

### Getting Down With Socialburn

It's rare for a new artist to grab Most Added honors in more than one format, but it happened this week when



"Down" by Elektra/EEG's Socialburn was Most Added at Alternative and Active Rock. The song, which came in second Most Added at Rock, pulls in 53 adds overall this week.



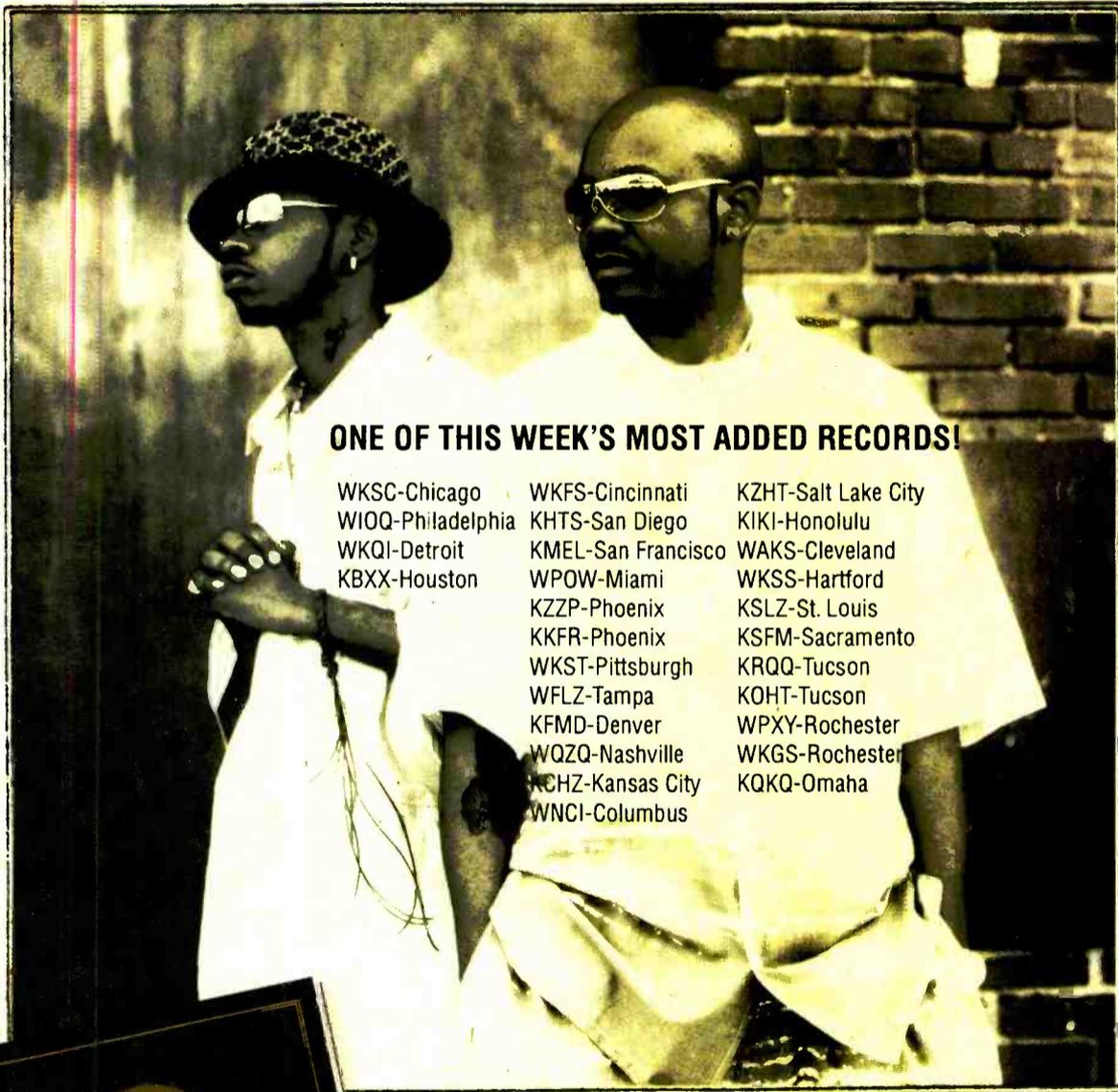
**RADIO & RECORDS**  
[www.radioandrecords.com](http://www.radioandrecords.com)



R&R Smooth Jazz Editor Carol Archer pays homage to her format's hall-of-famers in a 12-page special this week. She kicks things off on Page 1, with a conversation with outgoing KTWV/Los Angeles PD Chris Brodie, then profiles more of Smooth Jazz's heavy hitters inside.

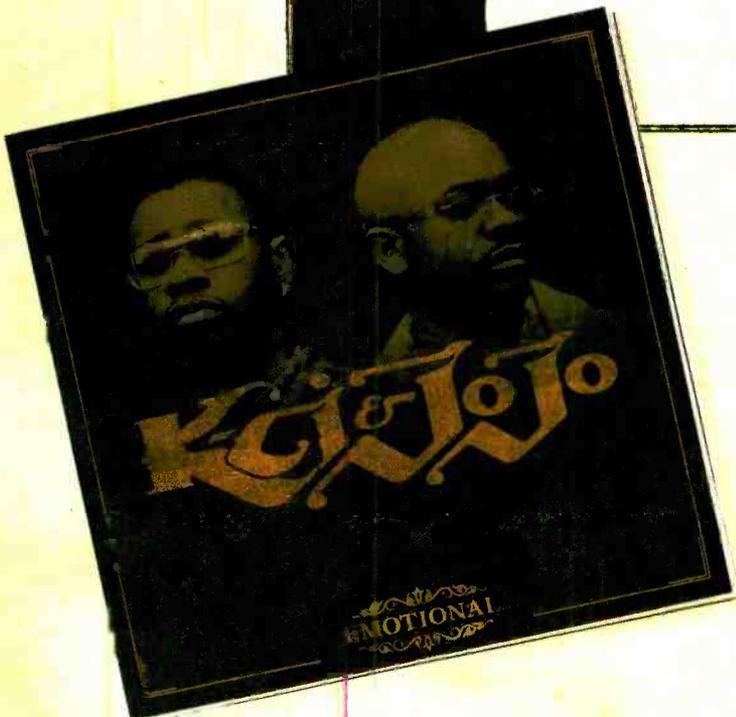
## THE MOMENT HAS ARRIVED.

# Kci & Jojo



### ONE OF THIS WEEK'S MOST ADDED RECORDS!

- |                   |                    |                     |
|-------------------|--------------------|---------------------|
| WKSC-Chicago      | WKFS-Cincinnati    | KZHT-Salt Lake City |
| WIOQ-Philadelphia | KHTS-San Diego     | KIKI-Honolulu       |
| WKQI-Detroit      | KMEL-San Francisco | WAKS-Cleveland      |
| KBXX-Houston      | WPOW-Miami         | WKSS-Hartford       |
|                   | KZZP-Phoenix       | KSLZ-St. Louis      |
|                   | KKFR-Phoenix       | KSFM-Sacramento     |
|                   | WKST-Pittsburgh    | KRQQ-Tucson         |
|                   | WFLZ-Tampa         | KOHT-Tucson         |
|                   | KFMD-Denver        | WPXY-Rochester      |
|                   | WQZQ-Nashville     | WKGS-Rochester      |
|                   | KCHZ-Kansas City   | KQKQ-Omaha          |
|                   | WNCL-Columbus      |                     |



## "This Very Moment"

THE NEXT HIT SINGLE & VIDEO

FROM THE NEW ALBUM

**EMOTIONAL**

IN STORES NOVEMBER 26

FEATURED IN THE UPCOMING MOVIE  
"DELIVER US FROM EVA" STARRING I.I. COOL J

[www.kciandjojo.com](http://www.kciandjojo.com) [www.mcarecords.com](http://www.mcarecords.com)  
©2002 MCA Records

JUSTIN TIMBERLAKE

# Cry Me A River

IMPACTING RADIO 11/25!!!

Already Crying A River!

KIIS	WQZQ	WDBT
KKRZ	KBEA	KFMS
WDRQ	WIHT	WXKS
WKXJ	WFBC	



TRL Video Debut 11/26

- *Billboard* performance 12/09
- Regis & Kelly 12/11
- *Rolling Stone* cover hits streets 12/27
- *Vibe* Cover

THE FOLLOW-UP SINGLE FROM HIS SOLO DEBUT ALBUM

# JUSTIFIED

EXCLUSIVE MANAGEMENT BY LYNN & PAUL HARRISS FOR JUST-IN-TIME ENTERTAINMENT



AND JOHNNY WRIGHT FOR WRIGHT ENTERTAINMENT GROUP



WWW.JUSTINTIMBERLAKE.COM WWW.JIVERECORDS.COM



ON THE BOOK BEAT

It's the holiday season and time again to think about gifts for friends, family and yourself. **John Parikhal** struck a chord last year when he published a list of recommended gift books, so he does it again this week in our Management, Marketing & Sales section. You'll find a variety of novels, historical works and business books. Enjoy! The section also features a promotional planning checklist by consultant **John Lund**, 11 tips to overcome a common selling objection, a 60-second copywriting tip, an RAB Convention preview and our GM Spotlight, featuring Infinity's Tim Pohlman.

Pages 6-8

INFINITY'S LOGAN MOVES UP

For the first time in his life, **Eric Logan** will report to work in a building that contains no radio station. Despite that, Logan — who recently became Infinity Radio's VP/Programming — will be as close as ever to the business he loves. **Angela King** recently sat down with Logan to discuss his new responsibilities.

Page 44

IN THE NEWS

- **Jonathan Adestein** approved by Senate as FCC Commissioner
- **Todd Shannon** becomes OM for Clear Channel/Philly
- **Fernando Perez** appointed Cps Dir. for SBS/Los Angeles
- **Diana Laird** adds XHTZ, **Duncan Payton** takes on XHRM to succeed Fick Thomas
- **Brad Chambers** named PD of KLAC/L.A. as station prepares flip to Adult Standards

Page 3

THIS #1 WEEK

CHR/POP

• **EVINEM** Lose Yourself (Shady/Interscope)

CHR/RHYTHMIC

• **MISSY ELLIOTT** Work It (Gold Mind/Elektra/EEG)

URBAN

• **MISSY ELLIOTT** Work It (Gold Mind/Elektra/EEG)

URBAN AC

• **MUSIQ** Dontchange (Def Soul/IDJMG)

COUNTRY

• **KEITH URBAN** Somebody Like You (Capitol)

AC

• **PHIL COLLINS** Can't Stop Loving You (Atlantic)

HOT AC

• **SANTANA I/M. BRANCH** The Game Of Love (Arista)

SMOOTH JAZZ

• **FOURPLAY** Rollin' (Bluebird/RCA Victor)

ROCK

• **3 DOORS DOWN** When I'm Gone (Republic/Universal)

ACTIVE ROCK

• **DISTURBED** Prayer (Reprise)

ALTERNATIVE

• **FOO FIGHTERS** All My Life (Roswell/RCA)

TRIPLE A

• **U2** Electrical Storm (Interscope)



Davis Set To Lead Unified RCA, J Records Imprints

■ BMG becomes 100% owner of J Records label

BY RON RODRIGUES  
R&R EDITOR-IN-CHIEF  
ronr@radioandrecords.com

**Clive Davis**, the decades-long leader of BMG-owned Arista Records, has returned to the German entertainment giant to become Chairman of **RCA Music Group**. The newly formulated company comprises RCA Records and the Davis-founded J Records. Additionally, BMG has purchased the 50% of J it didn't already own.

"I am happy to be working with BMG's management, which has created a very promising culture for entrepreneurs," Davis said. "I am looking forward to building

on the powerful label we have in J Records and helping to give greater luster to RCA Records, one of America's musical institutions. This is a wonderful challenge that I can't wait to take on."

BMG Chairman/CEO Rolf Schmidt-Holtz said. "We are thrilled to bring Clive back to BMG and to have him lead what we consider a powerhouse label at RCA Music Group. His genius at finding new artists and his proven track record will help lead the RCA name to new levels of creative performance."

DAVIS/See Page 16



Davis

September Radio Dollars Soar 17%

BY JEFF GREEN  
R&R EXECUTIVE EDITOR  
jgreen@radioandrecords.com

Hopes for a strong rebound for September radio sales after 9/11 turned into reality, as revenue figures soared 17% compared to September 2001 — the highest radio growth rate of any month since May 2000, when broadcasters enjoyed an unprecedented 25% increase at the peak of an overall economic and advertising boom.

The September 2002 increase is backed by a 26% jump in national dollars and a 14% rise in local figures, according to the RAB.

Radio revenue for the year also improved steadily to its best figures yet: up 3% at the local level and 9% in national dollars, combining for 4% growth year-to-date.

Although the performance of national business has been better in 2002 throughout the year, the

RAB/See Page 16

Smooth Jazz Superachievers

■ Chris Brodie: Dead-on focus

BY CAROL ARCHER  
R&R SMOOTH JAZZ EDITOR  
carcher@radioandrecords.com

Chris Brodie is the Godmother of Smooth Jazz as surely as James Brown is the Godfather of Soul. She steps down next month after nearly 20 years at the 94.7

frequency, almost 14 of them as PD of KTWV (The Wave)/Los Angeles, in order to spend quality time with her 10-year old daughter, Leah. Brodie's accomplishments — including 25 top five books 25-54 — have kept The Wave the heart and soul of Smooth Jazz since its birth in 1987 and made the station part of Smooth Jazz history.

**R&R:** Did you have a career goal as you began to work in radio? What were your hopes and dreams then?

**CB:** I got into radio by mistake. I was in school to become a lawyer, which has served me so well in my radio career, but I was inoculated the minute I first walked into a radio station. It wasn't so much that it was show business as the fact that it's the most intimate medium.

**R&R:** Since then, how much of your success has been the result of planning and how much the result of fate, circumstance and outside forces?

See Page 59



Ivey Now RVP/Prog. At CC/L.A.

■ Clear Channel also makes Check RVPP/Philly

BY TONY NOVIA  
R&R SR. VP/CHR EDITOR  
novia@radioandrecords.com

KIIS & KYSR/Los Angeles PD **John Ivey** has been promoted to Regional VP/Programming for **Clear Channel's** Los Angeles and Riverside properties. Ivey joined CHR/Pop KIIS in summer 2001 and added duties at Hot AC KYSR that winter.

"John Ivey has done a tremendous job positioning KIIS and KYSR as the leaders in their respective classes in Southern California, as well as taking both stations to the next level." Clear Channel Radio Sr. VP/Programming Steve Smith said. "I feel confident that John



Ivey

can help our other stations in the region to follow suit and expand upon the already phenomenal programming that exists on them now."

Prior to moving to Los Angeles Ivey was PD of WXKS (Kiss 108)/Boston for seven years. He began his radio career in 1975 in Owensboro, KY as an on-air personality and MD.

"John has remarkable insight into all aspects of the radio industry," Clear Channel/L.A. Regional VP Roy Laughlin said. "He is a true gem in our business."

Ivey said, "Being able to work with pros like Steve Smith. Roy

IVEY/See Page 11

Berry Presides Over 'MAL/Washington

BY AL PETERSON  
R&R NEWS/TALK/SPORTS EDITOR  
apeterson@radioandrecords.com

ABC News VP/Radio **Chris Berry** has been named President/GM of ABC Radio's News/Talk **WMAL/Washington**. He succeeds Tom Bresnahan, who recently announced his retirement.

"Chris' outstanding major-market-station credentials, along with his extensive national experience in running the ABC Radio news division, make him ideally suited for the top position at WMAL," said ABC Radio Sta-



Berry

tion Group President Mitch Dolan, to whom Berry will report. "We're pleased to welcome him to WMAL and the ABC Radio Station Group, and we look forward to his future achievements in Washington, DC."

Berry, who began his broadcast career as a producer at WHBQ-TV/Memphis, joins WMAL after six years as VP/Radio at ABC News/New York, where he was responsible for all domestic and international news, sports and information

BERRY/See Page 16

Infinity To Place KFVB Into Trust

BY ADAM JACOBSON  
R&R RADIO EDITOR  
ajacobson@radioandrecords.com

The suspense over which Los Angeles radio station **Infinity Broadcasting** would divest in



NEWS • TRAFFIC • DODGERS

order for parent company Viacom to complete its \$650 million purchase of Young Broadcasting's KCAL-TV/Los Angeles came to an end on Nov. 15 — the last day Infinity had to make a move. But, in the end, the company opted not to divest any radio property.

Rather than sell a valuable possession in market No. 2 — where Viacom would own two TV stations and seven radio stations, exceeding FCC ownership limits by one station — Infinity agreed to place News **KFVB/Los Angeles** into a trust. **Bill Clark**, a former President of

KFVB/See Page 16

# Saving Lives Through The Power Of Radio

**Foresters**  
Investing · Sharing · Inspiring



Foresters™ is the proud international title sponsor of Children's Miracle Network Radiothon. Foresters is a 125-year-old financial services organization that invests in its members' communities and in the lives of children who represent the future.

www.foresters.biz T 800 828 1540

Foresters™ is a trademark of The Independent Order of Foresters, a mutual benefit society.

The 17 million children treated by Children's Miracle Network hospitals would like to thank their radio partners for raising more than \$21 million in 2002.

Through the generous support of Foresters™ every dollar raised through Children's Miracle Network Radiothons stays in the community to help kids treated by their Children's Miracle Network hospital. The funds raised by these stations are used to provide:

- State-of-art Care
- Cutting-edge Research
- Preventative Education

Children's Miracle Network hospitals are there for our children 24 hours a day 7 days a week. Please join us in thanking these stations for helping the children of their communities.



MARKET	STATION	HOSPITAL	MARKET	STATION	HOSPITAL	MARKET	STATION	HOSPITAL
Abilene, TX	KCDD-FM	Hendrick Medical Center	Gainesville, FL	WSKY-FM	Shands Children's Hospital at the University of Florida and Arnold Palmer Hospital for Women and Children	Sacramento, CA	KRXO-FM	UC Davis Medical Center
Abilene, TX	KAGT-FM	Hendrick Medical Center	Grand Rapids	WOOD-FM	DeVos Children's Hospital	Sacramento, CA	KSEG-FM	UC Davis Medical Center
Abilene, TX	KBCY-FM	Hendrick Medical Center	Green Bay-Appleton, WI	WKSZ-FM	Children's Hospital of Wisconsin	Sacramento, CA	KSSJ-FM	UC Davis Children's Hospital
Akron, OH	WKDD-FM	Children's Hospital Medical Center of Akron	Greenville, NC	WNCT-FM	University Health Systems of Eastern Carolina's Children's Hospital	Salinas, CA	KTOM-FM	Salinas Valley Memorial Hospital
Albany, GA	WDBB-FM	Phoebe Putney Memorial Hospital	Greenville, SC	WMYI-FM	The Greenville Hospital System Children's Hospital	San Antonio, TX	KQXT-FM	Christus Santa Rosa Children's Hospital
Albany, NY	WGYAM	Children's Hospital at Albany Medical Center	Halifax, NS	CIOO-FM	TKW Health Centre Foundation	San Diego, CA	KHTS-FM	Children's Hospital & Health Center
Albuquerque, NM	KKOB-FM	UNM Children's Hospital	Harrisburg, PA	WCAT-FM	Penn State Children's Hospital at the Milton S. Hershey Medical Center	San Diego, CA	KMSX-FM	Children's Hospital & Health Center
Alexandria, LA	KQID-FM	Christus St. Francis Cabrini Hospital	Honolulu, HI	KINE-FM	Kapi'olani Medical Center for Women & Children	San Diego, CA	XHRM-FM	Children's Hospital & Health Center
Amarillo, TX	KMML-FM	Baptist St. Anthony's Health System	Huntsville-Deatur, AL	WDRM-FM	Children's Hospital Health System	San Diego, CA	KJQY-FM	Children's Hospital & Health Center
Anchorage, AK	KASH-FM	Children's Hospital at Providence	Indianapolis, IN	WENS-FM	Riley Hospital for Children	San Francisco-Oakland, CA	KBLX-FM	Children's Hospital Oakland
Augusta, GA	WBBQ-FM	Medical College of Georgia Children's Medical Center	Jackson, MS	WJXX-FM	Blair E. Batson Hospital for Children at the University of Mississippi Medical Center	Sarnia, Ontario	CFGX-FM	Children's Hospital of Western Ontario
Austin, TX	KVET-FM	Children's Hospital of Austin	Jackson, MS	WIIN-AM	Blair E. Batson Hospital for Children at the University of Mississippi Medical Center	Saskatoon, Saskatchewan	CKOM-AM	Children's Health Foundation of Saskatchewan
Bakersfield, CA	KERN-AM	Bakersfield Memorial Health Foundation	Jackson, MS	WUSJ-FM	Blair E. Batson Hospital for Children at the University of Mississippi Medical Center	Saskatoon, Saskatchewan	CFMC-FM	Children's Health Foundation of Saskatchewan
Baltimore, MD	WWMX-FM	Johns Hopkins Children's Center	Jackson, MS	WYDY-FM	Blair E. Batson Hospital for Children at the University of Mississippi Medical Center	Seattle-Tacoma, WA	CJDI-FM	Children's Health Foundation of Saskatchewan
Bangor, ME	WKSQ-FM	CMN of Eastern Maine Healthcare	Jackson, TN	WWYN-FM	LeBonheur Children's Medical Center	Seymour, IN	KBKS-FM	Children's Hospital and Regional Medical Center
Baton Rouge, LA	WDGL-FM	Our Lady of the Lake Children's Center	Joplin, MO	KJMK-FM	Freeman Health System	Sioux Falls, SD	WZBZ-AM	Riley Hospital for Children
Baton Rouge, LA	WTGE-FM	Our Lady of the Lake Children's Center	Kansas City, KS	KMXY-FM	The Children's Mercy Hospital; University of Kansas Medical Center	Sioux Falls, SD	WQKC-FM	Riley Hospital for Children
Beaumont, TX	KAYD-FM	Christus St. Mary Hospital	Knarville, TN	WWST-FM	East Tennessee Children's Hospital	Sioux Falls, SD	KGLU-FM	St. Luke's Health Foundation
Beaumont, TX	KYKR-FM	Christus St. Mary Hospital	La Crosse, WI	WLFF-AM	Gundersen Lutheran Medical Center	South Dakota	KSDR-FM	Children's at Sioux Valley Hospital and University of South Dakota
Birmingham, AL	WMLJ-FM	Children's Hospital Health System	Lake Charles, LA	KHLA-FM	Christus St. Patrick Hospital	South Bend, IN	WADR-FM	Riley Hospital for Children
Boise, ID	KXLT-FM	St. Luke's Children's Hospital	Lake Charles, LA	KBXG-FM	Christus St. Patrick Hospital	Spokane, WA	KZZU-FM	Inland Northwest CMN Hospitals
Boston	WBUX-FM	Children's Hospital Boston	Laurel, MS	WBBN-FM	Blair E. Batson Hospital for Children at the University of Mississippi Medical Center	Springfield, IL	WNNF-FM	St. John's Hospital
Bryan-College Station, TX	KKYS-FM	Scott and White Memorial Hospital	Laurel, MS	WKZW-FM	Blair E. Batson Hospital for Children at the University of Mississippi Medical Center	Springfield, MO	KGMF-FM	CarleHealth
Buffalo, NY	WYRK-FM	Children's Hospital of Buffalo	Little Rock, AR	KSSN-FM	Arkansas Children's Hospital Foundation	Springfield-Holyoke, MA	WNAS-FM	Baystate Medical Center Children's Hospital
Burlington, VT	WOKD-FM	Vermont Children's Hospital at Fletcher Allen Health Care	London, Ontario	CIDM-FM	Children's Hospital of Western Ontario	St. Louis, MO	WVRY-FM	Cardinal Glennon Children's Hospital; St. Louis Children's Hospital
Cedar Rapids, IA	KHAK-FM	Children's Hospital of Iowa at the University of Iowa Hospitals and Clinics	Lubbock, TX	KLLI-FM	UMC Children's Hospital	Sunbury, PA	WKOK-AM	Janet Weis Children's Hospital at Geisinger Medical Center
Charlotte, NC	WLYT-FM	The Children's Hospital at Carolinas Medical Center	Lubbock, TX	KLQL-FM	Sioux Valley Children's Hospital	Sunbury, PA	WEGH-FM	Janet Weis Children's Hospital at Geisinger Medical Center
Charlottesville, VA	WHITE-FM	University of Virginia Children's Medical Center	Luverne, MN	WPEZ-FM	The Children's Hospital at the Medical Center	Sunbury, PA	WQKX-FM	Janet Weis Children's Hospital at Geisinger Medical Center
Charlottesville, VA	WUMX-FM	University of Virginia Children's Medical Center	Macon, GA	WSRR-FM	LeBonheur Children's Medical Center	Syracuse, NY	WBBS-FM	Upstate Medical University
Charlottesville, VA	WFFX-FM	University of Virginia Children's Medical Center	Memphis, TN	WXLH-FM	Children's Hospital of Wisconsin	Tallahassee, FL	WTLY-FM	Shands Children's Hospital at University of Florida and Arnold Palmer Hospital for Women and Children
Charlottesville, VA	WCYK-FM	University of Virginia Children's Medical Center	Milwaukee, WI	WKLH-FM	Gillette Children's Specialty Healthcare	Terre Haute, IN	WVVR-FM	Riley Hospital for Children
Chattanooga, TN	WKXJ-FM	T. C. Thompson Children's Hospital	Minneapolis-St. Paul, MN	KSTP-FM	University of South Alabama Children's & Women's Hospital	Toronto, Ontario	CFRB-AM	The Hospital for Sick Children
Chicago, IL	WTMX-FM	Children's Memorial Hospital	Mobile, AL	WMXC-FM	Children's Hospital Health System	Traverse City, MI	WKLH-FM	DeVos Children's Hospital
Columbia, MO	KPLA-FM	Children's Hospital of University of Missouri Health Care	Montgomery-Selma, AL	WHHY-FM	West Virginia University Children's Hospital	Tri-Cities, TN	WTFX-FM	Wellmont Foundation
Columbia, SC	WTCB-FM	Palmetto Health Foundation	Morgantown, WV	WVAQ-FM	McLeod Children's Hospital	Tucson, AZ	KROQ-FM	Tucson Medical Center
Columbus, GA	WKCN-FM	Columbus Regional Medical Center	Myrtle Beach, SC	WDAR-FM	Vanderbilt Children's Hospital	Tucson, AZ	KWHF-FM	Tucson Medical Center
Corpus Christi, TX	KRYS-FM	Driscoll Children's Hospital	Nashville, TN	WJXA-FM	Children's Hospital of The King's Daughters	Tucson, AZ	KWTF-FM	Tucson Medical Center
Dallas, TX	KDMX-FM	Children's Medical Center of Dallas; Cook Children's Medical Center	Norfolk, VA	WPTE-FM	Medical Center Hospital—Odessa, TX	Tucson, AZ	KXEW-AM	Tucson Medical Center
Davenport, IA	KBEA-FM	Children's Hospital of Iowa at the University of Iowa Hospitals and Clinics	Odessa-Midland, TX	KHXX-FM	Children's Medical Research Institute	Tucson, AZ	KNST-AM	Tucson Medical Center
Dayton, OH	WHKO-FM	The Children's Medical Center	Oklahoma City, OK	KXXY-FM	Children's Hospital	Tucson, AZ	KTRZ-AM	Tucson Medical Center
Denver, CO	KALC-FM	The Children's Hospital and National Jewish Medical & Research Center	Omaha, NE	KXKT-FM	Children's Hospital	Tulsa, OK	KOYT-FM	Tucson Medical Center
Des Moines, IA	KSTZ-FM	Children's Hospital of Iowa at the University of Iowa Hospitals and Clinics	Orlando, FL	WMGF-FM	Shands Children's Hospital at the University of Florida and Arnold Palmer Hospital for Women and Children	Tulsa, OK	KVOO-FM	Children's Medical Center Foundation
Dothan, AL	WDJR-FM	Children's Hospital Health System	Ottawa, Ontario	CKBY-FM	Children's Hospital of Eastern Ontario	Tupelo, MS	WNZD-FM	LeBonheur Children's Medical Center
Dublin, GA	WQZY-FM	The Children's Hospital at the Medical Center of Central GA	Panama City, FL	WILN-FM	Sacred Heart Children's Hospital	Tuscaloosa, AL	WXTI-FM	Children's Hospital Health System
Dubuque, IA	KLYV-FM	Children's Hospital of Iowa at the University of Iowa Hospitals and Clinics	Panama City, FL	WYOO-FM	Sacred Heart Children's Hospital	Tyler-Longview, TX	KTYL-FM	Trinity Mother Frances Health System
Edmonton, Alberta	CHED-AM	Stollery Children's Hospital Foundation	Panama City, FL	WXBA-FM	Sacred Heart Children's Hospital	Tyler-Longview, TX	KMOO-FM	Trinity Mother Frances Health System
Edmonton, Alberta	CKNG-FM	Stollery Children's Hospital Foundation	Peoria, IL	WPBG-FM	Children's Hospital of Illinois	Utica, NY	WLZW-FM	Foxton-St. Luke's Healthcare Foundation
Elmira, NY	WNLK-FM	Arnot Ogden Medical Center	Philadelphia, PA	WUPL-FM	The Children's Hospital of Philadelphia	Vancouver, BC	CKKS-FM	BC Children's Hospital Foundation
Erie, PA	WFGO-FM	Saint Vincent Health Center	Phoenix, AZ	WQGL-FM	Phoenix Children's Hospital	Washington, DC	WMAA-AM	Children's National Medical Center
Eugene, OR	KDUK-FM	Sacred Heart Medical Center	Pittsburgh, PA	WBZZ-FM	Children's Hospital of Pittsburgh; The Children's Institute	Watertown, NY	WBDR-FM	Samaritan Medical Center
Evansville, IN	WKYF-FM	Riley Hospital for Children	Portland, OR	KWJJ-FM	Duke Children's Hospital and Health Center	Wichita Falls, TX	KNIN-FM	United Regional Health Care System
Fargo, ND	WDAY-FM	Children's Hospital [Merit Care Foundation]	Raleigh-Durham, NC	WRAL-FM	Washoe Medical Center	Wichita, KS	KRBB-FM	Via Christi Regional Medical Center
Flint, MI	WWCK-FM	Hurley Medical Center	Reno, NV	KBUL-FM	Golsano Children's Hospital at Strong	Wilkes Barre-Scranton, PA	WCWF-FM	Janet Weis Children's Hospital at Geisinger Medical Center
Florence-Muscle Shoals, AL	WLAY-AM	Children's Hospital Health System	Rochester, NY	WVOR-FM	UC Davis Medical Center	Wilkes Barre-Scranton, PA	WBHT-FM	Janet Weis Children's Hospital at Geisinger Medical Center
Florence-Muscle Shoals, AL	WYNA-FM	Children's Hospital Health System	Sacramento, CA	KDND-FM		Wilkes Barre-Scranton, PA	WNGS-FM	Janet Weis Children's Hospital at Geisinger Medical Center
Florence-Muscle Shoals, AL	WYNA-AM	Children's Hospital Health System				Winnipeg, Ontario	CKLW-AM	Children's Hospital of Western Ontario
Florence-Muscle Shoals, AL	WKGL-FM	Children's Hospital Health System				Winnipeg, Manitoba	CFQX-FM	Children's Hospital Foundation of Manitoba
Florence-Muscle Shoals, AL	WLAY-FM	Children's Hospital Health System				Winnipeg, Manitoba	CKMM-FM	Children's Hospital Foundation of Manitoba
Fresno, CA	KSAS-FM	Children's Hospital Central California				Yakima, WA	KIT-FM	Yakima Valley Memorial Hospital
Ft. Wayne, IN	WAJH-FM	Riley Hospital for Children						
Gainesville, FL	WKTK-FM	Shands Children's Hospital at the University of Florida and Arnold Palmer Hospital for Women and Children						

To find out how your station can get involved, visit [www.cmn.org/radio](http://www.cmn.org/radio)

## Shannon Adds OM Duties At Clear Channel/Philly

**Todd Shannon** has been promoted to OM for Clear Channel's Philadelphia cluster, which comprises Gospel-Urban AC combo **WDAS-AM & FM**, Smooth Jazz **WJJZ**, AC **WSNI**, CHR/Pop **WIOQ** and Urban **WUSL**. Shannon will also retain his PD duties at **WIOQ**.

"I'd like to be the first to wish Todd a big, fat congratulations," Clear Channel/Philadelphia Regional VP/Market Manager Richard Lewis said. "Todd will assist and lead our outstanding stable of PDs — Michael Tozzi at **WJJZ**, Glenn Cooper at **WUSL**, Joe Tamburro at **WDAS-FM**, Neicy Tribbett at **WDAS-AM** and Brian Check at **WSNI** — to make our cluster work together as one outstanding, if not the best, radio unit in the company."

Shannon was previously PD for Clear Channel's **KHKS/Dallas**. He has also programmed **KHTS/San Diego** and **WNCI/Columbus, OH**.

## Chambers Set As PD Of KLAC/L.A.

In preparation for its flip to Adult Standards as "Fabulous 570," Clear Channel's **KLAC/Los Angeles** has tapped 30-year broadcasting veteran **Brad Chambers** as PD. Chambers will take over for **Mark Thomas** when **KLAC** flips from Talk on Dec. 12. Thomas will remain with Clear Channel as Asst. PD at co-owned **News/Talk KFI/L.A.**

Following a long music-radio career, Chambers in 1997 joined then-Jacor Broadcasting as Operations Director for the company's Boise, ID cluster. For the past several years he has served as Clear Channel/Los Angeles Director/Programming Technology & Distribution, responsible for using the Prophet System to distribute programming to Clear Channel's L.A. radio stations.

He also oversees programming on six of the Clear Channel stations that provide programming content to XM Satellite Radio. He will continue to serve in both those roles

**CHAMBERS/See Page 10**

## R&R Observes Thanksgiving

R&R's Los Angeles, Nashville and Washington, DC offices will be closed Thursday, Nov. 28 and Friday, Nov. 29 for the Thanksgiving holiday.



## A Winning Combination



'N Sync bandmember **JC Chasez** (l) and solo artist **Toni Braxton** announced the nominations for the 30th annual American Music Awards at a press conference Tuesday in Beverly Hills, CA. **Dick Clark** was also on hand to disclose the nominees for the 20 awards. The winners will be revealed during this year's AMA telecast, to be aired on ABC-TV on Jan. 13, 2003. The telecast will be hosted by the Osbournes.

## Senate OKs Adelstein For FCC Seat

Democrat will fill vacancy once sworn in

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

After months of bickering among Sens. Tom Daschle, Trent Lott and John McCain, on Nov. 14 **Jonathan Adelstein** — a legislative assistant to Daschle — received Senate approval of his nomination for a seat on the FCC.

The approval, granted by a voice vote, means Adelstein will fill the vacant fifth seat at the commission, ending a long-standing debate among Daschle, Lott and McCain over a number of different nominees for various government posts. In fact, Daschle's press office told R&R there was a push from both sides of the aisle to get pending nominations through before Congress recesses for the holidays.

While President Bush said in



**Adelstein**

February that it was his intention to nominate Adelstein, a hearing on Adelstein's candidacy wasn't held until July. At that hearing Adelstein said he believed that the telecommunications industry was in a state of crisis and vowed to implement a sensible, bipartisan approach to maintaining what he described as America's leadership in communications.

The approval of Adelstein, a Democrat, also gives Commissioner Michael Copps a new ally at the FCC, as he's been the lone Democrat at the agency for more than a year. For his part, Copps said Adelstein's arrival will be good for the FCC.

"We not only get an exceptionally fine new colleague," Copps said.

**ADELSTEIN/See Page 16**

## Perez Named SBS/L.A. Operations Dir.

**Fernando Perez** has been named Operations Director for Spanish Broadcasting System's Los Angeles stations, overseeing the programming of Regional Mexican **KLAX (La Raza)** and Spanish AC **KXOL (El Sol 96.3)** and working closely with **KLAX** Programming Coordinator **Juan Carlos Hidalgo** and **KXOL** PD **Martha Shalhoub**. Perez was most recently PD of Big City Radio's L.A.-area "Viva 107.1" trimulcast (**KLYY/L.A.**; **KVYY/Ventura, CA**; and **KSYF/Fallbrook, CA**).

When asked why Perez was chosen for the post, SBS Exec. VP/Programming **Bill Tanner** told R&R, "Because I think he's the hot kid on the block. We're always looking for the hot new guy, and he's it. Just based on his intuition and knowledge, I'm impressed with him and what he has to offer. I like his ideas about where our stations need to go."

Perez, a native of Guadalajara, Mexico, became PD of **Viva 107.1** in August 2001 after joining the station as MD. He began his career at **KSSE (Super Estrella)/Riverside-L.A.** as a programming intern while a student at Mt. San Antonio College in Walnut, CA and later became a production assistant and part-time air talent.

Concurrent with Perez's arrival at SBS, National PD **Pio Ferro** has relocated to South Florida. Ferro assumed direct programming responsibilities for the company's **WCMQ-FM**, **WRMA & WXDJ** Miami in early October and will now be based at SBS's Coral Gables, FL offices.

"Bill, Pio and I share a common goal," Perez told R&R. "Our views and ideas are very alike, and I'm extremely excited to join the SBS programming team. I'm ready to concentrate my work on making the L.A. properties grow."

NOVEMBER 22, 2002

## NEWS & FEATURES

<b>Radio Business</b>	<b>4</b>	<b>Legends</b>	<b>17</b>
Business Briefs	4	<b>Sound Decisions</b>	<b>22</b>
Transactions	5	<b>Going For Adds</b>	<b>24</b>
<b>Management, Marketing, Sales</b>	<b>6</b>	<b>Publisher's Profile</b>	<b>100</b>
<b>Digital Media</b>	<b>9</b>	<b>Opportunities</b>	<b>96</b>
<b>National Music Formats</b>	<b>12</b>	<b>Marketplace</b>	<b>97</b>
<b>National Video Charts</b>	<b>13</b>		
<b>Street Talk</b>	<b>18</b>		

## FORMATS & CHARTS

<b>News/Talk/Sports</b>	<b>14</b>	<b>Smooth Jazz Special</b>	<b>59</b>
<b>Retail Top 50</b>	<b>23</b>	Smooth Jazz Chart	70
<b>CHR/Pop</b>	<b>25</b>	Smooth Jazz Action	71
Callout America	26	<b>Rock</b>	<b>72</b>
CHR/Pop Chart	27	Rock Chart	73
Pop Action	29	Active Rock Chart	74
CHR/Pop RateTheMusic	30	Rock Action/Rock Specialty Show	76
<b>CHR/Rhythmic</b>	<b>32</b>	<b>Alternative</b>	<b>80</b>
CHR/Rhythmic Chart	35	Alternative Chart	81
Rhythmic Action	37	Alternative Action	82
CHR/Rhythmic RateTheMusic	38	Alternative RateTheMusic/ Specialty Show	83
<b>Urban</b>	<b>39</b>	<b>Triple A</b>	<b>84</b>
Urban Chart	40	Triple A Chart	85
Urban Action	42	Triple A Action	87
Urban AC Chart	43	<b>Christian</b>	<b>88</b>
<b>Country</b>	<b>44</b>	<b>CCM Update</b>	<b>89</b>
Nashville	46	Christian Charts	90-91
Country Chart	47	<b>Spanish Language</b>	<b>92</b>
Country Indicator	48	<b>Radio y Musica</b>	<b>93</b>
Country Callout	49	Spanish-Language Charts	94-95
Country Action	50		
<b>Hot AC/AC</b>	<b>52</b>		
AC Chart	53		
AC RateTheMusic	54		
AC/Hot AC Action	55		
Hot AC Chart	56		
Hot AC RateTheMusic	57		

The Back Pages 98

## Laird, Payton Expand Duties At Clear Channel/San Diego As Thomas Resigns

Less than two weeks after posting a No. 1 trend with **CHR/Rhythmic XHTZ (Z90)/San Diego**, Rick Thomas has resigned as PD of that station, as well as **Rhythmic Oldies XHRM (Magic 92.5)/San Diego**. As a result, Clear Channel/San Diego has given **CHR/Pop KHTS** PD **Diana Laird** and **Hot AC KMYI** PD **Duncan Payton** additional programming duties for **XHTZ** and

**SAN DIEGO/See Page 16**



**Laird**



**Payton**

## Small-Webcaster Bill Passes In House And Senate

Mixed industry reaction to compromise bill

By **BRIDA CONNOLLY**  
R&R ASST. MANAGING EDITOR  
bconnolly@radioandrecords.com

The Small Webcasters Settlement Act passed unanimously in both houses of Congress in the early morning hours of Nov. 15, and President Bush is expected to sign it into law shortly. That means that, more than four years after the passage of the Digital Millennium Copyright Act, which requires webcasters to pay performance royalties and mandates that a statutory license with set royalty rates be made available to qualifying webcasters, the matter of how much small web-

casters must pay for the music they play appears to be settled at last.

The last attempt at a webcast-royalties bill, the Small Webcasters Amendment Act, was prevented from coming to a vote in the Senate by Sen. Jesse Helms. Helms was responding to objections from the National Religious Broadcasters Music License Committee, which feared that the SWAA's royalty rates could be used as a precedent in future rate-setting proceedings. The new law says clearly that any terms negotiated may not be used as precedents or as evidence in the ongoing

**See Page 9**

# Satcasters Post Widened Losses As Subscriptions Rise

□ Meanwhile, Big City, Radio Unica losses narrow

By Joe Howard  
R&R WASHINGTON BUREAU  
jhoward@radioandrecords.com

During a week in which both satellite radio broadcasters reported their Q3 earnings, indications that the new medium's popularity is growing among consumers was offset by increased quarterly losses for both companies.

**XM Satellite Radio's** net loss grew from \$70 million, or \$1.14 per share, in Q3 2001 to \$109.6 million, or \$1.26 per share, during the third quarter of 2002. The net loss came in a penny behind Thomson First Call's consensus estimate of \$1.25 per share.

Explaining that comparisons to Q2 are more useful in XM's case than year-ago comps, XM CFO Joe Euteneuer reported during a conference call with investors that XM's Q3 net loss narrowed from Q2's \$122.4 million, or \$1.38 per share, and its revenue increased 47% from quarter to quarter. Additionally, XM saw Q3 '02 revenue of \$5.6 million, compared to Q3 2001 revenue of just \$1,000. Year to year, the EBITDA loss grew 35%, to \$67.1 million.

Meanwhile, XM said it gained 64,836 new customers during Q3 and, as of Sept. 30, had 201,554 subscribers. President/CEO Hugh Panero said XM is still on track to meet its target of 350,000 subscribers by the end of 2002 and predicted that it will have signed up 1.3 million customers by the end of 2003.

Rival **Sirius Satellite Radio** is also looking toward 2003, having recently lowered its 2002 subscriber estimate from 75,000 to between 30,000 and 40,000. Sirius predicted that it will have 400,000 subscribers by the end of next year.

During Q3 Sirius offered rebates to new customers as an incentive to sign up, and those rebates — which helped the satcaster entice 4,315 new

subscribers — had an impact on the company's financial results. Sirius saw negative subscriber revenue of \$51,000 during the quarter, as the mail-in rebates offset any profits. For the nine months ended Sept. 30, Sirius had just \$3,000 in subscriber revenue.

Overall, Q3 was bleak for Sirius, as its net loss increased from \$57.4 million, or \$1.06 per share, to \$119.7 million, or \$1.56, due to a \$9.2 million noncash stock-compensation benefit tied to employee stock options. Sirius' EBITDA loss widened 69%, to \$60 million, and its overall loss from operations increased from \$31 million to \$82 million. However, the company reported 16,136 subscribers as of Oct. 31, up from 11,821 on Sept. 30.

## Big City's Woes Continue

The troubles keep coming for **Big City Radio**, which reported a 41% dip in revenue during Q3. Revenue

**EARNINGS/See Next Page**

## BUSINESS BRIEFS

### FMC Study Slammed By NAB, Supported By Feingold

**T**he **Future Of Music Coalition**, a nonprofit Washington, DC-based lobbying group created to inform the public about issues concerning musicians and emerging technology, this week released a study that concluded that the "radical consolidation" in radio since the Telecommunications Act's passage in 1996 has "damaged the public's radio airwaves and stifled localism, competition, innovation and diversity across the country." Among the report's highlights: Just 10 parent companies dominate the radio spectrum, listenership and revenues. In fact, FMC said Clear Channel and Viacom-owned Infinity together control 42% of listeners and 45% of industry revenues. The report rejects claims of greater diversity in radio formats since the Telecom Act's passage, saying that "format variety does not imply programming diversity."

Early reports of the FMC's findings drew an immediate response from the **NAB**, which said, "The inaccurate conclusions made in this report are refuted by numerous governmental and respected research organizations." The NAB pointed to several reports that contradict the FMC's claims, including an FCC study that found that format diversity has increased 7% since the Telecom Act.

