH	Caramel	(Interscope)
14	16	MARY J. BLIGE	Family Affair	(MCA)
25	17	PUDDLE OF MUDD	Blurry	(Flawless/Geffen/Interscope)
17	18	TOYA	I Do	(Arista)
22	19	MARY J. BLIGE	No More Drama	(MCA)
24	20	ALANIS MORISSETTE	Hands Clean	(Maverick/Reprise)
21	21	BRITNEY SPEARS	I'm Not A Girl, Not Yet...	(Jive)
19	22	NELLY #1	(Priority/Capitol)	
30	23	ENRIQUE IGLESIAS	Escape	(Interscope)
23	24	R. KELLY	The World's Greatest	(Interscope/Jive)
18	25	ALICIA KEYS	A Woman's Worth	(J)
20	26	JARULE	Living It Up	(Murder Inc./Def Jam/IDJMG)
26	27	MICHELLE BRANCH	All You Wanted	(Maverick/WB)
28	28	BRANDY	What About Us?	(Atlantic)
34	29	IIO	Rapture	(Tastes So Sweet/Universal)
32	30	NATALIE IMBRUGLIA	Wrong Impression	(RCA)

**#1 MOST ADDED**

PINK Don't Let Me Get Me (Arista)

**#1 MOST INCREASED PLAYS**

ENRIQUE IGLESIAS Escape (Interscope)

**TOP 5 NEW & ACTIVE**

- PETEY PABLO Raise Up (Jive)
- DEFAULT Wasting My Time (TVT)
- INOIA.ARIE Video (Motown/Universal)
- CELINE DION A New Day Has Come (Epic)
- REMY ZERO Save Me (Elektra/EEG)

CHR/POP begins on Page 51.

### CHR/RHYTHMIC

LW	TW	ARTIST	SON	Label
1	1	JARULE F/ASHANTI	Always On Time	(Murder Inc./Def Jam/IDJMG)
2	2	JENNIFER LOPEZ	Ain't It Funny	(Epic)
4	3	LUDACRIS	Roll Out (My Business)	(Def Jam South/IDJMG)
5	4	OUTKAST	The Whole World	(LaFace/Arista)
6	5	BRANDY	What About Us?	(Atlantic)
10	6	FAT JOE F/ASHANTI	What's Luv?	(Terror Squad/Atlantic)
3	7	USHER	U Got It Bad	(LaFace/Arista)
7	8	BUSTA RHYMES	Break Ya Neck	(J)
11	9	FABOLOUS	Young'n (Holla Back)	(Desert Storm/Elektra/EEG)
14	10	TWEET	Oops (Oh My)	(Gold Mind/Elektra/EEG)
12	11	J. DUPRI/LUDACRIS	Welcome To Atlanta	(So So Def/Columbia)
8	12	ALICIA KEYS	A Woman's Worth	(J)
13	13	NO DOUBT	Hey Baby	(Interscope)
19	14	USHER	U Don't Have To Call	(LaFace/Arista)
9	15	FAT JOE	We Thuggin'	(Terror Squad/Atlantic)
15	16	MR. CHEEKS	Lights, Camera, Action	(Universal)
18	17	MOBB DEEP F/112	Hey Luv	(Anything/Loud/Columbia)
16	18	AALIYAH	Rock The Boat	(BlackGround)
28	19	ASHANTI	Foolish	(Murder Inc./Def Jam/IDJMG)
17	20	PINK	Get The Party Started	(Arista)
22	21	AMANDA PEREZ	Never	(Universal)
20	22	MARY J. BLIGE	No More Drama	(MCA)
21	23	MYSTIKAL	Bouncin' Back (Bumpin' Me...)	(Jive)
26	24	AALIYAH	More Than A Woman	(BlackGround)
31	25	FAITH EVANS	I Love You	(Bad Boy/Arista)
29	26	KYLIE MINOGUE	Can't Get You Out Of My Head	(Capitol)
41	27	'N SYNC	Girlfriend	(Jive)
27	28	GLENN LEWIS	Don't You Forget It	(Epic)
23	29	CRAIG DAVID	7 Days	(Wildstar/Atlantic)
32	30	KEKE WYATT	Nothing In This World	(MCA)

**#1 MOST ADDED**

BUSTA RHYMES Pass The Courvoisier (J)

**#1 MOST INCREASED PLAYS**

FAT JOE F/ASHANTI What's Luv? (Terror Squad/Atlantic)

**TOP 5 NEW & ACTIVE**

- IIO Rapture (Tastes So Sweet/Universal)
- RUFF ENOZ Someone To Love You (Epic)
- BUSTA RHYMES Pass The Courvoisier (J)
- COREY F/LIL' ROMEO Hush Lil' Lady (Motown/Universal)
- PRETTY WILLIE Roll Wit Me (Republic/Universal)

CHR/RHYTHMIC begins on Page 60.