The FMC's report also drew a response from Sen. **Russ Feingold**, who said the study's main points reflect the concerns that led him to introduce the Competition in Radio and Concert Industries Act earlier this year. Feingold said, "The study reflects the concerns I have been hearing from independent radio stations, concert promoters, artists and consumers. The Telecommunications Act of 1996 opened the floodgates for concentration and anti-competitive practices."

### Radio Unica's Blaya: 'Arbitron Has Acted In Bad Faith'

**R**adio Unica Chairman/CEO **Joaquin Blaya** last week blasted **Arbitron** on the job it's doing of measuring Spanish-language radio listenership, joining executives from Hispanic Broadcasting and Spanish Broadcasting System who have said the ratings service fails to accurately record Spanish-language listeners. "We believe their service contains material defects," Blaya said during Radio Unica's Q3 conference call. "Given the results of recent independent surveys, we have no doubt that our audience levels are higher and more stable than Arbitron's numbers suggest."

Blaya also took aim at Arbitron's announcement that it will use language-preference weighting in the future. He said the announcement sounded good, but "the reality is very discouraging." He continued, "Arbitron has no idea when they can start language weighting. Further, they cannot tell us how they plan to do language weighting. Their software has not been updated in 20 years." Blaya also attacked Arbitron as a monopoly and said he feels that the quality of its product is very different for Spanish-language customers than for English-language subscribers. He said, "We feel that we are being discriminated against."

### Arbitron Acknowledges Link Between Language And Listening

**S**panish-language broadcasters who attended last week's meeting with Arbitron in Los Angeles are still digesting what one executive said should be the biggest headline of the two-day gathering: Arbitron has officially recognized that the language preference of a respondent is connected to his or her radio-listening behavior. One source told **R&R** that many in the room were stunned by the statement, which appeared on a slide during a presentation by Dr. Ed Cohen.

### Hispanics Equally Likely To Accept Arbitron PPM

**A**n Arbitron recruitment test for its Portable People Meter recently conducted in two West Coast markets that include High Density Hispanic Areas showed that Hispanic people are just as likely to accept the PPM as non-Hispanics. Arbitron Sr. VP/Communications Thom Mocarsky told **R&R** that, in the two markets, Hispanic and non-Hispanic acceptance rates were identical, at 47.2%. That's compared to a 46% acceptance rate among Hispanics and a 43% acceptance rate for non-Hispanics in Philadelphia, which has a Hispanic population of just 5%. "Our basic conclusion is that non-Hispanic and Hispanic households are equally likely to join a PPM panel," Mocarsky said.

### Hawes-Saunders Broadcast Files Chapter 11

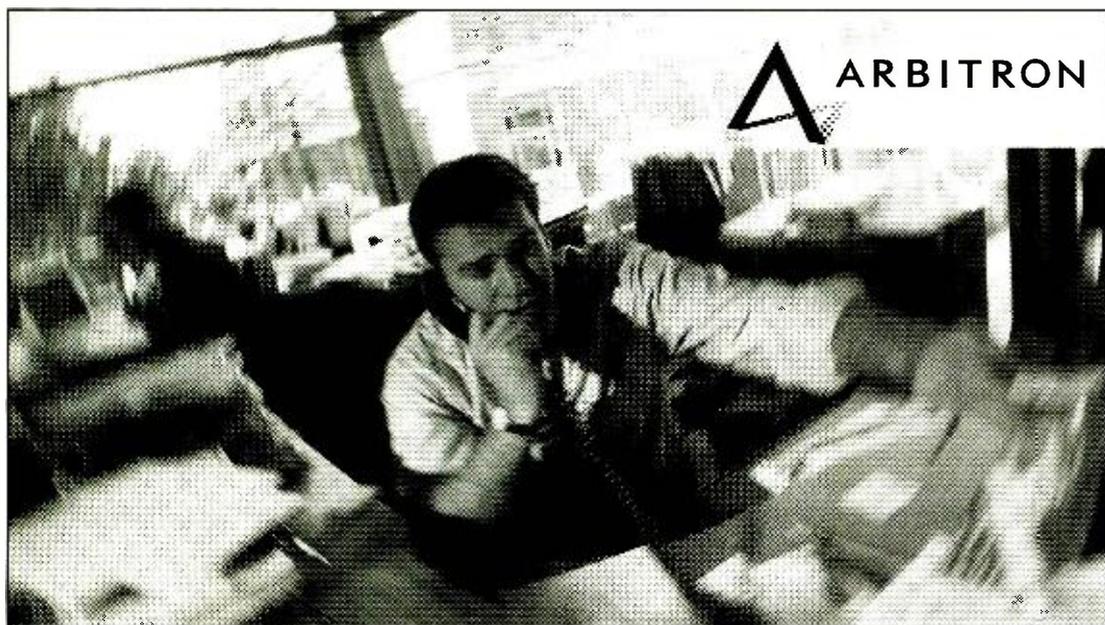
**Hawes-Saunders Broadcast Properties**, which owns WRNB & WROU/Dayton, filed for Chapter 11 bankruptcy protection on Nov. 4 — the same day Montgomery County Judge Michael Hall appointed a

**Continued on Next Page**

### R&R Stock Index

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

	Change Since				
	11/15/01	11/8/02	11/15/02	11/15/01	11/8/02-11/15/02
<b>R&amp;R Index</b>	224.23	207.63	172.20	-23%	-17%
<b>Dow Industrials</b>	9872.39	8537.06	8579.09	-13%	+0.5%
<b>S&amp;P 500</b>	1142.24	894.77	909.81	-20%	+1.7%



## The Pressure Is On for Higher Ratings

Identify Your Best Opportunities for Growth with PD Advantage

Your GM wants results. You've got mounds of data—but no real benchmarks to provide direction. You need a tool to make sense of it all and program smarter. For the first time ever, you can now compare your station's performance against the best stations in America—and identify your best opportunities for growth. And you can only do it with the Top Performers report in the new PD Advantage® 4.0.

To find out how PD Advantage 4.0 can help you get your station on top, call your Arbitron representative or send an e-mail to bob.michaels@arbitron.com or gary.marince@arbitron.com.

**pd advantage**

When You Know More, You Program Better

## XM Cuts Jobs, Seeks Payment Deferrals

While he's confident that his company will reach its goal of signing up 350,000 subscribers by year's end, XM Satellite Radio President/CEO Hugh Panero said recently that he is personally disappointed that his company wasn't able to bring in a new round of funding by the time it released its Q3 financial results (see story, Page 4).

Panero said that XM is actively working on the funding, as well as seeking the deferral of payments on debts owed to a major investor. That news, along with a series of layoffs and some changes to the satcaster's programming lineup, added up to an active week for XM.

During the Nov. 14 conference call Panero said he hopes to raise between \$200 million and \$250 million in financial support to help carry XM until it reaches positive cash flow. Additionally, he said XM is in talks with equipment manufacturer and XM investor General Motors to defer upward of \$200 million in debt payments, about half of which is due in 2003 and 2004, in exchange for debt and con-

vertible securities. XM also hopes to make arrangements with GM to make some of the payments in either stock or cash.

"Frankly, funding concerns overhang this company," Panero said, adding that though he wasn't able to make a funding announcement by the time of the call, the company is making progress. "We know that you, as investors, are eager to see a successful conclusion to this effort," he said.

Meanwhile, a day after confirming the departure of VP/Program Operations Dave Logan, XM VP/Corporate Communications Chance Patterson told R&R that the satcaster has let go approximately 80 more employees, primarily from its terrestrial programming,

sales and marketing and retail-distribution departments.

Patterson said the staff reduction was driven by the fact that XM is settling into operations after its nationwide launch and told R&R. "Areas that required substantial resources now require less." Patterson also noted that XM is planning to increase its advertising-sales workforce for its channels that carry advertising and said the layoffs in marketing were affected by the rollout of XM receivers in GM vehicles.

Also among the staffers who lost their jobs were those at XM's USA Today and Babble On channels. USA Today was replaced by CNN programming featuring such network notables as Larry King and Lou Dobbs, while Babble On has been replaced by XM Live, a channel dedicated to showcasing live performances.

XM also this week launched Squizz, a new channel featuring rock music from the "post grunge" era.

— Joe Howard

### Earnings

Continued from Previous Page

dropped from \$5.9 million to \$3.5 million, primarily due to Big City's loss of revenue from the Phoenix stations it sold to Hispanic Broadcasting last year, the flip earlier this year of Big City's New York-area stations to Spanish and lower revenue at its Los Angeles and Chicago stations.

Still, Big City's net loss narrowed 1%, from \$7 million (48 cents per share) to \$6.96 million (48 cents), due to the absence of operating losses in Phoenix, lower station operating expenses overall and a change in accounting rules under which the company no longer amortizes goodwill.

Radio Unica also reported a narrowed loss in Q3, although its results fell short of Wall Street forecasts. The Spanish-language broadcaster's net loss decreased by 60%, from \$13.5 million to \$5.4 million, as revenue climbed 5%, from \$11.4 million to \$12 million, during Q3. Additionally, the

company saw an almost \$2.9 million decrease in operating expenses, to \$12.7 million, and broadcasting revenue increased 2%, to \$9.3 million.

However, Radio Unica's net loss per common share of 26 cents was a nickel more than the 21 cent loss predicted by analysts polled by Thomson First Call. Excluding revenue tied to the broadcast of Copa America in Q3 2001, same-station broadcasting revenue increased more than 30%. Meanwhile, EBITDA before a stock-option compensation expense related to its radio operations increased 95%, from a loss of \$2.7 million to a loss of \$100,000.

Jones Media Networks saw improvements during Q3 as the company lowered its net loss from \$5 million to \$4.5 million. EBITDA for Q3 improved from \$2 million to \$3.4 million, while the company's consolidated operating loss decreased from \$2.3 million to \$1.1 million.

In Jones' network-radio operations, revenue increased from \$8.6 million

to \$10.9 million as operating expenses widened from \$7.6 million to \$8.2 million. For Q4, Jones estimates that it will see an improvement in network-radio revenue, to \$11.3 million, and a slight increase in EBITDA, to \$3.4 million.

### Gaylord Revises Q3 Net Income

Gaylord Entertainment gave its investors reason to cheer recently, raising its previously reported Q3 net income figure, thanks to a tax benefit.

The owner of WSM-AM & FM & WWTN/Nashville increased its reported net income for the quarter from \$96.6 million to \$99.3 million to reflect an added income-tax benefit of \$2.7 million arising from the revision of Gaylord's deferred-tax provision. The increased benefit changes Gaylord's diluted earnings per share for Q3 from \$2.86 to \$2.94.

Additional reporting by Adam Jacobson.

## TRANSACTIONS AT A GLANCE

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

- WQEM-FM/Columbiana (Birmingham), AL Undisclosed
- KFWB-AM/Los Angeles, CA Undisclosed
- WDDQ-FM/Adel, GA \$435,000
- KNCY-FM/Auburn and KNCY-AM/Nebraska City, NE \$600,000
- WASN-AM/Campbell, OH \$48,125
- WMOH-AM/Hamilton (Cincinnati), OH \$950,000
- KILE-AM/Bellaire (Houston) and KWBC-AM/Navasota (Bryan-College Station), TX \$75,000
- KQLM-FM/Odessa (Midland), TX Undisclosed
- KUTR-AM/Taylorville (Salt Lake City), UT \$2 million
- Waitt Radio/Eagle Radio Kansas Deal Swap

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

## DEAL OF THE WEEK

### • Saga/Associated Radio Transaction Columbus, OH

PRICE: Facilities swap plus cash payment

TERMS: Saga Communications is trading WVKO-AM/Columbus, OH and is paying an additional \$9 million to Associated Radio for WODB-FM/Delaware (Columbus), OH.

## 2002 DEALS TO DATE

<b>Dollars to Date:</b>	<b>\$5,096,496,704</b> <i>(Last Year: \$3,860,861,228)</i>
<b>Dollars This Quarter:</b>	<b>\$320,043,635</b> <i>(Last Year: \$477,504,373)</i>
<b>Stations Traded This Year:</b>	<b>726</b> <i>(Last Year: 1,046)</i>
<b>Stations Traded This Quarter:</b>	<b>130</b> <i>(Last Year: 171)</i>

## FCC ACTIONS

### Martin: Obstacles Shouldn't Delay Media Review

Despite newly appointed Commissioner Jonathan Adelstein's upcoming debut at the FCC (see story, Page 3), Commissioner Michael Copps' call for field hearings on media limits and the FCC's recent extension of the deadline for public comment on the ownership rules, Commissioner Kevin Martin still thinks the FCC can complete the omnibus media-ownership review by its self-imposed deadline. He told R&R, "I think it is realistic that we can still meet that spring deadline, and I think we should." To speed the review, Martin has for some time endorsed handling broadcast-newspaper cross-ownership as a separate matter, saying a full record concerning that issue already exists. But he said that idea hasn't been supported by the Media Bureau or the other commissioners: "I advocated that when we opened the big proceeding, and it didn't carry the day."

### Feingold Wants FCC Review Of Clear Channel Approval

In a letter to FCC Chairman Michael Powell, Sen. Russ Feingold said he disagreed with the FCC's decision to approve Clear Channel Communications' \$2.4 million acquisition of WISM-FM/Eau Claire, WI. According to Feingold and Zoe Communications, which opposed the deal, Clear Channel lowered the power of its own nearby WATQ-FM so its signal contour wouldn't overlap that of WISM. Clear Channel already owns six stations that reach the market — the limit for a market the size of Eau Claire — and Feingold and Zoe argue that Clear Channel dropped WATQ's power just enough to dodge the rule. Clear Channel says it reduced the power to address interference issues with nearby residents' telephones and baby monitors. According to the Eau Claire *Leader-Telegram* website, Feingold wrote, "I write to express my strong opposition to the approval of modification applications that attempt to circumvent local ownership caps."

### FCC OKs Regent-Brill Deal

The FCC has approved Regent Communications' \$62 million purchase of 12 stations from bankrupt broadcaster Brill Media after initially red-flagging part of the deal. The FCC had set aside for review Regent's proposed purchase of WEBC-AM, KLDJ-FM & KBMX-FM/Duluth, MN, but, after seeking public comment, it has OK'd the entire transaction.

## BUSINESS BRIEFS

Continued from Previous Page

receiver to take over the broadcaster after it failed to comply with his Sept. 16 order to sell all of its stock to Radio One for \$8.5 million. Radio One already owns four properties in Dayton, including WDHT, a direct competitor of the Hawes-Saunders stations.

The *Dayton Daily News* reported that Hawes-Saunders Broadcast Properties, company head Ro Nita Hawes-Saunders and Donnie Saunders were sued in March 2001 by four California venture-capital firms after the company defaulted on seven loans that added up to more than \$6.2 million. Court records show that Hawes-Saunders agreed to turn over 83% of stock in Hawes-Saunders Broadcast Properties should a default occur and agreed to divest all of her company's stock to a new owner within six months.

Ro Nita Hawes-Saunders told the *Dayton Daily News* that the Chapter 11 filing is being done to reorganize the company and that "businesses do this all the time." She continued, "Our business is good. This is a necessary strategic move suggested by my attorneys. Otherwise, it will be business as normal. The stations will remain on the air and continue to provide outstanding programming." Hawes-Saunders launched Urban WROU in 1991, and her company purchased WRNB for \$1.1 million in September 1995.

### Eisner: ABC Radio Available For 'Obscene Amount'

Disney CEO Michael Eisner reiterated remarks he's made in the past about his company's willingness to sell ABC Radio when he told a crowd at Syracuse University last week that he'd OK a sale of ABC Radio's 68 stations, ESPN Radio and Radio Disney only if Disney were offered "an obscene amount of money." The *Wall Street Journal* reported that

Continued on Page 11



JEFF GREEN

jgreen@radioandrecords.com

## Books Worth Reading

□ Give family, friends — or yourself — the gift of a great book this year

By John Parikh

It's holiday season again, and time to think about gifts for friends and family — and time to find a book or two for yourself. Last year my list of recommended books for the season seemed to strike a chord, so I've been asked to do it again.



John Parikh

When people ask me to recommend books, I find out what they like and then suggest books in a similar vein. But no matter what they like, I also try to stretch them by recommending a

book in a category they might not normally read.

There are lots of reasons to read: to escape, to experience emotions more deeply, to see the world through someone else's eyes, to learn, to get smarter, to be entertained, to laugh and to enjoy the experience of language that is rich, evocative and compelling. Here's a short list of ideas for you and your friends over the holiday season and into the year 2003.

Let's start with everyone's favorite topic in the post-Enron bear market: business. Everyone who wants to be a better businessperson, a better manager and a richer thinker should get *The Essential Drucker* by Peter Drucker. Give it as a gift, and buy a copy for yourself.

Take the time to read it carefully (I read mine with a yellow highlighter in hand and read the highlighted sections over and over). It is simply brilliant. Drucker is recognized as the smartest thinker who has ever written about business, a man far ahead of his time. His predictions have come true with uncanny accuracy over the past 60 years. Now, instead of reading his 27 books, you can read his best work in one volume.

At the other extreme of business writing is Michael Moore's *Stupid White Men*, a funny, insightful and very revealing book about the unho-

ly combination of money, business, special interests and politics, with a wonderful new twist. You'll laugh and grit your teeth. You'll yell at the book. You'll cheer for him. It's a great read.

If Michael Moore is the angry clown of politics, Joan Didion is one of its shrewdest observers. Her writing style is angry, intelligent and powerful. In *Political Fictions*, she has discovered the primary reason most of us feel that politicians have let us down.

Didion focuses on the power of modern polling and soft money, which have resulted in a world where both Democrats and Republicans care only about "swing voters." Then she drops a bombshell: She says these swing voters are now the "political ruling class" in America. Democrat or Republican, it doesn't really matter. If you've wondered why we're in the mess we're in, Joan Didion tells it better than

anyone. Give this book to your right-wing and your left-wing friends. Didion will engage anyone who likes great writing and genuine insight into the very real world of the professional politician.

Of course, there's more to read about than business and politics. There's physics. But before you decide to skip the next paragraph, you should know that this book was written because Cameron Diaz said she always wanted to understand what Einstein's famous equation  $E = mc^2$  meant.

Author David Bodanis rose to the actress' challenge. In *E = mc^2*, his "biography" of the equation, he has written one of the finest, easiest-to-understand books ever on this difficult subject.  $E = mc^2$  led to the contemporary understanding of space and time. It also led to the de-

velopment of the atomic bomb. Even if you got an F in high school physics, this book is easy to read and will make you wish schools could make learning this easy and so much fun. The book's odd size, tall and thin, makes it easy to carry in a pocket or purse.

*Longitude* by Dava Sobel is another science-flavored favorite of mine. Even if you saw the PBS miniseries based on the book, it's worth reading this short, wonderfully written history of the inventive genius who perfected the world's first accurate clock. A story of backstabbing, passionate persistence, politics and science, it's a race against time for a fantastic prize (more than \$1 million in today's money) for the first person to invent a clock that can keep time at sea. The invention of the Harrison chronometer led to the understanding of the world we have today. I'd give this book to any friend who enjoys adventure, discovery, travel or just a great story.

Of course, what most of us want from a book is simply a great story, well told. Sometimes we just want a page-turner to help us pass the time of day and escape the world. One such book that seems particularly timely these days is Jonathan Kellerman's *The Butcher's Theater*, a wonderful detective story set in Israel. What sets this book apart from so many other mysteries is the backdrop: Israelis, Palestinians, police trying to catch a killer, politics and cultures at the boiling point. There's an unlikely hero as well, a wonderfully believable, down-to-earth cop who comes face to face with his worst nightmare. This one will keep you reading well into the night.

Great backdrops make for great stories. John Dunning's *Two O'Clock, Eastern Wartime* is set in a New Jersey radio station in the 1940s, when America was at war and the threat of German troops landing on the New Jersey shores was very real. If you love radio and would enjoy reading a great detective story that brings the early days of radio vividly to life, this one is for you.

I'm a big fan of great detective stories. A couple of other favorites include Walter Mosley's *Little Yellow Dog*, featuring Easy Rawlins, a black detective in Los Angeles in 1963. It's a time of tough cops and tough criminals, when it's even tougher to be black. Or travel to Italy with Michael Dibdin's *Rat King*, a police thriller that uses the maddening Italian bureaucracy to provide suspense and comic relief in a crime family's saga.

If you're simply buying gifts, you can't go wrong with *The Beatles Anthology* for any of your friends who love The Beatles (yes, there are people who still don't have it). It's a classic. And pick up *The Darwin Awards II: Unnatural Selection*, the latest update on those clueless individuals who kiss snakes, run themselves over with their own trucks or blow themselves up while sitting on the toilet. How could anyone resist?

The holiday season also gives us a chance to settle down with books we might not have time to read during the busy day-to-day of our lives. Take this opportunity to read *The First American* by H.W. Brands. This biography of Benjamin Franklin is entertaining, very informative and brilliantly researched. Brands makes a compelling case for Franklin's importance in the birth of America. If Franklin hadn't raised money from the French to finance the revolution or if he hadn't been humiliated by the British parliament, we might all be speaking with English accents today.

More important, *The First Amer-*

*ican* shows how messy, uncertain and unlikely the birth of America was. It also stands some history lessons on their heads; for example, the Boston Tea Party was engineered by a couple of "founding fathers" who were worried that their smuggling business was being affected by the British. There are a lot more surprises in this wonderfully told story.

Brands also reminds us that Franklin was a true scientific genius, a hero in Europe and America. This rich biography gives him his proper place as a founding father of America and the first American.

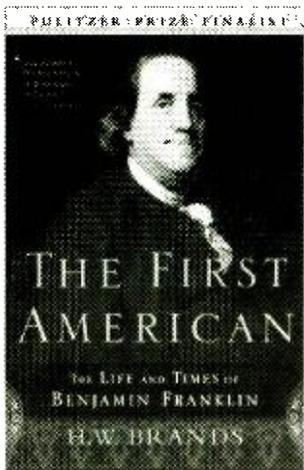
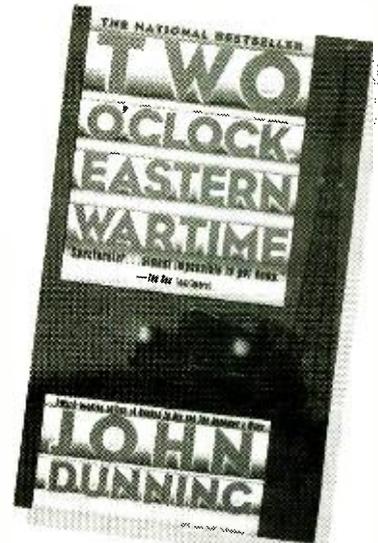
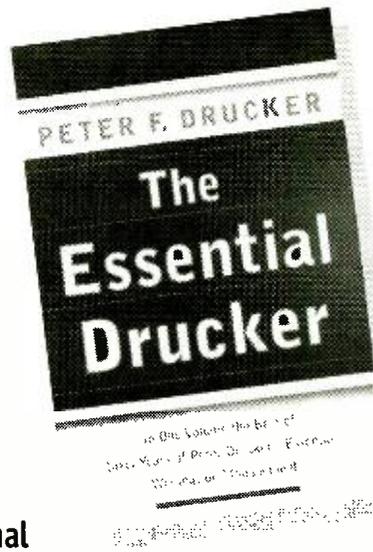
As many of you who have read my recommendations know, I suggest that you read widely and weirdly — try something you might not normally read in order to stretch yourself. To me, that means you should read fiction, and the closer the fiction comes to poetry, the more likely it is to stretch you.

A tiny book called *Silk* by Alessandro Baricco is one of the most beautiful stories of passion, love and forgiveness I've ever read. (Warning: it has some erotic parts.) At another extreme, you might try *The No. 1 Ladies' Detective Agency* by Alexander McCall Smith. Even though Smith is a world-famous lawyer and doctor known for his writing on law and medicine, his sweet, cleverly told stories set in Botswana have the power to charm and move with their simple truths.

Finally, as a futurist, I'd like to tip my hat to Watts Wacker. *The Visionary Handbook* focuses on nine paradoxes that will shape the future of your business. This is a smart, useful book for anyone who wants to look over the horizon. This is the real thing.

If you love or hate anything I recommended, let me know. It will help me make better recommendations next time.

John Parikh, CEO of Joint Communications, is a global leader in media strategy and implementation. His company specializes in identifying, capturing and keeping audiences. He can be reached at 203-656-4680 or [parikh@aol.com](mailto:parikh@aol.com).



# GM Spotlight: Tim Pohlman

VP/GM, KTWV-FM/Los Angeles & VP/Sales, Infinity/Los Angeles

In conjunction with this week's Smooth Jazz special, the GM Spotlight returns to shine on **Tim Pohlman**, VP/GM of KTWV (The Wave)/Los Angeles and now VP/Sales for Infinity/Los Angeles.

Pohlman, who comes from a "little town with big hearts," Delphos, OH (population 8,000), became intrigued by radio and TV during his basketball-playing days at the University of Dayton. After starting out as a seller making \$20,000 a year at Cox's WHIO-AM & FM/Dayton, he has made steady strides during his 22-year radio sales career, moving up in sales management at WFOX/Atlanta, WWMG-FM/Charlotte and WCXR & WCPT/Washington before heading west to L.A. as GSM of KFWB & KTWV in 1993. Pohlman added KTWV Station Manager duties a year later, advanced to GM in '96 and, two years ago, moved up to his current role.

In addition to overseeing Infinity's strong financial performance in Los Angeles, Pohlman manages one of the real all-stars in the Smooth Jazz game: The Wave's consistent ranking among Los Angeles' top stations speaks for itself. Congratulations!

**R&R:** How does your size — 6'8" — affect how you act and how others see you?

**TP:** It can play to your benefit or be a weakness, depending on how

you utilize it. If you try to intimidate, certainly that's not going to be a very good style. Now, no matter what you do, you're often going to be perceived that way, because you can't make yourself 6'2". The key for me is to be sensitive to other people and to make sure I don't use my height in an intimidating way. But 6'8" can also be coupled with confidence and relayed to leadership in an effective way. It can be a real positive.



Tim Pohlman

**R&R:** It seems you've loved being in sales right from the start. What is its greatest appeal for you?

**TP:** The challenge it presents and that you can make it as exciting as you want.

The core basics of sales have not changed one bit. You have to be really good at five skills: 1) great passion and energy; 2) creativity as it relates to prospecting and phone technique to get appointments; 3) being great in front of the prospect and making a great impression right out of the blocks; 4) being knowledgeable — to make a great presentation, be a good listener and ask great questions; 5) to be able to close and follow up with good service. None of this has ever changed.

If someone's not getting it done in sales, you can look at those areas, and you'll find a breakdown somewhere. Perhaps somebody gets caught up and they don't prospect for several weeks, or they've somehow lost their touch in getting appointments.

**R&R:** What do you look for in a good seller?

**TP:** First and foremost, are they good listeners? In interviews, if they're doing 75% of the talking, more than likely I wouldn't hire them. How prepared are they with good questions? How much have they thought through things and prepared before they got here? I also look for energy level and passion and use flat-out gut.

**R&R:** Where do you find your best people?

**TP:** The best ones are stolen! I get referrals from others. If you surround yourself with good talent, usually that talent will turn you on to other good people.

**R&R:** What's your management style?

**TP:** I'm OK with rolling up my sleeves and doing anything and everything I'd ask of anybody. I don't think employees should see you as somebody who sits up higher than anyone else. I'm very confident in my leadership abilities and would like to be able to say that I'm firm, fair and friendly. You can't let people think you're better than them or not approachable, but you also have to hold people accountable.

**R&R:** Who have been your mentors?

**TP:** I've worked for some tremendous managers: Bill Clark [Shamrock], the late Martin Sherry [WFOX], Eddie Esserman [WFOX], Tom Hunt [WWMG], Bill Sherard [WCXR & WCPT], John Waugaman [Westinghouse] and Dan Mason [Infinity]. These were people I wanted to be around.

**R&R:** How do you stay connected with all your sales managers?

**TP:** Getting everyone focused on the same page is the hardest part of the job. It takes good communication every day — daily and weekly meetings, quick conference calls, a variety of ways. But with today's technology, between e-mail, voice mail, BlackBerrys and pagers, it's a lot more doable.

**R&R:** Where do you like to travel?

**TP:** Any Ritz-Carlton is fine by me, I don't care where it is. They understand customer service inside

# RAB Convention Preview

GM MediaWorks chief among RAB2003 keynoters

The RAB has confirmed its first keynote speaker for RAB2003 in New Orleans, naming General Motors MediaWorks President/COO Rick Sirvaitis to address convention attendees on Feb. 2, 2003. Sirvaitis — who has more than \$2 billion in advertising at his disposal — earned acclaim for his presentation at the RAB board of directors meeting in October, where he recommended ways for broadcasters to differentiate radio in the cluttered advertising environment and told them to "connect emotionally to consumers."

With the theme "You come, you learn, you make money," RAB2003 offers more than 80 sessions, including 60 workshops and panel discussions and 20 consultant showcases. There are specific tracks for the Hispanic, urban, NTR, management and small-market areas of concentration, as well as elements on creative and the Internet. New for 2003 is a forum organized by the Most Influential Women in Radio. The group will present a 75-minute panel on "Professional and Personal Growth in Today's Economy," followed by five small roundtable sessions hosted by MIW members.

The RAB has also scheduled three 2 1/2-hour "Grad Schools for Managers" to provide intensive information on hiring, training and retaining sales superstars; management and leadership; and maximizing revenue from sports sales. Attendees will hear the latest from the Radio Ad Effectiveness Lab and learn from broadcasters who use iBiquity's HD Radio in-band, on-channel technology.

The convention track dedicated to cultivating NTR features seven workshops and a roundtable discussion. RAB Exec. VP/Training George Hyde says, "It's a very well-organized track set up by VP/Co-op and NTR Services Bill Barr that we're really excited about."

In addition to announcing plans to bring back a long-absent panel on how to "Throw the Book at the Yellow Pages," Hyde says, "Radio veteran Chris Rolando's 'Small-Market Sales' session is going to knock 'em dead. He presents unique ways to help people find money. And the Hispanic track should be the best ever." There will also be a new look at maximizing cluster revenue and a two-phase discussion on "Selling Without Ratings" whether you're in a rated market or not.

Hyde also reports that registration for RAB2003 is running well ahead of that for recent years' gatherings and that a number of radio groups plan to hold sales management meetings concurrent with the convention. The conference's annual "Fun Run" will take place inside the New Orleans Superdome.

Greater Media President/CEO Peter Smyth, who chairs the RAB2003 planning committee, urges industry leaders to invest in their people. He says, "We have to elevate the selling and marketing techniques of our people to a new level and improve how they are perceived in the marketplace. We do that by becoming premier solutions providers, and that's what RAB2003 is all about."

The 25 recipients of the RAB-BMI FastStart to Radio Sales Success minority scholarships will be announced at the conference, which will be held Jan. 30-Feb. 2, 2003. Scholarship applications will be accepted through Jan. 17.

The RAB has extended its early-bird registration rate of \$425 through Nov. 28 and is also offering a seven-for-six registration package. For more details, visit [www.rab2003.com](http://www.rab2003.com), or call RAB Director/Meetings Dana Honor at 800-722-7355 or Convention Manager Gail Steffens at 800-917-4269.

and out; they're the leaders. They're our role models at The Wave.

It starts with hiring people who get it. You go to work at the Ritz-Carlton, and you know what you're getting into. It's not an option to walk in and think, "I'm going to treat people mean today," or, "I'm not going to go along with the whole environment and culture of how the Ritz-Carlton works." People who work there just get it, because they want to.

**R&R:** What would you be doing

if you weren't in radio?

**TP:** Probably something that would lead to running my own company. I like coaching, teaching and honing my leadership skills.

**R&R:** What's your goal over the next year?

**TP:** I want to win and have fun doing it. There's just a little too much seriousness these days, because Wall Street has such an impact on all of us now. We're trying to figure our way through that, but trust me, you can do both.

## 60-Second Copywriter

By Jeffrey Hedquist

### Be Human!

People buy from people, not from institutions. Advertisers often forget this and are more concerned about a perfect image than about relating to their audience as fellow human beings. It's not a perfect world, and listeners recognize this. So a commercial that tries to portray the advertiser as perfect doesn't ring true.

Let the audience in on your little faults, the chinks in the armor. For example, the car dealer who says, "We have the best deals, the biggest selection, the friendliest salespeople... but our coffee's not so good," allows the listener to discover his embarrassing secret. Don't be afraid to joke about your hard-to-find location, the tacky sign you inherited from the former owner, the boss's idiosyncrasies.

A little self-effacing humor can go a long way. Give listeners something to smile about. If a listener can say, "Yeah, that's me. I've done that," you've established a bond. Now your audience is involved.

Poke fun at yourself and punch up sales.

Jeffrey Hedquist has been helping advertisers poke fun at themselves for years. You can poke fun at Jeffrey anytime at Hedquist Productions, PO Box 1473, Fairfield, IA 52556. Phone: 641-472-6708; fax: 641-472-6708; e-mail: [jeffrey@hedquist.com](mailto:jeffrey@hedquist.com).

# Your Promotion Planning Checklist

By John Lund

**Y**ears ago a station promotion belonged to either programming or sales. But today most station promotions and contests integrate both. Promotions can be internal (on-air only) or external (off-air), and most major promotions include elements of both. Every promotion under consideration should have a clear objective and fulfill at least one of the following criteria:

- Increase ratings by generating more tune-in, extending time spent listening or carrying listeners from one daypart to another
- Create awareness, thereby enhancing street talk in the market
- Establish or solidify a personal bond between the station and its core listeners
- Enhance the station's image and brand
- Generate additional sales revenue

When creating a promotion, use this checklist.

## Promotion Basics

- What is the purpose or objective of this promotion?
- To what degree are the criteria above fulfilled? Will the promotion sound good on the air?
- How does the promotion strengthen word-of-mouth for the station? How can it be improved to widen the listener appeal and attractiveness to clients?
- How will the promotion sound on-air to the target demographics? Will the prizes match your listeners' interests?
- How topical is the promotion or contest? Does it relate to something everybody's talking about?
- Is this promotion or contest simple? Is it simple to understand, simple to play and simple to win?
- How can additional clients be included to produce more income?

## Promotion Preparedness

- Describe the promotion in detail, including start and stop dates, prizes, etc.
- Write the contest rules, the on-air copy, entry forms, winners' sheets and prize releases, and set the book-keeping procedures. Does everyone at the station, including the receptionist, know all the details of the promotion?
- Are the complete rules simple enough to convey on the air in 20 seconds?
- Do all staff members sound knowledgeable and enthusiastic when they discuss the promotion with listeners?
- Are personality appearances necessary? If so, what value will be assigned for their time and duties? Are there talent fees?
- When in public view, does the station look good? Does it generate a large crowd, creative participation



John Lund

and registration and goodwill?

- Who will write, produce, schedule and update the promos and liners?
- Is this contest legal? Has it been cleared with the station's counsel?
- Does it have "prize, chance and consideration," which could make it an illegal lottery?

- If necessary, can the rules be changed midway through the promotion? Can the time be extended?
- If the promotion includes a contest, how many winners will you have? Is there instant gratification?
- Is the contest easy to enter and fun to play along with, even for listeners who don't call in?
- If another station in your market begins airing a similar promotion, what adjustments can you consider?

## Client Involvement

- If this is a sales promotion, how much extra advertising revenue will be generated?
- Can the value of the prize be leveraged? Can you turn a \$1,500 trip into \$15,000 in sales?
- Does the station have to run a sales promotion to earn an advertising contract? What is the potential future spending with this promotion per week, month or year?
- Has the client done business with your station before? If so, how much is the account currently spending with your station?
- Which promotions have worked or failed for this client in the past?
- Does the promotion or event fit the client's image? How well does the promotion fit the station's image?
- Does this promotion provide the client with value-added benefits?
- What are the client's goals and expectations from the sales promotion?
- Has the client done similar promotions in the past? If so, with what stations? Did the promotions run smoothly, or did the client or stations have problems?
- How much money has the client allocated to support this promotion? Will the client's ad schedule mention the promotion?
- Will the client use outside advertising, in-store promotion, display advertising, special premiums or a remote broadcast to support the promotion?
- Do opportunities for vendor sup-

port exist? Are co-op dollars available? Are there additional potential partners?

- Does the client provide the station exclusivity on the promotion?
- How many promotional spots and liners are needed? Typically, stations allocate a price for every promo and liner to help calculate the package price for clients. How much time will the client get? Will it sound like the client owns the radio station when this promotion is on the air?
- Will the client give away promotional items? How many? What are they? Are they something your listeners will want to win? What is the value of the items, and how are they to be given away?
- Will remote equipment, line charges, security and other remote elements be necessary? If so, indicate the costs of each and determine whether the client is responsible for the charges.
- What are the odds of success? A registration program for a remote at a low-traffic business could end up looking like a failure.

## After The Promotion

- How will the client measure the success of this promotion? How will the station measure its success?
- Will the client provide another promotional opportunity if this one is successful?
- How are the prizes to be distributed? Will winners receive coupons or certificates? Will prizes be mailed, picked up at the station, delivered by the station or client or picked up at a client location?
- If the prize is to be picked up at client locations, how many locations are available? Would the driving distance for winners be greater than 20 minutes? Are directions available?
- After the promotion is run, prepare a followup report for the client, including documentation of on-air mentions and the number of dollars spent by the station. Create a file with all promotional particulars: liners, rules, promos, winner documentation, etc.

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

## objection overruled!

### 'My Budget Is Already Spent'

By Irwin Pollack

Next time a prospect tells you you're too late or that the dollars aren't there, try these responses:

1. Already spent or already allocated?
2. I understand. Let's identify some key vendors or suppliers of yours who can fund this campaign with some co-op or vendor money.
3. I see. If you're really convinced that this program will work, doesn't it make sense to *find* the dollars you need?
4. Let's evaluate your ad budget and see where we can find some dollars for this campaign.
5. That's why I reshaped your newspaper ads from last week! Look at the budget we can create by using quarter-page ads instead of half-page ads. You save 50% of the cost, and the number of people who see your newspaper ad drops by only 5%. That savings will allow you to reach radio listeners each week. Let's start today!
6. Budget aside, how much would you need to get back from this in orders to justify doing it at all?
7. Budgets are written in pencil. That's why you should still take this. The schedule will help you surpass your revenue goals, and you'll be ahead on the bottom line.
8. Are there other budgets or funds that we could tap for this opportunity? Signage, sampling or promotional budgets?
9. If you did have the budget, would you start today? Good! Then let's find the dollars we need.
10. If you believe this program will bring you more business, isn't it worth changing your budget?
11. Business works on the idea that R minus E equals P — revenue minus expenses equals profit. If profit is the bottom line, how much "R" must I get you to not even worry about the "E"?



Irwin Pollack

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

## Pros On The Move

• Longtime sales exec **Pat Amsbry** moves to Clear Channel's South Florida cluster as Director/National Solutions for WBGG, WHYI, WIOD, WLVE, WMGE, WRFX & WZTA/Miami. Amsbry will develop marketing for national and regional advertisers to boost the area's national revenues. He most recently worked as Director/Sales for Clear Channel/San Francisco. He has also worked for Interep and served as Director/National Sales for Infinity/Sacramento.

• **Bob Bartolomeo** has been named Director/Affiliate Marketing, based in Los Angeles, for Premiere Radio Networks' *The Jim Rome Show*. Bartolomeo's background includes posts at Westwood One Radio Networks, CNBC Business Radio, Unistar Radio Networks and United Stations Radio Networks.

• **Jennifer Drobny** becomes Brand Manager for cable and satellite music programmer Music Choice's new Today's Music branding team, which handles content, promotions, interactivity and ads for 11 Music Choice channels. She was most recently Sr. Accounts Manager at event marketing agency Track Entertainment, specializing in music marketing programs for corporate advertisers.

• **Mark Allen** joins Waitt Radio Networks as Regional Manager-Southern States. Allen's 13-year sales career includes posts with Transtar, Unistar, Westwood One, Jones Radio and Drake-Chenault/Jones Satellite.

• **Mark Carlson**, former OM of New Northwest/Anchorage, AK, signs on as VP/Internet Services for Pinnacle Media, based in San Diego. He will lead the company's Online TRACKER callout research service.

# Small-Webcaster Bill Passes In House And Senate

Continued from Page 3

appeals of the royalty rates set by the Copyright Arbitration Royalty Panel.

Also unlike the SWAA, the SWSA does not specify royalty rates or qualifications for small webcasters. It puts rate negotiations back in the hands of webcasters and rights-holders, giving them until Dec. 15 to come up with figures that will be binding for the period of Oct. 28, 1998 through Dec. 31, 2004.

The law also specifies that any offer from SoundExchange — which gains the authority to negotiate on behalf of all copyright holders, not just its members — must include a percentage-of-revenues option. Non-commercial webcasters have until May 31, 2003 to work out their own deal.

The SWSA makes no difference for the large webcasters that have been paying the per-performance rate of .07 cents per song since Oct. 20. That rate is being appealed — as too high by webcasters and too low by the RIAA — but the appeals have not yet come to court.

## SWAA Rates Still On The Table

But the Small Webcasters Amendment Act hasn't gone away. SoundExchange Exec. Director John Simson told R&R that the terms to be offered to small webcasters are the rates that

were negotiated between Voice of Webcasters and the RIAA; that is, the rates that were part of the SWAA.

Those terms are: For the period of Oct. 28, 1998 through Dec. 31, 2002, royalties of 8% of gross revenues or 5% of expenses, whichever is higher; and for 2003 and 2004, 10% of the first \$250,000 in revenues and 12% thereafter or 7% of expenses, whichever is higher.

The minimum annual fees are \$500 for 1998 and \$2,000 for 1999-2002; for 2003 and 2004, the minimum is \$2,000 for streamers grossing less than \$50,000 and \$5,000 for those grossing \$50,000 or more.

Simson said that the income qualifications, definitions of revenue and record-keeping requirements set by the SWAA will most likely be part of the package offered under the new law as well. He told R&R, "They were pretty well worked out, so I would think we're going to stick pretty close to that. I'm not aware that there will be any major variances from what was worked out."

## Guarded Reaction

Arriving at the SWSA has been a long and contentious process, and, not surprisingly, almost nobody is really satisfied with how things have turned out. Asked if SoundExchange is happy with the law, Simson said, "I have to say that happy isn't really even in it. It was such a torturous process, I

think we're just glad to be moving forward and concentrating on the business of webcasting.

"I'm sure the same is true of the webcasters. The good news is that it did get done. There were times when I thought, 'Uh-oh, this is never gonna happen,' and we'd worked so hard to get it to that point that it was very frustrating.

"I've always said that one of the real problems with this process is that you're talking about a statutory license, so it's a one-size-fits-all-type license. Now, maybe we have the ability to make it a three- or a four-size-fits-more or better license."

## Webcaster Responses Mixed

The Webcaster Alliance was founded to oppose the Small Webcasters Amendment Act, so the trade group is less than pleased at the prospect of the same rates being offered. As Alliance co-founder Ann Gabriel told R&R, "If the rates weren't livable in October, not much has changed in the last month."

Webcaster Alliance attorney David LeGrand agreed that the new law isn't much of an improvement on the SWAA. He told R&R, "I think it has some positive elements — potential positive aspects to it — but not if SoundExchange and the RIAA are going to be difficult and try to hold on to the 8% and 10% of gross revenue royalty rates. That's going to be difficult."

The positive aspects, he said, are in the language that specifies that the bill can't be used as a precedent. "By it not being evidence in the CARP royalty appeal, there's motivation to do a deal because it can't be used against you if you're the RIAA," he said. "So that, I think, is a plus in this bill. At least one argument against negotiating has been taken away by that."

Reaction to the SWSA around the 'Net been mixed, from the Webcaster Alliance's strong reservations to the outspoken SomaFM site's guarded optimism to pioneer Alternative streamer 3WK's delighted "Woo hoo!"

Ultimate '80s founder David Landis' reaction to the SWSA was pretty typical. He told R&R, "It's not perfect. It's better than the alternative, the per-performance rate. What it does is allow everybody to try to negotiate their own rate with SoundExchange. But our rate has already been negotiated [by Voice of Webcasters]."

## TALK BACK TO R&R!

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

Contact me at

[bconnolly@radioandrecords.com](mailto:bconnolly@radioandrecords.com)



[www.gracenote.com](http://www.gracenote.com)  
[charts@gracenote.com](mailto:charts@gracenote.com)

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

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

LW	TW	ARTIST Album Title	Weeks On
1	1	EMINEM The Eminem Show	27
—	2	JAY-Z The Blueprint 2: The Gift...	1
2	3	VARIOUS ARTISTS 8 Mile	3
3	4	U2 The Best Of 1990-2000	2
5	5	NORAH JONES Come Away With Me	30
7	6	RED HOT CHILI PEPPERS By The Way	19
6	7	NELLY Nellyville	21
9	8	COLDPLAY A Rush Of Blood To The Head	12
8	9	ROLLING STONES Forty Licks	7
—	10	PEARL JAM Riot Act	1
4	11	JUSTIN TIMBERLAKE Justified	2
13	12	AVRIL LAVIGNE Let Go	23
12	13	SYSTEM OF A DOWN Toxicity	63
10	14	CHRISTINA AGUILERA Stripped	3
18	15	JOHN MAYER Room For Squares	33
11	16	SANTANA Shaman	4
14	17	NIRVANA Nirvana	3
16	18	ELVIS PRESLEY Elvis 30 #1 Hits	8
22	19	PINK Missundaztood	46
19	20	CREED Weathered	52
15	21	DAVE MATTHEWS BAND Live At Folsom Field...	2
17	22	ENYA A Day Without Rain	89
30	23	MAI KURAKI Fairy Tale	4
24	24	PUDDLE OF MUDD Come Clean	50
36	25	INCUBUS Morning View	34
23	26	LINKIN PARK Reanimation	16
26	27	ALICIA KEYS Songs In A Minor	73
35	28	PINK FLOYD Echoes (The Best Of Pink Floyd)	54
28	29	ASHANTI Ashanti	33
25	30	NICKELBACK Silver Side Up	62
—	31	VARIOUS ARTISTS WWE Anthology	1
21	32	INSANE CLOWN POSSE The Wraith: Shangri-La	2
31	33	SHAKIRA Laundry Service	53
33	34	STROKES Is This It	29
39	35	JACK JOHNSON Brushfire Fairytales	23
29	36	FOO FIGHTERS One By One	4
—	37	NO DUPT Rock Steady	21
27	38	FAITH HILL Cry	5
43	39	CELINE DION A New Day Has Come	34
20	40	TORI AMOS Scarlet's Walk	3
—	41	MISSY ELLIOTT Under Construction	1
46	42	P.O.D. Satellite	48
15	43	DAVE MATTHEWS BAND Live at Folsom Field	2
34	44	JOSH GROBAN Josh Groban	20
48	45	DIXIE CHICKS Home	12
41	46	BECK Sea Change	8
32	47	DAVID GRAY A New Day At Midnight	2
44	48	MOBY 19	—
42	49	JURASSIC 5 Power In Numbers	6
—	50	CRAIG DAVID Slicker Than Your Average	1

## DIGITAL BITS

### EMI, Warner, UMG, Sony Extend Music Licensing

EMI has extended its digital-distribution agreements with nine companies, allowing them to offer its digital catalog for download, CD burns and transfer to portable players. The licensees, among them label-backed services MusicNet and pressplay; media distributor Alliance Entertainment; FullAudio, which offers digital music through Clear Channel station websites; independent service Listn.com; and media-software maker Roxio, will also be allowed to sell EMI singles in digital form when the songs debut on radio. These aren't new relationships — EMI has distribution or tech deals in place with all nine companies — but this is a new license that will considerably expand the label group's digital distribution.

Additionally, MusicNet and pressplay now both offer tracks from all five major label groups. Warner Music Group last week licensed its catalog to pressplay, and on Monday MusicNet closed out the five majors by adding tracks from Universal Music Group and Sony. Along with the expanded license from EMI, MusicNet has also picked up new rights from WMG and BMG that will let the service offer CD burns and transfers to portable players for the first time.

### Napster Buyer Emerges: It's Roxio

Digital-media software company Roxio has been revealed to be the buyer of bankrupt peer-to-peer Napster. Roxio, which appears to be planning to enter the music-distribution business — it obtained a distribution license from EMI last week — gets Napster's remaining assets for \$5.3 million and warrants to purchase 100,000 shares of Roxio stock. Included in the deal are the Napster name and trademarks, its technology patents and the napster.com domain name. The purchase must be approved by the federal court handling Napster's bankruptcy; Roxio says it expects the court's OK at the end of the month.

## Backer Appointed Exec. VP/GM At V2

Music-industry veteran Steve Backer has joined V2 Records as



Backer

Exec. VP/GM. He will have day-to-day oversight of the label with an emphasis on marketing, promotion, sales and publicity.

Backer comes to V2 after 4 1/2 years as Exec. VP/West Coast for EMI Music Publishing. Before that he was GM of Giant Records. He has also been VP/Alternative Music at Epic Records and has served in various other video and pop-promotion capacities at CBS Records (now Sony Music).

"I have had the pleasure of working with Steve on various projects and artists over the years, and when I embarked on restructuring V2 for the future, Steve became the obvious choice and a perfect fit for the label."

BACKER/See Page 16

## Stewart Heads To Cincy As WYGY PD

Clear Channel/New Orleans OM Dave Stewart has been named PD of Susquehanna's Country WYGY/Cincinnati. He succeeds Jay Phillips, who exited when Salem sold the property to Susquehanna in July. T.J. Holland remains OM for the Susquehanna/Cincinnati cluster.

Stewart's role in New Orleans gave him oversight of Clear Channel's Country WNOE, Alternative KKND and Classic Hits KFNX. His programming background includes stints at WSHE (later WPLL)/Miami; WARQ/Columbia, SC; and WHFX/Brunswick, GA. His format background includes AC, CHR, Alternative, Classic Hits and Country.

## Shooting For The Best Sound



Executive producer Don Elliot (l) and arranger Steve Williams recently spent some time in the studio to record their fourth jingle package together. The latest set was created for M.G. "Machine Gun" Kelly's new syndicated show, Charlie Tuna's Back to the '70s.

## Broz To Dir./Nat'l Promo At EMI CMG

Cheryl Broz has been appointed Director/National Promotion & Artist Development for EMI Christian Music Group, effective Dec. 1.

Broz will work with the management team from each label within the EMI CMG system, which comprises Sparrow, Forefront, EMI Gospel and minority interests in BEC Recordings and Gotee Records. Her duties will include promoting awareness and exposure for the company's artists and music and developing strat-



Broz

egies that will impact the mainstream market worldwide.

"With Cheryl's appointment, we're devoting a very accomplished Pop radio promotion person to what may have been considered an unconventional popular music source only a few years ago." EMI Recorded Music North America Exec. VP Phil Quartararo said.

"More than ever, great music is originating from niche labels in

BROZ/See Page 16

## Richards Named PD For WMPS/Memphis

Veteran radio programmer Steve Richards has been named PD for Flinn Broadcasting's Triple A WMPS (The Pig)/Memphis, effective Dec. 9. He was most recently Asst. PD/MD at Classic Rock WMGK/Philadelphia but has experience with the Triple A format, having launched WEHM/Amagansett, NY, on eastern Long Island, a few years ago.

Prior to joining WMGK Richards was Asst. Product Manager at RCS/Selector, working in development, installation, support and training for radio programmers worldwide.

Richards replaces Alexandra Inzer, who had been PD of WMPS since it launched as The Pig in August 2000. It is expected that Inzer will remain at the station in as-yet-undetermined capacity.

## EXECUTIVE ACTION

### Innamorato Joins Salem/Honolulu As Dir./Prog.

Rick Innamorato (a.k.a. Rick Thomas) has been named Director/Programming for Salem's Country KHCM, News KHNR and Christian CHR KAIM (The Fish 95.5) in Honolulu. He previously was a PD for Clear Channel in San Diego. He has also held various positions at New Planet Radio, Secret Communications and United Broadcasting/Crescent Communications.

Innamorato succeeds Michael Shishido, who has been promoted to Creative Director for Salem Media/Hawaii. Shishido will oversee all areas of production for Salem's Honolulu cluster.

In related news, David Serrone has been promoted to Sales Manager for Salem's Honolulu station group. Jack Waters will continue as OM/PPD of Talk KGU/Honolulu.

"These announcements maximize our current strengths and bring in new talent, which will greatly enhance our station group," Salem Media/Hawaii GM T.J. Malievsky said. "Both Michael and David have proven to be valuable assets, and I look forward to their continual pursuit of excellence in their new positions. I am also excited that a programmer of Rick's caliber has decided to join us at this important time of growth. He brings years of success and much experience within various formats to our stations."

### Solomon Set As Superadio VP/Programming

Nine-year Cape Cod, MA programming veteran Steve Solomon (a.k.a. Steve McVie) will join Superadio Networks on Dec. 2 as VP/Programming. He was most recently Director/Operations for Makkay Broadcasting's WCIB, WPXC & WRZE/Cape Cod.

"We're very excited to bring Steve's unique radio insight, knowledge and passion to Superadio Networks." President Gary Bernstein told R&R. "He'll be a key player in our growth along all product lines."

Solomon told R&R, "I'm thrilled to be joining Superadio Networks. I'm looking forward to facilitating the growth and expansion of a diverse variety of quality programs that include *Open House Party*, *Paul Oakenfold Presents* and the many other shows we provide as the world's No. 1 mix-show network."

Solomon previously worked for CHR/Pop outlets WKSS/Hartford, WKPE/Cape Cod and WERZ/Portsmouth, NH. He has also been Asst. PD at Hot AC WJLK/Monmouth-Ocean.



Solomon

### Chambers

Continued from Page 3

when he takes on his KLAC responsibilities.

"The number of hats I wear is beginning to look like a totem pole," Chambers told R&R with a laugh. "But I am really excited about what we are going to be doing at KLAC. As one of our new liners says, 'Fabulous 570 — it's far from standard.' This is not going to be Adult

Standards the way you are used to hearing it. We know that people have a real passion for what we affectionately refer to as 'martini music,' and we think we've developed a musical approach to the format that is just what Los Angeles listeners will want to hear."

Chambers said the new station will feature both live and voice-tracked personalities but added, "The real emphasis at Fabulous 570 will be on our music."

# RETRO STARS<sup>SM</sup>

WITH DAVE STEWART

## Nothing captures the '90s better

Every weekend, Dave Stewart from WPLJ, New York City, weaves together the hits and pop culture from the '90s. It's fun and heavy on "Oh, Wow".

NOW AVAILABLE IN TWO VERSIONS!

### Hot AC version

I'm Too Sexy, Found Out About You, When I Come Around, Ooh Aah...Just a Little Bit, Right Here Right Now, Unbelievable, Where Do You Go, Ordinary World, I Wanna Be Rich, Ants Marching, Don't Wanna Fall In Love.

### CHR version

I'm Too Sexy, Hip Hop Hooray, When I Come Around, Ooh Aah...Just a Little Bit, The Humpty Dance, Unbelievable, Where Do You Go, Smells Like Teen Spirit, Jump Around, Ants Marching, Don't Wanna Fall In Love.

Retro Stars with Dave Stewart is the original '90s show and it's heard on great Hot ACs and CHRs from coast to coast. Call or e-mail us today and discover what our affiliates already know.

Creative  
Broadcast  
Audio inc.

(800) 322-3204  
info@retrostars.com  
www.retrostars.com



Dave Stewart

# The Nineties Show

## National Radio

• **WESTWOOD ONE** and HBO present the Evander Holyfield and Chris Byrd boxing match, live from Atlantic City, NJ on Dec. 14 at 9:45pm ET. For more info, contact Abby McDorman of Westwood One, 212-641-2009 or [amcdorman@westwoodone.com](mailto:amcdorman@westwoodone.com).

## Records

• **KOCH ENTERTAINMENT DISTRIBUTION** signs a distribution deal with SST Records. For more info, contact James Scilleppi at 516-484-1000, ext. 243.

## Industry

• **CINDY SIVAK** forms Sivak Entertainment, focusing on talent booking and

## PROS ON THE LOOSE

**Alan Peterson**, OM, WGOP-AM/Walkersville, MD; 703-927-4183.

logistics for radio, television and special events. She was formerly VP/Industry & Talent Affairs for Sirius Satellite Radio.

• **KEVIN MACKALL** is upped to Sr. VP/On-Air Promotions for MTV and MTV2. He was previously VP/On-Air Promotions.

## Changes

**Records:** Eagle Rock Entertainment appoints **Alonzo Marrow** co-Dir./National Sales.

various capacities," Lewis said. "I am excited that Brian fits the bill for this new position."

Check joined the Philadelphia gold-based AC station as PD in August, less than a month after it debuted as "Sunny 104.5." He previously spent a decade as PD of CHR/Pop WAEB/Allentown.

*Additional reporting by Keith Ber-*

## CHRONICLE

### CONDOLENCES

Veteran Atlanta traffic reporter **Keith Kalland**, 51, Nov. 18.

United Press radio and print reporter **Vernon Scott**, 79, Nov. 18.

WTOP/Washington news anchor **John Lynker**, 75, Nov. 11.

## Ivey

Continued from Page 1

Laughlin, Charlie Rahilly and everyone else at KIIS and KYSR has helped me achieve the standards and goals that I have set for these stations. Ultimately, it is the team that helps bring this together and elevate our programming to the echelon of performance that it achieves on a daily basis."

Clear Channel has also tapped a new Regional VP/Programming in Philadelphia: **Brian Check**. The Philadelphia trading area also covers stations in Allentown, Reading, Lancaster, Williamsport and Harrisburg, PA, as well as Wilmington and Dover, DE.

Currently PD of WSNI/Philadelphia, Check will now oversee 30 stations and work closely with Regional VP/Market Manager Richard Lewis and Sr. VP/Programming, Mid-Atlantic Harve Alan.

"Brian has been performing multiple duties now for a few years in

## BUSINESS BRIEFS

Continued from Page 5

Eisner added that those who wish to acquire ABC Radio "have to have the word *obscene* before they come in" with a price — "and then they have to double it." Meanwhile, Eisner dismissed rumors that Disney's board is unhappy with the job he's doing. "I have a very good relationship with our board," he said. "I get along with them very well."

Also at the Syracuse gathering, Eisner said during a question-and-answer session that a merger of CNN and ABC News has a "50/50 chance" of coming to pass. The *Wall Street Journal* reported that Eisner said a merger could create "some marriage of personnel and world newsgathering" and would not only give ABC News more bureaus around the world, it would "give CNN more talent."

### Clear Channel Seeks Bigger Presence In Britain

**Clear Channel International** will sell its minority interests in several U.K.-based radio operators to take advantage of a relaxation in media-ownership rules approved by the British government last week. CC International CEO Roger Parry told Britain's *Sunday Telegraph* that Clear Channel wants Capital Radio Group, owner of London's Oldies Capital Gold 1548, CHR/Pop 95.8 Capital FM and Alternative XFM 104.9. The price Clear Channel would pay for CRG would reportedly be a whopping \$790 million — though the *Telegraph* pegged CRG's current value at \$600 million. The newspaper also said that CC is looking at GWR, which owns national Classical network Classic FM and an extensive network of CHR/Pop stations, and Emap, owner of such heavyweight FMs as London-based CHR/Rhythmic Kiss 100 and CHR/Pop Radio Aire in Leeds. Clear Channel already has a significant presence in Britain with its outdoor business and two weeks ago sold its British radio-rep firm to Guardian Media Group, which also purchased CC's 32% stake in Jazz FM in July. The new legislation regarding media-ownership rules is expected to go into effect in summer 2003.

### Viacom Lowers 2002 Spending Forecast

**Viacom** has lowered its capital spending forecast for 2002 from \$625 million-\$675 million to about \$560 million. The company included the new forecast in an SEC filing last week but did not explain the revision. Viacom said it had incurred \$329.6 million in capital expenditures through Sept. 30.

### Sirius Issues Stock Warrant To DaimlerChrysler

**Sirius Satellite Radio** has issued a warrant allowing automaker **DaimlerChrysler** to purchase up to 4 million shares of Sirius common stock at an exercise price of \$3. The new arrangement replaces an earlier warrant between the parties.

In other news from Sirius, **Hertz** will begin offering Sirius-enabled receivers in some of its Ford and Mercury rental cars on Dec. 1. The vehicles will be available only at Hertz airport locations in California and Florida and will rent for an extra \$5 per day. Sirius and Hertz will initially make available 20,000 Sirius-equipped vehicles; they plan to expand the program to more markets while targeting potential customers with co-marketing and direct-mail campaigns.

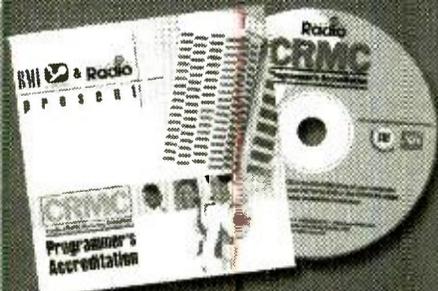
### Big City Debtholders Will Wait For Payments

**The Big City Radio** bondholders who own more than 75% of the broadcaster's 11.25% senior discount notes due 2005 have agreed to give Big City until Jan. 31, 2003 to pay the principal and interest on the notes. The decision to wait grants Big City the opportunity to complete the sale of its assets in an auction to be conducted by broker Mark Jorgenson. Big City decided to sell its stations in order to meet its debt obligations after it defaulted on its debt on Oct. 15, the final day of a 30-day grace period it had been granted to try to find funding. The forbearance also allows Big City to extend the Jan. 31 deadline until the closing of any station sales made on or before that date.

### USRN Buys Launch Radio Networks From Yahoo

**United Stations Radio Networks** has purchased Yahoo's **Launch Radio Networks**. USRN will use the Launch Radio name and expects to continue to offer all of Launch's news and show prep services and to retain all the personnel in Launch's Los Angeles, New York and Washington, DC bureaus. The deal also includes a licensing arrangement under which Yahoo will be able to use Launch's music news for Internet purposes. Yahoo bought Launch Media in June 2001; it's keeping the LaunchCast Internet-radio stations, Launch.com website and other assets that were also part of that deal. The USRN sale is expected to close in January 2003; terms were not disclosed.

## If Your Career is Programming... This is Your Next Step



As the radio industry changes, you need to change with it.

If you're a programmer, the Radio Advertising Bureau now offers you the opportunity to increase your knowledge of the business and your value to your station. With your Certified Radio Marketing Consultant Programmer's Accreditation (CRMC-PA), you'll combine your expertise in Programming with the vital, career-building knowledge of Sales.

To get a free copy of the CRMC-PA on CD-ROM, watch for it arriving on your desk soon, call the Radio Advertising Bureau at 1-800-232-3131 or log on at <http://www.rab.com>.

**Get the credit you deserve. Get certified!**



## Music Choice®

23 million homes  
27,000 businesses

Available on digital cable and DirecTV  
Adam Neiman • 646-459-3300

### HIT LIST

**Seth Neiman**  
CREED Don't Stop Dancing  
DJ SAMMY & YANOU Heaven (Candlelight Mix)  
GOOD CHARLOTTE Lifestyles Of The Rich And Famous  
LASGO Something  
SPLENDER The Loneliest Person I Know  
T.A.T.U. All The Things She Said  
JUSTIN TIMBERLAKE Cry Me A River

### SOFT ROCK

**Seth Neiman**  
SHANIA TWAIN I'm Gonna Getcha Good!

### R&B & HIP-HOP

**Damon Williams**  
AALIYAH Miss You  
B2K AND P. DIDDY Bump, Bump, Bump  
WAYNE WONDER No Letting Go

### RAP

**Damon Williams**  
2PAC Thugz Mansion  
JAY-Z Guns And Roses  
KOOL G RAP It's Nothin'

### ROCK

**Gary Susalis**  
TOADIES Tyler

### ALTERNATIVE

**Adam Neiman**  
DONNAS Take It Off  
DREDD Same Ol' Road  
H2O All We Want  
PRETTY GIRLS MAKE GRAVES More Sweet Soul  
TOADIES Possum Kingdom (Live)  
TRANSPLANTS Diamonds & Guns

### TODAY'S COUNTRY

**Liz Opoka**  
BLAKE SHELTON The Baby

### PROGRESSIVE

**Liz Opoka**  
SHERYL CROW C'mon, C'mon  
JAMES LUTHER OCKINSON Hungry Town  
JOHN DOE This Far  
PETER GABRIEL Growing Up

**866-MVTUNES**  
**130 million moviegoers**  
**21,000 movie theaters**

### WEST

1. EMINEM Lose Yourself
2. MADONNA Die Another Day
3. MARIAH CAREY Through The Rain
4. TONI BRAXTON Hit The Freeway
5. COLDPLAY In My Place

### MIDWEST

1. EMINEM Lose Yourself
2. MADONNA Die Another Day
3. KEITH URBAN Somebody Like You
4. MARIAH CAREY Through The Rain
5. COLDPLAY In My Place

### SOUTHWEST

1. EMINEM Lose Yourself
2. MADONNA Die Another Day
3. MARIAH CAREY Through The Rain
4. KEITH URBAN Somebody Like You
5. COLDPLAY In My Place

### NORTHEAST

1. EMINEM Lose Yourself
2. MADONNA Die Another Day
3. MARIAH CAREY Through The Rain
4. SNOOP DOGG From The Chuuch To Da Palace
5. WHITNEY HOUSTON One Of Those Days

### SOUTHEAST

1. EMINEM Lose Yourself
2. MADONNA Die Another Day
3. MARIAH CAREY Through The Rain
4. COLDPLAY In My Place
5. TONI BRAXTON Hit The Freeway

## DMX MUSIC

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

### DMX Fashion Retail

Randy Schlager

The hottest tracks at DMX fashion retail, targeted at 18-34 adults.  
DIRTY VEGAS I Should Know  
CONJURE ONE /SINEAD O'CONNOR Tears From...  
GROOVE ARMADA Lovebox  
JASON MRAZ Sleep All Day  
ROYKSOPP Remind Me  
MOBY In This World (T&F Remix)  
TAHITI 80 1000 Times  
PEACHES Set It Off  
COUNTING CROWS /VANESSA CARLTON Big Yellow Taxi  
BETH ORTON Anywhere (2 Lone Swordsman Remix)  
GABIN Mille Et Une Nuit Des Desires  
DISCO MONTEGO Alive

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

### CHR/POP

**Jack Patterson**  
LL COOL J Luv U Better  
GOOD CHARLOTTE Lifestyles Of The Rich And Famous

### CHR/RHYTHMIC

**Mark Shands**  
MISSY "MISDEMEANOR" ELLIOTT Go To The Floor  
MISSY "MISDEMEANOR" ELLIOTT/TLC/TWEET Can...  
MISSY "MISDEMEANOR" ELLIOTT Bring The Pain  
MISSY "MISDEMEANOR" ELLIOTT Gossip Folks  
ISYSS Single For The Rest Of My Life  
TRICK DADDY Thug Holiday  
TLC Turntable  
TLC Hands Up  
TLC Damaged  
TLC Give It To Me While It's Hot

### URBAN

**Jack Patterson**  
DEBORAH COX The Morning After  
LORYVONNE Holiday Love

### ALTERNATIVE

**Dave Sloan**  
PACIFIER Bullproof  
JULIANA THEORY Do You Believe Me?

### ROCK

**Stephanie Mondello**  
JACKYL Kill The Sunshine

### ADULT ALTERNATIVE

**Stephanie Mondello**  
JACK JOHNSON Bubble Toes  
UNCLE KRACKER In A Little While  
DIRTY VEGAS Simple Things  
SHERYL CROW C'mon C'mon  
**ADULT CONTEMPORARY**  
**Jason Shiff**  
AVRIL LAVIGNE I'm With You  
O-TOWN These Are The Days  
SHERYL CROW C'mon C'mon  
DAVE MATTHEWS BAND Grey Street

### INTERNATIONAL HITS

**Mark Shands**  
SHANIA TWAIN I'm Gonna Getcha Good!  
CHRISTINA AGUILERA Dirty  
VI3 Eyes Closed So Tight  
EMINEM Lose Yourself

### COUNTRY

**Leanne Flask**  
No Adds

### DANCE

**Danielle Ruysschaert**  
ANDY HUNTER Amazing (Brother Brown Mix)  
PARAISO Higher (Piraz Dommu Mix)  
MOONY Dove (I'll Be Loving You)  
JOHNICK Heat (Jn Mix)  
NICOLE J. MCCLOUD Searchin' (E-Smoove Mix)  
BREATH OF SOUL You Don't Tell Me Anymore (Fl Remix)  
TITIYO Come Along (Basetone & Burnz Mix)

### RAP/HIP-HOP

**Mark Shands**  
JAY-Z Poppin' Tags (Lyor's No Contact Remix)  
JAY-Z Fuck All Night  
JAY-Z I Did It My Way  
JAY-Z The Bounce  
JAY-Z Blueprint 2  
JAY-Z Show You How  
JAY-Z Bitches & Sisters  
JAY-Z What They Gonna Do  
JAY-Z What They Gonna Do, Part 2  
JAY-Z Somehow Someway  
JAY-Z The Watcher  
JAY-Z A Dream  
JAY-Z You Don't Know  
JAY-Z As One  
JAY-Z Nigga Please  
MISSY "MISDEMEANOR" ELLIOTT Go To The Floor  
MISSY "MISDEMEANOR" ELLIOTT Gossip Folks  
MISSY "MISDEMEANOR" ELLIOTT Back In The Day  
MISSY "MISDEMEANOR" ELLIOTT Funky Fresh Dressed  
MISSY "MISDEMEANOR" ELLIOTT Slide  
MISSY "MISDEMEANOR" ELLIOTT Pussycat  
MISSY "MISDEMEANOR" ELLIOTT Hot  
TRICK DADDY Thug Holiday



SATELLITE RADIO  
Lori Parkerson  
• 202-380-4425

### 20on20 (XM20)

**Kane**  
GOOD CHARLOTTE Lifestyles Of The Rich And Famous  
LASGO Something  
NELLY Air Force Ones  
JUSTIN TIMBERLAKE Cry Me A River

### BPM (XM81)

**Blake Lawrence**  
ALIVE /DO KLEIN Alive  
BOOMKAT The Wreckoning  
LASZLD PANAFLEX Dance To The Music  
RISING STAR Touch Me

### The Heart (XM23)

**Johnny Williams**  
CHRISTINA AGUILERA Beautiful  
MELISSA ETHERIOGE Weakness In Me

### The Loft (XM50)

**Mike Marrone**  
BEN FOLDS Tiny Dancer  
RODDY FRAME Surf  
RODDY FRAME Over You  
RODDY FRAME High Class Music

### Raw (XM66)

**Leo G**  
DISTURBING THE PEACE /TOO SHORT Pimp Council

### X Country (XM12)

**Jessie Scott**  
JACKIE GREENE Gone Wanderin'  
TODD RASH Now I Know  
DWIGHT YOAKAM Mercury Blues

### Real Jazz (XM70)

KARRIN ALLYSON Hum Drum Blues  
CARLA COOK I Can't Give You...  
MULGREW MILLER The Sequel  
NATALIE COLE I'm Glad There Is You  
KENNY GARRET A Hole In One  
PATTI AUSTIN You'll Have To Swing It  
ORBET DAVIS Ain't No Sunshine

## POLLSTAR CONCERT PULSE

Pos.	Artist	Avg. Gross (in 000s)
1	PAUL MCCARTNEY	\$2,045.5
2	BRUCE SPRINGSTEEN	\$1,206.9
3	THE WHO	\$995.0
4	OZZFEST 2002	\$993.6
5	AEROSMITH	\$918.0
6	GEORGE STRAIT	\$874.8
7	CHER	\$856.1
8	NEIL DIAMOND	\$808.6
9	ANGER MANAGEMENT TOUR	\$487.2
10	RUSH	\$487.1
11	CREED	\$457.7
12	TOM PETTY	\$446.2
13	SANTANA	\$405.7
14	LENNY KRAVITZ	\$375.3
15	LUTHER VANDROSS	\$344.7

Among this week's new tours

- BONE THUGS-N-HARMONY
- COLDPLAY
- FLICKERSTICK
- INSANE CLOWN POSSE
- KOOL & THE GANG
- TAB BENOIT

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



Artist/Title	Total Plays
KELLY CLARKSON A Moment Like This	76
HILARY DUFF I Can't Wait	75
AVRIL LAVIGNE Complicated	74
AARON CARTER America A O	72
LMNT Juliet	72
SIMON AND MILO Get A Clue	72
PLAY Us Against The World	71
CHRISTINA MILIAN Call Me, Beep Me	67
A*TEENS Floorfiller	65
BAHA MEN Move It Like This	33
JUMPS Beauty And The Beast	32
BAHA MEN Who Let The Dogs Out?	32
PINK Get The Party Started	32
VANESSA CARLTON A Thousand Miles	32
NO SECRETS That's What Girls Do	31
VANESSA CARLTON Ordinary Day	31
AARON CARTER Summertime	31
NICK CARTER Help Me	30
SMASH MOUTH I'm A Believer	29
NINE DAYS Absolutely (Story Of A Girl)	28

Playlist for the week ending Nov. 16.

## abc RADIO NETWORKS

Phil Hall • 972-991-9200

### Tom Joyner Morning Show

Vern Catron  
JAHEIM Fabulous

### ALTERNATIVE PROGRAMMING

Gary Knoll • 800-231-2818

### Rock

GEORGE HARRISON Stuck Inside A Cloud  
OAVE MATTHEWS BAND Grey Street  
SOCIALBURN Down

### Alternative

DAVE MATTHEWS BAND Grey Street

### Triple A

SHERYL CROW C'mon C'mon  
CHRIS ROBINSON Safe In The Arms Of Love

### CHR

CHRISTINA AGUILERA Beautiful  
JENNIFER LOPEZ Jenny From The Block  
KELLY ROWLAND Stole

### Mainstream AC

DAVE MATTHEWS BAND Grey Street  
BRUCE SPRINGSTEEN Lonesome Day

### NAC

GREG ADAMS 'Sup With That  
RICK DERRINGER Jazzy Koo  
RUSS FREEMAN Brighter Day  
MICHAEL LINGTON Still Thinking Of You

### Christian AC

CHRISTMAS MUSIC Various Artists

### UC

AALIYAH Miss You  
AMERIE Talkin' To Me  
JENNIFER LOPEZ Jenny From The Block

### Country

DIAMOND RIO I Believe



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

### Alternative

Steve Young/Kristopher Jones  
BREAKING BENJAMIN Polyamorous  
CREED Weathered  
JURASSIC 5 What's Golden

### Active Rock

Steve Young/Kristopher Jones  
CREED Weathered

### Heritage Rock

Steve Young/Kristopher Jones  
SALIVA Always

### Hot AC

Steve Young/Josh Hosler  
DIXIE CHICKS Landslide

### CHR

Steve Young/Josh Hosler  
NORAH JONES Don't Know Why  
CREED One Last Breath  
SEAN PAUL Gimme The Light  
NELLY Air Force Ones  
JUSTIN TIMBERLAKE Cry Me A River

### Rhythmic CHR

Steve Young/Josh Hosler  
2PAC Thugz Mansion  
AALIYAH Miss You  
CHRISTINA AGUILERA Beautiful  
JA RULE /BOBBY BROWN Thug Lovin'  
LIL' ROB Barely Getting By

### Soft AC

Mike Bettelli/Teresa Cook  
ROD STEWART These Foolish Things

### Mainstream AC

Mike Bettelli/Teresa Cook  
DJ SAMMY & YANOU Heaven

### Delilah

Mike Bettelli  
DIXIE CHICKS Landslide

### Mainstream Country

Ray Randall/Hank Aaron  
MARTINA MCBRIDE Concrete Angel

### New Country

Hank Aaron  
BLAKE SHELTON The Baby

### Lia

Ken Moultrie/Hank Aaron  
GARY ALLAN Man To Man  
BLAKE SHELTON The Baby

### 24 HOUR FORMATS

Jon Holiday • 303-784-8700

### Adult Hit Radio

JJ McKay  
DIXIE CHICKS Landslide  
EMINEM Lose Yourself  
KID ROCK /SHERYL CROW Picture  
JENNIFER LOPEZ Jenny From The Block

### Adult Contemporary

Rick Brady  
DIXIE CHICKS Landslide

### US COUNTRY

Penny Mitchell  
KELLIE COFFEY At The End Of The Day  
RANDY TRAVIS Three Wooden Crosses  
KEITH URBAN Raining On Sunday

### GREAT AMERICAN COUNTRY

Jim Murphy • 303-784-8700  
BILLY HOFFMAN It Just Hurts A Little  
ALLISON MOORER Tumbling Down  
MARK WILLS Nineteen Somethin'



Charlie Cook • 661-294-9000

### Soft AC

Andy Fuller  
DIXIE CHICKS Landslide

### Bright AC

Jim Hays  
AVRIL LAVIGNE I'm With You

### Mainstream Country

David Felker  
BLAKE SHELTON The Baby

### Hot Country

Jim Hays  
KELLIE COFFEY At The End Of The Day

### Young & Elder

David Felker  
KEITH URBAN Raining On Sunday



### After Midnight

TRACE ADKINS Chrome



### Alternative

Chris Reeves • 402-952-7600  
BREAKING BENJAMIN Polyamorous  
OAVE MATTHEWS BAND Grey Street  
TRANSPLANTS Diamonds & Guns

### Country

Jim West  
FAITH HILL When The Lights Go Down  
AARON LINES You Can't Hide Beautiful

72 million households

 Tom Calderone  
VP/Programming


Plays

EMINEM Lose Yourself	28
MISSY ELLIOTT Work It	25
CLIFSE When The Last Time	23
JENNIFER LOPEZ Jenny From The Block	23
SEAN PAUL Gimme The Light	22
PUDDLE OF MUDD She Hates Me	20
FOO FIGHTERS All My Life	19
LL COOL J Luv U Better	16
TLC Girl Talk	16
MARIAH CAREY Through The Rain	14
MADONNA Die Another Day	14
SANTANA /MICHELLE BRANCH Game Of Love	14
JUSTIN TIMBERLAKE Like I Love You	13
AUDIOSLAVE Cochise	13
KELLY ROWLAND Stole	13
PINK Family Portrait	12
SUM 41 Still Waiting	12
ERICK SERMON /REDMAN React	12
GOOD CHARLOTTE Lifesyles Of The Rich...	11
FAT JOE Crush Tonight	11
NIRVANA You Know You're Right	11
SNOOP DOGG From Tha Chuuuch To...	11
KORN Alone I Break	11
SALIVA Always	10
SIMPLE PLAN I'd Do Anything	10
BRUCE SPRINGSTEEN Lonesome Day	10
DDMMAS Take It Off	10
KELLY CLARKSON A Moment Like This	9
NIVEA Don't Mess With My Man	9
EVE Satisfaction	9
RED HOT CHILI PEPPERS Zephyr Song	9
VINES Outtathaway	9
ERYKAH BADU /COMMON Love Of My Life	8
DAKENFOLD Starry Eyed Surprise	8
STONE SOUR Bother	8
JOHN MAYER Your Body Is A Wonderland	8
NORAH JONES Don't Know Why	7
JA RULE /BOBBY BROWN Thug Lovin'	7
QUEENS OF THE STONE AGE No One Knows	7
JAY-Z /BEYONCÉ '03 Bonnie & Clyde	7
TAPROOT Poem	7
AVRIL LAVIGNE Sk8er Boi	6
CHRISTINA AGUILERA Currry	6
LIFEHOUSE Spin	6
ASHANTI Baby	5
CHEVELLE The Red	5
JOHN RZEZNIK I'm Still Here	5
STAIN'D Epiphany	5
NO DOUBT /LADY SAW Underneath It All	4
STOKES Someday	4
PAPA ROACH Time And Time Again	4
UNCLE KRACKER In A Little While	4
CRAIG DAVID What's Your Flava?	3
O-TOWN These Are The Days	3
USED The Taste Of Ink	3
1 CIANT LEAP My Culture	3
B2K AND P. DIDDY Bump, Bump, Bump	3
COMMON /MARY J. BLIGE Come Close To Me	3
IRV GOTTI PRESENTS... The Pledge	3
N.D.R.E. Full Mode	2
DRU HILL I Should Be...	2
INDIA.ARIE Little Thing:	2
JAHEIM Fabulous	2
SEETHER Fine Again	2
DANIEL BEDINGFIELD Gotta Get Thru This	2
NAS Made You Look	2
NEW FOUND GLORY Head On Collision	2

Video playlist for the week ending Nov. 16.

75 million households

 Paul Marszalek  
VP/Music Programming


ADDS

 COUNTING CROWS /VANESSA CARLTON Big Yellow Taxi  
ADAM SANDLER The Chanukah Song (Part 3)

Plays

SANTANA /MICHELLE BRANCH Game Of Love	29
PINK Family Portrait	28
SHANIA TWAIN I'm Gonna Getcha Good'	28
MADONNA Die Another Day	26
NO DOUBT /LADY SAW Underneath It All	25
WATCHBOX TWENTY Disease	21
TLC Girl Talk	20
JENNIFER LOPEZ Jenny From The Block	20
JOHN MAYER Your Body Is A Wonderland	19
MARIAH CAREY Through The Rain	18
DIXIE CHICKS Landslide	17
WHITNEY HOUSTON One Of Those Days	17
FAITH HILL Cry	17
RED HOT CHILI PEPPERS Zephyr Song	16
JOHN RZEZNIK I'm Still Here (Jim's Theme)	16
BRUCE SPRINGSTEEN Lonesome Day	16
CREED Don't Stop Dancing	16
JUSTIN TIMBERLAKE Like I Love You	16
BON JOVI Misunderstood	14
LIFEHOUSE Spin	10
KELLY ROWLAND Stole	9
NIRVANA You Know You're Right	8
FOO FIGHTERS All My Life	8
BOLLING STONES Don't Stop	8
UNCLE KRACKER In A Little While	8
TORI AMOS A Sorta Fairytale	8
WALLFLOWERS When You're On Top	7
CRAIG DAVID What's Your Flava	4
MISSY ELLIOTT Work It	3
LL COOL J Luv U Better	3
IBANA GLOVER Thinking Over	2
PUDDLE OF MUDD She Hates Me	2
HEATHER HEADLEY He Is	2
INDIA ARIE Little Things	2
QUEENS OF THE STONE AGE No One Knows	1
ERYKAH BADU /COMMON Love Of My Life	1
AUDIOSLAVE Cochise	1
3 DOORS DOWN When I'm Gone	1
TONI BRAXTON /LLOON Hit The Freeway	1

Video airplay for Nov. 25-Dec. 1.

36 million households

 Cindy Mahmoud  
VP/Music Programming  
& Entertainment


VIDEO PLAYLIST

 MUSIQ Dontchange  
JENNIFER LOPEZ Jenny From The Block  
CLIFSE When The Last Time  
SEAN PAUL Gimme The Light  
JAY-Z /BEYONCÉ '03 Bonnie & Clyde  
NELLY Air Force Ones  
EMINEM Lose Yourself  
JAHEIM Fabulous  
TLC Girl Talk  
ERYKAH BADU /COMMON Love Of My Life

RAP CITY TOP 10

 EMINEM Lose Yourself  
FIELD MOB Sick Of Being Lonely  
JA RULE /BOBBY BROWN Thug Lovin'  
LL COOL J /AMERIE Paradise  
ERICK SERMON React  
BABY /P. DIDDY Do That  
BENZINDO Rock The Party  
BUSTA RHYMES Make It Clap  
NELLY Air Force Ones  
EVE Satisfaction

Video playlist for the week ending Nov. 24.


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

ADDS

 NITTY GRITTY DIRT BAND The Lowlands  
MARK WILLS Nineteen Somethin'  
TIM MCGRAW She's My Kind Of Rain

TOP 20

 DIXIE CHICKS Landslide  
NICKEL CREEK This Side  
RASCAL FLATTS These Days  
TOBY KEITH Who's Your Daddy?  
SHANIA TWAIN I'm Gonna Getcha Good!  
REBECCA LYNN HOWARD Forgive  
TRAVIS TRITT Strong Enough To Be Your Man  
EMERSON DRIVE Fall Into Me  
FAITH HILL Cry  
GEORGE STRAIT She'll Leave You With A Smile  
KEITH URBAN Somebody Like You  
CLELUS T. JUDD It's A Great Day To Be A Guy  
TERRI CLARK I Just Wanna Be Mad  
LEANN RIMES Life Goes On  
JENNIFER HANSON Beautiful Goodbye  
STEVE AZAR Waitin' On Joe  
TAMMY COCHRAN Life Happened  
BRUCE SPRINGSTEEN Lonesome Day  
RADNEY FOSTER Everyday Angel  
SHEDAISY Mine All Mine

HEAVY

 DIXIE CHICKS Landslide  
FAITH HILL Cry  
GEORGE STRAIT She'll Leave You With A Smile  
KEITH URBAN Somebody Like You  
RASCAL FLATTS These Days  
SHANIA TWAIN I'm Gonna Getcha Good!  
TOBY KEITH Who's Your Daddy?  
TRAVIS TRITT Strong Enough To Be Your Man

HOT SHOTS

 BRUCE SPRINGSTEEN Lonesome Day  
CROSS CANADIAN RAGWEED 17  
TIM MCGRAW She's My Kind Of Rain

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

Information current as of Nov. 18


 Jim Murphy, VP/Programming  
19 million households

ADDS

 MARK WILLS Nineteen Somethin'  
ALLISON MOORER Tumbling Down  
BILLY HOFFMAN It Just Hurts A Little

TOP 10

 SHANIA TWAIN I'm Gonna Getcha Good!  
KEITH URBAN Somebody Like You  
RASCAL FLATTS These Days  
TOBY KEITH Who's Your Daddy?  
FAITH HILL Cry  
TRACE ADKINS Chrome  
GEORGE STRAIT She'll Leave You With A Smile  
MONTGOMERY GENTRY My Town  
REBECCA LYNN HOWARD Forgive  
TERRI CLARK I Just Wanna Be Mad  
Information current as of Nov. 18

## TELEVISION

TOP TEN SHOWS

Total Audience (105.5 million households)
1 CSI
2 Friends
3 E.R.
4 Survivor: Thailand
5 Everybody Loves Raymond
6 CSI: Miami
7 Scrubs
8 NFL Monday Night Football (Oakland vs. Denver)
9 Will & Grace
10 Law & Order

November 11-17

Adults 18-34
1 Friends
2 Scrubs
3 E.R.
4 Will & Grace
5 CSI
6 Good Morning Miami
(tie) NFL Monday Night Football (Oakland vs. Denver)
8 The Simpsons
9 The Bachelor: Women Tell All
10 Survivor: Thailand

Source: Nielsen Media Research

COMING NEXT WEEK

**Tube Tops**

NBC's *Elvis Lives*, an hourlong special honoring **Elvis Presley**, features performances by **Norah Jones**, **Dave Matthews**, **No Doubt**, and host **Chris Isaak** with **LeAnn Rimes** and appearances by **Bono**, **Cher**, **Sheryl Crow**, **Chuck D**, **Tom Petty**, **Britney Spears**, **Bruce Springsteen** and **Steven Tyler** (Thursday, 11/28, 10pm ET/PT).

**Friday, 11/22**

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

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

• **LL Cool J**, *Late Late Show With Craig Kilborn* (CBS, check local listings for time).

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

**Saturday, 11/23**

• **Great Performances: Josh Groban in Concert** debuts on **PBS** (check local listings for time).

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

**Monday, 11/25**

• **Sharon Osbourne** is the subject of **Lifetime's Intimate Portrait** (7pm ET/PT).

• **Nick Carter**, *The View* (ABC, check local listings for time).

• **Tim McGraw**, *Jay Leno*.

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

• **And You Will Know Us By The Trail Of Dead**, *Conan O'Brien*.

• **Ice Cube**, *Craig Kilborn*.

• **Craig David**, *Carson Daly*.

**Tuesday, 11/26**

• **Katie Couric** interviews **Shania Twain** and **George Harrison's** widow, **Olivia Harrison**, on NBC's *Katie at Night* (10pm ET/PT).

• **Enrique Iglesias**, *Jay Leno*.

• **The Soundtrack Of Our Lives**, *Conan O'Brien*.

• **Kelly Rowland**, *Craig Kilborn*.

• **Ben Kweller**, *Carson Daly*.

**Wednesday, 11/27**

• **Tim McGraw: Sing Me Home** features the artist in his first network concert (NBC, 8pm ET/PT).

• ABC airs **Paul McCartney: Back in the U.S.**, which is also now available on CD and DVD (9pm ET/PT).

• **Faith Hill**, *Jay Leno*.

• **30 Seconds To Mars**, *Carson Daly*.

**Thursday, 11/28**

• **Faith Hill** performs on a new NBC concert, with special guest **Carlos Santana** (9pm ET/PT).

• **The Strokes**, *David Letterman*.

• **Chris Robinson**, *Conan O'Brien*.

• **Sugarcult**, *Craig Kilborn*.

• **Lifehouse**, *Carson Daly*.