### URBAN

LW	TW	ARTIST	SON	Label
5	1	BRANDY	What About Us?	(Atlantic)
2	2	KEKE WYATT	Nothing In This World	(MCA)
1	3	JARULE F/ASHANTI	Always On Time	(Murder Inc./Def Jam/IDJMG)
8	4	TWEET	Oops (Oh My)	(Gold Mind/Elektra/EEG)
6	5	MR. CHEEKS	Lights, Camera, Action	(Universal)
3	6	MICHAEL JACKSON	Butterflies	(Epic)
4	7	MYSTIKAL	Bouncin' Back (Bumpin' Me...)	(Jive)
10	8	JENNIFER LOPEZ	Ain't It Funny	(Epic)
9	9	FAITH EVANS	I Love You	(Bad Boy/Arista)
7	10	OUTKAST	The Whole World	(LaFace/Arista)
13	11	GLENN LEWIS	Don't You Forget It	(Epic)
16	12	USHER	U Don't Have To Call	(LaFace/Arista)
11	13	MISSY ELLIOTT	Take Away	(Gold Mind/EastWest/EEG)
12	14	MARY J. BLIGE	No More Drama	(MCA)
18	15	JAHEIM	Anything	(Divine Mill/WB)
14	16	ALICIA KEYS	A Woman's Worth	(J)
15	17	USHER	U Got It Bad	(LaFace/Arista)
23	18	AALIYAH	More Than A Woman	(BlackGround)
19	19	FABOLOUS	Young'n (Holla Back)	(Desert Storm/Elektra/EEG)
22	20	J. DUPRI/LUDACRIS	Welcome To Atlanta	(So So Def/Columbia)
17	21	LUDACRIS	Roll Out (My Business)	(Def Jam South/IDJMG)
27	22	SHARISSA	Any Other Night	(Motown)
21	23	FAT JOE	We Thuggin'	(Terror Squad/Atlantic)
26	24	JAY-Z	Jigga (Roc-A-Fella/IDJMG)	
24	25	BUSTA RHYMES	Break Ya Neck	(J)
30	26	AVANT	Makin' Good Love	(Magic Johnson/MCA)
25	27	'N SYNC	Gone	(Jive)
29	28	BEANIE SIGEL & FREEWAY	Roc The Mic	(Roc-A-Fella/IDJMG)
37	29	FAT JOE F/ASHANTI	What's Luv?	(Terror Squad/Atlantic)
48	30	ASHANTI	Foolish	(Murder Inc./Def Jam/IDJMG)

**#1 MOST ADDED**

JOE What If A Woman (Jive)

**#1 MOST INCREASED PLAYS**

ASHANTI Foolish (Murder Inc./Def Jam/IDJMG)

**TOP 5 NEW & ACTIVE**

- CEE-LO Closet Freak (LaFace/Arista)
- B2K Uh Huh (Epic)
- CHOOBAKKA She's Feeling Me (Big Daddy)
- BUSTA RHYMES Pass The Courvoisier (J)
- PRETTY WILLIE Roll Wit Me (Republic/Universal)

URBAN begins on Page 65.

### AC

LW	TW	ARTIST	SON	Label
1	1	ENRIQUE IGLESIAS	Hero	(Interscope)
2	2	LONESTAR	I'm Already There	(BNA)
3	3	ENYA	Only Time	(Reprise)
6	4	MATCHBOX TWENTY	If You're Gone	(Lava/Atlantic)
7	5	FIVE FOR FIGHTING	Superman (It's Not Easy)	(Aware/Columbia)
4	6	BACKSTREET BOYS	Drowning	(Jive)
5	7	DIDO	Thankyou	(Arista)
9	8	LEE ANN WOMACK	I Hope You Dance	(MCA/Universal)
8	9	J. BRICKMAN/REBECCA L. HOWARD	Simple Things	(Windham Hill)
11	10	O-TOWN	All Or Nothing	(J)
10	11	FAITH HILL	There You'll Be	(Warner Bros.)
21	12	CELINE DION	A New Day Has Come	(Epic)
12	13	TRAIN	Drops Of Jupiter (Tell Me)	(Columbia)
13	14	LEANN RIMES	Soon	(Curb)
14	15	UNCLE KRACKER	Follow Me	(Top Dog/Lava/Atlantic)
17	16	DARREN HAYES	Insatiable	(Columbia)
16	17	CHER	Song For The Lonely	(Warner Bros.)
18	18	ELTON JOHN	This Train Don't Stop There...	(Rocket/Universal)
19	19	JEWEL	Standing Still	(Atlantic)
20	20	BRIAN MCKNIGHT	Still	(Motown/Universal)
22	21	BARRY MANILOW	Turn The Radio Up	(Concord)
—	22	MARC ANTHONY	I Need You	(Columbia)
23	23	DIANA KRALL	The Look Of Love	(Verve/VMG)
24	24	JO OEE MESSINA	Bring On The Rain	(Curb)
28	25	BRITNEY SPEARS	I'm Not A Girl, Not Yet...	(Jive)
—	26	LEANN RIMES	Can't Fight The Moonlight	(Curb)
25	27	ALICIA KEYS	Fallin' (J)	
29	28	R. KELLY	The World's Greatest	(Interscope/Jive)
30	29	DAKOTA MOON	Looking For A Place To Land	(Elektra/EEG)
27	30	CELINE DION	God Bless America	(Epic/Columbia)

**#1 MOST ADDED**

CELINE DION A New Day Has Come (Epic)

**#1 MOST INCREASED PLAYS**

CELINE DION A New Day Has Come (Epic)

**TOP 5 NEW & ACTIVE**

- USHER U Got It Bad (LaFace/Arista)
- ENYA Wild Child (Reprise)
- DANIEL DEBOURG I Need An Angel (DreamWorks)
- EVA CASSIDY Fields Of Gold (Blix Street)
- LINDA EDER Until I Don't Love You Anymore/Until I Don't... (Atlantic)

AC begins on Page 82.