— Julie Gidlow

## FILMS

BOX OFFICE TOTALS

Nov. 15-17

Title/Distributor	Weekend	To Date
1 <i>Harry Potter &amp; The Chamber Of Secrets</i> (WB)*	\$88.35	\$88.35
2 <i>8 Mile</i> (Universal)	\$19.34	\$84.44
3 <i>The Santa Clause 2</i> (Buena Vista)	\$15.10	\$82.51
4 <i>The Ring</i> (DreamWorks)	\$10.66	\$100.68
5 <i>Half Past Dead</i> (Sony)*	\$7.82	\$7.82
6 <i>My Big Fat Greek Wedding</i> (IFC)	\$4.71	\$199.57
7 <i>Jackass: The Movie</i> (Paramount)	\$3.87	\$59.37
8 <i>I Spy</i> (Sony)	\$3.80	\$30.73
9 <i>Frida</i> (Miramax)	\$2.91	\$8.66
10 <i>Sweet Home Alabama</i> (Buena Vista)	\$2.23	\$121.88

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

**COMING ATTRACTIONS:** This week's openers include *Friday After Next*, starring recording act **Ice Cube**. The film's **Hollywood** soundtrack sports **Westside Connection's** "It's the Holiday," **Nappy Roots'** "Got All at," **FT i/The Eastsidaz's** "High Times (Ride With Us)," **Krazyie Bone f/La Reece & K-Mont's** "Wonderful World," **50 Cent f/G Unit's** "Bad News," **Rockwilder Presents Whateva's** "Mardi Gras," **Roscoe f/Mr. Kane's** "Get Ready," **Calvin Richardson's**

"Go to the Club," **Leon Haywood's** "I Want'a Do Something Freaky to You," **Slave's** "Slide," **Donny Hathaway's** "This Christmas," **Eartha Kitt's** "Santa Baby" and **The Temptations'** "Silent Night." "Just Chill" by **Flipmode Squad f/Busta Rhymes, Rah Digga & Spliff** completes the ST.

The **Warner Bros.** soundtrack to the film *Die Another Day*, which also opens this week, contains **Madonna's** title cut.

— Julie Gidlow



**AL PETERSON**  
*apeterson@radioandrecords.com*

## Hey, What's Your E-ddress?

□ Our annual 'clip 'n' save' update of e-mail contacts

**O**K, seriously — can you really remember what life before e-mail was like? In today's world, it is nearly impossible to take care of business in the office or on the road without it. So each year we collect as many "e-ddresses" as possible from News/Talk/Sports radio professionals across the country to include in this annual column. If you find that your e-mail address is missing or needs updating, please contact me — by e-mail, of course — at *apeterson@radioandrecords.com*.

Name	Affiliation	E-ddress
<b>A</b>		
Abrams, Lee	XM Radio/Washington, DC	lee.abrams@xmradio.com
Abramson, Nancy	WSJ Radio Network/New York	nancy.abramson@dowjones.com
Agler, Bruce	KOTK-KWJJ/Portland, OR	brucea@1080kotk.com
Agnew, Bob	KNBR/San Francisco	bagnew@KNBR.com
Ahrens, Larry	KKOB/Albuquerque	talklarry@aol.com
Albert, Cliff	KOGO/San Diego	cliffalbert@clearchannel.com
Anthony, Don	Talentmasters/Woodstock, GA	daofga@aol.com
Armstrong, Barry	WBNW/Concord, MA	neagbarry@aol.com
Arquette, Rod	KSL/Salt Lake City	rod.arquette@ksl.com
Ashwood, Andrew	WOAI/San Antonio	andrewashwood@clearchannel.com
<b>B</b>		
Balon, Rob	Benchmark Co./Austin	bmark@flash.net
Barrett, Steve	WJFK-AM/Baltimore	sabarrett@aol.com
Bartolomeo, Bart	Premiere Radio Networks/Los Angeles	bbartolomeo@premiereradio.com
Batura, Paul	FOTF/Colorado Springs	baturapj@fotf.org
Beck, Ken	Entercom/Kansas City	kbeck@entercom.com
Belcher, Rick	WTMJ/Milwaukee	belcher@620wtmj.com
Bell, Paul	WSJ Radio Network/New York	paul.bell@dowjones.com
Bellows, Keven	Premiere Radio Networks/Los Angeles	kbellows@premiereradio.com
Bennett, Dan	Susquehanna Radio/Dallas	dbennett@dfwradio.com
Bennett, Fred	Westwood One/New York	fbennett@westwoodone.com
Benson, Tom	WFLF/Orlando	tombenson@ccorlando.com
Berghuis, Derek	CFTR/Toronto	derghui@rci.rogers.com
Bernstein, David	Programmer At Large	worradio@aol.com
Berry, Chris	ABC Radio News/New York	chris.j.berry@abc.com
Berry, Ken	KIRO/Seattle	kberry@entercom.com
Bertolucci, Robin	KFI-KLAC/Los Angeles	robinbertolucci@clearchannel.com
Bigby, Tom	WIP/Philadelphia	tombigby@aol.com
Birach, Sima	WGOP/Washington	sbjrdcradio700.com
Blazer, Grace	WPHT/Philadelphia	ghblazer@cbs.com

Name	Affiliation	E-ddress
<b>C</b>		
Bloomquist, Randall	WRVA/Richmond	randallbloomquist@clearchannel.com
Bohannon, Jim	Westwood One/New York	jim_bohannon@westwoodone.com
Bolger, Peter	Clear Channel/Miami	pbolger@ccmiami.com
Bolton, Amy	Jones Radio Nets/Washington	abolton@jonesradio.com
Booth, Tamara	FOX Sports Radio/Los Angeles	tbooth@premiereradio.com
Boyce, Phil	WABC/New York	phil.boyce@abc.com
Braverman, Erik	KABC/Los Angeles	erk.s.braverman@abc.com
Breck, Bob	KNCO/Grass Valley, CA	bobbreck@knco.com
Brown, Katherine	WTKS-FM/Orlando	katherine@wtks.com
Butler, John	WMAL/Washington	john.c.butler@abc.com
Byrne, Eileen	WLS/Chicago	eileen.f.byrne@abc.com
<b>D</b>		
Cantillo, Laurie	KFYI/Phoenix	lauriecantillo@clearchannel.com
Carey, Bob	Syndicated Solutions/Stamford, CT	bcarey@syndsolutions.com
Carls, Kelly	Clear Channel/Louisville	kcarls@mindspring.com
Carver, Steve	WGN/Chicago	scarver@tribune.com
Casale, Jim	Casale Consulting/Seattle	jim@casaleconsulting.com
Castleberry, Tod	WTNT/Washington	todcastleberry@clearchannel.com
Callin, Jeff	KCMO/Kansas City	jcatlin@susqkc.com
Charles, Ken	Clear Channel/Houston	kencharles@clearchannel.com
Chinnery, Keith	CKLW/Windsor, Ontario, Canada	kwc@89xradio.com
Clawson, Pat	Radio America/Washington	pclawson@radioamerica.org
Cochran, Barbara	RTNDA/Washington	barbarac@rtnda.org
Coleman, Jon	Coleman Insights/Research Triangle, NC	joncoleman@colemaninsights.com
Cooke, Holland	McVay Media/Cleveland	cookeh@aol.com
Cox, Merrilee	ABC News Radio/Washington	merrilee.x.cox@abc.com
Crim, Mort	Mort Crim Comm./Southfield, MI	secondthoughts@mortcrim.com
<b>D</b>		
Dane, Bob	Prostar Ent./Alexandria, VA	movieshow1@aol.com
Davis, Ray	WTAM/Cleveland	raydavis@clearchannel.com

Name	Affiliation	E-ddress
Decina, Dave	Bloomberg, Radio Nets/New York	decina@bloomberg.net
DePrez, Mark	WOWO/Ft. Wayne, IN	mdeprez@federatedmedia.com
DeWees, Bill	WONU-FM/Chicago	bill@wonu.fm
Disa, Tim	AirTime Media/Chicago	tim@weekendradionetwork.com
Dorwart, Mike	WOKV/Jacksonville	mike.dorwart@cox.com
Douglass, Paul	Cox Radio Syndication/Atlanta	dougat@earthlink.net
DuMont, Bruce	Beyond The Beltway/Chicago	btbtalk@aol.com
<b>E</b>		
Eatman, Robert	Eatman Ent./Pacific Palisades, CA	roberte@aol.com
Elder, Mike	WRKO/Boston	mikeelder@wrko.com
Elswick, Dave	KARN/Little Rock	dave.elswick@mail.citcomm.com
English, Jennifer	Food & Wine Network/Tucson	brandnewmedia@aol.com
<b>F</b>		
Fabian, Doug	Maverick Invest./Huntington Beach, CA	doug@fabian.com
Farley, Jim	WTOP/Washington	jfarley@wtopnews.com
Fedie, Natalie	Hubbard Radio Network/Minneapolis	nfedie@hbi.com
Fenley, Mike	WSJS/Winston-Salem, NC	wmfenley@wsjs.com
Fisher, Glenn	Fisher Entertainment/Santa Cruz, CA	glenn@fisherentertainment.com
Fisher, Todd	KSTP/Minneapolis	tfisher@ks95fm.com
Foster, Greg	WGY/Albany, NY	gregfoster@clearchannel.com
Franz, Bob	WHOO/Orlando	bobfrantz@whoo1080.com
Frazier, Daniel	WHBQ/Memphis	dan@finn.com
<b>G</b>		
Gallagher, Mike	Salem Radio Networks/Dallas	mike@mikeonline.com
Garcia, Robert	CNN Radio/Atlanta	robert.garcia@turner.com
Gatto, Tony	ABC Radio News/New York	tony.gatto@abc.com
Geller, Valerie	Geller Media/New York	vgeller@aol.com
Gershon, Bernie	ABCNEWS.com/New York	gershon@abc.com
Gerson, Matt	KXAM/Phoenix	mgerson@kxam.com
Gibson, David	ABC Radio Nets/New York	david.gibson@abc.com
Gilbert, Bruce	KTCK/Dallas	bgilbert@dfwradio.com
Gladner, Neil	KARN/Little Rock	neal.gladner@citcomm.com
Glass, Jim	McVay Media/Cleveland	radiowatch@glassmedia.biz
Graham, Kevin	WEVD (ESPN)/New York	kevin.a.graham@abc.com
Green, Dennis	Westwood One/New York	dgreen@westwoodone.com
<b>H</b>		
Hall, David G.	Premiere Radio Networks/Los Angeles	dhall@premiereradio.com
Hampton, Bill	Dave Ramsey Show/Nashville	billh@daveramsey.com
Hansgen, Larry	WHIO/Dayton	larryhan@erinet.com
Hanson, John	ESPN920/Las Vegas	jbibl@hotmail.com
Harden, Van	WHO/Des Moines	vanharden@clearchannel.com
Harold, Drew	KBOI/Boise, ID	gooddoctor@670kboi.com
Harris, Paul	KTRS/St. Louis	paul@harrisonline.com
Hayes, Drew	WBBM/Chicago	dhayes@wbbm-am.com
Herman, Scott	WINS-WNEW/New York	herman@wins.com
Hess, Bill	WHJJ/Providence	billwhjj@aol.com
Hill, Austin	KFYI/Phoenix	austinhillma@yahoo.com
Hillery, Jeff	KLIF/Dallas	jhillery@dfwradio.com
Hiltzik, George	NS Bienstock/New York	ghiltzik@nsbienstock.com
Hinnen, John	Rogers Media/Toronto	jhinnen@rci.rogers.com
Hobbs, Gabe	Clear Channel/Tampa	gabehobbs@clearchannel.com
Horn, Jim	WSBA/York, PA	jhorn@suscom.com
Howell, Marshall	WNZS/Jacksonville	mhowell@ccjax.com
Hudson, Brian	KRSO/Santa Rosa, CA	brian@ksro.com
Humphries, Rusty	KKOH/Reno, NV	rustyhumph@aol.com
Hurwitz, Jerry	KOWL/S. Lake Tahoe, CA	kowlam@krlfm.com

Continued on next Page

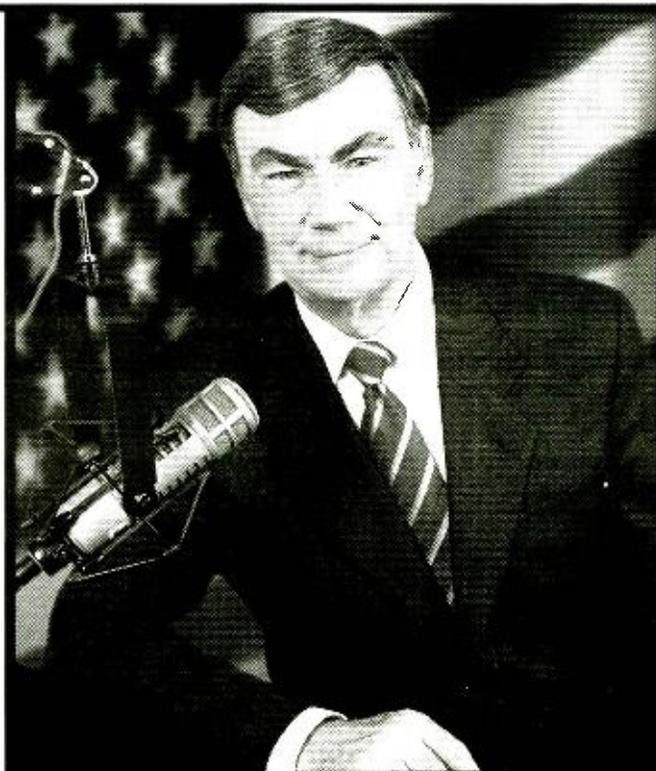
He's smart. He's funny.  
 He's Live in America!

# THE SAM DONALDSON SHOW

LIVE IN AMERICA

**abc** RADIO NETWORKS  
*america listens to abc*

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



## Hey, What's Your E-ddress?

Continued from previous Page

Name	Affiliation	E-ddress
<b>J</b>		
Jarvis, Jason	Jason Jarvis Show/Hartford	jaswjjarvis@attbi.com
Jennings, Brian	Citadel/Las Vegas	brian.jennings@citcomm.com
Jensen, Rick	WDEL/Wilmington, DE	rjensen@wdel.com
John & Jeff Show	KLSX-FM/Los Angeles	johnandjeffshow@aol.com
Johnson, Eric	WKXW-FM/Trenton, NJ	ej1015@nj1015.com
Jones, John K.	AF News/Washington	jkjones@ap.org
<b>K</b>		
K., Bob	Deug Stephan's Good Day/ Boston	bobthek@attbi.com
Kampmeier, Chris	WTKS-FM/Orlando	chriskampmeier@ ccorlanco.com
Katic, Mark	WHJJ/Providence	mkatic1881@aol.com
Katz, Jeff	WPHT/Philadelphia	radokatz@aol.com
Kellett, Doug	WWTN-FM/Nashville	dkellett@ gaylordentertainment.com
Kelly, Dennis	N/T Concepts/Mukilteo, WA	dennismkelly@email.msn.com
Kennedy, Matt	WJBO/Baton Rouge	matkennedy@ clearchannel.com
Kitchin, Kraig	Premiere Networks/ Los Angeles	kkitchin@premiereradio.com
Kohl, Ken	KFBK-KSTE/Sacramento	kenkohl@clearchannel.com
Komando, Kim	WestStar Talk Radio Network/ Phoenix	komando@weststar.com
Konrad, Steve	WTVN/Columbus, OH	stevekonrad@clearchannel.com
<b>L</b>		
Lambert, TJ	ABC Radio Nets-ESPN/Dallas	tj.lambert@abc.com
Landreth, Jack	PD At Large	showjack@aol.com
Langmyer, Tom	KMOX/St. Louis	telangmyer@abc.com
Larsen, Lee	Clear Channel/Denver	leelarsen@clearchannel.com
Larsen, Mark	WWBA/Tampa-St. Petersburg	mark@themorning magazine.com
Larson, Mark	Mark Larson Media Svcs./ San Diego	mark@marklarson.com
Lee, Andrew	WSKY/Gainesville	ales@entercom.com
Lioffa, Tom	KGME/Phoenix	tlcioffa@amfm.com
Lockhart, Roger	AP News/Washington	rlockhart@ap.org
Lund, John	Lund Consultants/Millbrae, CA	lunradio@aol.com
Lundeen, Roger	WGIL/Galesburg, IL	wgil@galesburg.net
Lundy, Nate	WREC/Memphis	natelundy@clearchannel.com
Luckoff, Mickey	KGO-KSFO/San Francisco	mikekey.luckoff@abc.com
<b>M</b>		
Macrini, Tony	WNIS/Norfolk	wnis@axis.net
Mazy, Dave	WOWO/Ft. Wayne, IN	dave@javemacy.com
Mainelli, John	News/Talk Consultant/ New York	jmaineji@compuserve.com
Malone, John	WMBD/Peoria, IL	johnm@wmbdradio.com
Marcum, Dave	KVET-FM/Austin	asta@eustin.rr.com
Marshall, John	WJR/Detroit	john.r.marshall@abc.com
Martin, Don	KOA/Denver	donmartin@clearchannel.com
Martini, Jeff	KLSX/Los Angeles	dryjma.tim@earthlink.net
Mason, Mark	WINS/New York	mason@wins.com
Masteller, Scott	KESN-FM/Dallas	scott.w.masteller@abc.com
Masters, Mark	Talk Radio Net/ Grants Pass, OR	mmasters@ talkradio.net
McCarthy, Kevin	KOGO/San Diego	kmccarthy@clearchannel.com
McCarthy, Tim	WABC/New York	tim.g.mccarthy@abc.com
McConnell, John	ABC Radio/New York	john.e.mcconnell@abc.com
McGee, Kipper	WDBO/Orlando	kipper.mcgee@cox.com
McIntee, Denise	Geller Media Internat'l/New York	denisemac1@aol.com

Name	Affiliation	E-ddress
McMahon, Bill	MediaVision Ltd./San Diego	guruofgab@pacbell.net
Mellgren, Ken	AP Broadcast/Washington, DC	kmellgren@ap.org
Meltzer, Jim	WTAM/Cleveland	jimmeltzer@clearchannel.com
Meszaros, David	WSB/Atlanta	david.meszaros@wsbradio.com
Michaels, Bob	Arbitron/Dallas	bob.michaels@arbitron.com
Michaels, Nick	Nick Michaels Inc/Pinecrest, FL	nickmichaels@mindspring.com
Millford, Rob	Newsman At Large/Dallas	millford55@hotmail.com
Millman, Nelson	CJCL/Toronto	nmillman@rci.rogers.com
Minter, Wes	KRMG/Tulsa	wes.minter@cox.com
Moceri, Greg	Moceri Media/Grand Rapids	gregmoceri@aol.com
Morgan, Dave	Sinclair/Norfolk	dmorgan@sinclairstations.com
Murtagh, Frank	Murtagh Marketing/Boston	fmurtagh@mindspring.com
<b>N</b>		
Nadel, Roger	KFWB/Los Angeles	nadel@kfwb.cbs.com
Nagler, Harvey	CBS Radio News/New York	hna@cbsnews.com
Nelson, Dan	WYLL/Chicago	nelson@wyll.com
Noack, Greg	Premiere Radio Networks/ New York	gnoack@premiereradio.com
<b>O</b>		
O'Brien, Joe	KSTP/Minneapolis-St. Paul	jobrien@am1500.com
Olinger, Kris	KIRO/Seattle	kolinger@710kro.com
Oliver, Trevor	Premiere Radio Networks/ Los Angeles	trevoroliver@clearchannel.com
Oprea, Terry	Mort Crim Comm./ Southfield, MI	toprea@mortcrim.com
Quick, Jon	WIBC/Indianapolis	jpq@wibc.emms.com
Owens, Ronn	KGO/San Francisco	ronn@ronn.com
<b>P</b>		
Packer, Michael	WLS/Chicago	mpacker@aol.com
Panosh, Peggy	Westwood One/New York	papanosh@westwoodone.com
Parker, Tom	WGST/Atlanta	tomparker@clearchannel.com
Parks, Darryl	WLW/Cincinnati	darrylparks@clearchannel.com
Paulson, Wendy	WCCO/Minneapolis	wpaulson@wccoradio.cbs.com
Peterson, Alan	WGOP/Washington	alanpeterson@earthlink.net
Pitcher, Red	WJBC/Bloomington, IL	red_pitcher@citcomm.com
Pomerance, Brad	KPCC/Los Angeles	btp@attbi.com
Pressley, Condace	WSB/Atlanta	condace.pressley@ wsbradio.com
Pressley, Lauren	Air Talent At Large	laurenmaria420@aol.com
Pugh, Bill	XTRA/San Diego	billpugh@clearchannel.com
Pyle, Ed	KNX/Los Angeles	edpyle@cbs.com
<b>Q</b>		
Quimby, Crys	KFWB/Los Angeles	quimby@kfwb.cbs.com
<b>R</b>		
Raab, Marty	Premiere Radio Networks/Dallas	mraab@premiereradio.com
Rantel, Al	KABC/Los Angeles	al.rantel@abc.com
Raphael, Frank	WCBS-AM/New York	fraphael@cbs.com
Remy, Mike	KHTK/Sacramento	mremy@infinitysac.com
Roberts, Jim	Radio America/ Washington, DC	jroberts@radioamerica.org
Rose, Mary June	WGN/Chicago	mrose@tribune.com
<b>S</b>		
Sabeen, Tim	WYSP/Philly & WCKG/Chicago	tsabeen@cbs.com
Sabo, Walter	Sabo Media/New York	sabomedia@compuserve.com
Scaglione, Sil	WPHT/Philadelphia	sscaglione@cbs.com
Scott, Dave	Michigan Talk Network	dscott@michigantalkradio.net
Scott, Rick	Rick Scott & Assoc./Seattle	rscott@sportsradio.com
Seale, Brent	WAPI/Birmingham	brent.seale@citcomm.com
Seelert, Rodger	XMMM/Tijuana, MEX (ESPN Radio)	rodger@mediaaccess partners.com
Seeman, Dan	KFAN/Minneapolis	danseeman@clearchannel.com

Name	Affiliation	E-ddress
Senes, Dave	WYLL/Chicago	senes@wyll.com
Shillo, Deborah	Jason Jarvis Show/Hartford	jarvis11@mindspring.com
Shomper, Bob	WBAP/Dallas	bob.h.shomper@abc.com
Sinicropi, Steve	WKRK-FM/Detroit	steve.sinicropi@971fm.com
Slaight, Gary	Standard Broadcasting/ Toronto	gary.slaight@cfbr.com
Smith, Greg	OnARollRadio/Tampa	rollradio@aol.com
Smith, Shawn	Jones Radio Networks/Seattle	shawn.smith@jrnseattle.com
Sniff, Dave	KFMB-AM/San Diego	sniff@kfmb.com
Spence, Tim	KKFN/Denver	tspence@fan950.com
Spittle, Gavin	KXNT/Las Vegas	gjspittle@cbs.com
Spriggs, Pete	WSB/Atlanta	pete.spriggs@wsbradio.com
St. Pierre, Ron	WPRO/Providence	ronstpierre@citcomm.com
Stephan, Doug	Good Day/Hollywood	dougstephan@aol.com
Stirland, Kirk	WOR Radio Network/ New York	kstirland@wor710.com
Stock, Alan	KXNT/Las Vegas	astock@lvcm.com
Straley, Kevin	XM Radio/Washington, DC	kevin.straley@xmradio.com
Strider, Phil	Jones Radio Networks/Seattle	phil.strider@jrnseattle.com
Swanson, Jack	KGO-KSFO San Francisco	jack.c.swanson@abc.com
<b>T</b>		
Tantum, Greg	KGO/San Francisco	greg.p.tantum@abc.com
Taylor, Jeff	WBMQ/Savannah, GA	jeff@wbmq.com
Tessler, Bart	Westwood One/New York	btessler@westwoodone.com
Thiele, Peter	WVNN/Huntsville, AL	pwthiele@bellsouth.net
Thompson, Mike	WALR-WCNN/Atlanta	mikethompson@680thefan.com
Tom Torbjornsen	America's Car Show/Bufalo	tomt@madbbs.com
Tower, Phil	WOOD/Grand Rapids	towerp@woodradio.com
Tradup, Tom	Parade Radio Fax/Dallas	tom_tradup@parade.com
Trecasse, Sue	WFLA/Tampa	suetrecasse@clearchannel.com
Tunick, Maurice	WOR/New York	mtunick@wor710.com
Tyler, Chuck	KRLA/Los Angeles	ctyler@klla.com
Tyll, Ed	WLIE/Long Island	
<b>V</b>		
Valentine, Harry	Sabo Media/New York	harry@sabomedia.com
Van Stone, Dave	WBNS/Columbus, OH	dystone@radiohio.com
Vrable, Tisa	KTAR/Phoenix	tvrable@ktar.com
Vuolo, Art	Radio's Best Friend/ Southfield, MI	artvuolo@aol.com
<b>W</b>		
Watson, Don	NewsTalk Strategies/ Huntsville, AL	mediadon@insightbb.com
Weaver, Tom	WSAU-AM/Wassau, WI	weaver@mwcradio.com
Weber, George	WABC/New York	georgeatabc@hotmail.com
Weissbach, Peter	Talk Host At Large/Seattle	weissbach@weissbach.com
Wenger, Tim	WBEN/Bufalo	twenger@entercom.com
Wertz, Bill	WKZO/Kalamazoo, MI	wjw@fairfield-radio.com
Westerman, Doug	KFAN/Minneapolis	westy@kfan.com
Whittemore, Brian	WCCO/Minneapolis	bwhittemore@ wccoradio.cbs.com
Wilbur, Adam	Wilbur Ent./Santa Cruz, CA	adamwilbur@sbcglobal.net
Wilmot, Jason	KBOI/Boise, ID	jason.wilmot@citcomm.com
Wilt, Frank	WSVA/Harrisonburg, VA	frankwilt@aol.com
Wood, Rich	Network Exec At Large/ New York	richwood@commspec.com
Woodhull, Paul	MSS/Washington, DC	woodhull@erols.com
Woodley, Pam	WWJ/Detroit	prwoodley@cbs.com
<b>Y</b>		
Young, Kevin	KPAM/Portland, OR	kyoung@kpam.com
<b>Z</b>		
Zarecki, Tom	RCS/White Plains, NY	tomzshow@rcsworks.com

# WIZETRADE™ LIVE Listeners Love It!

Affiliates are raving about the most exciting financial talk show ever.

A live call-in talk show that WORKS!

Heard daily on over 100 affiliates.



Hosted by  
George Thompson  
and Tony Marino

M-F 4-5pm est. GE-8 (Starguide) & GE-3.

www.wizetrade.com Call USA Radio Network Aff. Relations 800.829.8111 www.usaradio.com

## Davis

Continued from Page 1

Schmidt-Holtz went on to explain his decision to acquire the balance of J Records: "As BMG continues to create a company that is focused on artists, efficiency and transparency, full ownership of our key assets is a guiding strategy."

In a memo to BMG staff, Schmidt-Holtz also observed, "It will be a challenge for Clive to establish our new RCA Music Group, but I know Clive is energized by this challenge, and so am I."

"You should know that, from my first days at BMG, I wanted to re-establish our relationship with Clive Davis. I think of Clive as a partner and as a man who epitomizes the BMG entrepreneur. Clive focuses on the artist, and he knows how to take action — the very elements that are at the core of BMG. By bringing J and RCA under Clive, I feel we can take both labels to a new level of creative and financial achievement."

As a result of the shuffle, RCA Music Group Chairman/CEO Bob Jamieson will step down. He is in discussions with BMG regarding a future role. Charles Goldstuck will become President/COO of RCA Music Group, and Richard Sanders will continue as Exec. VP/GM of RCA Records. Other labels under the existing RCA Music Group, including BMG Canada, RLG Nashville, RCA Victor, Strategic Marketing, BMG Heritage and BMG Special Products will report on an interim basis to BMG COO Michael Smellie.

## Adelstein

Continued from Page 3

"we will also be up and running at full complement and in the way intended by the statutes that guide us. It's a happy day for me and for the commission."

Commenting on his new colleague's qualifications, Copps said that Adelstein is uncommonly well-versed in the issues and has "a real and abiding commitment to help bring the best communications systems in the world to America's consumers."

FCC Commissioner Kevin Martin also had kind words about Adelstein, saying, "His experience will be an asset to the commission as we continue to address the vital communications issues that are currently before us. My colleagues and I look forward to working with him."

NAB President/CEO Eddie Fritts also applauded Adelstein's arrival. "The NAB strongly supported the nomination of Jonathan Adelstein to the FCC, and we're delighted that he has been confirmed," Fritts said, adding that Adelstein's background in public service (he's a 15-year Senate veteran) and his firm grasp of broadcasting and telecommunications issues will serve him well at the commission. "We look forward to working with him," Fritts said.

As of R&R's Tuesday press time, it was unknown when Adelstein would be sworn in and begin his new job.

## KFWB

Continued from Page 1

Shamrock Broadcasting, will serve as the station's trustee and licensee for the entire time KFWB is in trust.

"It's true: An application has been made with the FCC," Clark confirmed to R&R last week. Viacom will pay Clark \$25,000 in cash to oversee what Viacom Sr. VP/Communications Dana McClintock told R&R is "an independent and irrevocable trust."

But Infinity could very well own and operate KFWB next spring, when the FCC is expected to abolish its current cross-ownership rules. By placing KFWB into a trust, Infinity and Viacom get to play a waiting game with the commission: If the cross-ownership rules disappear in early 2003, the need to sell KFWB will cease to exist.

Infinity's agreement to place KFWB into the trust does not affect the station's deal to become the flagship station of the Los Angeles Dodgers in 2003. And until the station actually goes into trust, KFWB personnel will continue to receive their paychecks and benefits from Infinity.

One source close to the situation told R&R that KFWB was the perfect station to be chosen for placement into a trust, because it is the only Infinity/L.A. property that does not share real estate with another station.

Once KFWB goes into the trust, things change instantly for KFWB personnel. As part of Infinity's agreement with Clark, no Infinity executive may have any business relationship or contact with Clark or any KFWB personnel. KFWB will operate independently and could be run by the trust for a period of up to five years.

## San Diego

Continued from Page 3

XHRM, respectively. Clear Channel operates XHTZ via a programming and sales agreement with XTRA Comunicaciones and has a similar agreement with XHRM owner BiNational.

"Rick resigned to pursue another opportunity," Clear Channel/San Diego VP/Market Manager Mike Glickenhau told R&R. "We're sorry to see him go, and we wish him the best." Thomas, a.k.a. Rick Innamorato, has joined Salem/Honolulu as Director/Programming (see story, Page 10).

Before joining KHTS Laird programmed Clear Channel sister KGGI/Riverside. She has also worked at KWBR/San Luis Obispo, CA; KJFX/Fresno; and WSHE/Miami.

Payton, who will retain his afternoon airshift with Mel McKay at KMYI, was previously OM/PD of KMXB & KMZQ/Las Vegas. He has also programmed KRUZ/Santa Barbara, CA; been Marketing Director for KOST/Los Angeles; and served as Promotions Director for KPWR/L.A. and KGGI.

"I'm happy to be part of the Magic family," Payton told R&R. "Thanks to Mike Glickenhau, Jim Richards and Steve Smith for their belief in me and to Rick Thomas for a great legacy."

## Berry

Continued from Page 1

programming produced for the ABC Radio Networks. Since 1999 Berry has also overseen the network's *Paul Harvey News* broadcasts, a job he will retain in addition to his new role at WMAL.

Prior to joining ABC in 1996 Berry spent 14 years at CBS Radio, working at O&Os KNX/Los Angeles and WBBM/Chicago and as Exec. Producer/CBS Radio at the company's Washington, DC bureau.

"I love Washington, DC and have always thought of it as my second home," Berry told R&R. "I'm delighted that I will now be able to make it our primary home with the great group of people here at WMAL."

Berry, who will have his feet planted firmly in both New York and DC until a successor to his position with ABC News is named, added, "I expect to be spending quite a bit of time commuting between both cities, at least through the end of this year."

## RAB

Continued from Page 1

third quarter has been the standout sales season so far, with local 8% ahead of the same period last year and national climbing 17%. Those Q3 figures combine for a 10% year-to-year advantage.

"In May 2000 the economy and the advertising environment were in the midst of phenomenal prosperity and growth," RAB President/CEO Gary Fries recalled. "The strong growth in radio ad sales for September and the third quarter point to radio's ability to withstand the kind of uncertain environment that is enveloping the advertising landscape today. Right now, radio looks to continue to exceed expectations, and the next two quarters are shaping up for sustained health in the industry."

## Backer

Continued from Page 10

V2 President Andy Gershon said, "We share the same vision and commitment for V2 and its artists."

Backer said, "As an executive, I was drawn to V2 because of the company's outstanding roster of artists and its cutting-edge approach to signing and developing those artists. Those qualities, coupled with the opportunity to work with a staff of incredibly hard-working, bright and passionate music people, made this decision a very easy one."

## Broz

Continued from Page 10

America, and having someone like Cheryl is a major advantage for everyone on all sides of the strategic table."

Broz began her career as MD at KRBE/Houston before moving into consulting with Shane Media Services. She has been on the staff at Crave Records and Columbia Records and was most recently Assoc. Director/National Promotion at Arista Records.



10100 Santa Monica Blvd, Third Floor • Los Angeles CA 90067-4004  
Tel (310) 553-4330 • Fax (310) 203-9763  
www.radioandrecords.com

EDITOR-IN-CHIEF **RON RODRIGUES** • rrodrigues@radioandrecords.com  
EXECUTIVE EDITOR **JEFF GREEN** • jgreen@radioandrecords.com  
MANAGING EDITOR **RICHARD LANGE** • rlange@radioandrecords.com  
NEWS EDITOR **JULIE GIDLOW** • jgidlow@radioandrecords.com  
MUSIC EDITOR **FRANK CORREIA** • fcorreia@radioandrecords.com  
RADIO EDITOR **ADAM JACOBSON** • jacobson@radioandrecords.com  
RESEARCH DIRECTOR **HURRICANE HEERAN** • hheeran@radioandrecords.com  
ASSISTANT MANAGING EDITOR **BRIDA CONNOLLY** • bconnolly@radioandrecords.com

### FORMAT EDITORS

AC EDITOR **KID KELLY** • kkelly@radioandrecords.com  
ALTERNATIVE EDITOR **JIM KERR** • jimkerr@radioandrecords.com  
SR. VP/CHR EDITOR **TONY NOVIA** • tnovia@radioandrecords.com  
CHRISTIAN EDITOR **RICK WELKE** • rwelke@radioandrecords.com  
CHR/RHYTHMIC EDITOR **DONTAY THOMPSON** • dthompson@radioandrecords.com  
COUNTRY EDITOR **LON HELTON** • lhelton@radioandrecords.com  
NEWS/TALK/SPORTS EDITOR **AL PETERSON** • apeterson@radioandrecords.com  
ROCK EDITOR **CYNDEE MAXWELL** • cmaxwell@radioandrecords.com  
SMOOTH JAZZ EDITOR **CAROL ARCHER** • carcher@radioandrecords.com  
SPANISH LANGUAGE EDITOR **JACKIE MADRIGAL** • jmadrigal@radioandrecords.com  
STREET TALK DAILY EDITOR **KEVIN CARTER** • kcarter@radioandrecords.com  
TRIPLE A EDITOR **JOHN SCHOENBERGER** • jschoenberger@radioandrecords.com  
URBAN EDITOR **KASHON POWELL** • kpowell@radioandrecords.com  
ASST. EDITOR **KEITH BERMAN** • kberman@radioandrecords.com  
ASST. EDITOR **TANYA O'QUINN** • toquinn@radioandrecords.com  
ASST. EDITOR **MARK BROWER** • mbrower@radioandrecords.com  
ASST. EDITOR **KATY STEPHAN** • kstephan@radioandrecords.com

### MUSIC OPERATIONS

SR. VP/MUSIC OPERATIONS **KEVIN MCCABE** • kmccabe@radioandrecords.com  
DIRECTOR/CHARTS **ANTHONY ACAMPORA** • aacampora@radioandrecords.com  
DIRECTOR/OPERATIONS **AL MACHERA** • amachera@radioandrecords.com  
DIRECTOR/DIGITAL INITIATIVES **GREG MAFFEI** • gmaffei@radioandrecords.com  
CHARTS & MUSIC MANAGER **ROB AGNOLETTI** • ragnoletti@radioandrecords.com  
PRODUCT & TECH SUPPORT MGR. **JOSH BENNETT** • jbennett@radioandrecords.com  
ASST. OPERATIONS MANAGER **MICHAEL TRIAS** • mtrias@radioandrecords.com  
PRODUCT ADMINISTRATOR **DIANE RAMOS** • dramos@radioandrecords.com  
CHART COORDINATOR/SPANISH **MARCELA GARCIA** • magarcia@radioandrecords.com

### BUREAUS

7900 Wisconsin Avenue #400 • Bethesda, MD 20814 • Tel (301) 951-9050 • Fax (301) 951-9051  
ASSOCIATE EDITOR **JOE HOWARD** • jhoward@radioandrecords.com  
1106 16<sup>th</sup> Avenue South • Nashville, TN 37212 • Tel (615) 244-8822 • Fax (615) 248-6655  
BUREAU CHIEF **LON HELTON** • lhelton@radioandrecords.com  
ASSOCIATE EDITOR **ANGELA KING** • aking@radioandrecords.com

### CIRCULATION

CIRCULATION COORDINATOR **JIM HANSON** • jhanson@radioandrecords.com  
CIRCULATION COORDINATOR **CRISTINA RUBIO** • crubio@radioandrecords.com

### INFORMATION TECHNOLOGY

DIRECTOR **SAEID IRVANI** • sirvani@radioandrecords.com  
LEAD DEVELOPER **CECIL PHILLIPS** • cphillips@radioandrecords.com  
APPLICATION DEVELOPER **HAMID IRVANI** • hirvani@radioandrecords.com  
WEB DEVELOPER **ABHIJIT JOGLEKAR** • ajoglekar@radioandrecords.com  
WEB/APPLICATION DEVELOPER **AMIT GUPTA** • agupta@radioandrecords.com  
NETWORK ADMINISTRATOR **DAVID PUCKETT** • dpuckett@radioandrecords.com  
SYSTEM ADMINISTRATOR **JOSE DE LEON** • jdeleon@radioandrecords.com  
DATABASE ADMINISTRATOR **PUNEET PARASHAR** • pparashar@radioandrecords.com  
TECHNICAL SUPPORT **ANDREW CHIZOV** • achizov@radioandrecords.com

### PRODUCTION

DIRECTOR **KENT THOMAS** • kthomas@radioandrecords.com  
MANAGER **ROGER ZUMWALT** • rzumwalt@radioandrecords.com  
GRAPHICS **FRANK LOPEZ** • flopez@radioandrecords.com  
GRAPHICS **DELIA RUBIO** • drubio@radioandrecords.com

### DESIGN

DIRECTOR **GARY VAN DER STEUR** • gvdsteur@radioandrecords.com  
DESIGN **MIKE GARCIA** • mgarcia@radioandrecords.com  
ELECTRONIC PUBS DESIGN **CARL HARMON** • charmon@radioandrecords.com  
DESIGN **TIM KUMMEROW** • tkummerow@radioandrecords.com  
AD DESIGN MANAGER **EUNALAE C. NARIDO II** • bnarido@radioandrecords.com  
DESIGN **JEFF STEIMAN** • jsteiman@radioandrecords.com

### ADVERTISING

DIRECTOR/SALES **HENRY MOWRY** • hmowry@radioandrecords.com  
ADVERTISING COORDINATOR **NANCY HOFF** • nhoff@radioandrecords.com  
SALES REPRESENTATIVE **PAUL COLBERT** • pcolbert@radioandrecords.com  
SALES REPRESENTATIVE **MISSY HAFFLEY** • mhaffley@radioandrecords.com  
SALES REPRESENTATIVE **JESSICA HARRRELL** • jharrell@radioandrecords.com  
SALES REPRESENTATIVE **KAREN MUMAW** • kmumaw@radioandrecords.com  
SALES REPRESENTATIVE **KRISTY REEVES** • kreeves@radioandrecords.com  
SALES REPRESENTATIVE **STEVE RESNIK** • sresnik@radioandrecords.com  
SALES REPRESENTATIVE **MICHELLE RICH** • mrich@radioandrecords.com  
SALES REPRESENTATIVE **BROOKE WILLIAMS** • bwilliams@radioandrecords.com  
SALES ASSISTANT **KAT CARRIDO** • kcarrido@radioandrecords.com

### FINANCE

CHIEF FINANCIAL OFFICER **JOE RAKAUSKAS** • jrakauskas@radioandrecords.com  
ACCOUNTING MANAGER **MARIA ABUIYSA** • mabuiysa@radioandrecords.com  
ACCOUNTING SUPERVISOR **MAGDA LIZARDO** • mlizardo@radioandrecords.com  
CREDIT AND COLLECTIONS **WHITNEY MOLLAHAN** • wmollahan@radioandrecords.com  
BILLING ADMINISTRATOR **ERNESTINA RODRIGUEZ** • erodriguez@radioandrecords.com  
BILLING ADMINISTRATOR **GLENDIA VICTORES** • gvictores@radioandrecords.com  
ACCOUNTING ASSISTANT **SUSANNA PEDRAZA** • spedraza@radioandrecords.com

### ADMINISTRATION

PUBLISHER/CEO **ERICA FARBER** • efarber@radioandrecords.com  
OPERATIONS MANAGER **PAGE BEAVER** • pbeaver@radioandrecords.com  
GENERAL COUNSEL/DIRECTOR HR **LISE DEARY** • ldeary@radioandrecords.com  
DIRECTOR OF CONVENTIONS **JACQUELINE LENNON** • jlennon@radioandrecords.com  
EXECUTIVE ASSISTANT **TED KOZLOWSKI** • tkozlowski@radioandrecords.com  
OFFICE ADMIN/RECEPTION **JUANITA NEWTON** • jnewton@radioandrecords.com  
MAILROOM **ROB SPARAGO** • rsparago@radioandrecords.com

A Perry Capital Corporation

## Growing Up With Harold Childs

*'We got to bring it up from the streets again'*

By Bob Shannon

"It's like Jackie Robinson," says Harold Childs. "Not long ago somebody asked a bunch of baseball players who Jackie Robinson was, and most of them didn't know."

So, history means nothing?

Childs pauses, then says, "You can't expect young kids in our business — or any business — with their own way of doing it, their own style, to want to hear stories of the golden days when expense accounts were hot and we could do anything we wanted."

But if you were to give some young underassistant West Coast promotion man advice today, what would it be?

"I'd say, 'It's the music; it's always about the music.'"

### AMERICAN DREAMS

Weekday afternoons, 4 pm Eastern, black-and-white — more white than black, but let's not go there. It was 1957, maybe '58. Harold Childs was a teenager, and his world changed forever when music came to television.

"We'd come home, not do our homework, sit down and watch *American Bandstand*," he says. Had ABC-TV had more marketing savvy, it might have come up with a slogan like "I want my *Bandstand*," but no matter, because someone, perhaps Dick Clark himself, was peering into the future. What's most surprising is that a barely breathing network could grab over 60% of the available television audience by daring to play rock 'n' roll on television.

It was an ear- and eye-opener. "It," says Childs, "was our homework."

But there was more for Childs to learn, and Mike Weinstein, owner of Savoy Music, was his teacher: floor sweeping, box schlepping and never-ending journeys to Philadelphia's rapidly growing record distributors. "He taught me everything," says Childs, and Childs, with his trademark bow tie, sucked it all in. Before long visiting promotion men began to recognize him.

"When the civil rights movement came, there was a

move for the record companies to hire a black rep, and I was the guy, because I knew everybody in town," says Childs.

It didn't hurt that Georgie Woods championed his cause.

### THE GUY WITH THE GOODS

Woods arrived in Philly, via New York, in 1953. In 1956 he joined WDAS and by the early '60s was the No. 1 black radio personality in Philadelphia.

"Georgie was the one who put pressure on the distributors to hire a black rep," Childs says.

OK, so far, so good. But then one day, still new on the job, Childs was sitting in WDAS's lobby. "When Georgie saw me, he ran out, grabbed me by the scruff of my coat and threw me out the door," Childs says.

"I don't want you to be a *black record man*," Woods told Childs. "I want you to be a *record man*!"

"He made me go to the Pop stations," Childs says. "What he was trying to teach me is that I had a responsibility to go out there and make a name for myself beyond being a black record guy."

Lesson learned.

In the '60s RCA was hardly a rock 'n' roll label. By 1967 Childs had been the company's local in Philadelphia for about a year and had pitched records way outside the black experience. "I brought Barry Sadler's 'Ballad of the Green Berets' to Dean Tyler at WIP, and he threw the record at me," Childs says.

There were other skirmishes. "We had a tremendous problem with The Jefferson Airplane," says Childs. The Airplane had taken off on the West Coast, but in blue-collar Philadelphia they were seen as a wacko, anti-war, hippie band. "I remember picking them up at the airport, and the skycaps wouldn't carry their bags," he says.

Did Grace Slick have anything to say about that?

"Yeah, yeah, exactly," says Childs with laugh. "I never heard a woman curse like that before."



Harold Childs

### GOING NATIONAL

Childs had never been to the West Coast before.

"I left my silver-haired mother in Philadelphia on a Sunday afternoon," he remembers. "She was crying, I was crying." It sounds cinematic, but wait, it gets better: "California — wide streets, sunshine and blondes."

In 1968 Childs headed to Los Angeles do national album promotion for A&M Records. "One of my first projects was Herb Alpert's 'This Guy's in Love With You.'" At the time Alpert was a trumpet-playing media mogul with enough clout to get a TV special on CBS, but — get this — no one had ever heard him sing before.

"The day after the show the phones went ballistic," Childs says. "Everybody got a handful of acetates — that's all we had at the time — and sped across the country, going to stations. We didn't even wait to mail it."

Within 10 days the record broke wide open, and eventually it was No. 1 for four weeks. "We were floored," Childs says. "The energy level and excitement are something I remember to this day."

Childs stayed with A&M for close to 17 years and then spent most of the '80s at PolyGram, Warner Bros. and — one of his proudest moments — as President of Quincy Jones' label, Qwest Records. During the '90s he swapped life in L.A. for temporary duty in Minneapolis, where he launched a new record company for the Musicland Corporation.

"They had an idea to start a label using their stores as a startup by finding acts from different parts of the country, sort of like a farm club," Childs says. "It didn't work out."

Today Childs continues to consult small California companies like L.A.-based Music Research. After close to 40 years in the record business and having a decidedly national overview, he still says that everything starts locally. "To get exposure today you've got to establish yourself on a local or regional level, just like we did 40 years ago," he explains.

Childs concedes that things are tougher than they used to be but feels that there's still much fun to be had. "Roll up your sleeves," he says. "We got to bring it up from the streets again."

Like the man says, it's always about the music.

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

# FamilyNet Radio



## IMPROVING the QUALITY of Public Service PROGRAMMING One Program at a Time!

POWERLINE ♦ COUNTRY CROSSROADS ♦ MASTERCONTROL ♦ ON TRACK  
STRENGTH FOR LIVING ♦ AT A GLANCE ♦ A COUNTRY CHRISTMAS

FamilyNet Radio produces and syndicates quality programs for your station **FREE** as a public service to your audience.

www.FamilyNetRadio.com • 800.266.1837 or 817.570.1416  
Info@FamilyNetRadio.com

**If a 1/2 hour program could help your listeners with their problems, would you air it? How about if it was FREE?**



**THE TRUTH AT FULL VOLUME**

www.realtimeradio.net

**Issues** > Anger, drugs, sex, peer pressure with comments recorded live "on the street."

**Music** > 4-5 mainstream/modern rock tracks that reflect the angst, attitude & issues of your listeners.

**Solutions** > Directions. Where to go for help. 24/7 toll free hot line & website supported Help Links.

**TECH Info**

- > 26:30 with :24 promos
- > 4-5 songs per 1/2 hour
- > CD or Satellite



**CALL FOR CD DEMO!**

Satellite Feed Available



Barbara Brammer at 719.536.9000 x122 or [brammer@westarmedialogroup.com](mailto:brammer@westarmedialogroup.com)



**Street Talk**

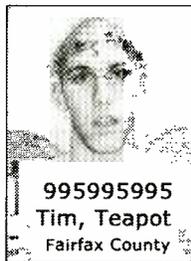
**Only Eminem Can Afford His Old House**

One of the modern byproducts of becoming famous is that all of your old possessions end up for sale on eBay. That's exactly what's happened to the Warren, MI boyhood home of rapper-movie star **Eminem**. Bidding on the property, located just north of Detroit, is already grossly inflated, considering the size and condition of the house. The opening bid on this "cozy" (translation: tiny) 1,300-square-foot, three-bedroom, two-bath 1940s home was a relatively sane \$120,000, but at press time bidding on eBay item No. 1788349972 had skyrocketed to a ridiculously high \$750,100. That seems excessive — until you realize that all the appliances are included. The auction ends Dec. 14 and has so far attracted 124 big spenders. The house appraised for \$91,000, according to the *Detroit Free Press*.



Such a lovely joint ...

Leave it to WIHT/Washington's *Hot Morning Mess* to turn a nice Harry Potter promotion into something gross and disgusting. Morning stunt boy **Teapot Tim** once again made the station proud with his traffic-stopping antics while ostensibly plugging the just-released Potter sequel. "He was standing on the side of the Beltway holding up a huge sign that said 'Lick My Snitch!'" *Mess* co-host **Mark Kaye** tells **ST**. For those four of you uninitiated in Potter lore, a "Golden Snitch" is essential to win a game of Quidditch. "This girl named Lisa was auditioning to be our Asst. Producer, so we sent her out with Tim as her first test," says Kaye. "Tim's wearing these Calvin Klein tighty-whities that are spray-painted gold, which must have made him look naked from a distance." Ya think? Crosstown WTOP-AM & FM alerted listeners during a traffic report that "a naked man on the Beltway" was stopping traffic. A few seconds later the cops responded. "Lisa didn't have her license with her, and Tim obviously had no place to hold one," Kaye says. Both were hit with a family four-pack of charges, with Lisa getting nailed with a stiff \$250 fine. Did she pass the test and get the gig? "Are you crazy? We don't hire convicts!" Kaye jokes. (Lisa was hired the following day.) Will the station be



995995995  
Tim, Teapot  
Fairfax County

OK, who snitched?

paying her fine? "I work for Clear Channel," says Kaye. "What do you think?"

**All-Hanukkah Format Just Wasn't Kosher**

Much like the swallows returning to California's San Juan Capistrano, many stations have already predictably flipped to the lucrative all-Christmas format. **Mark Edwards**, the newly installed PD of Entercom AC **KOSI/Denver**, claims that he was first to flip to nonstop yuletide favorites. "Since I'm Jewish, my idea was to go all-Hanukkah, but I realized that the rotations on 'Chanukah Rocks' by Gefilte Joe & The Fish would have been way too tight," he says. Besides, there are just too many darn ways to spell Hanukkah. Edwards continues, "The studio is all decked out with lights, wreaths and a Christmas tree. It looks just like a Best Buy in there — but with nicer salespeople."

Recently installed Infinity SVP/Programming **Kevin Weatherly** adds day-to-day PD duties at Classic Rocker **KCBS-FM (Arrow 93)/Los Angeles**. He takes over for **Tommy Edwards**, who exits the station. Weatherly will continue as **KROQ/L.A.'s PD**.

Clear Channel veteran **Rich Hawkins** takes Market Manager duties for the company's San Luis Obispo and Santa Maria, CA clusters. Hawkins had held a regional position for CC and was based in San Diego until September. He replaces the exiting **Hank Loeser**.

After 16 years with Emmis, **Rocco Macri** will step down as Director/Marketing for Emmis' **WQCD, WQHT & WRKS/New York** when his contract expires on Feb. 28, 2003. Macri will devote his full attention to his other venture, Broadcast Manager Inc., owner of **PromoSuite** and **ListenerEmail.com**.

**ST** extends its best wishes for a speedy recovery to **WABB/Mobile** owner **Bernie Dittman**, who was involved a car accident Nov. 5 while on his way to work. Dittman is expected to make a full recovery and should be back on the tennis court soon.

**Music City Madness At The River**

**WRVW/Nashville** morning dudes **Woody & Jim** were recently yanked midshow when a dumb stunt went awry. PD **Rich Davis** explains: "They told us they were going to ram a vehicle containing **Paul The Intern** into a concrete wall

Continued on Page 20



**Santa Baby**

One of the America's best loved Christmas Songs

Lyric by Joan Javits

Music by Philip Springer

FROM THE BEST-SELLING NEW MALE ARTIST OF THE YEAR COMES  
A STUNNING VERSION OF THE HOLIDAY CLASSIC, "O HOLY NIGHT"

# JOSH GROBAN

For the holiday season,  
**"O Holy Night"**  
at radio now!!!

## JOSH GROBAN IN CONCERT

See Josh beginning November 23<sup>rd</sup>  
in his own PBS Special. Check local listings.

THE FORTHCOMING  
CD+DVD PACKAGE



Josh Groban's double platinum  
debut album features  
**TO WHERE YOU ARE**  
and **THE PRAYER**

**ON YOUR DESK NOW!**



MANAGEMENT BY BRIAN AVNET FOR AVNET MANAGEMENT PRODUCED BY DAVID FOSTER RECORDED AND MIXED BY HUMBERTO CALICA

THE  
PEN IS  
MIGHTIER  
THAN THE  
SWORD



f bic clic stic pen  
\$ .38 (300 pc. minimum)

These  
Bic®  
Clic Stic.  
pens with  
custom  
imprint  
will keep  
your  
company  
looking  
{ SHARP }

800-786-8011  
www.resultsmarketing.com



Continued from Page 18

at various speeds until the airbag deployed. Both my GM and I were under the impression that the stunt would be done as more of a theater-of-the-mind bit using sound effects." Oops. On the morning of the spectacular act, listeners awoke to what sounded remarkably like a vehicle being repeatedly rammed into a building. "It turns out that Woody and Jim had the keys to a truck left over from our Y107 days and were driving it into the back of the radio station!" Davis explains. Mr. Intern started the fun by tapping the wall at a sedate 2 mph. He then worked his way up to a blazing 10 mph, waiting for the airbag to pop. Woody and Jim then told him the truth: "The truck *had* no airbag," Davis says. That's also when W&J admitted on the air that what they were doing was real: subjecting an uninsured nonemployee to possible death by stupidity. "That's when my phone rang," says Davis. "It was my GM, who suggested I go down there and make them stop." The boys spent the next day at home, atoning for their sins.

In an opinion poll after Election Day, **WOOD-AM/Grand Rapids** listeners rallied behind the "Motor City Madman," **Ted Nugent**, proclaiming him the top challenger to Michigan Gov. Jennifer Granholm in 2006. Nugent grabbed an overwhelming 91.5% of the listeners' votes and devoured his contenders, including the speaker of the Michigan House and former Lieutenant Gov. Dick Posthumus. Nugent said, "The status quo system of politics sucks. Maybe it's time for an upheaval. Call me Ted 'Upheaval' Nugent. We'll see what happens."



Care to wango tango?

The *St. Louis Post-Dispatch* reports that noted KMOX/St. Louis personality **Charles Jaco** has been terminated for "gross misconduct." At press time KMOX execs had not returned **ST**'s calls seeking comment. On a brighter note, KMOX steals veteran baseball play-by-play announcer **Wayne Hagin** away from the Colorado Rockies, where he'd been since the team's 1993 inception. Hagin will join longtime Cardinals broadcaster Mike Shannon in 2003.

Premiere-syndicated morning guy **Kidd Kraddick** just returned from his annual week in Orlando with 49 children and their families. Kraddick's charity, Kidd's Kids, takes terminally and chronically ill children and their families on an all expense-paid trip to Walt Disney World every year. Here's Kraddick (second from r) with co-hosts Al Mack and Kellie Rasberry and young fan Garrett Kilgore.



Thanks to this newfangled Internet thing, 100% of **R&R** Indicator reporters are now able

**Rumbles**

- **Soul Brother Kevin**, the stunt guy on the WTKS/Orlando-based *Monsters of the Midday* show, replaces the embattled Bruce Da Moose at WBTT/Ft. Myers.
- **KKFM/Colorado Springs** inks market vet **Jim Coda** as MD/afternoons.

RADIO & RECORDS



1

- **Michelle Santosuoso** selected as PD of KHHT (Hot 92.3)/Los Angeles.
- **John Olsen** tapped as PD of WBAB/Long Island.
- **KKAT/Salt Lake City** PD **Eddie Haskell** adds duties at KWLW.

5

- **Seymour Stein** set as President/CEO of Sire Records Group.
- **Rick Peters** picked as President/CEO of Southern Star Communications.
- **James Alexander** returns to Detroit as PD of WCHB.

10

- **Aaron Levy** elevated to Vice Chairman/COO of Elektra.
- **Steve Dinkel** captures VP/GM post at KXXR/Kansas City.
- **Mark Renier** reaches GM post at WAPW/Atlanta.
- **Mike Shores** anchors at KYMX/Sacramento for PD duties.



Aaron Levy

15

- **Cliff Levine** appointed President/GM of WLS & WYTZ/Chicago.
- **KTWV/Los Angeles** promotes **Frank Cody** to VP/Programming and **Paul Goldstein** to Director/Program Operations, sets **Chris Brodie** as MD.
- **Ed Walsh** becomes News Director of WOR/New York.
- *Philadelphia's Gold War*: 11 hours before AOR WIOQ-FM officially changes to Oldies, CHR WCAU-FM flips to Oldies. The station eventually becomes WOGL-FM.



Cliff Levine

20

- **Phil Newmark** advances to President of Hillier, Newmark & Wechsler rep firm.
- **Quincy McCoy** made PD of KMJM/St. Louis.
- **Mary June Rose** accepts the PD chair for WLTV/Statesville, NC.



Mary June Rose

25

- **Chris Collier** chosen to be OM of KCKN/Kansas City.
- **Mucho Morales** joins KHJ/Los Angeles for middays.

to submit their adds online. That immediately made us wax nostalgic about the good ol' days (two weeks ago) when you still called in your adds on the phone. And now, this week's trivia question: Who among you holds the longest consecutive record for calling **R&R** each week with your playlist? If you think you rule in that regard, please e-mail [kcarter@radioandrecords.com](mailto:kcarter@radioandrecords.com) so we can discuss it. Don't get all excited: There's no big prize or anything — just the knowledge that you've been in your current job way too long.

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

# INFORMATIVE & INTERACTIVE!

## R&R Going For Adds™

featuring **ELECTRONIC PROMOTION KITS (EPKs)**



- > Listing Of Current Promotional Information
- > Links To Additional Audio, Video, E-Cards, AOL Buddy Icons, Screensavers, etc...
- > Vibrant Artist Cover Art
- > Automatic Audio Load Of Featured Song
- > Contact Information And E-mail Link To Record Label Department Head
- > Distribution To R&R Monitored And Indicator Radio Programmers By Format

For More Information Please Contact:

**Greg Maffei (310) 788-1656 • gmaffei@radioandrecords.com**

**Jessica Harrell (615) 244-8822 • jharrell@radioandrecords.com** (Country & Christian)



**FRANK CORREIA**  
fcorreia@radioandrecords.com

## Pooling Together To Celebrate A Friend

□ Drowning Pool DVD remembers singer, raises money for parents' house

Last summer Wind-up rock act Drowning Pool had every reason to celebrate. Creating a stir with their mosh-pit anthem "Bodies," the young group went Platinum with their debut CD, *Sinner*. They took their heavy-hitting rock to the ring by playing WrestleMania XVIII, and not only were they on Ozzfest for a second consecutive year, their live show inspired enough fan reaction to grant them main-stage status.

But everything came to a screeching halt for the group during an Ozzfest tour stop in Manassas, VA on Aug. 14, when singer Dave Williams was found dead on the band's tour bus. Rumors began flying that he was another casualty of the rock 'n' roll lifestyle, but it was later revealed that Williams, just 30 years old, had died of cardiomyopathy, a disease of the heart muscle.

Williams' death was a shock for fans, fellow Ozzfest bands and, of course, the surviving Drowning Pool members. During the young singer's brief time in the spotlight, he managed to touch many people. His outgoing personality had earned him the nickname "Stage" from friend and Pantera guitarist Dimebag Darrell, and it seemed that everywhere Williams went, he made a new friend.



Dave Williams

that," Benton says. "You hear horror stories on VH1 all the time about labels screwing bands out of money."

### Tons Of Tapes

With more than 2 1/2 hours of behind-the-scenes footage, videos, live performances and tributes to Williams, including a home-video tribute from Pantera's Darrell, *Sinema* should be able to raise the needed funds. From the get-go, the project set out to give viewers a well-rounded sense of Williams' personality and the band he was in.

"We put up on our website that we were looking for footage, and people sent in all kinds of stuff," Benton says. "There were tons and tons of tapes. First Mike went to Los Angeles and went through a bunch of stuff, then the three of us went to New York and went through a bunch more stuff."

"We had a lot of help from people at the label. There will be 30 seconds of something really cool, but you have to watch a two-hour tape to get to it, so they did a lot of cueing for us to let us see what we wanted and what we didn't."

"A lot of the performances we called bootlegs, because most of them were pretty much filmed down-and-dirty, right in the club by somebody with a handycam getting trampled," notes Gillian Morris, Exec. Producer of *Sinema*. "It's personal from the band; it's from their home videos and Dimebag's videos. It's from archives as far back as the day Drowning Pool formed as a band."

Naturally, the work was not only labor-intensive, it was also deeply personal. "We were laughing one minute

and feeling like we were going to cry the next," Benton says. "It was a strange experience."

Morris echoes Benton's sentiments, adding that time constraints and the fact that this was her first time producing a DVD upped the challenge. "We only had about six to eight weeks to pull the whole thing together, so it was kind of a trial by fire," she says. "It was unusual, because we reached out to fans to send in things that they had — anybody the band had ever done interviews with and any outlets they'd ever done interviews for."

"We reached out worldwide through Sony to find things Drowning Pool had done when they were in Japan or Australia. Anybody who met the guys loved them, so the stuff poured in. On top of that, they'd been filming for a DVD for two years."

### Friends & Family

One of the most labor-intensive parts of the DVD was the behind-the-scenes feature. Luce and video director Glen Bennett, who lensed the group's videos for "Bodies" and "Tear Away," went through roughly 300 minutes of tape for the 20-minute piece. "Boxes and boxes and boxes of tape," Morris says with a laugh. "We just gave them the tapes and the legal parameters."

"Glen had done two videos with the band and really loved the guys. Mike had been filming a lot of stuff for the DVD, and he and Dave had talked a lot about what they wanted on it. Dimebag Darrell went through his home videos on his own and edited together a home-video feature for us."

Besides Darrell, many other rock celebrities stepped forward to contribute to *Sinema*, including Ozzy Osbourne, Rob Zombie, Disturbed's David Draiman and members of Sevendust, Ill Niño, Finger Eleven and many

"We couldn't avoid the fact that Dave was gone, so we wanted to do a tribute to him. But in doing that tribute, we wanted to make sure that it was Dave in all his glory."

Gillian Morris

more. Getting them to participate was probably the easiest part of putting *Sinema* together.

"Dave had a lot of friends out there — a lot of people loved him," Benton says. "On the Ozzfest tour he was like the Mayor of Ozzfest. Right after he died, especially since Ozzfest was going on and all those big names were right there together, it was really easy to get them all to say a few words."

"Those tributes were recorded the week after he died, so it was very fresh, and people wanted to talk about it," Morris says. "After Dave died, we noticed that a lot of people in bands were

gone, but we were going to do a Drowning Pool DVD and not a Dave-memorial DVD.

"We couldn't avoid the fact that Dave was gone, so we wanted to do a tribute to him. But in doing that tribute, we wanted to make sure that it was Dave in all his glory."

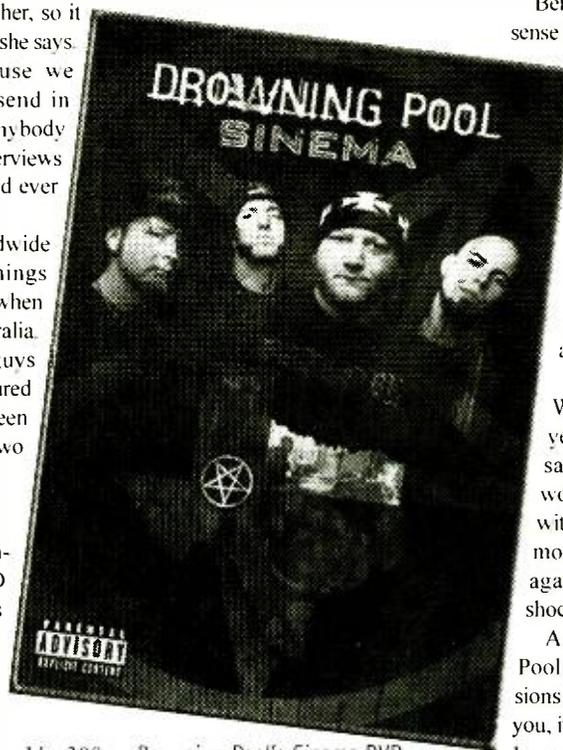
"He was a really special person. He was really funny, he really loved what he was doing, and he really loved his friends and family. He loved music, and he was hilarious. When we were looking at the footage, it all went back to those themes. That's what we wanted to portray in his tribute."

Benton hopes that *Sinema* provides a sense of who Williams was. "A lot of people see him in the videos and stuff like that where he's screaming and he's got this terribly angry look on his face, but he really wasn't like that," he says. "He was really a fun guy to hang out with; people are going to see that. He was always funny, always onstage and always saying something ridiculous and making people laugh."

Benton admits that the shock of Williams' passing hasn't worn off yet. "It comes back in waves," he says. "Right after it happened I would have dreams every night with Dave in them. It stopped for a month, and suddenly it started up again. That's a sure sign that the shock hasn't worn off."

As for the future of Drowning Pool, Benton says no definite decisions have been made. "I've got to tell you, it goes back and forth every day," he says. "Some days it's like, 'Yeah, let's stick it out,' and some days it doesn't feel like the right thing to do."

"I just lost one of my closest friends; I don't not want to see my other two closest friends. It would suck for us to part ways. We'll probably stick together. Maybe after the holidays next year we'll start looking for a singer or something, but we'll see how it happens. We don't have any hurry."



Drowning Pool's *Sinema* DVD

posting on their own websites and talking about Dave in interviews.

"The band had been on tour for two straight years, and they had been on Ozzfest two years in a row, so these were guys Drowning Pool had been hanging out with for the past two years. Drowning Pool are such outgoing people that these guys were all their friends, and they were really devastated."

### Always Onstage

Despite the sadness surrounding Williams' passing, everyone involved wanted to avoid a downbeat DVD. "We made the very conscious decision at the beginning that this was not a sad thing — that's not who Dave was," Morris says. "It's very sad that he's

"We were laughing one minute and feeling like we were going to cry the next. It was a strange experience."

Stevie Benton

In the wake of Williams' death, Drowning Pool bassist **Stevie Benton**, drummer Mike Luce and guitarist C.J. Pierce, along with Wind-up, reached out to those friends and fans with the group's first DVD, *Sinema*, which hit stores this week.

Not only does *Sinema* fulfill Williams' original plans for a DVD, it also aims to accomplish a goal that Williams had set for himself: to buy his parents a house. Wind-up Records is donating the first \$250,000 in profits from the sale of *Sinema* to build Williams' parents a new home.

"It's amazing that a label would do

### TALK BACK TO R&R!

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

Call me at 310-788-1658  
or e-mail:

fcorreia@radioandrecords.com

## THE INDUSTRY'S NO. 1 RETAIL CHART November 22, 2002

LW	TW	ARTIST	ALBUM	LABEL	POWERINDEX	CHANGE
—	1	JAY-Z	Blueprint Vol.2 :The Gift...	Roc-A-Fella/IDJMG	601,440	—
1	2	8 MILE	Soundtrack	Shady/Interscope	391,036	-23%
—	3	MISSY ELLIOTT	Under Construction	Gold Mind/Elektra/EEG	265,410	—
2	4	JUSTIN TIMBERLAKE	Justified	Jive	191,494	-57%
—	5	PEARL JAM	Riot Act	Epic	164,478	—
—	6	TLC	3d	Arista	156,418	—
9	7	EMINEM	Eminem Show	Aftermath/Interscope	122,206	+15%
4	8	CHRISTINA AGUILERA	Stripped	RCA	120,061	-29%
—	9	3 DOORS DOWN	Away From The Sun	Republic/Universal	114,105	—
12	10	AVRIL LAVIGNE	Let Go	Arista	107,701	+8%
3	11	U2	Best Of 1990-2000	Interscope	107,401	-47%
5	12	SANTANA	Shaman	Arista	105,205	-23%
—	13	ELTON JOHN	Greatest Hits 1970-2002	UTV	100,456	—
—	14	JIM JOHNSTON	Wwe: Anthology	Koch	93,502	—
15	15	DIXIE CHICKS	Home	Monument/Columbia	87,956	+5%
7	16	NIRVANA	Nirvana	Geffen/Interscope	82,053	-27%
6	17	FAITH HILL	Cry	Warner Bros.	81,664	-27%
14	18	ROD STEWART	Great American Songbook	J	76,678	-10%
—	19	SALIVA	Back Into Your System	Island/IDJMG	76,223	—
8	20	ANDREA BOCELLI	Sentimento	Philips	73,082	-32%
18	21	NELLY	Nellyville	Fo' Reel/Universal	69,573	-6%
21	22	NORAH JONES	Come Away With Me	Blue Note/Virgin	68,667	0%
20	23	ROLLING STONES	Forty Licks	Virgin	68,487	-1%
19	24	ELVIS PRESLEY	30 #1 Hits	RCA	66,559	-7%
—	25	SEAN PAUL	Dutty Rock	VP/Atlantic	66,182	—
16	26	RASCAL FLATTS	Melt	Lyric Street	61,235	-20%
—	27	O-TOWN	O2	J	53,372	—
22	28	TOBY KEITH	Unleashed	DreamWorks	52,269	-2%
—	29	FAT JOE	Loyalty	Terror Squad/Atlantic	50,926	—
—	30	PHIL COLLINS	Testify	Atlantic	50,370	—
11	31	JAHEIM	Still Ghetto	Warner Bros.	50,135	-51%
17	32	DAVID GRAY	New Day At Midnight	Ato/RCA	49,130	-35%
31	33	JOHN MAYER	Room For Squares	Aware/Columbia	47,326	+14%
36	34	JOSH GROBAN	Josh Groban	143/Reprise	46,516	+28%
10	35	DAVE MATTHEWS BAND	Live At Folsom Field	RCA	45,291	-57%
32	36	GOOD CHARLOTTE	Young & The Hopeless	Epic	45,024	+10%
27	37	FOO FIGHTERS	One By One	RCA	42,986	-3%
35	38	PINK	M!Ssundaztood	Arista	41,636	+14%
23	39	ALAN JACKSON	Drive	Arista	41,118	-17%
37	40	KENNY CHESNEY	No Shoes, No Shirt, No Problem	BNA	37,992	+7%
30	41	TONY BENNETT/K.D. LANG	What A Wonderful World	Columbia	36,838	-13%
25	42	TORI AMOS	Scarlet's Walk	Epic	32,700	-27%
33	43	KELLY ROWLAND	Simply Deep	Columbia	32,155	-18%
24	44	LL COOL J	10	Def Jam/IDJMG	28,802	-36%
41	45	TOTALLY HITS 2002...	Various	WSM	28,221	-12%
—	46	ALAN JACKSON	Let It Be Christmas	Arista	27,935	—
44	47	DIANA KRALL	Live In Paris	Verve/VMG	27,252	-7%
42	48	DISTURBED	Believe	Reprise	27,198	-15%
39	49	LIL JON & THE EASTSIDE BOYZ	Kings Of Crunk	TVT	26,224	-24%
—	50	WC	Ghetto Heisman	Def Jam/IDJMG	25,444	—

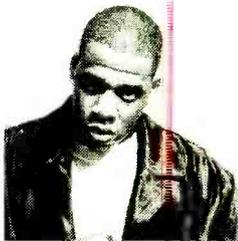
© HITS Magazine Inc.

### ON ALBUMS

#### Jay-Z: Blueprint for a Smash

Jigga came, Jigga saw, Jigga conquered... record-store cash registers around the country!

Roc-a-Fella/IDJMG hip-hop juggernaut Jay-Z explodes onto the *HITS* Top 50 Albums chart this week as his *Blueprint 2: The Gift & The Curse* decisively takes the top spot on sales, topping 600,000. Jay-Z beats back Eminem's *Shady/Aftermath* 8 *Mile*



Jay-Z

soundtrack, which had been No. 1 for two weeks.

Hip-hop also owns the No. 3 spot, with *Gold Mind/Elektra/EEG* rap goddess Missy Elliott powering her way to a solid bow behind the smash single "Work It," just ahead of holdover teen-pop alumnus Justin Timberlake's first solo album, on *Jive*, at No. 4.

The grunge renaissance continues apace as Epic war-horses Pearl Jam debut at No. 5, barely edging Arista's TLC, who come in at No. 6 with sales north of 156,000. The other newcom-



Missy Elliott

ers to the top 10 are Universal band 3 Doors Down, who bow at No. 9. The top 10 is rounded out by Eminem, showing a 15% rise in sales while going 9-7, RCA's Christina Aguilera at No. 8 and Arista's Avril Lavigne, up 8% at No. 10.

As we head into the teeth of the fourth quarter, a total of 13 albums register more than 100,000 in sales. Other chart newcomers include UTV's Elton John greatest-hits collection (No. 13), Koch's *WWE Anthology* (No. 14), Island/IDJMG's Saliva (No. 19), Atlantic's Sean Paul (No. 25), J's O-Town (No. 27), Atlantic's Fat Joe (No. 29) and Phil Collins (No. 30), Arista Nashville's Alan Jackson Christmas album (No. 46) and Def Jam/IDJMG rapper WC (No. 50).

Double-digit sales increases are registered by Aware/Columbia's John Mayer at No. 33

(14%), 143/Reprise's Josh Groban at No. 34 (28%), Epic's Good Charlotte at No. 36 (10%) and Arista's Pink at No. 38 (14%).

Next week: Mercury Nashville's Shania Twain shall meet the charts, as will Murder Inc./

IDJMG's Ja Rule, Atlantic's Matchbox Twenty, UTV's *Now 11*, Epic/Interscope's Audioslave, Wildstar/Atlantic's Craig David, Dark Horse/Capitol's George



Pearl Jam

Harrison, Epic's Mudvayne, Rawkus/MCA's Talib Kweli and Arista's Toni Braxton.

November 22, 2002

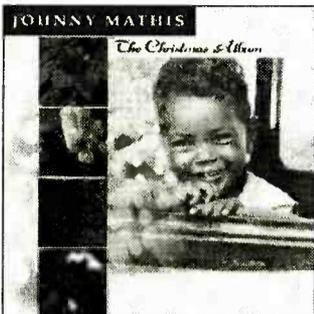
## Merry Christmas?

Thanksgiving is just around the corner, and what goes better with Thanksgiving dinner than Christmas music? (Well, I guess Thanksgiving music would go better with Thanksgiving dinner, but when was the last time, if ever, you heard a song celebrating carving-of-the-turkey day?) Radio stations around the country are slowly starting to switch to all-Christmas music formats, and next week record labels are adding fuel to their playlists.

The legendary **Johnny Mathis** offers three songs for air-play at AC: "Have a Holly Jolly Christmas," "I've Got My Love to Keep Me Warm" and "Joy to the World." All of these cheery titles can be found on his latest Christmas album, *The Christmas Album*. This is actually Mathis' sixth collection of holiday hits, and his first since 1986. *The Christmas Album* was produced by Robbie Buchanan (Barbra Streisand, Celine Dion-Peabo Bryson, Bette Midler) and, yes, that is young Mathis on the cover of the CD.

**Steve Tyrell** is also spreading the holiday cheer at AC, with "Santa Claus Is Coming to Town" and "This Time of Year," the first releases from his CD *This Time of Year*. The Houston native got a huge head start this year when he embarked on his Christmas tour in mid-October. As a producer, arranger, composer and performer, Tyrell has worked on the music for numerous films, including *That Thing You Do* and *The Five Heartbeats*. Tyrell also co-produced the Linda Ronstadt-James Ingram duet "Somewhere Out There" from the film *An American Tail*. He proposed the idea of having "human" artists rerecord the main theme of the animated feature, which has since become a common practice.

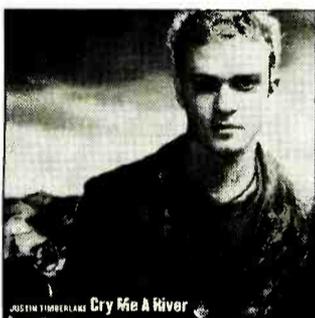
It wouldn't be Christmas without **John Tesh**, and next week Tesh's "It Wouldn't Be Christmas (Without You)" goes for adds at AC. The track can be found on his CD, *Christmas Worship*, featuring



Johnny Mathis

Tesh on piano and vocals backed by an orchestra. **Barry Manilow** presents "River" to AC from his holiday album *A Christmas Gift of Love*.

Speaking of river, **Justin Timberlake** flows into Pop and Rhythmic with "Cry Me a River," the second single from his solo debut album, *Justified*. "River" was co-written by Timberlake, Timbaland and Scott Storch and will hit MTV on



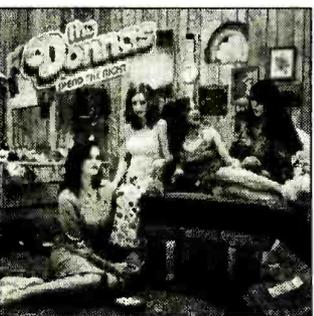
Justin Timberlake

Nov. 26. You can also check out Timberlake on the cover of the upcoming *Rolling Stone* (on stands Nov. 22) and on Nickelodeon's *All That* on Nov. 23.

If we continue down the river in Going for Adds land, we'll eventually reach paradise — **LL Cool J**'s "Paradise," that is. LL follows up his No. 1 hit "Luv U Better" at Rhythmic and Urban next week, and this time he enlists the help of rising R&B diva **Amerie**. "Paradise" can be found on LL's 10th album, *X*.

As we close in on Christmas, artists are in the process of wrapping up their current tours. New Zealand native **Keith Urban** is on the road visiting mostly Southern and Eastern markets through early December, and why not? Next week, he's Going for Adds at Country with "Raining on Sunday," the followup to his current No. 1 hit, "Somebody Like You."

**The Donnas** are also on tour through mid-December, visiting Southern and Western markets. They'll be promoting "Take It Off" from their fifth album and first with a major label. "Take It Off" goes for adds at Rock and Active Rock, and, in case you were wondering, none of their names are Donna. However, they do go by the stage names Donna A, Donna C, Donna F and Donna R.



Donnas

— Mike Trias

# R&R Going For Adds

Week Of 11/25/02

## CHR/POP

**B2K** Bump, Bump, Bump (*Epic*)  
**JUSTIN TIMBERLAKE** Cry Me A River (*Jive*)  
**LIL ROMEO** True Love (*No Limit/Universal*)  
**SOFIA LOELL** Utopia (*Curb*)

## CHR/RHYTHMIC

**CHOPPA** Choppa Style (*New No Limit/Universal*)  
**JUSTIN TIMBERLAKE** Cry Me A River (*Jive*)  
**LL COOL J /AMERIE** Paradise (*Def Jam/IDJMG*)  
**NATE DOGG /EVE** Get Up (*Elektra/EEG*)  
**SOLANGE /N.O.R.E.** Feelin' You (*Columbia*)  
**XZIBIT** Symphony In X Major (*Loud/Columbia*)

## URBAN

**BLACKSTREET** Deep (*DreamWorks*)  
**CHOPPA** Choppa Style (*New No Limit/Universal*)  
**JOE /JADAKISS** I Want A Girl Like You (*Jive*)  
**LL COOL J /AMERIE** Paradise (*Def Jam/IDJMG*)  
**NAPPY ROOTS** Headz Up (*Atlantic*)  
**NATE DOGG /EVE** Get Up (*Elektra/EEG*)  
**SLUM VILLAGE /MS. JADE & RAJE SHWARI** Disco (*Barak/Capitol*)  
**SOLANGE /N.O.R.E.** Feelin' You (*Columbia*)  
**XZIBIT** Symphony In X Major (*Loud/Columbia*)

## URBAN AC

No adds

## COUNTRY

**CHARLIE DANIELS/TRAVIS TRITT** Southern Boy (*Blue Hat/Audium*)  
**KEITH URBAN** Raining On Sunday (*Capitol*)  
**LEE GREENWOOD** Rocks That You Can't Move (*Curb*)

## AC

**BARRY MANILOW** River (*Columbia*)  
**CHRIS BOTTI** Perfect Day (*Columbia*)  
**JOHN TESH** It Wouldn't Be Christmas Without You (*Garden City/WB*)  
**JOHNNY MATHIS** Have A Holly Jolly Christmas (*Columbia*)  
**JOHNNY MATHIS** I've Got My Love To Keep Me Warm (*Columbia*)  
**JOHNNY MATHIS** Joy To The World (*Columbia*)  
**STEVE TYRELL** Santa Claus Is Coming To Town (*Columbia*)  
**STEVE TYRELL** This Time Of The Year (*Columbia*)  
**TONY BENNETT & K.D. LANG** What A Wonderful World (*Columbia*)

## HOT AC

No adds

## SMOOTH JAZZ

**BOB BALDWIN** The Way She Looked At Me (*Narada*)  
**JIMMY SOMMERS** Cruisin' (*Higher Octave*)  
**JOHN TESH** It Wouldn't Be Christmas Without You (*Garden City/WB*)  
**JONATHAN BUTLER** Pata Pata (*Warner Bros.*)  
**MICHAEL ORTEGA** Open Arms (*ASAP*)

## ROCK

**DONNAS** Take It Off (*Lookout/Atlantic*)

## ACTIVE ROCK

**DONNAS** Take It Off (*Lookout/Atlantic*)

## ALTERNATIVE

**ALL-AMERICAN REJECTS** Swing Swing (*DreamWorks*)  
**GEORGE HARRISON** Stuck Inside A Cloud (*Capitol*)  
**JULIANA THEORY** Do You Believe Me (*Epic*)

## TRIPLE A

**ESSENCE** Sleeping With The Driver (*Or*)

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



**TONY NOVIA**  
tnovia@radioandrecords.com

PART TWO OF A TWO-PART SERIES

# Is Internet Music Testing The Real Deal?

Research experts offer their opinions

Ask five major-market CHR programmers about Internet music testing, and, more than likely, you'll get five different answers. You're also likely to raise questions like "How does it compare to traditional weekly callout?" "What are its advantages?" "How do you maintain quality control?" We hope to answer many of these queries this week.

Our panelists include Core Call Out VP/GM **Jodie Renk**; Zapoleon Media Strategies and Promosquad.com President/CEO **Guy Zapoleon**; Audience Research International's **Michael Dorn**; Coleman Music VP **Warren Kurtzman**; Clear Channel Critical Mass Media Exec. VP/GM **Carolyn Gilbert**; Alan Burns & Associates and PickTheHits.com President/CEO **Alan Burns**; and ComQuest/NetQuest Callout President **Garry Mitchell**.



Jodie Renk



Guy Zapoleon



Michael Dorn



Warren Kurtzman



Carolyn Gilbert



Alan Burns



Garry Mitchell

**R&R:** What are your thoughts on callout using the Internet? (RateTheMusic.com, PickTheHits.com, NetQuest, Promosquad.com, etc.)

**JR:** Internet research should be just as valid, reliable and useable as phone research if — and this is a very big if — the sample matches the target and if the sample is not self-selecting. While it is theoretically possible that your audience matches the Internet user base, it is impossible to economically find a random, not self-selected sample of this target using the web.

Right now, web-out research is too PI-oriented and too slanted toward the heavy listeners. While the hits may look the same, this type of research can miss the cume audience

and make your station sound too modal.

The belief that callout, or any radio research, has taken the art or creativity out of programming is simply false. Programmers are still the ones who decide what gets put on the air and how it gets presented. Callout allows the programming team to check their gut against the listeners' tastes and to get confirmation — or not — back a lot faster than waiting for the ratings to come out.

**GZ:** I'm a big fan of Internet music research. I believe it's the way all callout will be done in two years. I would never have believed it two years ago if you'd told me I'd say this,

but I also believe that Promosquad.com can predict hits with almost 100% accuracy, because listeners are forced to listen to a substantial hook of the song, so you are not dealing with unfamiliarity.

This will arm programmers with the hits earlier so they can do a better job of programming music on their radio stations.

**MD:** Clear Channel's Ratethemusic is used successfully by many of their stations, including some of their biggest stations in their biggest markets. I was a slow convert. A few years ago we started building an Internet solution for callout, but I put it on hold because I was concerned about Internet usage by older demos and about broadband penetration.

However, we've watched results from simultaneous phone and Internet tests long enough to be convinced that the song rankings stay the same. The scores tend to be a little higher using the Internet, but who cares? The good songs are separated from the not-so-good. That should be the goal. Internet testing achieves that goal.

The great news for today's owners is that it allows for callout at a fraction of the phone price. We have a waiting list of stations signed up for our service and we are still six weeks away from launch. The point of this is that we think callout will become more of a factor in programming stations because now it will be affordable to even small-market stations.

**WK:** Internet research is very attractive from a cost and technology standpoint, but it requires a very active, self-selecting sample, which is usually not the best group of listeners to base executing your music strategy on.

## Internet Research Reality Check

One of the first players in the field of Internet music testing was RateTheMusic.com. For some perspective on some of the most frequently asked questions about Internet music testing, we reached out to **Mark Bolke**, Exec. Director of RateTheMusic.

**R&R:** How does Internet music testing compare with traditional callout results?

**MB:** Many of the programmers from our client stations state that the results are incredibly similar. Since their databases are made up primarily of P1s and heavy listeners, they generally pick up on the potential strength of songs earlier. The correct interpretation of the data, comparison to other research and implementation of correct music strategies are still vitally important.

**R&R:** What are the advantages of Internet music testing with a company like RateTheMusic.com?

**MB:** There are numerous advantages:

- Extremely large sample sizes. Most stations have response rates in the hundreds, and some over 1,000, each test.
- Overnight results. These participants look forward to the tests and respond, generally, within hours to a survey invitation.
- Unlike traditional callout, participants can take the test at their leisure and give their full attention to the process whenever or wherever they want, 24 hours a day.
- Listeners feel like they are involved and interacting with their favorite station. You are asking for their opinion, which means a lot. It's a great way to bond with the listeners.
- Additional marketing and promotional opportunities are endless.

**R&R:** If anyone with a computer can sign up, how do you control who gets in? Could people be lying about their ages or who they are?

**MB:** Everyone has the opportunity to sign up, but not everyone automatically gets to take part in the research. It's a two-step process, with multiple survey invitations and technical controls in between. As with other forms of research, fraud can occur. Everyone knows of radio people who have received Arbitron diaries or had skills participating in a competitor's research. Everyone knows it happens, and we know some fraud will occur via the Internet as well.

However, someone could lie about their age on the phone, too, or have their teenage daughter fill out an Arbitron diary. Just because it's the Internet is no reason to think people will act any differently. However, we've found that the majority of people online who participate take this very seriously and appreciate the opportunity to voice an opinion about their favorite radio station.

Most important, one must keep in mind the tremendous advantage that RateTheMusic.com has in terms of sample base. With individual test sample sizes in the high hundreds, and even thousands, any fraud that may occur has minimal impact on the overall results.

**R&R:** Couldn't people just do it over and over again?

**MB:** First of all, they can only participate in any individual test upon receiving an invitation. Second, there are controls within the system that make their repeated efforts a waste of time.

**R&R:** How do they hear the hooks?

**MB:** The listeners hear the hooks from streamed RealAudio and MP3 files. With today's computers and high-speed connections, the quality is quite good. Additionally, the recorded hook is longer, at 15-20 seconds, and it can be listened to numerous times if the respondent would like.

**R&R:** Is this a replacement for callout research?

**MB:** Absolutely not! For those stations that conduct callout, we see the RTM system as a great complement, not a replacement. It's an interactive tool that reaches many of your listeners who may never receive a phone call. For stations with no traditional research budget, RateTheMusic.com offers them an opportunity to not only measure the opinions of their P1s, but to market to them as well.

Reach Mark Bolke at 651-405-9119 or markb@ratethemusic.com.



Mark Bolke

**"It is impossible to economically find a random, not self-selected sample of this target using the web."**

Jodie Renk

**CG:** There's no such thing as callout using the Internet. These are tools on the level of the request line. Valuable? Sure. Worth paying attention to? Within the confines of their own limitations. Smart radio people learned long ago that focusing on your actives will churn your playlist way too fast and mislead you almost every time.

Callout means that we're reaching the passives, the peripheral cume and those who, while responsive to research (like Arbitron), would probably never go out of their way to log on to a website to give their opinion (while not necessarily listening to the hook, by the way).

Another problem here is that all these systems tip the hand. You're not getting an untainted opinion; you're dealing with people who might win something if they give the "right" answer. This is not research at all. There are also security issues, but that's another conversation. How many people can you get into a database to spike a record you want spiked — or tube another?

We've been working with an external and impartial statistician to, hopefully, develop an Internet model that works, but we're not even close yet, in terms of comparable results. Remember,

Continued on Page 30

# R&R Callout America®

**EXCLUSIVE NATIONAL MUSIC RESEARCH ESTIMATES November 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 October 21-October 27.