### HOT AC

LW	TW	ARTIST	SON	Label
1	1	CALLING	Wherever You Will Go	(RCA)
2	2	NICKELBACK	How You Remind Me	(Roadrunner/IDJMG)
3	3	CREED	My Sacrifice	(Wind-up)
4	4	JEWEL	Standing Still	(Atlantic)
6	5	ALANIS MORISSETTE	Hands Clean	(Maverick/Reprise)
5	6	FIVE FOR FIGHTING	Superman (It's Not Easy)	(Aware/Columbia)
7	7	TRAIN	Drops Of Jupiter (Tell Me)	(Columbia)
8	8	OAVE MATTHEWS BAND	Everyday	(RCA)
9	9	LIFEHOUSE	Hanging By A Moment	(DreamWorks)
14	10	NATALIE IMBRUGLIA	Wrong Impression	(RCA)
10	11	LENNY KRAVITZ	Dig In	(Virgin)
16	12	NO DOUBT	Hey Baby	(Interscope)
11	13	STAIN'D	It's Been Awhile	(Flip/Elektra/EEG)
12	14	U2	Stuck In A Moment...	(Interscope)
18	15	MICHELLE BRANCH	All You Wanted	(Maverick/WB)
15	16	ENRIQUE IGLESIAS	Hero	(Interscope)
19	17	LIFEHOUSE	Breathing	(DreamWorks)
17	18	JOHN MELLENCAMP	Peaceful World	(Columbia)
25	19	PUDDLE OF MUDD	Blurry	(Flawless/Geffen/Interscope)
21	20	CHRIS ISAAK	Let Me Down Easy	(Reprise)
22	21	LEANN RIMES	Can't Fight The Moonlight	(Curb)
23	22	PINK	Get The Party Started	(Arista)
20	23	ALICIA KEYS	Fallin' (J)	
27	24	LINKIN PARK	In The End	(Warner Bros.)
26	25	DAKOTA MOON	Looking For A Place To Land	(Elektra/EEG)
—	26	JOHN MAYER	No Such Thing	(Aware/Columbia)
30	27	CHER	Song For The Lonely	(Warner Bros.)
—	28	DARREN HAYES	Insatiable	(Columbia)
—	29	EDDIE VEDOER	You've Got To Hide Your...	(V2)
—	30	SHAKIRA	Whenever Wherever	(Epic)

**#1 MOST ADDED**

TRAIN She's On Fire (Columbia)

**#1 MOST INCREASED PLAYS**

PUDDLE OF MUDD Blurry (Flawless/Geffen/Interscope)

**TOP 5 NEW & ACTIVE**

- SENSE FIELD Save Yourself (Nettwerk)
- DEFAULT Wasting My Time (TVT)
- INCUBUS I Wish You Were Here (Immortal/Epic)
- PETE YORN Strange Condition (Columbia)
- NELLY FURTADO ...On The Radio (Remember...) (DreamWorks)

AC begins on Page 82.

### ROCK

LW	TW	ARTIST	SON	Label
1	1	CREED	My Sacrifice	(Wind-up)
2	2	NICKELBACK	How You Remind Me	(Roadrunner/IDJMG)
4	3	PUDDLE OF MUDD	Blurry	(Flawless/Geffen/Interscope)
3	4	DEFAULT	Wasting My Time	(TVT)
5	5	NICKELBACK	Too Bad	(Roadrunner/IDJMG)
6	6	OZZY OSBOURNE	Dreamer	(Epic)
7	7	LINKIN PARK	In The End	(Warner Bros.)
9	8	STAIN'D	For You	(Flip/Elektra/EEG)
8	9	COURSE OF NATURE	Caught In The Sun	(Lava/Atlantic)
10	10	P.O.D.	Alive	(Atlantic)
19	11	GODSMACK	I Stand Alone	(Republic/Universal)
14	12	CREED	Bullets	(Wind-up)
11	13	PUDDLE OF MUDD	Control	(Flawless/Geffen/Interscope)
16	14	KID ROCK	Lonely Road Of Faith	(Top Dog/Lava/Atlantic)
12	15	INCUBUS	I Wish You Were Here	(Immortal/Epic)
15	16	TANTRIC	Mourning	(Maverick/Reprise)
17	17	INCUBUS	Nice To Know You	(Immortal/Epic)
20	18	HOOBASTANK	Crawling In The Dark	(Island/IDJMG)
23	19	P.O.D.	Youth Of The Nation	(Atlantic)
18	20	OFFSPRING	Defy You	(Columbia)
22	21	NEIL YOUNG	Let's Roll	(Reprise)
25	22	ROB ZOMBIE	Never Gonna Stop (The Red...)	(Geffen/Interscope)
21	23	FOO FIGHTERS	The One	(Columbia)
26	24	FU MANCHU	Squash That Fly	(Mammoth)
28	25	HEADSTRONG	Adriana	(RCA)
29	26	INJECTED	Faithless	(Island/IDJMG)
30	27	EDDIE VEDOER	You've Got To Hide Your...	(V2)
27	28	TOOL	Lateralus	(Volcano)
—	29	LENNY KRAVITZ	Stillness Of Heart	(Virgin)
—	30	GRAVITY KILLS	One Thing	(Sanctuary/SRG)

**#1 MOST ADDED**

JEREMIAH FREED Again (Republic/Universal)

**#1 MOST INCREASED PLAYS**

GODSMACK I Stand Alone (Republic/Universal)

**TOP 5 NEW & ACTIVE**

- TRAIN She's On Fire (Columbia)
- COL. PARKER All The King's Horses (V2)
- NORTH MISSISSIPPI ALLSTARS Sugartown (Tone-Cool)
- STATIC-X Cold (Warner Bros.)
- ADEMA The Way You Like It (Arista)

ROCK begins on Page 95.

## Monitored Airplay Overview: February 22, 2002

### URBAN AC

LW	TW	ARTIST	SON	Label
1	1	MICHAEL JACKSON	Butterflies	(Epic)
2	2	ALICIA KEYS	A Woman's Worth	(J)
3	3	MAXWELL	Lifetime	(Columbia)
4	4	USHER	I Got It Bad	(LaFace/Arista)
5	5	ANGIE STONE	Brotha	(J)
6	6	BONEY JAMES	Something Inside	(Warner Bros.)
6	7	GLENN LEWIS	Don't You Forget It	(Epic)
7	8	JOE	Let's Stay Home Tonight	(Jive)
19	9	ANN NESBY F/AL GREEN	Put It On Paper	(It's Time Child)
9	10	REGINA BELLE	Ooh Boy	(Peak)
11	11	GINUWINE	Differences	(Epic)
12	12	LUTHER VANDROSS	I'd Rather	(J)
10	13	JILL SCOTT	He Loves Me	(Hidden Beach/Epic)
16	14	MAXWELL	This Woman's Work	(Columbia)
13	15	KEKE WYATT	Nothing In This World	(MCA)
15	16	MONTELL JORDAN	You Must Have Been	(Def Soul/IDJMG)
22	17	SHARISSA	Any Other Night	(Motown)
17	18	ISLEY BROTHERS	Secret Lover	(DreamWorks)
21	19	JAHEIM	Anything	(Divine Mill/WB)
23	20	GERALD LEVERT	What Makes It Good To You...	(EastWest/EEG)
20	21	FAITH EVANS	I Love You	(Bad Boy/Arista)
25	22	BABYFACE	I Keep Callin'	(Arista)
18	23	YOLANDA ADAMS	Never Give Up	(Elektra/EEG)
30	24	REMY SHAND	Take A Message	(Motown)
24	25	PROPHET JONES	Cry Together	(University/Motown)
29	26	KIRK FRANKLIN	911	(Gospo Centric/Jive)
26	27	INDIA.ARIE	Strength, Courage & Wisdom	(Motown)
27	28	AALIYAH	Rock The Boat	(BlackGround)
—	29	SADE	Somebody Already Broke My...	(Epic)
—	30	R. KELLY	The World's Greatest	(Interscope/Jive)

#### #1 MOST ADDED

JOE What If A Woman (Jive)

#### #1 MOST INCREASED PLAYS

ANN NESBY F/AL GREEN Put It On Paper (It's Time Child)

#### TOP 5 NEW & ACTIVE

BRIAN MCKNIGHT What's It Gonna Be (Motown)

AVANT Makin' Good Love (Magic Johnson/MCA)

PHIL PERRY I Can't Wait (Til Morning...) (Peak)

JOI Missing You (Universal)

GINUWINE Tribute To A Woman (Epic)

URBAN begins on Page 65.

### COUNTRY

LW	TW	ARTIST	SON	Label
1	1	STEVE HOLY	Good Morning Beautiful	(Curb)
2	2	BRAD PAISLEY	Wrapped Around	(Arista)
5	3	TIM MCGRAW	The Cowboy In Me	(Curb)
3	4	BROOKS & DUNN	Long Goodbye	(Arista)
4	5	JO DEE MESSINA W/TIM MCGRAW	Bring On The Rain	(Curb)
6	6	MARTINA MCBRIDE	Blessed	(RCA)
7	7	DIXIE CHICKS	Some Days You Gotta Dance	(Monument)
10	8	KENNY CHESNEY	Young	(BNA)
8	9	CHRIS CAGLE	I Breathe In, I Breathe Out	(Capitol)
12	10	RASCAL FLATTS	I'm Movin' On	(Lyric Street)
11	11	JOE DIFFIE	In Another World	(Monument)
9	12	TRACY BYRD	Just Let Me Be In Love	(RCA)
14	13	TOBY KEITH	My List	(DreamWorks)
13	14	PHIL VASSAR	That's When I Love You	(Arista)
15	15	TOMMY SHANE STEINER	What If She's An Angel	(RCA)
16	16	BLAKE SHELTON	All Over Me	(Warner Bros.)
21	17	TRAVIS TRITT	Modern Day Bonnie And Clyde	(Columbia)
19	18	EMERSON DRIVE	I Should Be Sleeping	(DreamWorks)
17	19	CYNDI THOMSON	I Always Liked That Best	(Capitol)
25	20	G. BROOKS & T. YEARWOOD	Squeeze Me In	(Capitol)
20	21	CAROLYN OAWN JOHNSON	I Don't Want You To Go	(Arista)
22	22	STEVE AZAR	I Don't Have To Be (Till...)	(Mercury)
18	23	LEE ANN WOMACK	Does My Ring Burn Your Finger	(MCA)
23	24	KEVIN DENNEY	That's Just Jessie	(Lyric Street)
24	25	TAMMY COCHRAN	I Cry	(Epic)
26	26	CHELY WRIGHT	Jezebel	(MCA)
31	27	ALAN JACKSON	Drive (For Daddy Gene)	(Arista)
27	28	TRICK PONY	Just What I Do	(H2E/WB)
29	29	KELLIE COFFEY	When You Lie Next To Me	(BNA)
28	30	MARK WILLS W/JAMIE O'NEAL	I'm Not Gonna...	(Mercury)