ARTIST TITLE LABEL(S)	CHR/POP				TOTAL % FAMILIARITY	TOTAL % BURN	DEMOGRAPHICS			REGIONS			
	TOTAL AVERAGE						WOMEN 12-17	WOMEN 18-24	WOMEN 25-34	EAST	SOUTH	MID-WEST	WEST
	FAVORABILITY ESTIMATE (1-5)												
	TW	LW	2W	3W									
<b>HP</b> EMINEM Lose Yourself (Shady/Interscope)	4.14	4.00	3.89	3.83	81.7	16.9	4.51	4.10	3.59	4.14	4.20	4.05	4.17
<b>HP</b> KELLY ROWLAND Stole (Columbia)	3.90	3.64	3.53	—	41.2	6.5	4.01	4.06	3.37	4.18	3.46	3.87	4.14
<b>HP</b> NIVEA Don't Mess With My Man (Jive)	3.77	3.67	3.58	3.65	43.7	9.0	3.91	3.81	3.26	3.59	3.71	3.78	3.95
<b>HP</b> DIXIE CHICKS Landslide (Monument)	3.76	3.74	3.73	—	47.6	9.6	3.63	4.10	3.67	3.48	3.83	3.81	3.91
AVRIL LAVIGNE Complicated (Arista)	3.65	3.59	3.77	3.76	79.2	28.7	3.72	3.54	3.67	3.56	3.46	3.49	4.08
AVRIL LAVIGNE Sk8er Boi (Arista)	3.63	3.53	3.81	3.74	72.4	23.7	3.80	3.45	3.53	3.47	3.55	3.44	4.03
<b>HP</b> LL COOL J Luv U Better (Def Jam/IDJMG)	3.62	3.67	3.55	3.82	43.9	12.1	3.70	3.67	3.30	3.80	3.58	3.55	3.59
NELLY/KELLY ROWLAND Dilemma (Fo' Reel/Universal)	3.62	3.58	3.55	3.70	75.5	29.9	3.65	3.70	3.48	3.52	3.54	3.74	3.70
MISSY ELLIOTT Work It (Gold Mind/Elektra/EEG)	3.59	3.54	3.68	—	59.2	19.7	3.69	3.50	3.43	3.67	3.78	3.80	3.10
<b>HP</b> PUDDLE OF MUDD She Hates Me (Flawless/Geffen/Interscope)	3.59	3.59	3.82	3.65	50.7	12.4	3.86	3.52	3.15	3.39	3.67	3.73	3.57
<b>HP</b> JAY-Z F/BEYONCÉ '03 Bonnie & Clyde (Roc-A-Fella/IDJMG)	3.57	3.59	—	—	50.4	11.8	3.88	3.50	2.83	3.48	3.56	3.82	3.47
<b>HP</b> SEAN PAUL Gimme The Light (VP/Atlantic)	3.57	3.40	3.62	—	53.8	15.2	3.63	3.54	3.42	3.55	3.79	3.57	3.33
JENNIFER LOPEZ Jenny From The Block (Epic)	3.55	3.48	3.26	3.45	65.1	16.1	3.72	3.44	3.32	3.68	3.41	3.68	3.45
NO DOUBT F/LADY SAW Underneath It All (Interscope)	3.55	3.39	3.50	3.73	73.5	25.9	3.55	3.46	3.51	3.69	3.50	3.55	3.41
CREED One Last Breath (Wind-up)	3.53	3.75	3.64	3.53	69.9	25.1	3.57	3.53	3.47	3.19	3.55	3.74	3.63
TLC Girl Talk (Arista)	3.53	—	—	—	43.4	10.1	3.52	3.54	3.55	3.60	3.38	3.18	3.97
PINK Family Portrait (Arista)	3.51	3.46	3.65	—	43.7	9.0	3.58	3.44	3.43	3.83	3.09	3.47	3.71
<b>HP</b> NAPPY ROOTS Po' Folks (Atlantic)	3.50	3.45	3.62	3.53	55.5	15.8	3.65	3.47	3.23	3.44	3.49	3.50	3.57
KELLY CLARKSON A Moment Like This (RCA)	3.48	3.61	3.57	3.63	74.6	29.3	3.75	3.38	3.20	3.57	3.31	3.36	3.70
CAM'RON Hey Ma (Roc-A-Fella/IDJMG)	3.46	3.55	3.58	3.65	67.6	26.8	3.63	3.40	3.17	3.65	3.63	3.30	3.27
JUSTIN TIMBERLAKE Like I Love You (Jive)	3.46	3.28	3.27	3.34	64.2	21.4	3.43	3.70	3.27	3.47	3.48	3.48	3.43
MICHELLE BRANCH Goodbye To You (Maverick/WB)	3.45	3.35	3.44	3.57	62.3	17.7	3.59	3.40	3.28	3.44	3.15	3.35	3.79
ANGIE MARTINEZ If I Could Go (EastWest/EEG)	3.43	3.41	3.36	3.53	63.1	23.9	3.46	3.45	3.34	3.55	3.38	3.41	3.40
P. DIDDY F/GINUWINE I Need A Girl Pt. 2 (Bad Boy/Arista)	3.41	3.37	3.31	3.24	68.7	30.4	3.33	3.49	3.48	3.55	3.20	3.43	3.48
VANESSA CARLTON Ordinary Day (A&M/Interscope)	3.39	3.40	3.45	3.67	52.1	15.5	3.44	3.60	3.11	3.40	3.39	3.20	3.55
MATCHBOX TWENTY Disease (Atlantic)	3.36	3.22	—	—	29.3	8.5	3.35	3.43	3.32	3.10	3.22	3.33	3.81
SANTANA F/BRANCH The Game Of Love (Arista)	3.35	3.27	3.53	3.44	61.4	18.9	3.40	3.08	3.52	3.35	3.07	3.45	3.48
EVE F/ALICIA KEYS Gangsta Lovin' (Ruff Ryders/Interscope)	3.34	3.19	3.32	3.36	70.1	29.0	3.32	3.32	3.43	3.58	3.22	3.48	3.11
DANIEL BEDINGFIELD Gotta Get Thru This (Island/IDJMG)	3.26	3.21	3.43	3.29	61.7	25.9	3.18	3.17	3.53	3.20	3.26	3.11	3.46
MADONNA Die Another Day (Maverick/WB)	3.25	3.21	3.28	3.15	49.3	15.8	3.05	3.34	3.55	3.26	3.05	3.74	3.04
OAKENFOLD Starry Eyed Surprise (Maverick/Reprise)	3.18	3.22	—	—	43.4	18.9	3.11	3.09	3.50	3.23	3.19	3.02	3.31

## CALLOUT AMERICA® Hot Scores

By ANTHONY ACAMPORA

**E**minem remains miles ahead of everyone else on Callout America this week with "Lose Yourself" (Shady/Interscope.) The song scores a 4.14 overall and a 4.51 with teens — one of the highest scores ever in that cell. It also ranks first with women 18-24 with a 4.10 and is fourth 25-34.

**Kelly Rowland** climbs to No. 2 with "Stole" (Columbia). The track ranks second with teens and third 18-24; it's getting significant airplay at KRBE/Houston (77 plays) and KDWB/Minneapolis (45).

**Nivea** rises to third with "Don't Mess With My Man" (Jive). "Man" is third with teens and fourth 18-24. Airplay leaders here include WKSC/Chicago (56 plays) and WITH/Washington (76 plays).

Those **Dixie Chicks** are in the top five for a third consecutive week with "Landslide" (Monument/Columbia). The song, featuring **Sheryl Crow**, ranks first with women 18-24 and second 25-34.

**LL Cool J** ranks seventh overall this week with "Luv U Better" (Def Jam/IDJMG). "Luv" is ninth with teens and women 18-24.

**Puddle Of Mudd** score top 10 rankings with teens (No. 5) and women 18-24 (No. 10) with "She Hates Me" (Flawless/Geffen/Interscope).

Other demo highlights: **Jay-Z & Beyoncé** rank fourth with teens with their "'03 Bonnie & Clyde" (Roc-A-Fella/IDJMG); **TLC** debut at No. 5 with women 25-34 on "Girl Talk" (Arista), tying with **Madonna's** "Die Another Day" (Maverick/WB).

Total sample size is 350 respondents with a +/-5 margin of error. Total average favorability estimates are based on a scale of 1-5 (1=dislike very much, 5=like very much). Total familiarity represents the total percentage of respondents who recognized the song. Total burn represents the percentage of respondents who said they were tired of hearing the song. Songs must reach 40% familiarity before they appear in print. Hit Potential (HP) tracks represent songs that have yet to chart top 25 on R&R's CHR/Pop chart. Sample composition is based on females aged 12-34, who respond favorably to a CHR/Pop musical montage in the following regions and markets: EAST: Boston, New York, Philadelphia, Pittsburgh, Washington, DC. SOUTH: Atlanta, Dallas, Houston, Miami, Tampa. MIDWEST: Chicago, Cleveland, Detroit, Minneapolis, St. Louis. WEST: Denver, Los Angeles, Portland, San Diego, Seattle.



**CUSTOM PRINTED T-SHIRTS in 10 DAYS or LESS!**

**500 WHITE T-SHIRTS**

- Heavy 100% or 50/50
- Printed up to 3 Colors
- No Setup Charges!
- No Art Charges!

**\$2.99 ea.**

**YOU WANT LISTENERS? WELL THEY WANT T-SHIRTS!**

**EMKAY DESIGNS**

**(800) 34-EMKAY**

PHONE (316) 681-8075 FAX (316) 681-4726

www.emkaydesigns.com info@emkaydesigns.com

**1500 WHITE T-SHIRTS**

- Heavy 100% or 50/50
- Printed up to 4 Colors
- No Setup Charges!
- No Art Charges!

**\$2.59 ea.**

# R&R CHR/Pop Top 50

November 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	<b>1</b> EMINEM Lose Yourself (Shady/Interscope)	9049	+318	1042803	9	128/0
	2	2 NO DOUBT F/LADY SAW Underneath It All (Interscope)	7883	-322	876421	17	133/0
	3	3 AVRIL LAVIGNE Sk8er Boi (Arista)	6965	-759	739579	13	133/0
	8	<b>4</b> JENNIFER LOPEZ Jenny From The Block (Epic)	6480	+654	673527	7	129/0
	4	5 MADONNA Die Another Day (Maverick/WB)	6360	-41	650013	7	133/0
	6	<b>6</b> CAM'RON Hey Ma (Roc-A-Fella/IDJMG)	6162	+162	693836	11	111/2
	7	<b>7</b> SANTANA F/MICHELLE BRANCH The Game Of Love (Arista)	6096	+256	637689	8	134/0
	5	8 JUSTIN TIMBERLAKE Like I Love You (Jive)	6038	-208	646817	13	129/0
	13	<b>9</b> MISSY ELLIOTT Work It (Gold Mind/Elektra/EEG)	5277	+875	562539	9	114/3
	9	10 NELLY F/KELLY ROWLAND Dilemma (Fo' Reel/Universal)	4761	-844	420682	20	128/0
	10	11 CREED One Last Breath (Wind-up)	4628	-532	506892	26	123/0
	15	<b>12</b> PINK Family Portrait (Arista)	4462	+310	472185	9	131/0
	12	13 ANGIE MARTINEZ If I Could Go (EastWest/EEG)	4113	-517	415981	16	117/0
	17	<b>14</b> KELLY ROWLAND Stole (Columbia)	3948	+270	415401	10	128/2
	14	15 DANIEL BEDINGFIELD Gotta Get Thru This (Island/IDJMG)	3761	-628	479087	20	127/0
	11	16 KELLY CLARKSON A Moment Like This (RCA)	3437	-1342	345498	11	90/0
	18	17 AVRIL LAVIGNE Complicated (Arista)	3368	-245	307259	27	134/0
	24	<b>18</b> PUDDLE OF MUDD She Hates Me (Flawless/Geffen/Interscope)	3239	+660	309534	5	118/6
	21	<b>19</b> O-TOWN These Are The Days (J)	3223	+361	353071	6	120/1
	35	<b>20</b> CHRISTINA AGUILERA Beautiful (RCA)	3176	+1590	374113	2	124/9
	26	<b>21</b> NIVEA Don't Mess With My Man (Jive)	3093	+630	329953	5	105/11
	16	22 OAKENFOLD Starry Eyed Surprise (Maverick/Reprise)	3059	-1027	296257	14	130/0
	23	<b>23</b> MATCHBOX TWENTY Disease (Atlantic)	2951	+194	260883	7	101/1
	22	<b>24</b> TLC Girl Talk (Arista)	2863	+69	280966	6	110/1
	19	25 EVE F/ALICIA KEYS Gangsta Lovin' (Ruff Ryders/Interscope)	2793	-601	270492	20	125/0
	28	<b>26</b> JOHN MAYER Your Body Is A Wonderland (Aware/Columbia)	2659	+282	246349	8	100/4
	20	27 VANESSA CARLTON Ordinary Day (A&M/Interscope)	2648	-315	249171	19	122/0
	29	<b>28</b> CRAIG DAVID What's Yqur Flava? (Wildstar/Atlantic)	2567	+201	279689	6	106/1
	27	<b>29</b> NAPPY ROOTS Po' Folks (Atlantic)	2448	+10	237483	12	80/0
	31	<b>30</b> LIFEHOUSE Spin (DreamWorks)	2073	+35	184338	9	93/1
	25	31 MICHELLE BRANCH Goodbye To You (Maverick/WB)	1998	-477	206420	18	115/0
	30	32 P. DIDDY F/GINUWINE I Need A Girl (Part II) (Bad Boy/Arista)	1913	-228	221692	20	105/0
	39	<b>33</b> SEAN PAUL Gimme The Light (VP/Atlantic)	1819	+402	192799	3	80/7
	33	34 OUR LADY PEACE Somewhere Out There (Columbia)	1657	-196	210896	20	95/0
	47	<b>35</b> NELLY Air Force Ones (Fo' Reel/Universal)	1618	+546	165433	2	80/10
	35	<b>36</b> CHRISTINA AGUILERA Dirty (RCA)	1608	+103	253917	12	119/0
	33	<b>37</b> DJ SAMMY & YANOU Heaven (Candlelight) (Robbins)	1606	+119	178347	7	3/0
	46	<b>38</b> GOOD CHARLOTTE Lifestyles Of The Rich And... (Epic)	1575	+497	141780	2	107/15
	32	39 UNCLE KRACKER In A Little While (Top Dog/Lava/Atlantic)	1571	-303	128331	13	87/0
	43	<b>40</b> KID ROCK W/SHERYL CROW Picture (Lava/Atlantic)	1441	+184	104120	4	51/10
	40	<b>41</b> SHAGGY Strength Of A Woman (MCA)	1413	+100	179328	3	79/0
	34	42 ASHANTI Happy (Murder Inc./IDJMG)	1392	-195	159348	17	110/0
	42	<b>43</b> NORAH JONES Don't Know Why (Blue Note/Virgin)	1369	+81	151903	4	82/3
	44	<b>44</b> BIG TYMERS Oh Yeah (Cash Money/Universal)	1259	+13	117603	4	65/1
	37	45 HOOBASTANK Running Away (Island/IDJMG)	1222	-280	151486	18	78/0
	49	<b>46</b> KYLIE MINOGUE Come Into My World (Capitol)	1186	+185	130332	2	81/2
	45	<b>47</b> JOHN RZEZNIK I'm Still Here (Jim's Theme) (Walt Disney/Hollywood)	1171	+78	106228	3	65/0
	41	48 EMINEM Cleanin' Out My Closet (Shady/Aftermath/Interscope)	1158	-150	126703	18	116/0
	48	<b>49</b> MARIAH CAREY Through The Rain (MonarC/IDJMG)	1112	+60	144752	3	96/5
	<b>Debut</b>	<b>50</b> JAY-Z F/BEYONCE '03 Bonnie & Clyde (Roc-A-Fella/IDJMG)	1074	+409	108331	1	55/19

## Most Added®

www.rradds.com

ARTIST TITLE LABEL(S)	ADDS
AVRIL LAVIGNE I'm With You (Arista)	75
3 DOORS DOWN When I'm Gone (Republic/Universal)	33
VONRAY Inside Out (Elektra/EEG)	31
K-CI & JOJO This Very Moment (MCA)	29
SEV Same Old Song (Geffen/Interscope)	25
DIXIE CHICKS Landslide (Monument)	24
MARIO C'mon (J)	20
JAY-Z F/BEYONCE '03... (Roc-A-Fella/IDJMG)	19
GOOD CHARLOTTE Lifestyles Of The Rich And... (Epic)	15
B2K AND P. DIDDY Bump Bump Bump (Epic)	13

## Jay-Z featuring Beyonce "03 Bonnie & Clyde"

Over 1100 Pop Spins  
Top 40 Rhythm Monitor 9\*

Top 5 Phones at: B94 & KFMD  
Top 10 Phones at: WIOQ, WRDQ, & WKSE

"The Blueprint 2: The Gift & The Curse"  
IN STORES NOW!

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
CHRISTINA AGUILERA Beautiful (RCA)	+1590
MISSY ELLIOTT Work It (Gold Mind/Elektra/EEG)	+875
PUDDLE OF MUDD She... (Flawless/Geffen/Interscope)	+660
JENNIFER LOPEZ Jenny From The Block (Epic)	+654
NIVEA Don't Mess With My Man (Jive)	+630
NELLY Air Force Ones (Fo' Reel/Universal)	+546
GOOD CHARLOTTE Lifestyles Of The Rich And... (Epic)	+497
JAY-Z F/BEYONCE '03 Bonnie... (Roc-A-Fella/IDJMG)	+409
SEAN PAUL Gimme The Light (VP/Atlantic)	+402
AVRIL LAVIGNE I'm With You (Arista)	+387

## Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
PINK Just Like A Pill (Arista)	2327
DJ SAMMY & YANOU Heaven (Robbins)	1845
NELLY Hot In Herre (Fo' Reel/Universal)	1565
C. KROEGER F/J. SCOTT Hero (Roadrunner/Columbia/IDJMG)	1503
JOHN MAYER No Such Thing (Aware/Columbia)	1459
JIMMY EAT WORLD The Middle (DreamWorks)	1342
LINKIN PARK In The End (Warner Bros.)	1298
NICKELBACK How You Remind Me (Roadrunner/IDJMG)	1284
VANESSA CARLTON A Thousand Miles (A&M/Interscope)	1212
PUDDLE OF MUDD Blurry (Flawless/Geffen/Interscope)	1054
FAT JOE F/ASHANTI What's Luv? (Terror Squad/Atlantic)	1053
ASHANTI Foolish (Murder Inc./IDJMG)	1029
PINK Don't Let Me Get Me (Arista)	1007
CALLING Wherever You Will Go (RCA)	1001

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

134 CHR/Pop reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 11/10-11/16. 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.

Custom manufacturers of

Stickers • Decals  
Statics • Logo Design



Call us for all your Promotional Product needs

1.888.768.4259 • www.imagesinkusa.com • e-mail: Inksales@imagesinkusa.com

# R&R CHR/Pop Top 50 Indicator

November 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 F/LADY SAW Underneath It All (Interscope)	2825	-146	82135	16	49/0
2	2	MADONNA Die Another Day (Maverick/WB)	2804	+114	81273	6	51/0
4	3	EMINEM Lose Yourself (Shady/Interscope)	2529	+30	72587	7	50/0
3	4	AVRIL LAVIGNE Sk8er Boi (Arista)	2502	-162	70422	12	46/0
5	5	SANTANA F/MICHELLE BRANCH The Game Of Love (Arista)	2478	+63	71751	8	50/0
6	6	JUSTIN TIMBERLAKE Like I Love You (Jive)	2416	+68	65433	11	46/0
9	7	JENNIFER LOPEZ Jenny From The Block (Epic)	2075	+243	54225	5	47/0
8	8	CREED One Last Breath (Wind-up)	1749	-138	51008	26	41/0
14	9	PINK Family Portrait (Arista)	1704	+148	49229	8	48/2
11	10	MATCHBOX TWENTY Disease (Atlantic)	1685	+12	47695	6	50/0
16	11	CAM'RON Hey Ma (Roc-A-Fella/IDJMG)	1564	+75	46652	9	44/0
7	12	KELLY CLARKSON A Moment Like This (RCA)	1536	-517	41241	9	36/0
17	13	KELLY ROWLAND Stole (Columbia)	1464	+93	41253	9	44/0
18	14	JOHN MAYER Your Body Is A Wonderland (Aware/Columbia)	1453	+181	38880	8	46/2
10	15	OAKENFOLD Starry Eyed Surprise (Maverick/Reprise)	1446	-241	40325	13	39/0
12	16	NELLY F/KELLY ROWLAND Dilemma (Fo' Reel/Universal)	1348	-263	41090	18	40/0
13	17	DANIEL BEDINGFIELD Gotta Get Thru This (Island/IDJMG)	1345	-228	40076	19	38/0
20	18	PUDDLE OF MUDD She Hates Me (Flawless/Geffen/Interscope)	1268	+85	36683	5	49/0
15	19	ANGIE MARTINEZ If I Could Go (EastWest/EEG)	1264	-250	36840	15	39/0
19	20	VANESSA CARLTON Ordinary Day (A&M/Interscope)	1226	-14	36246	19	38/0
24	21	MISSY ELLIOTT Work It (Gold Mind/Elektra/EEG)	1196	+195	32722	4	44/3
22	22	LIFEHOUSE Spin (DreamWorks)	1101	+39	30943	10	45/0
21	23	TLC Girl Talk (Arista)	1067	-25	29683	5	43/1
25	24	CRAIG DAVID What's Your Flava? (Wildstar/Atlantic)	1063	+73	28326	5	44/1
27	25	O-TOWN These Are The Days (J)	1054	+224	28133	5	39/3
32	26	CHRISTINA AGUILERA Beautiful (RCA)	1006	+451	27664	2	48/5
23	27	MICHELLE BRANCH Goodbye To You (Maverick/WB)	886	-146	27592	18	27/0
31	28	KID ROCK W/SHERYL CROW Picture (Lava/Atlantic)	791	+207	20979	4	33/5
29	29	NAPPY ROOTS Po' Folks (Atlantic)	758	+26	20697	11	33/0
37	30	NIVEA Don't Mess With My Man (Jive)	728	+255	22353	2	36/7
28	31	UNCLE KRACKER In A Little While (Top Dog/Lava/Atlantic)	707	-94	22941	12	25/0
30	32	AVRIL LAVIGNE Complicated (Arista)	658	-29	19655	26	30/0
26	33	EVE F/ALICIA KEYS Gangsta Lovin' (Ruff Ryders/Interscope)	620	-265	15237	18	22/0
34	34	KYLIE MINOGUE Come Into My World (Capitol)	589	+63	16630	2	27/0
48	35	NELLY Air Force Ones (Fo' Reel/Universal)	533	+227	12810	2	30/4
39	36	MARIAH CAREY Through The Rain (MonarC/IDJMG)	509	+80	14097	6	30/0
45	37	GOOD CHARLOTTE Lifestyles Of The Rich And... (Epic)	460	+109	12980	2	33/7
38	38	JOHN RZEZNIK I'm Still Here (Jim's Theme) (Walt Disney/Hollywood)	456	+5	15193	4	23/0
33	39	OUR LADY PEACE Somewhere Out There (Columbia)	456	-97	12588	18	19/0
36	40	THICKE When I Get You Alone (NuAmerica/Interscope)	454	-26	12474	7	36/1
40	41	RED HOT CHILI PEPPERS Zephyr Song (Warner Bros.)	434	+7	12297	2	28/0
44	42	SHAGGY Strength Of A Woman (MCA)	426	+66	11088	2	19/0
46	43	SEAN PAUL Gimme The Light (VP/Atlantic)	417	+108	13531	2	27/3
41	44	CHRISTINA AGUILERA Dirty (RCA)	386	-24	12302	10	16/0
43	45	T.A.T.U. All The Things She Said (Interscope)	368	-1	10331	2	33/4
47	46	CANDY BUTCHERS You Belong To Me Now (RPM)	358	+49	10569	7	15/1
42	47	ASHANTI Happy (Murder Inc./IDJMG)	348	-62	8048	16	12/0
49	48	STEREO FUSE Everything (EO/Wind-up)	305	+12	7957	3	18/0
<b>Debut</b>	49	AVRIL LAVIGNE I'm With You (Arista)	300	+228	10792	1	40/28
35	50	HOOBASTANK Running Away (Island/IDJMG)	291	-204	10546	20	11/0

51 CHR/Pop Indicator reports. Songs ranked by total plays for the airplay week of Sunday 11/10-Saturday 11/16. © 2002, R&R Inc.

### Most Added

ARTIST TITLE LABEL(S)	ADDS
AVRIL LAVIGNE I'm With You (Arista)	28
SEV Same Old Song (Geffen/Interscope)	18
3 DOORS DOWN When I'm Gone (Republic/Universal)	16
RIC SANDLER Rubies (Rich ID)	8
NIVEA Don't Mess With My Man (Jive)	7
GOOD CHARLOTTE Lifestyles Of The Rich And... (Epic)	7
JAY-Z F/BEYONCE '03 Bonnie & Clyde (Roc-A-Fella/IDJMG)	7
DIXIE CHICKS Landslide (Monument)	6
CHRISTINA AGUILERA Beautiful (RCA)	5
KID ROCK W/SHERYL CROW Picture (Lava/Atlantic)	5
T.A.T.U. All The Things She Said (Interscope)	4
NELLY Air Force Ones (Fo' Reel/Universal)	4
LEANN RIMES Tic Toc (Curb)	4
VONRAY Inside Out (Elektra/EEG)	4
MISSY ELLIOTT Work It (Gold Mind/Elektra/EEG)	3
O-TOWN These Are The Days (J)	3
SEAN PAUL Gimme The Light (VP/Atlantic)	3
CREED Don't Stop Dancing (Wind-up)	3
SOLUNA Monday Mi Amor (DreamWorks)	3
NORAH JONES Don't Know Why (Blue Note/Virgin)	3

### Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
CHRISTINA AGUILERA Beautiful (RCA)	+451
NIVEA Don't Mess With My Man (Jive)	+255
CREED Don't Stop Dancing (Wind-up)	+250
JENNIFER LOPEZ Jenny From The Block (Epic)	+243
AVRIL LAVIGNE I'm With You (Arista)	+228
NELLY Air Force Ones (Fo' Reel/Universal)	+227
O-TOWN These Are The Days (J)	+224
KID ROCK W/SHERYL CROW Picture (Lava/Atlantic)	+207
MISSY ELLIOTT Work It (Gold Mind/Elektra/EEG)	+195
JOHN MAYER Your Body Is A Wonderland (Aware/Columbia)	+181
SOLUNA Monday Mi Amor (DreamWorks)	+172
LEANN RIMES Tic Toc (Curb)	+166
PINK Family Portrait (Arista)	+148
JAY-Z F/BEYONCE '03 Bonnie... (Roc-A-Fella/IDJMG)	+135
AALIYAH Miss You (BlackGround/Universal)	+131
MADONNA Die Another Day (Maverick/WB)	+114
GOOD CHARLOTTE Lifestyles Of The Rich And... (Epic)	+109
SEAN PAUL Gimme The Light (VP/Atlantic)	+108
KELLY ROWLAND Stole (Columbia)	+93
PUDDLE OF MUDD She... (Flawless/Geffen/Interscope)	+85
LL COOL J Luv U Better (Def Jam/IDJMG)	+81
MARIAH CAREY Through The Rain (MonarC/IDJMG)	+80
CAM'RON Hey Ma (Roc-A-Fella/IDJMG)	+75
CRAIG DAVID What's Your Flava? (Wildstar/Atlantic)	+73
JUSTIN TIMBERLAKE Like I Love You (Jive)	+68
SHAGGY Strength Of A Woman (MCA)	+66
SHANIA TWAIN I'm Gonna Getcha Good! (Mercury)	+64
SANTANA F/MICHELLE BRANCH The Game Of Love (Arista)	+63
KYLIE MINOGUE Come Into My World (Capitol)	+63
3 DOORS DOWN When I'm Gone (Republic/Universal)	+61

Subscribe to the most comprehensive and up-to-the-minute coverage of radio business news...at a special VIP package rate!

## R&R's INDUSTRY VIP PACKAGE

- R&R: The Industry's Newspaper
- R&R Today: The Industry's Leading Daily Fax
- R&R's Today's News  
E-mail updates of breaking stories
- The R&R Directory  
The most comprehensive resource guide available

SAVE OVER 25%!  
R&R'S INDUSTRY VIP PACKAGE IS \$445.00  
(Regular rate \$595.00)

e-mail R&R at: [moreinfo@radioandrecords.com](mailto:moreinfo@radioandrecords.com) FAX Credit Card Payments To: 310-203-8727  
Call R&R at: 310-788-1625 Subscribe online: [www.radioandrecords.com](http://www.radioandrecords.com)

**ON THE RECORD**

With  
**Kyle Kimball**  
PD, WDBR & WQQL/  
Springfield, IL

Saga's WDBR/Springfield is Illinois' premier CHR property between Chicago and St. Louis and is a mainstream Top 40 station with a historically pop alternative lean. WDBR features top-shelf talent, including Brian Chase (of KRBE/Houston) in afternoons and Fig (Brian Figula, Music Director) in nights. Still, the best talent and A-list promotions mean very little without the right music.

We're fortunate that mainstream Top 40 is hot right now, and stations like WDBR stand to benefit in the fall and winter from a strong

balance between pop alternative and rhythmic product. • Jennifer Lopez's "Jenny From the Block," Missy Elliott's "Work It," TLC's "Girl Talk" and Cam'ron's "Hey Ma" are huge for us. Mainstream rhythmic balanced by the active phones we get on Kid Rock f/Sheryl Crow's "Picture," Matchbox Twenty's "Disease," Puddle Of Mudd's "She Hates Me" and Lifehouse's "Spin" puts us in a great position musically. Eminem's "Lose Yourself" is also massive for us. • What's missing right now is anything breaking through in pop dance. Oakenfold's "Starry Eyed Surprise" works up to a point, and Madonna's "Die Another Day" is huge, but more purely pop. Still listening for that next DJ Sammy.

**A**vril Lavigne scores Most Added honors with "I'm With You" (Arista). After two huge chart-toppers, "Complicated" and "Sk8er Boi," Lavigne is off to a solid start with her third single ... **3 Doors Down** score the runner-up spot, as "When I'm Gone" (Republic/Universal) picks up 33 adds, finishing just two ahead of newcomer **VonRay**, who score 31 with "Inside Out" (Elektra/EEG) ... **Eminem** stays at No. 1 with "Lose Yourself" (Shady/Interscope) ... **Jennifer Lopez** moves 8-4\* with "Jenny From the Block" — a nice jump after her appearance on *20/20* last week ... **Missy Elliott** moves into the top 10, going 13-9\* with "Work It" (Gold Mind/Elektra/EEG) ... A big move for **Christina Aguilera**, who goes 35-20\* with "Beautiful" (RCA) ... **Nivea** climbs 26-21\* with "Don't Mess With My Man" (Jive). With recent adds by WHTZ/New York, KIIS/Los Angeles and KRBE/Houston, things are moving for Nivea ... **Sean Paul** makes a six-point jump, with "Gimme the Light" (VP/A&M) going 39-33\* ... **Nelly** soars 12 spots with "Air Force Ones" (Fo' Reel/Universal), which flies 47-35\* ... This week's only debut: "03 Bonnie & Clyde" by **Jay-Z f/Beyoncé** (Roc-A-Fella/IDJMG).

**CHR/Pop**  
**ON THE RADIO**

— Tanya O'Quinn/Asst. Editor

**ON THE RISE**

**ARTIST: Laura Pausini**

**LABEL: Atlantic**

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



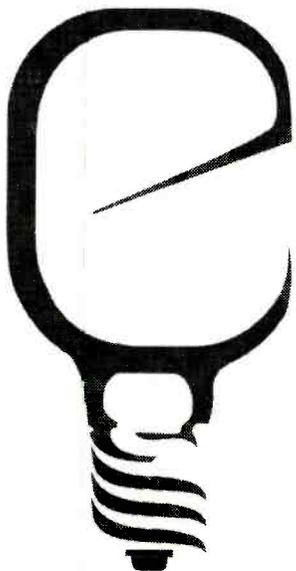
Laura Pausini

What's in a number? Oh I don't know ... success ... high esteem ... credibility. Atlantic recording artist **Laura Pausini** is an international sensation. Don't believe me? Just check Soundscan. She has sold over 20 millions albums around the world and has over 150 Platinum discs for her recordings in Italian and Spanish. Throughout Europe and South America, hers is a household name. Her long-awaited, highly anticipated English release, *From the Inside*, hit stores in October. The debut single, "Surrender," celebrates a precious release of emotion. If the track were a ship and its sound the ocean, it would be a luxurious liner gliding on the waves of dance music in a sea of pop currents. Supported by such a festive rhythm, the wild abandon of an emotionally charged situation exudes the freeing essence of love-filled submission.

Pausini's career began in 1993, when, at the tender age of 18, she won the prestigious Italian Song Festival in San Remo. As she entered adulthood, she was also entering the world of music on a much wider scale than in the small northern Italian village of Solarolo where she was born. Pausini wears the title "global superstar" well. She has released five albums in Italian, four in Spanish and a "Best Of," and they have gone 30 times Platinum in Italy, 21 times Platinum in Spain, 18 times Platinum in Brazil, 12 times Platinum in Switzerland and 10 times Platinum in Chile. Furthermore, she's received multiple sales awards in Mexico, Argentina, France, Holland, Belgium, Denmark, Sweden, Finland and Portugal. In the U.S., the Latin market has shown its support of the diva Italiano to the tune of a million units.

In 1996 Pausini performed her first song in English. Written by Phil Collins, one of her favorite songwriters, "Looking for an Angel" debuted on an Italian television show. "I had received a lot of proposals to do English albums before, but I said yes only now — not because of the challenge of recording in a new language, but really because I wanted to feel ready and strong as a person and as an artist before I made this step," says Pausini. She released her first English-language album nine years after her musical debut. Producers John Shanks (Melissa Etheridge, Michelle Branch), KC Porter (Carlos Santana, Ricky Martin), Guy Roche (Cher, Celine Dion), Evan Rogers and Carl Sturken ('N Sync, Christina Aguilera), Patrick Leonard (Jewel, Madonna) and Jimmy Bralower (Cyndi Lauper, M2M) provide a collection of modern pop songs and entrancing ballads on which Pausini's strong, smooth and captivating vocals can romanticize, sympathize and, of course, hypnotize.

There are no secrets to success or studio tricks for this talent; her genuine vocal ability is obvious. With such an impressive recording history, complete with accolades to prove her musical merit, Laura Pausini seems to be taking hostages ... one country at a time.



**Callout You Can Count On from Edison Media Research**

Now get dependable, consistent **CALLOUT** from the most trusted name in perceptual and music research, **Edison Media Research.**

Contact Lou Patrick (LPatrick@edisonresearch.com) or Larry Rosin (LRosin@edisonresearch.com) at 908.707.4707

November 22, 2002

**RateTheMusic.com**  
 BY MEDIABASE™

 America's Best Testing CHR/Pop Songs 12+  
 For The Week Ending 11/22/02.

Artist Title (Label)	TW	LW	Familiarity	Burn	TD	Familiarity	Burn
EMINEM Lose Yourself (Shady/Interscope)	4.14	4.10	94%	22%	4.24	94%	21%
SANTANA F/MICHELLE BRANCH The Game Of Love (Arista)	4.03	4.03	90%	16%	4.06	89%	14%
PUDDLE OF MUDD She Hates Me (Flawless/Geffen/Interscope)	3.96	3.97	72%	13%	4.00	72%	12%
AVRIL LAVIGNE Sk8erBoi (Arista)	3.90	3.84	96%	40%	3.82	97%	43%
KELLY CLARKSDN A Moment Like This (RCA)	3.89	3.89	97%	35%	3.88	98%	35%
AVRIL LAVIGNE Complicated (Arista)	3.83	3.84	99%	58%	3.80	99%	59%
LIFEHOUSE Spin (DreamWorks)	3.82	-	53%	8%	3.92	51%	7%
MATCHBOX TWENTY Disease (Atlantic)	3.79	3.83	67%	9%	3.86	70%	9%
DANIEL BEDINGFIELD Gotta Get Thru This (Island/IDJMG)	3.79	3.63	84%	31%	3.75	81%	30%
KELLY ROWLAND Stole (Columbia)	3.79	3.81	69%	13%	3.71	65%	13%
CHRISTINA AGUILERA Beautiful (RCA)	3.74	-	63%	11%	3.78	59%	10%
PAUL OAKENFOLD Starry Eyed Surprise (Maverick/Reprise)	3.74	3.53	73%	19%	3.77	73%	20%
CREED One Last Breath (Wind-up)	3.72	3.61	92%	39%	3.75	93%	40%
NO DOUBT Underneath It All (Interscope)	3.72	3.80	96%	39%	3.77	97%	40%
NELLY F/KELLY ROWLAND Dilemma (Fo' Reel/Universal)	3.67	3.70	94%	51%	3.66	94%	52%
O-TOWN These Are The Days (J)	3.67	3.64	62%	10%	3.67	61%	11%
PINK Family Portrait (Arista)	3.66	3.73	88%	20%	3.60	88%	22%
TLC Girl Talk (Arista)	3.65	3.71	62%	10%	3.68	61%	9%
JOHN MAYER Your Body Is A Wonderland (Aware/Columbia)	3.65	3.62	73%	17%	3.70	74%	17%
VANESSA CARLTON Ordinary Day (A&M/Interscope)	3.62	3.55	94%	41%	3.71	94%	41%
JENNIFER LOPEZ Jenny From The Block (Epic)	3.60	3.57	84%	22%	3.48	85%	24%
MADONNA Die Another Day (Warner Bros.)	3.59	3.54	87%	21%	3.50	87%	23%
ANGIE MARTINEZ F/LIL' MO & SACARIO If I Could Go (EastWest/EEG)	3.55	3.61	73%	29%	3.67	73%	25%
NIVEA Don't Mess With My Man (Jive)	3.54	-	47%	11%	3.59	42%	8%
MISSY ELLIOTT Work It (Gold Mind/Elektra/EEG)	3.47	3.57	78%	26%	3.56	75%	23%
JUSTIN TIMBERLAKE Like I Love You (Jive)	3.46	3.61	95%	39%	3.54	97%	37%
EVE F/ALICIA KEYS Gangsta Lovin' (Ruff Ryders/Interscope)	3.41	3.51	91%	50%	3.46	91%	49%
CAM'RON Hey Ma (Roc-A-Fella/IDJMG)	3.35	3.40	76%	32%	3.34	73%	31%
CRAIG DAVID What's Your Flava (Wildstar/Atlantic)	3.35	-	65%	17%	3.34	62%	17%
NAPPY ROOTS Po' Folks (Atlantic)	3.33	3.27	58%	21%	3.47	58%	17%

Total sample size is 787 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

**THICKE** When I Get You Alone (NuAmerica/Interscope)  
 Total Plays: 1000, Total Stations: 73, Adds: 0

**LL COOL J** Luv U Better (Def Jam/IDJMG)  
 Total Plays: 972, Total Stations: 48, Adds: 3

**STEREO FUSE** Everything (EO/Wind-up)  
 Total Plays: 895, Total Stations: 53, Adds: 2

**RED HOT CHILI PEPPERS** Zephyr Song (Warner Bros.)  
 Total Plays: 805, Total Stations: 59, Adds: 2

**LASGO** Something (Robbins)  
 Total Plays: 795, Total Stations: 29, Adds: 6

**AVRIL LAVIGNE** I'm With You (Arista)  
 Total Plays: 746, Total Stations: 109, Adds: 75

**T.A.T.U.** All The Things She Said (Interscope)  
 Total Plays: 685, Total Stations: 59, Adds: 9

**ASHANTI** Baby (Murder Inc./IDJMG)  
 Total Plays: 575, Total Stations: 16, Adds: 1

**COLDPLAY** In My Place (Capitol)  
 Total Plays: 554, Total Stations: 46, Adds: 1

**SIMPLE PLAN** I'd Do Anything (Lava/Atlantic)  
 Total Plays: 506, Total Stations: 55, Adds: 7

Songs ranked by total plays

## Is Internet Music....

Continued from Page 25

since properly administered callout and good ratings have a positive correlation, we're going to consider callout "right" for the time being.

**AB:** We've been looking at test results from PickTheHits.com for over two years now, and the track record is pretty amazing. These people are lis-

that PickTheHits.com sends out.

The last word on callout: Let it help you keep in synch with the audience, as opposed to your internal tastes, but remember that it will sometimes lag the audience by a week or two.

**GM:** With NetQuest, we've had online music testing going for three years and have many stations that swear by it [www.songsurvey.com]. While not replicating the passive nature of outbound callout, Internet test-

**"I'm a big fan of Internet music research. I believe it's the way all callout will be done in two years."**

Guy Zapoleon

tening to the entire song in good-quality audio, they're paying attention, and they seem very reflective of the overall audience.

My advice to radio stations that can do it is this: Start doing Internet research in tandem with your callout, and get used to the time lag (Internet usually finds the same songs, just earlier). Or take advantage of the free research

ing produces massive response rates and is helpful in spotting early trends with a station's most active online listeners.

We have a number of stations that use both ComQuest [callout] and NetQuest [Internet] and "A.B" the results each week to compare and contrast test scores with the two methodologies.



COUNTING THE CROWS

Geffen/Interscope recording artists Counting Crows stopped by KLLC/San Francisco to perform and take some calls from listeners. Seen here are (back, l-r) KLLC PD John Peake; bandmembers Dan Vickrey, Adam Duritz, David Immergluck, David Bryson and Charles Gillingham; (front, l-r) Geffen San Francisco regional Michael Novia; and KLLC MD Derek "The Madison" Madden.

## 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@radioandrecords.com

The e-mail addresses of the people contacted for this story are:

**Jodie Renk:** jrenk@corecallout.com

**Guy Zapoleon:** gzapoleon@aol.com

**Michael Dorn:** mdornari@earthlink.net

**Warren Kurtzman:** warrenkurtzman@colemaninsights.com

**Carolyn Gilbert:** carolyngilbert@criticalmassmedia.com

**Alan Burns:** aburns2030@aol.com

**Garry Mitchell:** garry@callout.com





DONTAY THOMPSON

dthompson@radioandrecords.com

## KGGL/Riverside: No. 1 By A Landslide

□ PD Jesse Duran leads station to the top in the Inland Empire

Every CHR/Rhythmic programmer targets the 18-34 demographic fairly well. Great music, lifestyle-driven promotions and an extraordinary staff are some of the essentials for achieving success with 18-34s, but for a Rhythmic station to have success with *all* of the “important” demos simultaneously can be very tough. In fact, it’s almost unheard of.

About 65 miles away from Los Angeles lies Riverside, a city of close to 1.6 million residents of various ethnic backgrounds. For nearly 13 years, Riverside’s 12+ and 25-54 numbers were dominated by heritage Country KFRG, and it’s difficult to believe that a Rhythmic station could knock that station out of its top position while maintaining its 18-34 numbers. Enter KGGL and its PD, **Jesse Duran**, who achieved that colossal feat in Arbitron’s summer 2002 book. Not bad for a guy who started his radio career as a side project while working toward a college degree in advertising and marketing.

“I started at KKXL (XL 93)/Grand Forks, ND,” Duran says. “When I was 18, my brother was a night jock at another station in North Dakota. He taught me how to be a DJ, but then he didn’t want me working at his station. He told me to see if the competition would hire me. I turned in my tape, and they hired me initially to run the *Rick Dees Weekly Top 40* show.”

From learning DJ skills from his brother to taking KGGL to No. 1, Duran, the Inland Empire’s top programmer, has had an interesting ride. I recently had the chance to get the lowdown from him.

**R&R:** You got your start in radio while attending college. How were you able to handle being on the air and the other tasks that radio demands while earning a degree?

**JD:** Luckily, the radio station was on University Avenue, so I’d get out of school at 2:30pm, make it to the station by 3, work until 7, get off the air, do my commercials and then start doing homework. That was my life for a year. After doing that — taking a full load of school and working full-time — there’s never been anything as difficult. My PD probably wanted to fire me about 10 times. I was doing too much. There were things that the station needed



Jesse Duran

that I just couldn’t do. I had to study. Radio was something to do on the side.

**R&R:** What made you leave that station?

**JD:** I wanted to come to California, so I packed up everything and, without a job, I came looking for part-time work. I got weekends at Y97 [KHTY] in Santa Barbara, CA and worked with Damion Young. I met John Boyle, who was the promotions rep for KPWR (Power 106)/Los Angeles at the time, and he hired me on the street team there. I still did weekends at Y97, and I also worked at Q105 [KCAQ] in Ventura, CA while trying to find a full-time gig.

Working at Power 106 was the best thing that ever happened to me, because I met people like Geoff St. John. He and I clicked really well. He taught me a lot, as far as production goes. St. John is now my voice guy; he’s been my voice guy ever since I became Asst. PD at KGGL.

**“Whether or not the ratings reflect it, I’ve known that we were the No. 1 station here for the past few years. We’re the station that reflects the Inland Empire.”**

**R&R:** Where did you finally land your first full-time gig?

**JD:** My first full-time gig in California was here at KGGL, working with Carmy Ferreri. He hired me for middays, and that eventually turned into afternoons and production director. That was nine years ago. I wouldn’t have gotten that job if it wasn’t for St. John, who taught me

how to multitrack. I was a radio groupie. We had a great street team back then.

**R&R:** How did you eventually get into programming at KGGL?

**JD:** When Bob Lewis got fired, Diana Laird came in, and she was the one to give me a shot at music and programming. I became the PD here in January 2000, and we’ve turned the station around.

**R&R:** What were your programming strategies to make that happen?

**JD:** At the end of the day, the programming strategies have always been here. The station is what it is. It’s a legendary station. I think it has to do with putting the right people in the right spots, creating the right vibe, having contests that the people actually care about, building a team and surrounding myself with people who know what they’re doing. I have five PDs on staff, people who know what it takes.

The first thing I always wanted to do was hire ODM for night jock. When he was a part of A Lighter Shade Of Brown, I was interviewing him on the air. I asked, “Where do you see yourself in five years?” He said, “I see myself doing your job.” I never forgot that.