#### #1 MOST ADDED

ALAN JACKSON Drive (For Daddy Gene) (Arista)

#### #1 MOST INCREASED PLAYS

ALAN JACKSON Drive (For Daddy Gene) (Arista)

#### TOP 5 NEW & ACTIVE

TRACY LAWRENCE What A Memory (Atlantic/WB)

CLINT BLACK Money Or Love (RCA)

BRAD PAISLEY I'm Gonna Miss Her (Arista)

NICKEL CREEK The Lighthouse's Tale (Sugar Hill/Vanguard)

DAVID BALL She Always Talked About... (Dualtone)

COUNTRY begins on Page 73.

### SMOOTH JAZZ

LW	TW	ARTIST	SON	Label
2	1	BRIAN CULBERTSON	All About You	(Atlantic)
3	2	CHUCK LOEB	Pocket Change	(Shanachie)
4	3	CHRIS BOTTI	Streets Ahead	(Columbia)
1	4	BONEY JAMES	See What I'm Sayin'	(Warner Bros.)
6	5	LARRY CARLTON	Deep Into It	(Warner Bros.)
7	6	MARC ANTOINE	On The Strip	(GRP/VMG)
5	7	PETER WHITE	Turn It Out	(Columbia)
10	8	DAVID BENOIT	Snap!	(GRP/VMG)
9	9	LEE RITENOUR W/GERALD ALBRIGHT	Jammin'	(GRP/VMG)
8	10	SADE	Lovers Rock	(Epic)
11	11	JEFF LORBER	Ain't Nobody	(Samson/Gold Circle)
12	12	DIANA KRALL	The Look Of Love	(Verve/VMG)
13	13	PIECES OF A DREAM	Night Vision	(Heads Up)
14	14	GREGG KARUKAS	Night Shift	(N-Coded)
15	15	DAVE KOZ	Beneath The Moonlit Sky	(Capitol)
16	16	FISHBELLY BLACK	Ven A Gozar	(Rhythm & Groove/Q)
17	17	JIMMY SOMMERS	Lowdown	(Higher Octave)
22	18	ALFONZO BLACKWELL	Funky Shuffle	(Shanachie)
21	19	STING	Fragile	(A&M/Interscope)
23	20	KIRK WHALUM	I Try	(Warner Bros.)
19	21	ALICIA KEYS	Fallin'	(J)
20	22	MICHAEL MCDONALD	To Make A Miracle	(MCA)
26	23	SPYRO GYRA	Feelin' Fine	(Heads Up)
24	24	BONA FIDE	Club Charles	(N-Coded)
25	25	MARILYN SCOTT	Don't Let Love Get Away	(Prana)
27	26	ERIC MARIENTHAL	Lefty's Lounge	(Peak)
18	27	BOZ SCAGGS	Payday	(Virgin)
—	28	JEFF GOLUB	Cut The Cake	(GRP/VMG)
—	29	E. HARP F/B. BROMBERG	Rock With You	(Native Language)
—	30	ENYA	Only Time	(Reprise)

#### #1 MOST ADDED

JEFF GOLUB Cut The Cake (GRP/VMG)

#### #1 MOST INCREASED PLAYS

JEFF GOLUB Cut The Cake (GRP/VMG)

#### TOP 5 NEW & ACTIVE

KEVIN TONEY Passion Dance (Shanachie)

PAMELA WILLIAMS Lifeline (Fome/Red Ink)

WAYMAN TISDALE Love Play (Atlantic)

OLETA ADAMS All The Love (Pioneer Music Group)

WALTER BEASLEY Good Times (Shanachie)

Smooth Jazz begins on Page 91.

### ACTIVE ROCK

LW	TW	ARTIST	SON	Label
1	1	PUDDLE OF MUDD	Blurry	(Flawless/Geffen/Interscope)
2	2	LINKIN PARK	In The End	(Warner Bros.)
3	3	DEFAULT	Wasting My Time	(TVT)
4	4	NICKELBACK	Too Bad	(Roadrunner/IDJMG)
6	5	STAINED	For You	(Flip/Elektra/EEG)
5	6	P.O.D.	Youth Of The Nation	(Atlantic)
7	7	HOOBASTANK	Crawling In The Dark	(Island/IDJMG)
8	8	GODSMACK	I Stand Alone	(Republic/Universal)
14	9	CREED	Bullets	(Wind-up)
9	10	INCUBUS	Nice To Know You	(Immortal/Epic)
15	11	ROB ZOMBIE	Never Gonna Stop (The Red...)	(Geffen/Interscope)
11	12	SYSTEM OF A DOWN	Chop Suey	(American/Columbia)
13	13	TOOL	Lateralus	(Volcano)
12	14	CREED	My Sacrifice	(Wind-up)
18	15	NICKELBACK	How You Remind Me	(Roadrunner/IDJMG)
16	16	P.O.D.	Alive	(Atlantic)
10	17	OFFSPRING	Defy You	(Columbia)
20	18	ADEMA	The Way You Like It	(Arista)
17	19	DISTURBED	Down With The Sickness	(Giant/Reprise)
22	20	SYSTEM OF A DOWN	Toxicity	(American/Columbia)
21	21	COURSE OF NATURE	Caught In The Sun	(Lava/Atlantic)
29	22	HEADSTRONG	Adriana	(RCA)
24	23	CUSTOM	Hey Mister	(ARTIST Direct)
27	24	DISTURBED	The Game	(Giant/Reprise)
30	25	KID ROCK	Lonely Road Of Faith	(Top Dog/Lava/Atlantic)
25	26	FOO FIGHTERS	The One	(Columbia)
23	27	ILL NINO	What Comes Around	(Roadrunner/IDJMG)
31	28	INJECTED	Faithless	(Island/IDJMG)
33	29	SOIL	Unreal	(J)
35	30	GRAVITY KILLS	One Thing	(Sanctuary/SRG)

#### #1 MOST ADDED

REVELLE Inside Out (Can You Feel...) (Elektra/EEG)

#### #1 MOST INCREASED PLAYS

DROWNING POOL Tear Away (Wind-up)

#### TOP 5 NEW & ACTIVE

EDDIE VEDDER You've Got To Hide Your... (V2)

SEVENDUST Live Again (TVT)

FAMILIAR 48 The Question (MCA)

BLACK LABEL SOCIETY Bleed For Me (Spitfire)

EARSHOT Get Away (Warner Bros.)

ROCK begins on Page 95.

### ALTERNATIVE

LW	TW	ARTIST	SON	Label
1	1	PUDDLE OF MUDD	Blurry	(Flawless/Geffen/Interscope)
2	2	P.O.D.	Youth Of The Nation	(Atlantic)
4	3	DEFAULT	Wasting My Time	(TVT)
5	4	HOOBASTANK	Crawling In The Dark	(Island/IDJMG)
3	5	LINKIN PARK	In The End	(Warner Bros.)
7	6	JIMMY EAT WORLD	The Middle	(DreamWorks)
6	7	STROKES	Last Nite	(RCA)
8	8	STAINED	For You	(Flip/Elektra/EEG)
9	9	NICKELBACK	Too Bad	(Roadrunner/IDJMG)
11	10	INCUBUS	Nice To Know You	(Immortal/Epic)
12	11	INCUBUS	I Wish You Were Here	(Immortal/Epic)
17	12	BLINK-182	First Date	(MCA)
18	13	TRIK TURNER	Friends + Family	(RCA)
10	14	OFFSPRING	Defy You	(Columbia)
16	15	ADEMA	The Way You Like It	(Arista)
13	16	SYSTEM OF A DOWN	Chop Suey	(American/Columbia)
14	17	NICKELBACK	How You Remind Me	(Roadrunner/IDJMG)
23	18	SYSTEM OF A DOWN	Toxicity	(American/Columbia)
19	19	P.O.D.	Alive	(Atlantic)
24	20	X-ECUTIONERS	It's Goin' Down	(Loud/Columbia)
15	21	FOO FIGHTERS	The One	(Columbia)
26	22	UNWRITTEN LAW	Seein' Red	(Interscope)
22	23	CUSTOM	Hey Mister	(ARTIST Direct)
21	24	CREED	My Sacrifice	(Wind-up)
30	25	GODSMACK	I Stand Alone	(Republic/Universal)
27	26	SUM 41	Motivation	(Island/IDJMG)
20	27	TOOL	Lateralus	(Volcano)
28	28	CREED	Bullets	(Wind-up)
32	29	INJECTED	Faithless	(Island/IDJMG)
36	30	ROB ZOMBIE	Never Gonna Stop (The Red...)	(Geffen/Interscope)

#### #1 MOST ADDED

SEVENDUST Live Again (TVT)

#### #1 MOST INCREASED PLAYS

GODSMACK I Stand Alone (Republic/Universal)

#### TOP 5 NEW & ACTIVE

PETE YORN Strange Condition (Columbia)

DROWNING POOL Tear Away (Wind-up)

SUGARCULT Bouncing Off The Walls (Ultimatium/Artemis)

SENSE FIELD Save Yourself (Nettwerk)

DAVID DRAIMAN Forsaken (Reprise)

ALTERNATIVE begins on Page 104.