Right before I became PD, I got Mark Feather to hire him. I kind of trained him and taught him how to be a DJ. He’s got probably the highest night numbers in the history of the station. Maybe Mark In The Dark’s were higher in the late ‘80s, but I can’t access his numbers.

**R&R:** Let’s talk your latest book. How does it feel to knock out KFRG after they’ve been on top for 13 years?

**JD:** We’ve been tied with KFRG twice, and we’ve been gunning for them for a while, so it made me feel like I haven’t wasted nine years. I feel like John Elway getting a Super Bowl ring, even though it’s just one book. They were being cocky and arrogant about the fact that they couldn’t be beat, and we showed them that they could.



XZIBIT IN THE BAY AREA

Taking time for a photo opportunity during KYLD/San Francisco’s sold out Boo Bomb concert at the San Jose Arena are (l-r) KYLD’s St. John, Columbia’s Don O’Neal, Lawman Promotions’ Dan Posner and Greg Lawley, Columbia recording artist Xzibit and KYLD PD Michael Martin.

We worked harder than they did this book, and everyone on my staff worked their tails off. We’re everywhere, and we don’t rest on our laurels. We’re continuing to work hard every single day, even though we’re No. 1.

**R&R:** You do an airshift, you’re the PD and you’re in the streets and the clubs — how do you find the time to get it all done?

**JD:** I don’t. If there is any time for sale, I’ll buy it. I just don’t waste time on things that aren’t important to what I want to accomplish. One thing we did that I think made this book better than ever is that we focused on the Inland Empire. We instituted contesting that rewarded people from the I.E. for listening.

**“I feel like John Elway getting a Super Bowl ring, even though it’s just one book.”**

All of our promotions were focused on the Inland Empire.

**R&R:** What makes a person living in the I.E. different from a person living in L.A.?

**JD:** The people out here are more family-oriented. They’re a little more frugal; they moved out here because the housing is cheaper. Then again, it’s a lot safer out here, and the lifestyle is a lot better in some ways than in L.A. You don’t have to worry about as much, except for traffic and smog. Those are about the only similarities that we have with L.A. It’s just a lot different from the L.A. style.

**R&R:** Back to the book: You beat KFRG 12+, 18-34 and 25-54.

**JD:** We beat them 18-34 like we always do; we got an 11 share, which is the highest since I’ve been here. And 25-54 we beat them by .1. I don’t know if that will last, but it was fun.

**R&R:** You beat them in every demo!

**JD:** Yeah, but they still managed to get the local newspaper to comment on how they’re No. 1 35-64. One of the local newspapers said, “K-Frog maintains No. 1 35-64.” Having an advertising background, I know that people within that demo shouldn’t be marketed to. They’ve already made their purchasing decisions in their life. You market to the future instead of the past.

**R&R:** From a ratings standpoint, do you foresee the success of the station growing beyond where it is now?

**JD:** I’ve been the PD for some of the worst ratings and for some of the best, so I’m sure the truth always lies somewhere in between. Whether or not the ratings reflect it, I’ve known that we were the No. 1 station here for the past few years. We’re the station that reflects the Inland Empire.

**R&R:** What’s in the future for KGGL and Jesse Duran?

**JD:** Having been the low man on the totem pole at Power 106, I see how people are sometimes treated in major markets. That’s nothing on Power; they treat people better than most stations — they give a person six months to find a job if they let him go. If that’s the pot of gold at the end of the rainbow, I don’t know if that’s what I want. I think it’s more about being happy, and I like it here.

That doesn’t mean that I’m not going to have future goals, but it’s about being happy. There are people in this building whom you will be hearing a lot about — ODM, Jeff Pope, Mike Medina. They’re going to accomplish big things in a lot of different industries, and we’ll all look back on this time when we did something big at KGGL and be able to say that it was fun.

### TALK BACK TO R&R!

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

Call me at 310-788-1677

or e-mail:

dthompson@radioandrecords.com

# Oobie

Featuring Lil' Jon & The East Side Boyz

## "Nothin's Free"

From the Lil' Jon & The East Side Boyz LP "Kings of Crunk"

"If you are not on it, you are missing a hit record!"

-DOC WYNTER  
VP Urban Programming/Clear Channel

New at:  
KQBT/Austin  
WAJZ/Albany  
WOWI/Norfolk

### Calling out and pulling big female phones ...

WJBT/ Jacksonville - 70x  
WCHH/ Charlotte - 54x  
WWBZ/ Charleston - 46x  
WPEG/ Charlotte - 43x  
WXIS/ Johnson City - 62x  
WBHJ/ Birmingham - 33x  
WJWZ/ Montgomery - 33x  
WEDR/ Miami - 27x  
KTTB/ Minneapolis - 28x

### Added on the air and ready to convert ...

KBFB/ Dallas  
KXJM/ Portland  
WWKX/ Providence  
KYLD/ San Francisco  
KKXX/ Bakersfield  
WPYO/ Orlando  
WBTT/ Ft. Myers  
WBTS/ Atlanta  
KDON/ Monterey  
and much more!!!



# LIL JON & THE EAST SIDE BOYZ

featuring Mystikal and Krayzie Bone

## "I Don't Give A @#\$%"

Over 100,000  
"KINGS OF CRUNK"  
LPs scanned in 2 weeks

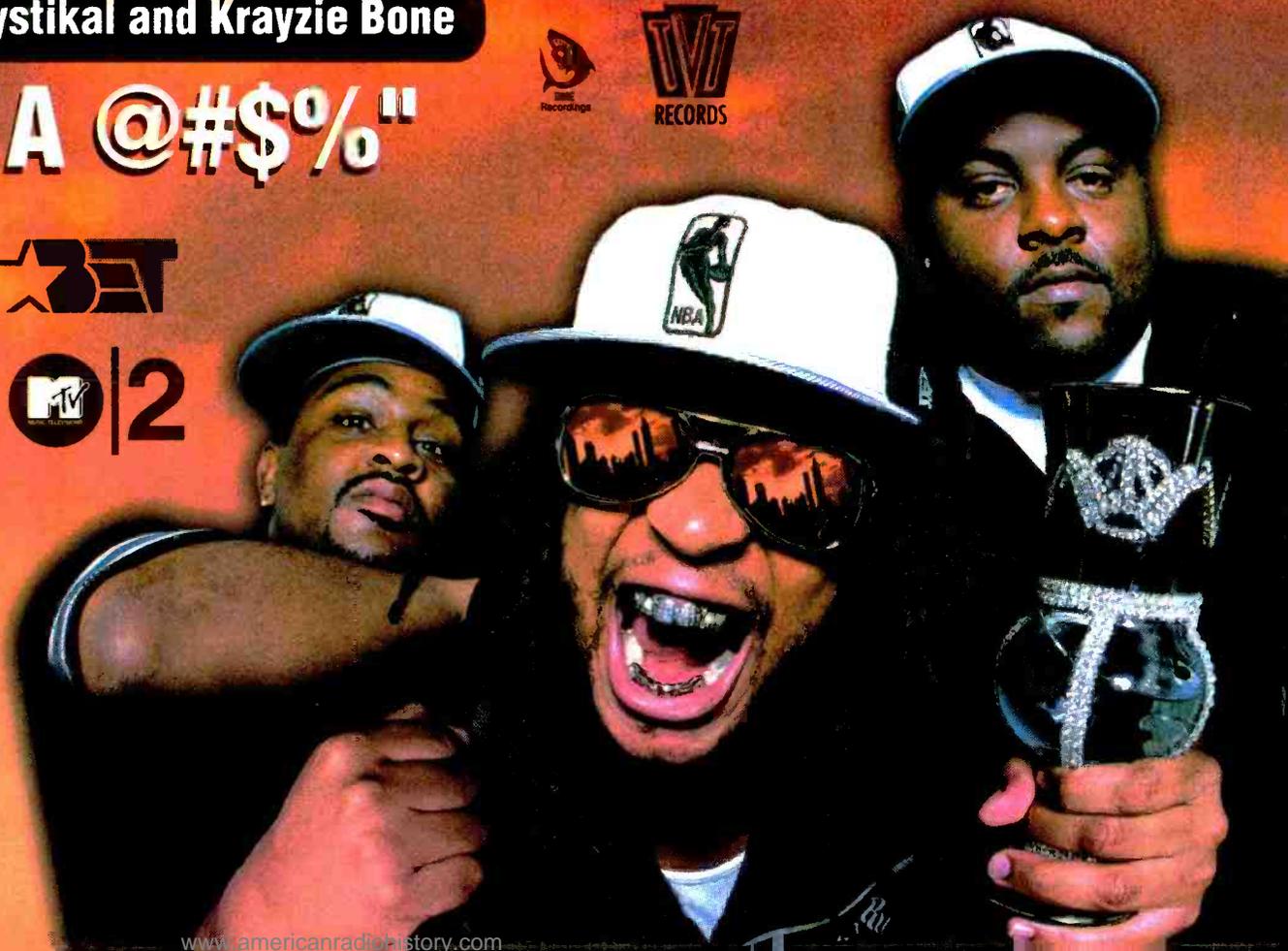
Blowin' up at ...

WHTA/ Atlanta - 43x  
WBHJ/ Birmingham - 32x  
KBFB/ Dallas - 47x  
WZHT/ Montgomery - 29x  
WNPL/ Nashville - 47x  
WFUN/ St. Louis - 30x



Added and crossing over from mix and club action at ...

KBXX/ Houston - 11x  
WVEE/ Atlanta - 7x  
WBTT/ Ft. Myers - 11x  
KTTB/ Minneapolis - 13x  
KATZ/ St. Louis - 13x  
KMEL/ San Francisco - 6x  
and much more!!



Going for  
Adds This Week  
11/25-11/26

# LL COOL J

PARADISE feat. Amerie

Already on Hot 97/New York,  
Hot 92/Los Angeles

In the mix at:  
KPWR WBBM KBXX WJMN  
WXYV KVEG WHHH WZMX  
and many, many more!

Follow up to the #1 single "Luv U Betta"  
Video shot with Amerie in Maui!

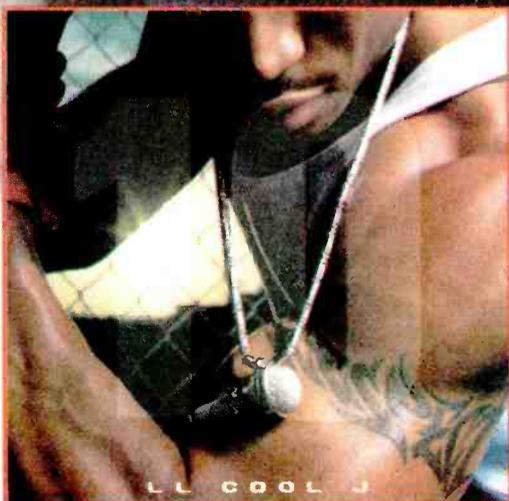
Already scanning over 330,000 copies!

THE SEXY NEW  
JOINT FROM THE  
SMASH ALBUM "10"  
IN STORES NOW!

AS HEARD ON THE  
SOUNDTRACK

LEAD US INTO  
TEMPTATION BUT...

DELIVER  
US FROM  
EVA



©2002 The Island Def Jam Music Group

[www.defjam.com](http://www.defjam.com) [www.llcoolj.com](http://www.llcoolj.com)



NEW YORK ATLANTA LOS ANGELES LONDON BERLIN TOKYO



# CHR/Rhythmic Top 50

Powered By



November 22, 2002

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	MISSY ELLIOTT Work It (Gold Mind/Elektra/EEG)	5529	+46	805811	12	77/0
2	2	EMINEM Lose Yourself (Shady/Interscope)	5312	+37	737361	9	75/0
4	3	SEAN PAUL Gimme The Light (VP/Atlantic)	3996	+77	487074	11	77/2
3	4	LL COOL J Luv U Better (Def Jam/IDJMG)	3975	-15	620077	13	76/0
6	5	JAY-Z F/BEYONCE '03 Bonnie & Clyde (Roc-A-Fella/IDJMG)	3488	+197	456353	6	76/2
5	6	CAM'RON Hey Ma (Roc-A-Fella/IDJMG)	3214	-303	392461	18	74/0
7	7	JENNIFER LOPEZ Jenny From The Block (Epic)	3140	-69	366471	7	67/0
13	8	NELLY Air Force Ones (Fo' Reel/Universal)	2868	+637	317954	6	74/2
10	9	NIVEA Don't Mess With My Man (Jive)	2813	+46	394928	18	55/1
8	10	NELLY F/KELLY ROWLAND Dilemma (Fo' Reel/Universal)	2685	-383	395328	21	56/0
9	11	ASHANTI Baby (Murder Inc./IDJMG)	2645	-259	384553	23	67/0
11	12	CLIPSE When The Last Time... (Star Trak/Arista)	2453	+110	416349	11	65/1
12	13	ISYSS Single For The Rest O' My Life (Arista)	2427	+134	237777	13	57/0
15	14	LUDACRIS Move Bitch (Def Jam South/IDJMG)	1774	-264	201294	26	66/0
20	15	AMANDA PEREZ Angel (Powerhouse/Mad Chemistry)	1735	+155	161453	8	44/2
14	16	EVE F/ALICIA KEYS Gangsta Lovin' (Ruff Ryders/Interscope)	1706	-383	204107	21	71/0
16	17	EIG TYMERS Oh Yeah (Cash Money/Universal)	1688	-191	166512	15	60/0
17	18	N.O.R.E. Nothin' (Def Jam/IDJMG)	1629	-155	192357	26	69/0
19	19	TLC Girl Talk (Arista)	1554	-96	213884	8	66/1
18	20	HAPPY ROOTS Po' Folks (Atlantic)	1533	-215	187512	23	56/0
27	21	EVE Satisfaction (Ruff Ryders/Interscope)	1447	+257	230812	4	63/3
22	22	WC The Streets (Def Jam/IDJMG)	1438	+68	209294	10	37/0
24	23	SMILEZ AND SOUTHSTAR Tell Me (ARTISTdirect)	1417	+123	110650	9	54/2
21	24	ERICK SERMON F/REDMAN React (J)	1390	-21	243957	9	59/1
25	25	XZIBIT Multiply (Loud/Columbia)	1375	+114	198549	12	38/0
26	26	BABY F/P. DIDDY Do That... (Cash Money/Universal)	1370	+151	169001	4	69/3
36	27	AALIYAH Miss You (BlackGround/Universal)	1287	+460	175866	2	61/6
33	28	JA RULE Thug Lovin' (Murder Inc./IDJMG)	1154	+249	176048	4	55/6
23	29	FABOLOUS F/P. DIDDY & JAGGED.. Trade It All (Part II) (Epic)	1110	-247	117124	19	50/0
48	30	32K AND P. DIDDY Bump Bump Bump (Epic)	1060	+469	153890	2	64/9
Debut	31	2PAC Thugz Mansion (Amaru/Death Row/Interscope)	1056	+641	138348	1	59/31
31	32	SNOOP DOGG From Tha... (Doggy Style/Priority/Capitol)	1033	+21	129407	4	54/3
34	33	ERYKAH BADU F/COMMON Love Of My Life (Magic Johnson/MCA)	1000	+148	223743	4	30/1
29	34	KELLY ROWLAND Stole (Columbia)	966	-149	126972	10	53/0
28	35	STYLES Goodtimes (Interscope)	865	-262	140792	20	51/0
35	36	CHRISTINA AGUILERA Dirty (RCA)	790	-43	63963	11	30/0
40	37	FIELD MOB Sick Of Being Lonely (MCA)	784	+59	64378	6	33/3
32	38	BENZINO Rock The Party (Elektra/EEG)	758	-242	141538	11	49/0
45	39	TRINA F/LUDACRIS B R Right (Slip 'N Slide/Atlantic)	749	+95	85200	3	38/2
38	40	MUSIQ Dontchange (Def Soul/IDJMG)	743	-22	128849	13	20/0
44	41	ANGIE MARTINEZ F/KELIS Take You Home (Elektra/EEG)	708	+46	90191	3	45/4
37	42	AALIYAH I Care 4 U (BlackGround)	648	-142	149696	16	8/0
39	43	FABOLOUS This Is My Party (Elektra/EEG)	641	-85	88525	5	44/0
Debut	44	CHRISTINA AGUILERA Beautiful (RCA)	637	+259	73840	1	33/4
41	45	JUSTIN TIMBERLAKE Like I Love You (Jive)	632	-72	73062	13	32/0
42	46	MADONNA Die Another Day (Maverick/WB)	625	-56	86536	6	16/0
50	47	BUSTA RHYMES Make It Clap (J)	624	+108	114397	2	52/4
43	48	AMERIE Talkin' To Me (Rise/Columbia)	624	-45	103901	5	44/1
30	49	FAT JOE F/GINUWINE Crush Tonight (Terror Squad/Atlantic)	617	-472	106028	8	49/0
47	50	YING YANG TWINS By Myself (Koch)	601	+2	77414	11	20/0

## Most Added®

www.rradds.com

ARTIST TITLE LABEL(S)	ADDS
BLU CANTRELL Breathe (Arista)	36
2PAC Thugz Mansion (Amaru/Death Row/Interscope)	31
K-CI & JOJO This Very Moment (MCA)	21
MARIO C'mon (J)	13
R. KELLY Ignition (Jive)	12
TRICK DADDY Thug Holiday (Slip 'N Slide/Atlantic)	10
B2K AND P. DIDDY Bump Bump Bump (Epic)	9
NAS Made You Look (Columbia)	8
WAYNE WONDER No Letting Go (Independent)	7
AALIYAH Miss You (BlackGround/Universal)	6
JA RULE Thug Lovin' (Murder Inc./IDJMG)	6
EMINEM 8 Mile (Shady/Aftermath/Interscope)	6
50 CENT Wanksta (Shady/Aftermath/Interscope)	5

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
2PAC Thugz Mansion (Amaru/Death Row/Interscope)	+641
NELLY Air Force Ones (Fo' Reel/Universal)	+637
B2K AND P. DIDDY Bump Bump Bump (Epic)	+469
AALIYAH Miss You (BlackGround/Universal)	+460
CHRISTINA AGUILERA Beautiful (RCA)	+259
EVE Satisfaction (Ruff Ryders/Interscope)	+257
JA RULE Thug Lovin' (Murder Inc./IDJMG)	+249
EMINEM 8 Mile (Shady/Aftermath/Interscope)	+203
JAY-Z F/BEYONCE '03 Bonnie... (Roc-A-Fella/IDJMG)	+197
TYRESE How You Gonna Act Like That (J)	+160

## New & Active

- 50 CENT** Wanksta (Shady/Aftermath/Interscope)  
Total Plays: 584, Total Stations: 15, Adds: 5
- TONI BRAXTON** Hit The Freeway (Arista)  
Total Plays: 516, Total Stations: 33, Adds: 1
- LIL' FLIP** The Way We Ball (Suckafree/Loud/Columbia)  
Total Plays: 492, Total Stations: 18, Adds: 0
- TYRESE** How You Gonna Act Like That (J)  
Total Plays: 474, Total Stations: 31, Adds: 2
- JAHEIM** Fabulous (Divine Mill/WB)  
Total Plays: 460, Total Stations: 28, Adds: 3
- SHADE SHEIST F/NATE DOGG** Wake Up (MCA)  
Total Plays: 456, Total Stations: 27, Adds: 3
- LIL' ROB** Barely Getting By (Upstairs)  
Total Plays: 452, Total Stations: 16, Adds: 3
- WAYNE WONDER** No Letting Go (Independent)  
Total Plays: 430, Total Stations: 14, Adds: 7
- EMINEM** 8 Mile (Shady/Aftermath/Interscope)  
Total Plays: 419, Total Stations: 11, Adds: 6
- OOBIE F/LIL' JON...** Nothin's Free (TVT)  
Total Plays: 412, Total Stations: 24, Adds: 1

Songs ranked by total plays

R&R Station Playlists have moved to the web.  
See all of our monitored reporters at  
[www.radioandrecords.com](http://www.radioandrecords.com).

81 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 11/10-11/16. 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.

# On Time. Every Time.

- Custom Production - Callouts & Montages
- Digital, Clear, Consistent ➤ 60,000+ Song Library
- All Formats & International Titles ➤ On-Time Delivery



Email: [hooks@hooks.com](mailto:hooks@hooks.com)  
[www.hooks.com](http://www.hooks.com)  
FAX: (573)443-4016

200 Old 63 South, #103  
Columbia, MO 65201-6081

For The Best Auditorium  
Test Hook Tapes

**Michael Pelaia**  
(573)443-4155

# R&R Rhythmic Mix Show Top 30

November 22, 2002

- | RANK | ARTIST                           | TITLE                  | LABEL                          |
|------|----------------------------------|------------------------|--------------------------------|
| 1    | MISSY ELLIOTT                    | Work It                | (Gold Mind/Elektra/EEG)        |
| 2    | LL COOL J                        | Love You Better        | (Def Jam/IDJMG)                |
| 3    | SEAN PAUL                        | Gimme The Light        | (VP/Atlantic)                  |
| 4    | EMINEM                           | Lose Yourself          | (Shady/Interscope)             |
| 5    | CLIPSE                           | When The Last Time...  | (Arista)                       |
| 6    | JAY-Z f/BEYONCE                  | '03 Bonnie & Clyde     | (Roc-A-Fella/IDJMG)            |
| 7    | ERICK SERMON                     | React                  | (J)                            |
| 8    | BABY AKA DA #1 STUNNA f/P. DIDDY | Do That                | (Cash Money/Universal)         |
| 9    | NELLY                            | Air Force Ones         | (Fo' Reel/Universal)           |
| 10   | JENNIFER LOPEZ                   | Jenny From The Block   | (Epic)                         |
| 11   | NIVEA                            | Don't Mess With My Man | (Jive)                         |
| 12   | XZIBIT                           | Multiply               | (Loud/Columbia)                |
| 13   | BENZINO                          | Rock The Party         | (Elektra/EEG)                  |
| 14   | 50 CENT                          | Wanksta                | (Shady/Aftermath/Interscope)   |
| 15   | N.O.R.E.                         | Nothin'                | (Def Jam/IDJMG)                |
| 16   | LUDACRIS                         | Move Bi**h             | (Def Jam South/IDJMG)          |
| 17   | BUSTA RHYMES                     | Make It Clap           | (J)                            |
| 18   | SNOPP DOGG                       | From Tha Chuuuch To... | (Doggy Style/Priority/Capitol) |
| 19   | WC                               | The Streets            | (Def Jam/IDJMG)                |
| 20   | NAS                              | Made You Look          | (Columbia)                     |
| 21   | BIG TYMERS                       | Oh Yeah                | (Cash Money/Universal)         |
| 22   | FAT JOE f/GINUWINE               | Crush Tonight          | (Terror Squad/Atlantic)        |
| 23   | 2PAC                             | Thugz Mansion          | (Amaru/Tha Row/Interscope)     |
| 24   | ASHANTI                          | Baby                   | (Murder Inc./IDJMG)            |
| 25   | STYLES                           | Goodtimes              | (Ruff Ryders/Interscope)       |
| 26   | CAM'RON                          | Hey Ma                 | (Roc-A-Fella/IDJMG)            |
| 27   | EVE f/ALICIA KEYS                | Gangsta Lovin'         | (Ruff Ryders/Interscope)       |
| 28   | FIELD MOB                        | Sick Of Being Lonely   | (MCA)                          |
| 29   | ANGIE MARTINEZ f/KELIS           | Take You Home          | (Elektra/EEG)                  |
| 30   | EVE                              | Satisfaction           | (Ruff Ryders/Interscope)       |

Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 11/10-11/16/02. (C) 2002. R&R, Inc.



## PHAT MIX SIX

- WAYNE WONDER** No Letting Go (VP)  
**50 CENT f/NOTORIOUS B.I.G.** To My N\*\*\*as (Shady/Aftermath/Interscope)  
**LL COOL J f/AMERIE** Paradise (Def Jam/IDJMG)  
**CLIPSE f/FAITH EVANS** Ma, I Don't Love Her (Star Trak/Arista)  
**FREEWAY f/JAY-Z & BEANIE SIGEL** What We Do (Roc-A-Fella/IDJMG)  
**DAMANI** Move (Compound Entertainment)



The Amanda Perez track "Angel" (Mad Chem/Powerhouse) is really blowing up for us. This is getting No. 1 phones, and the ladies love it. You can't go wrong with this one. We're also loving Eminem's "8 Mile" (Shady/Aftermath/Interscope). Since "Lose Yourself" is in regular rotation, we're gonna try to break this one in the mix. I'm feeling Eve's "Satisfaction" (Ruff Ryders/Interscope) a lot. It's kinda early, but we're breaking it in the mix and giving it light spins in regular rotation. I think when we open it up, we will start to get more calls on it. The 2Pac song "Thugz Mansion" (Amaru/Tha Row/Interscope) is also a hot track, and I'm also feeling Snoop Dogg's "From the Chuuuch to da Palace" (Doggy Style/Priority/Capitol). It's hot! I wanted to congratulate Puerto Rico for getting the MD job and shout out to my PD R Dub and all the team that's making it happen at KOHT.



DJ Payback, KOHT/Tucson



Wayne Wonder's "No Letting Go" (VP) is banging in the clubs. Oh my God! And Elephant Man's "Elephant" (VP) is banging! It's my shit! In the clubs I rock the hell out of Pastor Troy's "We Be Cuttin'" (Cash Money/Universal). They still love that joint out here. I'm also playing the Erick Sermon and Redman joint "React" (J). That's a good reaction record for us. And, of course, I'm banging the Nas track "Made You Look" Man, since it's a new record, I sandwich that joint in between two real hot familiar bangers. Whenever I play it, people start coming by the DJ booth, asking, "Oh, that's the new Nas?" Or they will stay on the dance floor. Also, "When the Last Time" (Star Trak/Arista) by Clipse is killing them in the clubs.

DJ Seven, WBTJ/Richmond



My pick right now is Eve's "Satisfaction" (Ruff Ryders/Interscope). It's starting to pick up for me in the clubs out here in Honolulu. My personal favorite song is Mos Def and Faith Evans' "Brown Sugar" (MCA). The remix is hot! Also, I'm feeling the new Clipse track, "Ma, I Don't Love Her" (Star Trak/Arista). It's another Clipse hit. I think this record isn't as hard as their last one and will cross over better. We're starting to bang the Christina Milian track "Spending Time" (Def Soul/IDJMG). I think this is a hit, but I don't think the label is pushing it yet, and I don't know why.

DJ K Smooth, KIKI/Honolulu



I'm really feeling Field Mob's "Sick of Being Lonely" (MCA); it's doing really good for me right now. "Make It Clap" (J) by Busta Rhymes is another really hot record. With Sean Paul on the record, it takes it to that next level. Another hot joint I'm feeling is Wayne Wonder's "No Letting Go" (VP), and off the Missy Elliott album I'm feeling "Bring the Pain" (Gold Mind/Elektra/EEG).

Trauma, WLLD/Tampa

# CAUSE OF DEATH: ECSTASY

DEPARTMENT OF HUMAN RESOURCES  
 DIVISION OF VITAL STATISTICS  
 CERTIFICATE OF DEATH

TYPE OR PRINT IN PERMANENT BLACK INK	LOCAL DECEASED NAME 1. Danielle	DATE OF DEATH (Month, Day, Year) 2. July 20, 2000	STATE FILE NO. COUNTY
PRECEDENT	CITY, TOWN OR VILLAGE	3. (Manner and cause)	4. (Manner of death, include DOA, SPE, Rm. Inpatient (Specify))
	5. (Sex)	6. (Age at death)	7. (Date of birth)
	8. (Manner of death)	9. (Cause of death)	10. (Date of death)

Ecstasy is not a recreational drug. It is a lethal drug. It killed Danielle.  
 For more information visit [drugfreeamerica.org](http://drugfreeamerica.org) or call 1-866-XTC FACTS.

Drug-Free Southern California  
 California Department of Alcohol & Drug Programs  
 Member of the Partnership for a Drug-Free America®

## ON THE RECORD

### This Week's Hottest Music Picks

**Sarah O'Connor**  
MD, WPGC/Washington

**Common** featuring **Mary J. Blige's** "Come Close to Me" (MCA): This will make the women cry.

**Debrah Cox's** "Morning After" (J): She sings this song like she means it. Need adult women? Play this!

**Nelly's** "Air Force Ones" (Fo' Reel/Universal): Love this record! Instant phones.

**Kevin Akitake**  
MD, KXME/Honolulu

**Missy Elliott's** "Funky Fresh Dressed" (Elektra/EEG): My heart stopped when the Paul Revere beat dropped. The album is hot! Old skool style!

**TLC's** "Damaged" (Arista): Another TLC pop smash.

**Craig David's** "Hidden Agenda" (Wildstar/Atlantic): Familiar sounds to fans of pop. I like it.

**Far Joe's** "Turn Me On" (Terror Squad/Atlantic): Hot joint — my favorite album cut.

**Jay-Z's** "B\*\*\*\*s & Sisters" (Roc-A-Fella/IDJMG): Great message!

**Erick Sermon's** "Here I Iz" (J): A hot hip-hop joint.

**Colby Colb**  
PD, WPHI/Philadelphia

**Jay-Z's** "Excuse Me Miss" (Roc-A-Fella/IDJMG): I am loving this. Could be a smash for him, and so could "All Around the World."

**Missy Elliott's** *Under Construction* (Elektra/EEG): This is her best album yet. "Bring the Pain" was an instant success, and "Pussycat" and "Back in the Day" are nice.

**Puerto Rico**  
MD, KOHT/Tucson

**Aaliyah's** "Miss You" (BlackGround Universal): I really think this is one that everyone is going to enjoy out of all the new R&B out.

**2Pac's** "Thugz Mansion" (Amaru/Tha Row/

Interscope): You just can't deny 2Pac's place on the West Coast. You would be wrong not to play it — it's 2Pac.

**Blackstreet's** "Deep" (DreamWorks): This one reminds me of the group back in the day. It's hot.

**Tyrese's** "How You Gonna Act Like That" (J): The ladies love it!

**David Simpson**  
MD, WZMX/Hartford

**Ja Rule** featuring **Ashanti's** "Mesmerized" (Murder Inc./IDJMG): Another Murder Inc. smash.

**LL Cool J** featuring **Amerie's** "Paradise" (Def Jam/IDJMG): Huge adult song.

**Busta Rhymes'** "Make It Clap" (J): Big in the mix show. The remix with Sean Paul is great.

**Pattie Moreno**  
PD, KBOS/Fresno

**WC** featuring **Case's** "Flirt" (Def Jam/IDJMG): I love this.

**Knight Owl's** "In Love With a Gangsta" (Independent): This song has exploded for us. It got No. 1 phones out of the box.

**Mariah Carey** featuring **Westside Connection's** "Irresistible (Remix)" (MonarC/IDJMG): This has exploded for us. The Latinas are feeling Mariah again!

**T. Gray**  
MD, KBXX/Houston

**Justin Timberlake** featuring **Timbaland's** "Cry Me a River" (Jive): Man, it's the s\*\*t!

**B2K** featuring **P. Diddy's** "Bump, Bump, Bump" (Epic): No. 1 phones, and it's only in mix-show rotation.

**Choppa's** "Choppa Style" (New No Limit Universal): Guaranteed Dirty South hit!

**Picazzo**  
Asst. PD/MD, KISV/Bakersfield

**Baby** featuring **P. Diddy's** "Do That" (Cash Money/Universal): Instant heater!

**Erick Sermon** featuring **Redman's** "React" (J): Been bangin' it in the club and getting ready to cross it over.

**Christina Aguilera's** "Beautiful" (RCA):

Smash, home run, hit and whatever other radio cliches you'll understand.

**Mark Adams**  
VP/Programming, Rose City Radio & PD, KXJM/Portland, OR

**Craig David** featuring **Sting's** "Rise and Fall" (Wildstar/Atlantic): Hottest track on the new CD. Brilliant.

**Missy Elliott's** "Funky Fresh Dressed": Getting phones for us already. Girl is off the hook.

**Justin Timberlake** featuring **Timbaland's** "What You Got (Oh No)" (Jive): Insane beat. In the mix. I owe Alexa money.

**Blu Cantrell** featuring **Sean Paul's** "Breathe" (Arista): I've always liked this cut. New on-air this week.

**Chris Tyler**  
MD, WJMN/Boston

**Wayne Wonder's** "No Letting Go" (VP): The more I hear it, the more I like it! Certain reggae songs work well here: I think this could be another one.

**Missy Elliott** featuring **Ludacris'** "Gossip Folks" (Gold Mind/Elektra EEG): The next big hit off the album. Her album is bangin'.

**JB**  
MD, KLUC/Las Vegas

**LeAnn Rimes'** "Tic Toc" (Curb): I actually think this might have some Pop and Rhythmic potential.

**Erick Sermon** featuring **Redman's** "React": This is really starting to grow nicely from the mix and clubs.



**Benzino's** "Rock the Party" (Elektra EEG): Growing nicely in the mix.

**Christina Aguilera's** "Beautiful": This sounds huge on the air.

**Jay-Z's** "A Dream" (Roc-A-Fella IDJMG): This is a great track.

**Dana Cortez**  
PD/MD, KMRK/Odessa, TX

**Saria's** "Paek Ya Bags" (Epic): This is the female anthem for today's woman. My ladies are lovin' this new joint. Young ladies, old ladies — this song is gonna be large!

**R. Kelly's** "Ignition" (Jive): R. Kelly is back! This is one that will be played for years to come. Instant classic.

**Lil Rob's** "Barely Gettin' By" (Upstairs): I reported this one three months ago, and lots of people laughed and just didn't get it. I hate to say I told ya so ... but I told ya so! This artist is gonna open doors for more like him. It's a gap in the hip-hop industry that has gone too long without being filled.

**JoJo Collins**  
MD, KDGS/Wichita

**2Pac's** "Thugz Mansion": Enough said.

**Ja Rule** featuring **Bobby Brown's** "Thug Lovin'" (Murder Inc./IDJMG): I like the combo. Ja Rule's raps are strong, and they make up for Bobby "I Got Busted Again" Brown.

**Nelly's** "Air Force Ones": One of the coolest tracks on the *Nellyville* CD. Give me two pair!

**Nathan Reed**  
MD, WCRL/Flint, MI

**Eminem's** "8 Mile" (Shady/Aftermath/Interscope): This is the fourth Eminem song to be added at 45 spins. Radio will force the official release.

**Smilez & Southstar's** "Tell Me" (ARTIST-direct): Everybody's experienced this song's lyrics. Club 93.7 has been on it over a month; we get more requests every day.

**Angie Martinez** featuring **Kelis'** "Take You Home" (Elektra EEG): "If I Could Go" was big in Flint. An invite for a one-nighter from Angie Martinez? OK! Just added — hot track.

**Aaliyah's** "Miss You" Everyone knows this will be big. It will have a much different meaning to the fans than Aaliyah ever imagined it would have.

## CALLOUT YOU CAN COUNT ON.

# COMQUEST

- ✓ *Out-of-house weekly research from our West Coast call center*
- ✓ *In-house Interactive Callout using the ComQuest system*
- ✓ *Internet-based Music & Perceptual Research*

**619-659-3600 • www.callout.com**

RateTheMusic.com BY MEDIABASE

America's Best Testing CHR/Rhythmic Songs 12+ For The Week Ending 11/22/02.

Table with 8 columns: Artist Title (Label), TW, LW, Familiarity, Burn, TD, Familiarity, Burn. Lists top CHR/Rhythmic songs and artists like Eminem, Kelly Rowland, Nivea, etc.

Total sample size is 562 respondents. Total average favorability estimates are based on a scale of 1-5. (1=dislike very much, 5=like very much). Total familiarity represents the percentage of respondents who recognized the song.

HEAD RUSH ARTIST: Aaliyah LABEL: BlackGround/Universal By MIKE TRIAS/ASSISTANT EDITOR Since Aaliyah and eight others lost their lives on Aug. 25, 2001, numerous artists have paid tribute to Aaliyah both onstage and in song.

Reporters grid listing radio stations and their reporters across various markets like KFBT/Anchorage, AK; WWSB/Charlotte, NC; KBBT/San Antonio, TX; etc.

KASHON POWELL

kpowell@radioandrecords.com



# High Hopes And Big Dreams

Three young African-American entrepreneurs strive for success

By Tanya O'Quinn, Asst. Editor

With so many changes taking place in the music business, it seems that it's getting harder and harder to succeed in the industry. Despite these difficulties, there are people working hard to enter the field via any means possible, while others who are already aware of the music business' imperfections continue to battle the odds.

BG Unlimited's **Kim Cooper**. On The Level's **Orian "Lump" Lumpkin** and Strong Arm's **Tyronne "Self" Craig** are all aware of the blemishes on our industry, yet they still strive to bring its hidden beauty to the forefront.

## Kim Cooper

Based in New York, Kim Cooper's BG Unlimited is an entertainment marketing company focusing on strategic marketing, event planning and public relations. "Since my experience is mostly on the entertainment side, I decided to take all of my talents in promotions, marketing and events and do it for myself," says Cooper.



Kim Cooper

"I started my career as an intern in '92. I worked everywhere from A&M — where I did my first internship — to Elektra to Def Jam to TVT, and I've done a lot of conferences and other events. I got my first gig as Promotion Assistant at RCA Records in 1997, which led to my promotion to Coordinator.

"A year later I went to Elektra Entertainment Group as a Marketing Assistant. Rah Digga, Busta Rhymes, Yolanda Adams and Mint Condition were among the artists for whom I helped to conceptualize and implement cross-marketing and publicity opportunities. Consequently, I achieved placements in *Teen People* and *Sister 2 Sister* magazines, and I also developed relationships with Nike and Macy's."

After the Elektra stint, Cooper went to Vanguard Media as Marketing Manager, overseeing sales and music and entertainment marketing. She was promoted to Editor and then to Editor-in-Chief of *Impact Magazine*. Cooper is also an accomplished writer. Her work has appeared in *Impact*, *NV*, *Savoy* and *Honey* magazines.

## Making Some Strides

"I just have two clients right now," Cooper says. "One is producer Eddie F, who is the former DJ for Heavy D and The Boyz. He's well-known for his production with R&B crooner Donell Jones and has done some tracks with Jaheim and Next. My other client is Motown recording artist DJ Rodgers

Jr., for whom I do mostly road management work.

"I guess you could consider the National Association of Black Female Executives in Music and Entertainment a client of mine as well, because I am the New York Action Coordinator/Marketing Director for the organization.

"But now that I'm able to do all of these things independently, I'm bringing them all under the umbrella of my company, BG Unlimited. I also do projects for *Real Stories*, which is a forum to educate aspiring artists, producers and entrepreneurs in the music business. That goes under my company as well.

"My objectives for 2003 are to maximize the visibility of my clients and make BG Unlimited a force and a name to be reckoned with. I think my credibility speaks for itself. I get a lot of respect for being a hard worker and always putting it down for whatever situation I am in. Now that I am doing it independently, I'll continue to do the best I can for all of my existing clients and those to come."

Kim Cooper can be reached at [bgunlimited@aol.com](mailto:bgunlimited@aol.com)

## Orian 'Lump' Lumpkin

Orian "Lump" Lumpkin's On The Level Promotions, Marketing & Consulting is a Houston-based company that handles marketing from a street-level, hand-to-hand perspective. "Basically, methods of marketing to the streets have changed," says Lump.

"When I first started, you used to get money for each single. Now you're put on a retainer to work as many records as the record company gives you for that particular month. When you break that down, that's not even minimum wage.

"We don't work 40 hours a week; we work something like 80, because not only are we servicing DJs, we have to do tracking on the product. From a retail standpoint, you have to make sure the displays are up. If they're ripped down, you have to put them back up.

You have to make sure the stores are ordering the records and that the sales clerks are actually pushing them.

"Promotions and marketing are two separate functions. Handling clubs is probably one of the more important aspects of breaking a record. I have to make sure the club jocks aren't influenced by what radio is doing. I use them to get a record exposed early in its lifespan to the public."

Lump's primary focus is placing the product in the hands of the people. "Clubs, high schools, beauty shops, car washes — wherever a general assembly of folks are gathered, I'm there," he says. "What I'm essentially doing is bypassing radio and the club DJs to reach the consumers."

## Seize The Opportunity

When Will Strickland and Shannon Henderson left Houston's street-marketing arena, Lump saw it as his opportunity to make some money.

"In 1995 I had a friend named Charles Tempo who owned Big Boy Records," he says. "He had an artist by the name of Mystikal and needed help with him because a lot of people didn't understand the rapper. He was new, and his sound was very unique.

"I listened to the project and believed in it. I told him that if he'd pay me, I'd blow Mystikal up. I started in Houston and then went to Chicago, Memphis, Little Rock and so forth. That was my first hit.

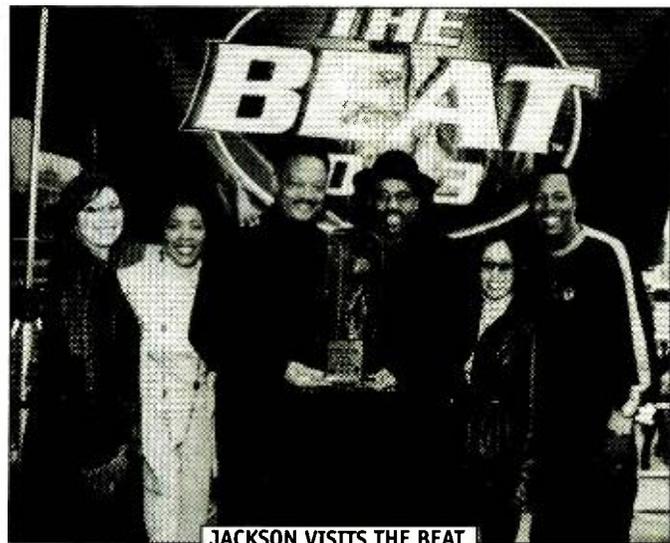


Orian Lumpkin

"My first real record-label account was with Relativity Records. I went to high school with Tony Draper, who was an artist on the label at that time and later started Suave House Records. He knew of my skills and spoke on my behalf, and I got the account."

Lump's company now has such clients as Elektra, Warner Bros., Atlantic, Roc-A-Fella, TVT, Interscope, Paramount Home Video and Southwest Wholesale Distributors. "And through my partner, Mr. Lee, we just got two of the South's hottest independent rappers, Slim Thug and Lil Keke," says Lump.

"As a group, they're known as The Big Unit. They are about to do a movie together called *Twisted*, and they'll also do its soundtrack. They're getting



JACKSON VISITS THE BEAT

The KKBT (The Beat)/Los Angeles morning show crew posed with Rev. Jesse Jackson during his recent visit to Los Angeles. Seen here (l-r) are KKBT's Nautica de la Cruz and Shirley Strawberry, Jackson, KKBT's Steve Harvey and Dominique DiPrima and actor-comedian Flex Alexander.

ready to be real big down here. This project is huge. These two artists are making a lot of money without being on a major label.

"In 2003 I plan to expand my product line and break down barriers. I'm going to show corporate America how to get urban dollars without being scared and without making crazy decisions on how to enter the marketplace."

Orian "Lump" Lumpkin can be reached at [djllump@aol.com](mailto:djllump@aol.com)

## Tyronne 'Self' Craig

Tyronne "Self" Craig's Strong Arm Marketing & Promotions is a Los Angeles-based company that markets and promotes urban films, records and clothing on a local level, as well as nationally.

"The company originally branched off from Lockdown Promotions, which was started by Shahyd Jones and Damon Carter," says Self. "Once Jones and Carter acquired more demanding positions within the music business, the company was passed down to me, and I created the moniker Strong Arm to represent the strength of our capabilities.

"We started it as a way for young black men to earn a living doing what they love, which is being a part of the whole hip-hop experience as it relates to music and film. Some of our clients include Def Jam, ARTISTdirect, the Akademiks clothing line and Lions Gate Films."

After attending Humboldt State University, Self began coaching high school varsity basketball and then segued to a full-time teaching gig. However, the sound of music notes and visions of dollar signs began to attack his audio and visual senses.

"Well, actually, I guess you can say I discovered street marketing by chance," he says. "In 1994 my friend Acey Alone was a rapper on Capitol. I wondered why I didn't see any visual promotion for him on the streets like other artists, so I decided to take matters into my own hands and help him out.

"I started putting up his posters and stickers around town, not realizing that what I was doing was not only love for

my ni\*\*a, but that it actually had an official name: street marketing. When I met Shahyd in '97, he introduced me to the business of street marketing on a wider scale."

## A New Technique

"My first real account was at Columbia records in '99," Self says. "Blackground's Jon Stockton, who was an executive at the label at the time, was the one who believed in me, and he gave me the opportunity to prove my ability. He has become a mentor to me. While handling that account, I worked on projects for Lauryn Hill, Cypress Hill and Nas.



Tyronne Craig

"Additionally, I've worked for Bad Boy and Priority as a street-marketing rep. My accounts included Bad Boy artists P. Diddy, Carl Thomas and G. Dep and Priority artists Razz Kass, Bad Azz and WC-Priority.