### TRIPLE A

LW	TW	ARTIST	SON	Label
2	1	ALANIS MORISSETTE	Hands Clean	(Maverick/Reprise)
1	2	DAVE MATTHEWS BAND	Everyday	(RCA)
3	3	CHRIS ISAAK	Let Me Down Easy	(Reprise)
5	4	U2	In A Little While	(Interscope)
4	5	CALLING	Wherever You Will Go	(RCA)
6	6	PETE YORN	Strange Condition	(Columbia)
7	7	JOHN MAYER	No Such Thing	(Aware/Columbia)
15	8	EDDIE VEDDER	You've Got To Hide Your... (V2)	
14	9	TRAIN	She's On Fire	(Columbia)
8	10	JEWEL	Standing Still	(Atlantic)
11	11	CREED	My Sacrifice	(Wind-up)
13	12	TRAVIS	Side	(Epic)
12	13	NICKELBACK	How You Remind Me	(Roadrunner/IDJMG)
9	14	GOLDPLAY	Trouble	(Nettwerk/Capitol)
10	15	RYAN ADAMS	New York, New York	(Lost Highway/IDJMG)
16	16	INDIGO GIRLS	Moment Of Forgiveness	(Epic)
17	17	MICK JAGGER	Visions Of Paradise	(Virgin)
18	18	STARSAILOR	Good Souls	(Capitol)
19	19	GARBAGE	Breaking Up The Girl	(Almo Sounds/Interscope)
20	20	WILLIAM TOPLEY	Back To Believing	(Lost Highway/IDJMG)
21	21	RYAN ADAMS	Answering Bell	(Lost Highway/IDJMG)
24	22	ROBERT BRADLEY'S BLACKWATER...	Train	(Vanguard)
—	23	LENNY KRAVITZ	Stillness Of Heart	(Virgin)
23	24	REMY ZERO	Save Me	(Elektra/EEG)
—	25	JACK JOHNSON	Flake	(Enjoy/Universal)
—	26	MIDNIGHT OIL	Golden Age	(Liquid 8)
—	27	PUDDLE OF MUDD	Blurry	(Flawless/Geffen/Interscope)
25	28	NATALIE MERCHANT	Just Can't Last	(Elektra/EEG)
26	29	FIVE FOR FIGHTING	America Town	(Aware/Columbia)
—	30	DEFAULT	Wasting My Time	(TVT)

#### #1 MOST ADDED

NATALIE MERCHANT Build A Levee (Elektra/EEG)

#### #1 MOST INCREASED PLAYS

SHERYL CROW Soak Up The Sun (A&M/Interscope)

#### TOP 5 NEW & ACTIVE

JOHNNY A. Oh Yeah (Favored Nations/Red Ink)

CRACKER Shine (Backporch/Virgin)

SHERYL CROW Soak Up The Sun (A&M/Interscope)

LUCE Good Day (Joe's)

LLAMA Too Much Too Soon (MCA)

TRIPLE A begins on Page 110.

# Publisher's Profile

By Erica Farber



## GREG NOACK

Exec. VP/Talk Programs, Premiere Radio Networks

# H

aving worked in radio for the last 21 years, Greg Noack has the job he was born for. As Exec. VP/Talk Programs at Premiere Radio Networks, he is responsible for the marketing and affiliation of all Premiere Radio talk programs.

When he joined the company in 1996, the talk division consisted of two hosts: Michael Reagan and Jim Rome. It has since grown to include such important headliners as Rush Limbaugh, Dr. Laura Schlessinger and Art Bell, to name just a few. In addition, Noack was instrumental in the creation of the FOX Sports Radio Network.

**Getting into the business:** "It started in high school. I learned about Junior Achievement, and there was a JA company that produced a one-hour weekend radio show with high school students. Students picked the music, did the voice-work, sold the ads and sold stock in the company. I was already an avid Talk radio listener, and I thought it would be neat to get on the radio and learn about the business. It was mentored by a local radio station. I got to do the radio show and became the Sales Manager of the little company while I was in high school. I said then, 'This is what I'm going to do; I'm going to work in radio.' Out of college I started working for Katz Radio."

**Joining Premiere:** "When I was at Katz, I worked with Kraig Kitchin in the Los Angeles office in 1985. Shortly after that, Kraig left to go to Premiere. Ten years later we were talking about Premiere, and he told me that one of the things they were looking to get into was Talk radio. He knew of my interest in Talk and thought it would be a natural, if Premiere were to start a talk division, to bring me on board to help get it started. The first two shows we had were Jim Rome and Michael Reagan. That was in early 1996."

**His responsibilities:** "I oversee the affiliation process for all of our talk programs, as well as the business aspects of all of the talk shows. I also look for and bring to the company new talk talent."

**Long-range plans for his division:** "To continue to grow the programs we have right now and, additionally, to find new talent who can get huge ratings on affiliated stations so both the stations and Premiere can profit from the success of the programs."

**Biggest challenges:** "Finding the new talent."

**What he looks for in talent:** "Individuals who, preferably, have radio experience with a proven track record of ratings success in a local market. It doesn't have to be a major market, but that helps. Also, individuals who have had success in another area, be it financial, television or public speaking. If they have the talent to turn what they know into a radio show, that can be very compelling."

"If it's somebody who has not done Talk radio but who has written successful books or done television successfully, the first thing I suggest is that they do some local radio. Do it at an individual station, even if it's just on the weekend. Learn how to do radio. A lot of people think it's easy to go from television to radio or from writing to radio. The fact is, it's very difficult. It's easier to go from radio to writing or television."

"When you're doing a two- or three-hour talk show a day, you really are doing something without a net. In television, producers have a lot to do with the product. When you write books, there are people who help with that; but when you're talking to a listener on the radio, listeners will be able to find out what you know and what you don't know and whether or not what you're talking about is something that you really have strong convictions about. You can't hide. You've really got to know your stuff if you want to do Talk radio."

**The decision to move into sports talk:** "It came about from the success we saw with Jim Rome on so many stations where his show was spiking above the ratings of the other talent locally in the marketplace. We looked at that and said, 'Why are so many men coming to these stations for three hours a day?' It was because the show was about a lot more than sports; it was about Jim Rome. We thought there would be a marketplace out there to take sports talk to with credible hosts who could talk intelligently about sports, but who were good entertainers as well."

"We felt that by joining with FOX Sports and taking advantage of the FOX Sports attitude we could develop a 24/7 format that would be informational but also very entertaining. It's going phenomenally well. We started this format a little over a year ago and have 150 affiliates at this point."

**State of radio:** "To my ear, radio sounds better than it has in a long time. There are more and better talents being heard around the country than ever before. That benefits the industry."

**State of Talk radio:** "It's tremendous. The format has grown so much in the past 10 years from being what predominantly were MOR stations that stopped playing music and said, 'We're not playing music anymore, so I guess we're Talk.' Now there's Sports and successful FM Talk stations that target younger men. What I think we'll continue to see is a splintering of the format. Five years from now there will be a lot more Talk stations than there are today. The other great thing about the format is that it's such a sellable format, both locally and on a network basis."

**Future trends:** "Trends are driven by the talent. There were conservative talk show hosts before Rush Limbaugh, and there have been conservative shows since Rush launched. There were sports talk shows before Jim Rome. There were shows about the paranormal before Art Bell. I don't know that those are really trends. What it comes down to is the ability of that host to communicate thoughts and information in an extremely entertaining way. Having said that, there will continue to be splintering, but it will be driven by talent who look at the world in a different way. The talent will create the next format. On the FM side, it was the success of Howard Stern that created the success of FM Talk."

**National programming vs. local talent:** "I understand there's got to be a balance on a station between local and national. Just recently someone said to me, 'We really want our station to be more local.' I asked what they meant by that. They said they needed to take advantage of the local market. What I wished I would have heard that person say was, 'We really want to be great.'"

"If you put a billboard up that said, 'Local 9am-noon,' nobody would listen. If the billboard said it was a great program with a great host, people would go there. I understand that there needs to be a balance, but since the ultimate goal is to drive as many people as possible to listen to the station, in many cases broadcasters are doing themselves a disservice by thinking that 'local' is a marketing concept, when really it's just got to be very good programming."

**Something about his division that might surprise our readers:** "About 70% of the audience that listens to all of our talk programs listens to them on stations not owned by Clear Channel."

**Most influential individual:** "My first boss, Jerry Stehney. He hired me straight out of college, taught me the radio rep business and also taught me it was OK to make mistakes, as long as I learned from them."

**Career highlight:** "When I was in high school, I was one of those guys who really did have the transistor radio under his pillow. My dad would come in and tell me to turn it off. I grew up in Grand Rapids, listening to WBZ/Boston, KDKA/Pittsburgh, KMOX/St. Louis and WGN/Chicago. I was listening to their talk shows. To have attained the position that I have and my responsibilities at Premiere — all of it has been a highlight."

"What makes it so enjoyable is that my wife knows my passion for Talk radio. She's very supportive of what I do and the time that it takes to do it. My daughter, Natalie, sees me go to bed each night with this little thing in my ear and wonders what it is. It's my radio earplug. She keeps asking me why I do that. I tell her Daddy's working. She thinks I work all the time. I find it very difficult to get to sleep at night without listening to a talk show."

**Career disappointment:** "As I've gotten older, I've learned that I have learned more from the mistakes I've made and the disappointments I've had than from the successes. Because of that, I don't dwell on the disappointments; I look at them as learning experiences and try to look ahead from there."

**Favorite radio format:** "Talk."

**Favorite television show:** "Curb Your Enthusiasm."

**Favorite song:** "Let's Stay Together" by Al Green."

**Favorite book:** "Barbarians at the Gate."

**Favorite movie:** "Lost in America. It's very funny, and the first voice you hear in the movie is Larry King doing his radio talk show."

**First talk host he remembers hearing:** "An easy answer: The first guy I really heard whom I thought was really great and unique was a guy named Larry Glick on WBZ/Boston."

**Favorite restaurant:** "In Chicago, Topo Gigio, named after the mouse on *The Ed Sullivan Show*."

**Beverage of choice:** "Iced tea."

**Hobbies:** "Golf, reading biographies, playing with my 3 1/2-year-old daughter Natalie."

**E-mail address:** "gnoack@premiereradio.com."

**Advice for broadcasters:** "It's been said that the play's the thing. That is so true. Focus on the best talent you can find, and don't be afraid to take chances. Too many times I see stations make changes, and the decision is made to take the safer route rather than taking a chance and trying something new. We really are an industry that has, in many ways, a herd mentality. Fortunately, there are a few people willing to take chances. More stations need to be willing to try something new. Also, let's not take all this too seriously. If we didn't know it before, we all learned on Sept. 11, 2001 that it's family and friends that matter. The great thing about this industry is that we are, in many ways, a family. We can't lose sight of that."

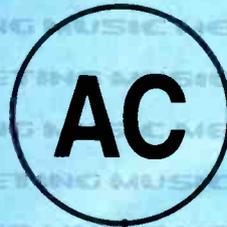


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