"I was also the National Director/Street Team & Mix Shows at Avatar Records. It was during my stint there that I became recognized for my street-marketing techniques in film and music, and I was featured in the *Los Angeles Times*.

"Since my exit from Avatar, I've been focusing more on the development and success of Strong Arm Marketing and Promotions. Strong Arm initiated a form of sniping called 'Skyscraper.' Skyscraping is when you cover the entire length of light poles and any other vertically standing fixture with posters from top to the bottom, giving the illusion of a skyscraper while maximizing the visibility of the artists.

"On the film side, a few projects we've done include *The Wash*, starring Snoo Dogg and Dr. Dre; *O*, starring Mekhi Phifer and Julia Stiles; *Undercover Brother*, with Eddie Griffin; and the documentary on The Notorious B.I.G. and Tupac Shakur."

Next year Strong Arm will expand into the field of mix tapes, further delve into the film world by doing DVD as well as theatrical releases and, as a record company, release its first album.

Tyronne "Self" Craig can be reached at [strongarm0@aol.com](mailto:strongarm0@aol.com)

# R&R Urban Top 50

November 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	MISSY ELLIOTT Work It (Gold Mind/Elektra/EEG)	3592	+36	576099	11	68/0
2	2	LL COOL J Luv U Better (Def Jam/IDJMG)	3219	-210	514424	15	67/0
3	3	ERYKAH BADU F/COMMON Love Of My Life (Magic Johnson/MCA)	2841	+198	466504	15	62/1
4	4	MUSIQ Dontchange (Def Soul/IDJMG)	2572	-59	428607	16	65/0
5	5	SEAN PAUL Gimme The Light (VP/Atlantic)	2474	+84	376196	12	17/0
6	6	JAY-Z F/BEYONCE '03 Bonnie & Clyde (Roc-A-Fella/IDJMG)	2331	+111	301903	6	65/0
11	7	NELLY Air Force Ones (Fo' Reel/Universal)	2085	+395	338732	7	62/0
10	8	CLIPSE When The Last Time... (Star Trak/Arista)	1770	-42	245693	12	55/1
9	9	GINUWINE Stingy (Epic)	1754	-146	317154	22	61/0
7	10	NELLY F/KELLY ROWLAND Dilemma (Fo' Reel/Universal)	1747	-255	258456	19	11/0
8	11	ASHANTI Baby (Murder Inc./IDJMG)	1724	-210	234769	23	61/0
18	12	EMINEM Lose Yourself (Shady/Interscope)	1550	+297	213767	5	50/2
16	13	JAHEIM Fabulous (Divine Mill/WB)	1506	+124	249376	8	57/1
13	14	AALIYAH I Care 4 U (BlackGround)	1503	-51	263555	21	8/0
14	15	TLC Girl Talk (Arista)	1471	+8	164375	7	63/0
12	16	MARIO Braid My Hair (J)	1366	-189	146556	10	62/0
17	17	ERICK SERMON F/REDMAN React (J)	1334	+23	204968	8	59/1
15	18	NAPPY ROOTS Po' Folks (Atlantic)	1284	-125	169809	23	58/0
24	19	R. KELLY Ignition (Jive)	1214	+258	177703	6	56/53
28	20	JA RULE Thug Lovin' (Murder Inc./IDJMG)	1174	+361	151211	3	62/1
20	21	AMERIE Talkin' To Me (Rise/Columbia)	1105	-10	156350	7	51/0
25	22	DRU HILL I Should Be... (Def Soul/IDJMG)	1076	+170	159240	6	58/2
19	23	CAM'RON Hey Ma (Roc-A-Fella/IDJMG)	1051	-180	130647	14	47/0
23	24	JENNIFER LOPEZ Jenny From The Block (Epic)	1005	+48	130556	5	46/1
31	25	BUSTA RHYMES Make It Clap (J)	949	+147	120080	4	59/0
33	26	EVE Satisfaction (Ruff Ryders/Interscope)	883	+113	112427	3	46/0
32	27	TONI BRAXTON Hit The Freeway (Arista)	868	+81	130887	4	48/1
49	28	B2K AND P. DIDDY Bump Bump Bump (Epic)	866	+397	111742	2	59/4
29	29	BABY F/P. DIDDY Do That... (Cash Money/Universal)	854	+46	97273	3	51/2
21	30	B2K Why I Love You (Epic)	844	-243	121352	12	49/0
30	31	FIELD MOB Sick Of Being Lonely (MCA)	836	+29	89424	7	29/2
41	32	AALIYAH Miss You (BlackGround/Universal)	811	+195	169688	2	5/0
35	33	BENZINO Rock The Party (Elektra/EEG)	797	+55	130619	7	47/4
22	34	EVE F/ALICIA KEYS Gangsta Lovin' (Ruff Ryders/Interscope)	795	-196	110699	19	56/0
27	35	BIG TYMERS Oh Yeah (Cash Money/Universal)	788	-54	98848	15	47/0
37	36	SNOOP DOGG From Tha Chuuuch... (Doggy Style/Priority/Capitol)	775	+84	103276	3	51/4
26	37	FAT JOE F/GINUWINE Crush Tonight (Terror Squad/Atlantic)	775	-85	84866	7	51/1
38	38	SMILEZ AND SOUTHSTAR Tell Me (ARTISTdirect)	712	+46	53573	3	45/3
40	39	WHITNEY HOUSTON One Of Those Days (Arista)	685	+68	92918	2	45/0
34	40	KELLY ROWLAND Stole (Columbia)	680	-88	77649	9	45/0
Debut	41	2PAC Thugz Mansion (Amaru/Death Row/Interscope)	662	+336	79461	1	50/50
50	42	50 CENT Wanksta (Shady/Aftermath/Interscope)	661	+199	97010	2	4/2
43	43	TYRESE How You Gonna Act Like That (J)	619	+48	87191	3	46/2
42	44	INDIA.ARIE Little Things (Motown)	558	-28	84303	10	34/0
39	45	YING YANG TWINS By Myself (Koch)	544	-96	60397	13	35/0
Debut	46	VIVIAN GREEN Emotional Rollercoaster (Columbia)	524	+102	76085	1	32/0
46	47	PETEY PABLO Blow Your Whistle (Jive)	515	+12	50728	3	41/0
Debut	48	TRICK DADDY Thug Holiday (Slip 'N Slide/Atlantic)	501	+45	67073	1	36/25
Debut	49	OOBIE F/LIL' JON... Nothin's Free (TVT)	480	+79	51458	1	23/2
47	50	LIL' FLIP The Way We Ball (Suckafree/Loud/Columbia)	457	-38	48736	14	29/1

69 Urban reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 11/10-11/16. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 20 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from the Arbitron Company (copyright 2002. The Arbitron Company). (C) 2002. R&R, Inc.

## Most Added®

www.rradds.com

ARTIST TITLE LABEL(S)	ADDS
R. KELLY Ignition (Jive)	53
2PAC Thugz Mansion (Amaru/Death Row/Interscope)	50
BLU CANTRELL Breathe (Arista)	26
TRICK DADDY Thug Holiday (Slip 'N Slide/Atlantic)	25
BONE THUGS-N-HARMONY Money, Money, Money (Epic)	19
NAS Made You Look (Columbia)	8
DEBORAH COX The Morning After (J)	6
FREEWAY What We Do (Roc-A-Fella/IDJMG)	5
B2K AND P. DIDDY Bump Bump Bump (Epic)	4
SNOOP DOGG From Tha...e (Doggy Style/Priority/Capitol)	4
BENZINO Rock The Party (Elektra/EEG)	4

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
B2K AND P. DIDDY Bump Bump Bump (Epic)	+397
NELLY Air Force Ones (Fo' Reel/Universal)	+395
JA RULE Thug Lovin' (Murder Inc./IDJMG)	+361
2PAC Thugz Mansion (Amaru/Death Row/Interscope)	+336
EMINEM Lose Yourself (Shady/Interscope)	+297
R. KELLY Ignition (Jive)	+258
50 CENT Wanksta (Shady/Aftermath/Interscope)	+199
ERYKAH BADU F/COMMON Love... (Magic Johnson/MCA)	+198
AALIYAH Miss You (BlackGround/Universal)	+195
DRU HILL I Should Be... (Def Soul/IDJMG)	+170

## New & Active

COMMON F/MARY J. BLIGE Come Close To Me (MCA)	Total Plays: 402, Total Stations: 34, Adds: 3
NEXT Imagine That (J)	Total Plays: 381, Total Stations: 36, Adds: 0
SWIZZ BEATZ Bigger Business (DreamWorks)	Total Plays: 380, Total Stations: 31, Adds: 0
NAS Made You Look (Columbia)	Total Plays: 376, Total Stations: 35, Adds: 8
TANK Let Me Live (BlackGround)	Total Plays: 370, Total Stations: 34, Adds: 1
504 BOYZ Tight Whips (New No Limit/Universal)	Total Plays: 360, Total Stations: 22, Adds: 1
GERALD LEVERT Funny (Elektra/EEG)	Total Plays: 353, Total Stations: 22, Adds: 0
TRINA F/LUDACRIS B R Right (Slip 'N Slide/Atlantic)	Total Plays: 351, Total Stations: 27, Adds: 1
FABOLOUS This Is My Party (Elektra/EEG)	Total Plays: 340, Total Stations: 34, Adds: 1
ROOTS Break You Off (MCA)	Total Plays: 296, Total Stations: 28, Adds: 2

Songs ranked by total plays

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

"At Zimmer Radio group, Powergold has made our Program Directors' lives so much easier in regards to achieving the balance and flow we want in our music product, on-air. Powergold's features are flexible, user-friendly and the product support is awesome! I'm glad that Powergold is in our programming arsenal of weapons!"

— Tony Richards, Regional Director Of Operations/Zimmer Radio Group

# Powergold 2002



THE LEADERS IN ADVANCED MUSIC SCHEDULING SOFTWARE FOR WINDOWS

## Call us and we'll make it EASY for you to switch.

Sales: 1-800-870-0033 • Support: 501-821-1123

Download a free trial version at www.powergold.com • email: info@powergold.com

## Stations and their adds listed alphabetically by market

### Reporters

<b>WAJZ/Albany, NY *</b> PD/MO: Sugar Bear APD: Marie Cristal 20 R. KELLY "Ignition" 4 TRINA F/LUDACRIS "Right" 2 WAYNE WONDER "Letting" 2 2PAC "Mansion" 1 OOBIE F/LIL JON "Free" 1 TRICK DADDY "Thug"	<b>WJZD/Biloxi-Gulfport, MS *</b> OM/PO: Rob Neal MD: Tabari Daniels 15 R. KELLY "Ignition" 4 2PAC "Mansion" BLU CANTRELL "Breathe" BONE THUGS-N-HARMONY "Money"	<b>WENZ/Cleveland, OH *</b> OM/PO: Hurricane Dave Smith MD: Lexxi Ali 21 F. KELLY "Ignition" 4 2PAC "Mansion" 1 NAS "Look"	<b>WJMN/Dothan, AL</b> OM/PO: JR Wilson MD: Jamar Wilson 5 TRICK DADDY "Thug"	<b>KPRS/Kansas City, MO *</b> APD/MO: Myron Fears 25 R. KELLY "Ignition" 5 2PAC "Mansion" NAS "Look" TRICK DADDY "Thug"	<b>WBBB/Macon, GA</b> PD: Mike Williams APD: Ava Blakk NELLY "Pimp" TRICK DADDY "Thug" WESTSIDE CONNECTION "Holdszaz"	<b>WBLS/New York, NY *</b> PD: Vinny Brown MD: Oeneen Wornack 13 R. KELLY "Ignition" 6 COMMON MARY J. BLIGE "Close" 5 ROOTS "Break"	<b>WCDX/Richmond, VA *</b> PD: Terry Fox MD: Reggie Baker 13 TRICK DADDY "Thug" 12 SMILEZ AND SOUTHSTAR "Tell" 3 R. KELLY "Ignition"	<b>WFUN/St. Louis, MO *</b> PD: Mo'Shay APD: Craig Black MD: Koa Koa Thai No Adds
<b>KBCE/Alexandria, LA</b> PD: Gerod Stevens APD/MO: Dell Banks BLU CANTRELL "Breathe" TRICK DADDY "Thug"	<b>WBOT/Boston, MA *</b> PD: Steve Gousby APD: Lamar Robinson MD: T. Clark 10 NAS "Look" JIM CROW "Wheels"	<b>WHXT/Columbia, SC *</b> PD: Chris Connors APD: Harold Banks MD: Shanik Mincie 39 R. KELLY "Ignition" 24 2PAC "Mansion" 10 BENZINO "Party" 5 DEBORAH COX "After" BONE THUGS-N-HARMONY "Money"	<b>WZFX/Fayetteville, NC *</b> PD: Jeff Anderson APD: Garrett Davis MD: Taylor Morgan 34 TRICK DADDY "Thug" 31 R. KELLY "Ignition" 4 2PAC "Mansion" 1 FREEWAY "What"	<b>KIIZ/Killeen-Temple, TX</b> PD/MO: Mychal McGuire 16 50 CENT "Wanksta" 15 WAYNE WONDER "Letting" 10 2PAC "Mansion" 10 B2K AND P. DIDDY "Bump" 10 NIVEA "Laundromat"	<b>WHRK/Memphis, TN *</b> OM/PO: Nate Bell APD: Eileen Collier MD: Devin Steel 86 R. KELLY "Ignition" 2PAC "Mansion" BONE THUGS-N-HARMONY "Money"	<b>WWPR/New York, NY *</b> PD: Michael Saunders 48 EMINEM "Lose" 21 R. KELLY "Ignition" 3 FREEWAY "What" JAEHEM "Fabulous"	<b>WRHH/Richmond, VA *</b> PD: J.D. Kunes MD: Alvin "Big Nat" Smalls 1 NAS "Look" BABY F/P DIDDY "That"	<b>WPHR/Syracuse, NY *</b> MD: Kenny Dees 9 FREEWAY "What" 9 R. KELLY "Ignition" 8 2PAC "Mansion" 4 NAS "Look" TRICK DADDY "Thug"
<b>KEDG/Alexandria, LA</b> OM/PO: Jay Stevens MD: Wade Hampton 5 TRICK DADDY "Thug" BLU CANTRELL "Breathe"	<b>WBLK/Buffalo, NY *</b> PD/MO: Skip Dillard 15 2PAC "Mansion" BLU CANTRELL "Breathe" R. KELLY "Ignition" TRICK DADDY "Thug"	<b>WWDM/Columbia, SC *</b> PD/MO: Mike Love APD: Vanessa Pendergrass 6 R. KELLY "Ignition" 4 BLU CANTRELL "Breathe" 2 2PAC "Mansion" BONE THUGS-N-HARMONY "Money"	<b>WDOZ/Flint, MI *</b> PD/MO: Chris Reynolds No Adds	<b>KRRQ/Lafayette, LA *</b> OM: James Alexander PD/MO: John Kinnitt 43 2PAC "Mansion" BONE THUGS-N-HARMONY "Money" BLU CANTRELL "Breathe"	<b>WEDR/Miami, FL *</b> OM/PO: Cedric Hollywood 12 2PAC "Mansion" 3 JIM CROW "Wheels" 1 BLU CANTRELL "Breathe" R. KELLY "Ignition"	<b>WBHH/Norfolk, VA *</b> PD/MO: Heart Attack 58 2PAC "Mansion" BONE THUGS-N-HARMONY "Money"	<b>WDKX/Rochester, NY *</b> OM/PO: Andre Marcel MD: Kala O'Neal 12 2PAC "Mansion" 1 BLU CANTRELL "Breathe" R. KELLY "Ignition"	<b>WJUC/Toledo, OH *</b> PD: Charlie Mack MD: Nikki G. 19 ANGIE MARTINEZ/KELIS "Home" 18 R. KELLY "Ignition" 15 TRICK DADDY "Thug" 9 2PAC "Mansion" 3 BLU CANTRELL "Breathe" BONE THUGS-N-HARMONY "Money" KRONIC FLO "Pull"
<b>WHTA/Atlanta, GA *</b> PD: Jerry Smokin' B APD: Ryan Cameron MD: Ramona Debraux 1 ERYKAH BADU F/COMMON "Lite"	<b>WWWZ/Charleston, SC *</b> OM/PO: Terry Base MD: Yonni O'Donohue 28 R. KELLY "Ignition" 17 2PAC "Mansion" 7 JIM CROW "Wheels" BLU CANTRELL "Breathe" DEBORAH COX "After" FREEWAY "What"	<b>WFXE/Columbus, GA</b> PD: Michael Soul 17 R. KELLY "Ignition" 11 2PAC "Mansion" 5 50 CENT "Wanksta" 2 SLUM VILLAGE "Disco" 2 BLU CANTRELL "Breathe"	<b>WTMG/Gainesville-Ocala, FL *</b> PD/MO: Quincy 9 TRICK DADDY "Thug" 8 2PAC "Mansion" 7 BLU CANTRELL "Breathe" 6 DEBORAH COX "After" BONE THUGS-N-HARMONY "Money" R. KELLY "Ignition"	<b>WOHH/Lansing, MI *</b> PD/MO: Brant Johnson 43 R. KELLY "Ignition" 9 2PAC "Mansion" BLU CANTRELL "Breathe" TRICK DADDY "Thug" BONE THUGS-N-HARMONY "Money"	<b>WKKV/Milwaukee, WI *</b> PD: Jamillah Muhammad MD: Doc Love 42 R. KELLY "Ignition" 5 FAT JOE "Tonight" 5 2PAC "Mansion" 3 TRICK DADDY "Thug" BLU CANTRELL "Breathe" BONE THUGS-N-HARMONY "Money" TORI BRAXTON "Freeway"	<b>WOWI/Norfolk, VA *</b> OM/PO: Daisy Davis APD/MO: Michael Mauzone 10 2PAC "Mansion" BLU CANTRELL "Breathe" OOBIE F/LIL JON "Free" R. KELLY "Ignition"	<b>WTLZ/Saginaw, MI *</b> PD: Eugene Brown B2K AND P. DIDDY "Bump" R. KELLY "Ignition"	<b>WEAS/Savannah, GA</b> PD: Sam Nelson MD: Jewel Carter 13 R. KELLY "Ignition" 8 TRICK DADDY "Thug" 2 2PAC "Mansion" SNOOP DOGG "Palace" TANK "Live"
<b>WVIE/Atlanta, GA *</b> OM/PO: Tony Brown APD/MO: Tasha Love 13 COMMON MARY J. BLIGE "Close"	<b>WPEG/Charlotte, NC *</b> PD: Terri Avery APD/MO: Nate Quick 44 R. KELLY "Ignition" 37 TRICK DADDY "Thug" 32 2PAC "Mansion" 19 NAS "Look" 12 504 BOYZ "Tight" 1 DIRTY "Dirty" TANK "Live"	<b>WCKX/Columbus, OH *</b> PD: Paul Strong MD: Warren Stevens 20 R. KELLY "Ignition" 5 2PAC "Mansion" TRICK DADDY "Thug"	<b>WIKS/Greenville, NC *</b> PD/MO: B. K. Kirkland No Adds	<b>WBTX/Lexington-Fayette, KY *</b> PD/MO: Jay Alexander 32 2PAC "Mansion" 14 R. KELLY "Ignition" 1 BLU CANTRELL "Breathe" BONE THUGS-N-HARMONY "Money" DYSHON & SQUABBLE "Thug" SYLEENA JOHNSON "What" TRICK DADDY "Thug"	<b>WBLX/Mobile, AL *</b> PD/MO: Myronda Reuben 25 2PAC "Mansion" 20 R. KELLY "Ignition" 18 TRICK DADDY "Thug" 4 SNOOP DOGG "Palace" DIRTY "Dirty"	<b>KVSP/Oklahoma City, OK *</b> OM/PO: Terry Monday MD: Eddie Brasco 11 R. KELLY "Ignition" 6 BENZINO "Party" 4 FABOLOUS "Party" 1 BLU CANTRELL "Breathe" 1 BONE THUGS-N-HARMONY "Money" 2PAC "Mansion" TRICK DADDY "Thug"	<b>KJMM/Tulsa, OK *</b> OM: Bryan Robinson PD: Terry Monday APD/MO: Aaron Bernard 22 R. KELLY "Ignition" 1 BLU CANTRELL "Breathe" 2PAC "Mansion" TRICK DADDY "Thug" BONE THUGS-N-HARMONY "Money"	
<b>WVFX/Augusta, GA *</b> OM/PO: Ron Thomas APD: Mojo No Adds	<b>WQIC/Chicago, IL *</b> OM/PO: Elroy Smith APD/MO: Tiffany Green 16 R. KELLY "Ignition"	<b>WJMT/Jackson, MS *</b> OM/PO/MO: Stan Branson 19 2PAC "Mansion" 13 R. KELLY "Ignition" 2 ROYCE DA 5'9" "Baller" 1 BLU CANTRELL "Breathe" BONE THUGS-N-HARMONY "Money"	<b>WEUP/Huntsville, AL *</b> PD/MO: Steve Murry 34 2PAC "Mansion" 32 R. KELLY "Ignition" 1 FIELD MOB "Lonely" BLU CANTRELL "Breathe"	<b>KIPR/Little Rock, AR *</b> OM/PO/MO: Joe Booker 55 R. KELLY "Ignition" 21 2PAC "Mansion" 1 BLU CANTRELL "Breathe" BONE THUGS-N-HARMONY "Money"	<b>WZHT/Montgomery, AL</b> PD: Darryl Elliott MD: Michael Long 49 SEAN PAUL "Light" 44 AMERIE "Talkin" 17 EVE "Sats" 10 2PAC "Mansion" 9 TRINA F/LUDACRIS "Right" COMMON MARY J. BLIGE "Close" DEBORAH COX "After"	<b>WAMO/Pittsburgh, PA *</b> Interim PD/MO: DJ Boogie 13 2PAC "Mansion" 4 R. KELLY "Ignition" TRICK DADDY "Thug"	<b>KDKS/Shreveport, LA *</b> PD/MO: Quenn Echols 36 R. KELLY "Ignition" 1 BLU CANTRELL "Breathe" 2PAC "Mansion" BONE THUGS-N-HARMONY "Money" GZAGENIUS "Knock"	<b>WESE/Tulpeo, MS</b> PD/MO: Pamela Aniese TRICK DADDY "Thug" R. KELLY "Ignition"
<b>WPRW/Augusta, GA *</b> PD: Tim Snell MD: Nighthrain 26 TRICK DADDY "Thug" 18 2PAC "Mansion" 11 R. KELLY "Ignition" 4 SMILEZ AND SOUTHSTAR "Tell" 3 BLU CANTRELL "Breathe" 1 BENZINO "Party" ROOTS "Break"	<b>WJTT/Chattanooga, TN *</b> PD: Keith Landecker MD: Magic 8 R. KELLY "Ignition" 2PAC "Mansion" BLU CANTRELL "Breathe" CALHOUNS "Outfits" FREEWAY "What" Q OF ESC "Big" SLUM VILLAGE "Disco" BONE THUGS-N-HARMONY "Money"	<b>WRDU/Dayton, OH *</b> PD: Marco Simmons MD: Theo Smith 15 R. KELLY "Ignition" 8 2PAC "Mansion" 2 NAS "Look" TRICK DADDY "Thug"	<b>WJMI/Jackson, MS *</b> OM/PO/MO: Stan Branson 19 2PAC "Mansion" 13 R. KELLY "Ignition" 2 ROYCE DA 5'9" "Baller" 1 BLU CANTRELL "Breathe" BONE THUGS-N-HARMONY "Money"	<b>KKBT/Los Angeles, CA *</b> PD: Rob Scorpio MD: Dorsey Fuller 12 2PAC "Mansion" 8 50 CENT "Wanksta" 3 LIL FLIP "Ball"	<b>WUBT/Nashville, TN *</b> PD/MO: Kiki Henson 48 R. KELLY "Ignition" 7 BLU CANTRELL "Breathe" 3 SNOOP DOGG "Palace" 2PAC "Mansion"	<b>WOOK/Raleigh-Durham, NC *</b> PD: Cy Young MD: Sean Alexander 25 DRU HILL "Should" 8 EMINEM "Lose" 6 NAS "Look" 2 B2K AND P. DIDDY "Bump" 2 2PAC "Mansion"	<b>KMJJ/Shreveport, LA *</b> PD: Hozie Mack MD: Kelli Dupree 39 R. KELLY "Ignition" 8 TRICK DADDY "Thug" 2 2PAC "Mansion"	<b>WKYS/Washington, DC *</b> PD: Darryl Huckaby MD: P-Stew 9 50 CENT "Wanksta" 5 2PAC "Mansion" 4 R. KELLY "Ignition" COMMON MARY J. BLIGE "Close"
<b>WERQ/Baltimore, MD *</b> PD: Dion Summers APD/MO: Neke At Night 5 TYRESE "Gonna" 4 2PAC "Mansion"	<b>WGCI/Chicago, IL *</b> OM/PO: Elroy Smith APD/MO: Tiffany Green 16 R. KELLY "Ignition"	<b>WDTJ/Detroit, MI *</b> PD: Lance Patton MD: Spudd 12 R. KELLY "Ignition" 8 SMILEZ AND SOUTHSTAR "Tell" 6 2PAC "Mansion" 4 ROYCE DA 5'9" "Baller" DRU HILL "Should"	<b>WRJH/Jackson, MS *</b> PD: Steve Poston MD: Lil Homie 14 TRICK DADDY "Thug" 8 2PAC "Mansion" 7 R. KELLY "Ignition" BLU CANTRELL "Breathe" BONE THUGS-N-HARMONY "Money" TYRESE "Gonna"	<b>WGZB/Louisville, KY *</b> PD: Mark Gunn MD: Gerald Harrison 8 2PAC "Mansion" 7 BABY F/P DIDDY "That" 3 SNOOP DOGG "Palace" TRICK DADDY "Thug"	<b>KNOU/New Orleans, LA *</b> PD: Michael Knight 20 CLIPSE "Last" 15 NAAM BRIGADE "What"	<b>WBTJ/Richmond, VA *</b> PD: Aaron Maxwell MD: Mike Street 25 R. KELLY "Ignition" 23 BLACKSTREET "Deep" 16 2PAC "Mansion" 4 JENNIFER LOPEZ "Jenny" B2K AND P. DIDDY "Bump"	<b>KATZ/St. Louis, MO *</b> PD: Eric Michaels 12 R. KELLY "Ignition" 1 2PAC "Mansion"	<b>Did Not Report, Playlist Frozen (1):</b> WTMP/Tampa, FL

**\* Monitored Reporters**  
**80 Total Reporters**  
**69 Total Monitored**  
**11 Total Indicator**  
**10 Current Indicator Playlists**

**Did Not Report, Playlist Frozen (1):**  
 WTMP/Tampa, FL



### Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
LUDACRIS Move Bitch (Def Jam South/IDJMG)	913
N.O.R.E. Nothin' (Def Jam/IDJMG)	716
STYLES Goodtimes (Interscope)	614
WYCLEF JEAN Two Wrongs (Columbia)	500
NELLY Hot In Herre (Fo' Reel/Universal)	498
P. DIDDY F/GINUWINE I Need A Girl (Part II) (Bad Boy/Arista)	490
MUSIQ Halfcrazy (Def Soul/IDJMG)	450
USHER U Don't Have To Call (LaFace/Arista)	396
MARIO Just A Friend 2002 (J)	394
ASHANTI Foolish (Murder Inc./IDJMG)	369
BIG TYMERS Still Fly (Cash Money/Universal)	364
AMERIE Why Don't We Fall In Love (Rise/Columbia)	341
JAHEIM Anything (Divine Mill/WB)	333
CLIPSE Grindin' (Star Trak/Arista)	328
TRUTH HURTS F/RAKIM Addictive (Aftermath/Interscope)	326
AALIYAH Rock The Boat (BlackGround)	324
IRV GOTTI Down 4 U (Murder Inc./IDJMG)	307
TRICK DADDY In Da Wind (Slip 'N Slide/Atlantic)	297
CAM'RON On Boy (Roc-A-Fella/IDJMG)	289
RUFF ENDZ Someone To Love You (Epic)	275

### Indicator

Most Added
TRICK DADDY Thug Holiday (Slip 'N Slide/Atlantic)
2PAC Thugz Mansion (Amaru/Death Row/Interscope)
BLU CANTRELL Breathe (Arista)
R. KELLY Ignition (Jive)
50 CENT Wanksta (Shady/Aftermath/Interscope)
SLUM VILLAGE F/ MS. JADE... Disco (Barak/Capitol)
SNOOP DOGG From Tha Chuuch To Da Palace (Doggy Style/Priority/Capitol)
TRINA F/LUDACRIS B R Right (Slip 'N Slide/Atlantic)
DEBORAH COX The Morning After (J)
AMERIE Talkin' To Me (Rise/Columbia)
WESTSIDE CONNECTION It's The Holidaze (Hollywood)
SEAN PAUL Gimme The Light (VP/Atlantic)
B2K AND P. DIDDY Bump Bump Bump (Epic)
EVE Satisfaction (Ruff Ryders/Interscope)
TANK Let Me Live (BlackGround)
COMMON F/MARY J. BLIGE Come Close To Me (MCA)
NELLY Pimp Juice (Fo' Reel/Universal)
NIVEA Laundromat (Jive)
WAYNE WONDER No Letting Go (Independent)



Our listeners are lovin' them some Missy and Erykah! "Work It" and "Love of My Life" are the top songs on our playlist. Amerie's "Talkin' to Me" is making some noise down here, and Jennifer Lopez' "Jenny From the Block" and Mariah Carey's "Through the Rain" have garnered much interest in the past two weeks. • On a slower tip, Heather Headley's "He Is" supplies a little gospel feel to the list, and Musiq's "Dontchange" reminds us what love is really about. B2K and P. Diddy are set to start a four-alarm fire with "Bump Bump Bump." That joint is hot!



**M**issy Elliott continues to "Work It" (Gold Mind/Elektra/EEG) as she holds at No. 1 for a second week ... The top six on the Urban chart remain in place again this week, but **Nelly** is clearly making a move to break that up: His "Air Force Ones" (Fo' Reel/Universal) surges 11-7\* ... **Eminem** surges six miles on the Urban chart, moving 18-12\* with "Lose Yourself" (Shady/Interscope) ... **R. Kelly's** "Ignition" finds its way up five, to 19\*, as **Ja Rule's** "Thug Lovin'" (Murder Inc./IDJMG) moves 28-20\*, up 361 plays ... The big move of the week goes to **B2K**, as "Bump, Bump, Bump" (Epic), featuring **P. Diddy**, moves 49-28\*, 21 huge positions ... On the add front, the aforementioned Kelly picks up 53, while **2Pac's** "Thugz Mansion" (Aftermath/Tha Row/Interscope) comes in a close second, with 50 ... On the Urban AC side, it isn't a heavy add week, but it's a tight one. "Heaven" by **Boney James** (Warner Bros.) ends up in the winner's circle, with eight adds ... There's a three-way tie for second Most Added: **Syleena Johnson** (Jive), **Deborah Cox** (J) and **Tony Terry** (Golden Boy).

— Tanya O'Quinn/Asst. Editor

## 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@radioandrecords.com

# PHUNDAMENTALLY phat

ARTIST: Trina  
LABEL: Slip-N-Slide/Atlantic

By TANYA O'QUINN / ASSISTANT EDITOR

The young lady who was a mystery on Trick Daddy's "Nann Ni\*\*a" (only because we didn't really know what she was about) is no longer standing in the shadow of any artist. The "diamond princess" is shining brightly, illuminating the music industry with her sparkling manner of lyrical expression. **Trina** kind of sneaked onto the scene, supporting mentor Trick Daddy on his projects but tightening her own game as time progressed. Now who can say anything that will have an adverse effect on the career path of this young lady? The petite, bawdy, young Miami rapper has amassed a huge following who admire her distinctive vocals and aggressive, straight-to-the-point manner of self-expression. Combining sex with strength, sensuality with confidence, and femininity with assertiveness, this rapping diva seems to be dominating more than just the Southeast region of the country.

The self-described "baddest bitch" enlists a crew of some of the industry's most prolific artists to support her on this joint. Missy Elliott, Tweet, Eve, Fabolous, Jagged Edge and Ludacris make guest appearances on *Diamond Princess*, adding their own special seasoning to an already spicy dish. The third single from her album is a self-assured expression of personal satisfaction and self-celebration. Miss Bitch is happy with herself and where she's at in life. On "B R Right," featuring Ludacris, the two rap over an orchestrated melody rather than a hard, hip-hop-dominated beat — do I hear a violin? Don't get it twisted: This isn't some classical joint taken out of its element by hard-core, raunchy rhymes; this track simply borrows a classical sound and integrates it with a foundation of hip-hop characteristics.

"I Told Y' All," featuring Rick Ross, was the leadoff single from *Diamond Princess*. I don't



Trina

know why. Though Trina and Rick perform well together, this tune just didn't have me wanting to hear more from the album (but that's just me). It seems the lyrics were just written to follow the lead of the beat. Moving on, we come to "No Panties." This is what I'm talking about! Trina's blunt conversation with any man who thinks sexual favors come without material favors is softened by the smooth vocals of Tweet on the chorus. I can feel this joint much more than its predecessor, as Trina is leading the song. Her defiant vocals take control of the beat, forcing it to follow her lead, while the blunt, bold, self-assured lyrics seem to encompass her personality. I'm not saying the message describes her to a T — that if babyboy breaks out the wallet, she'll go with him to the motel — I just feel this song realizes my interpretation of the spirit of Trina: a woman who has been through some trying situations, overcome serious challenges and navigates her own path.

I'm not a music expert and would not even dare to pick a fourth single from *Diamond Princess*. However, if one is forthcoming, I'd suggest Atlantic remain in the scheme of things. Keep Trina's personality consistent with her persona. "I Told Y' All" isn't bad, but "No Panties" and "B R Right" are great!

## Urban AC Reporters

Stations and their adds listed alphabetically by market

<p><b>WALR/Atlanta, GA *</b> DM: Tradia Charmont PD: Ron Davis No Adds</p>	<p><b>WLOV/Chattanooga, TN *</b> PD/MD: Sam Terry No Adds</p>	<p><b>WUKS/Fayetteville, NC *</b> PD: Rod Cruise APD: Garrett Davis MD: Calvin Pee No Adds</p>	<p><b>KMJK/Kansas City, MO *</b> PD: Greg Love MD: Trey Michaels 2 TONY TERRY "Heart" DEBORAH COX "After" TERRY STEELE "Now"</p>	<p><b>WRBV/Macon, GA</b> PD/MD: Lisa Charles TONY TERRY "Heart"</p>	<p><b>WYBC/New Haven, CT *</b> OM: Wayne Schmidt DM/PD: Cy Young APD/MD: Jodi Berry APD: Steven Richardson MD: Doc-P No Adds</p>	<p><b>WFCX/Raleigh-Durham, NC *</b> OM/PD: Cy Young APD/MD: Jodi Berry 1 SYLEENA JOHNSON "What" DRU HILL "Should"</p>	<p><b>WLVH/Savannah, GA</b> PD: Gary Young 8 MICI GILBERT "Story"</p>
<p><b>WWIN/Baltimore, MD *</b> VP/Prog.: Kathy Brown PD: Tim Watts MD: Keith Fisher DAVE HOLLISTER "Those"</p>	<p><b>WVAZ/Chicago, IL *</b> PD: Erioy Smith APD: Armando Rivera No Adds</p>	<p><b>WFLM/Ft. Pierce, FL *</b> PD/MD: Michael James TONY TERRY "Heart"</p>	<p><b>KNEK/Lafayette, LA *</b> DM: James Alexander PD/MD: John Kinitt BONEY JAMES "Heaven" SOUNDS OF BLACKNESS "Give"</p>	<p><b>KJMS/Memphis, TN *</b> DM/PD: Nate Bell APD/MD: Eileen Collier DEBORAH COX "After"</p>	<p><b>WYLD/New Orleans, LA *</b> OM: Carla Boatner PD/APD/MD: Aaron "A.J." Apple WHITNEY HOUSTON "Those"</p>	<p><b>WKJS/Richmond, VA *</b> PD/MD: Kevin Gardner 2 ERYKAH BADU "COMMON "Life" JAHEIM "Fabulous"</p>	<p><b>WIMX/Toledo, OH *</b> OM/PD: Rocky Love MD: Denise Brooks 3 MARIAH CAREY "Rant" DRU HILL "Should" BONEY JAMES "Heaven" NEXT "Imagine" SYLEENA JOHNSON "What"</p>
<p><b>KQXL/Baton Rouge, LA *</b> OM: James Alexander PD/MD: Mya Vernon BONEY JAMES "Heaven" SOUNDS OF BLACKNESS "Give"</p>	<p><b>WZAK/Cleveland, OH *</b> PD: Kim Johnson SYLEENA JOHNSON "What"</p>	<p><b>WQMG/Greensboro, NC *</b> PD: Alvin Stowe BRIAN MCKNIGHT "Let"</p>	<p><b>KVGS/Las Vegas, NV *</b> PD: Vic Clemens MD: Adrian Wagers No Adds</p>	<p><b>WHQT/Miami, FL *</b> PD: Derrick Brown APD/MD: Karen Vaughn No Adds</p>	<p><b>WRKS/New York, NY *</b> PD: Toya Beasley MD: Julie Gustines 4 DRU HILL "Should"</p>	<p><b>WVBE/Roanoke-Lynchburg, VA *</b> PD: Walt Ford 7 TONY TERRY "Heart"</p>	<p><b>WHUR/Washington, DC *</b> PD/MD: David A. Dickinson 9 DEBORAH COX "After" GEORGE DUKE "Orbit" BONEY JAMES "Heaven" NEXT "Imagine" SYLEENA JOHNSON "What"</p>
<p><b>WBHK/Birmingham, AL *</b> PD: Jay Olson MD: Darryl Johnson 18 HEATHER HEADLEY "He" 5 WHITNEY HOUSTON "Those"</p>	<p><b>WLXC/Columbia, SC *</b> Int. PD: Doug Williams MD: Tre Taylor 1 CCI GILBERT "Story" TONY TERRY "Heart"</p>	<p><b>KMJQ/Houston-Galveston, TX *</b> PD: Carl Conner MD: Sam Choice DEBORAH COX "After"</p>	<p><b>KOKY/Little Rock, AR *</b> PD: Mark Dylan MD: Jamal Quarles 15 BONEY JAMES "Heaven" TONY TERRY "Heart"</p>	<p><b>WJMR/Milwaukee-Racine, WI *</b> PD/MD: Lauri Jones 7 JAHEIM "Fabulous"</p>	<p><b>WSVY/Norfolk, VA *</b> PD/MD: Michael Mauzone DEBORAH COX "After"</p>	<p><b>KMJM/St. Louis, MO *</b> DM/PD: Chuck Atkins 1 R. KELLY "Ignition" DEBORAH COX "After" NEXT "Imagine"</p>	<p><b>WMMJ/Washington, DC *</b> PD: Kathy Brown MD: Mike Chase DEBORAH COX "After" SYLEENA JOHNSON "What"</p>
<p><b>WVBA/Charlotte, NC *</b> PD/MD: Terri Avery MARIAH CAREY "Rant"</p>	<p><b>WAGH/Columbus, GA</b> PD: Rasheeda MD: Ed Lewis MIKE PHILLIPS "Special"</p>	<p><b>WTLC/Indianapolis, IN *</b> DM/PD: Brian Wallace MD: Garth Adams JAHEIM "Fabulous"</p>	<p><b>KHHT/Los Angeles, CA *</b> PD: Michelle Santosuosso No Adds</p>	<p><b>WDLT/Mobile, AL *</b> PD: Steve Crumbley MD: Kathy Barlow No Adds</p>	<p><b>WVWL/Norfolk, VA *</b> OM: Don London PD/MD: DC No Adds</p>	<p><b>WCFB/Orlando, FL *</b> DM/PD: Steve Holbrook MD: Joe Davis No Adds</p>	<p><b>WDAS/Philadelphia, PA *</b> Sln. Mgr./PD: Joe Tamburro MD: Joann Gamble 19 VIVIAN GREEN "Emotional" SYLEENA JOHNSON "What"</p>

\*Monitored Reporters  
48 Total Reporters  
44 Total Monitored  
4 Total Indicator



# R&R Urban AC Top 30

Powered By



November 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>MUSIQ</b> Dontchange (Def Soul/IDJMG)	1191	+58	188426	13	41/0
	<b>2</b>	<b>GERALD LEVERT</b> Funny (Elektra/EEG)	1147	+124	165489	17	39/0
	<b>3</b>	<b>INDIA.ARIE</b> Little Things (Motown)	863	+72	105697	12	39/0
	<b>4</b>	<b>HEATHER HEADLEY</b> He Is (RCA)	857	+116	111352	8	39/1
	<b>5</b>	<b>RUFF ENDZ</b> Someone To Love You (Epic)	772	-95	112571	36	36/0
	<b>6</b>	<b>ERYKAH BADU F/COMMON</b> Love Of My Life (Magic Johnson/MCA)	666	+120	105532	10	24/1
	<b>7</b>	<b>ANGIE STONE</b> More Than A Woman (J)	661	-75	84198	13	37/0
	<b>8</b>	<b>LUTHER VANDROSS</b> I'd Rather (J)	601	+9	95641	44	35/0
	<b>9</b>	<b>AALIYAH</b> I Care 4 U (BlackGround)	596	+78	104895	10	12/0
	<b>10</b>	<b>WHITNEY HOUSTON</b> One Of Those Days (Arista)	514	+2	93507	3	39/2
	<b>11</b>	<b>JAHEIM</b> Anything (Divine Mill/WB)	467	-57	63206	49	33/0
	<b>12</b>	<b>VIVIAN GREEN</b> Emotional Rollercoaster (Columbia)	445	+111	58629	4	36/1
	<b>13</b>	<b>BRIAN MCKNIGHT</b> Let Me Love You (Motown)	418	+54	57461	7	32/1
	<b>14</b>	<b>DAVE HOLLISTER</b> Baby Do Those Things (Motown)	411	+13	42839	10	24/1
	<b>15</b>	<b>MAXWELL</b> Lifetime (Columbia)	400	-44	66657	72	33/0
	<b>16</b>	<b>JAHEIM</b> Fabulous (Divine Mill/WB)	395	+24	62737	6	31/3
	<b>17</b>	<b>TANK</b> One Man (BlackGround)	352	-56	38966	12	25/0
	<b>18</b>	<b>SYLEENA JOHNSON</b> Guess What (Jive)	311	+104	57981	2	28/7
	<b>19</b>	<b>GLENN JONES</b> I Wonder Why (Peak)	303	-45	25155	11	23/0
	<b>20</b>	<b>BOYZ II MEN/FAITH EVANS</b> Relax Your Mind (Arista)	271	-37	33537	14	32/0
	<b>21</b>	<b>DRU HILL</b> I Should Be... (Def Soul/IDJMG)	255	+13	33745	4	24/3
	<b>22</b>	<b>KENNY LATTIMORE/CHANTE' MOORE</b> Loveable... (Arista)	233	+24	28553	5	19/0
	<b>23</b>	<b>TYRESE</b> How You Gonna Act Like That (J)	203	+8	25344	3	18/1
	<b>24</b>	<b>AL JARREAU</b> Secrets Of Love (GRP/VMG)	202	-12	7321	9	15/0
	<b>25</b>	<b>NELLY F/KELLY ROWLAND</b> Dilemma (Fo' Reel/Universal)	183	-80	37821	6	4/0
	<b>26</b>	<b>GINUWINE</b> Stingy (Epic)	174	+9	52488	2	4/0
	<b>27</b>	<b>THEO</b> Get Your Groove On (TWP Productions)	170	+14	7342	9	9/0
	<b>28</b>	<b>WYCLEF JEAN</b> Two Wrongs (Columbia)	158	+23	25237	14	10/0
<b>Debut</b>	<b>29</b>	<b>MARIAH CAREY</b> Through The Rain (MonarC/IDJMG)	144	+2	19777	1	19/2
<b>Debut</b>	<b>30</b>	<b>SOUNDS OF BLACKNESS</b> Don't You Ever Give Up (Sounds Of Blackness)	138	+26	11044	1	14/2

## Most Added

www.rradds.com

ARTIST TITLE LABEL(S)	ADDS
BONEY JAMES Heaven (Warner Bros.)	8
SYLEENA JOHNSON Guess What (Jive)	7
DEBORAH COX The Morning After (J)	7
TONY TERRY In My Heart (Golden Boy)	7
JAHEIM Fabulous (Divine Mill/WB)	3
DRU HILL I Should Be... (Def Soul/IDJMG)	3
WHITNEY HOUSTON One Of Those Days (Arista)	2
MARIAH CAREY Through The Rain (MonarC/IDJMG)	2
NEXT Imagine That (J)	2
SOUNDS OF BLACKNESS Don't... (Sounds Of Blackness)	2

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
GERALD LEVERT Funny (Elektra/EEG)	+124
ERYKAH BADU F/COMMON Love... (Magic Johnson/MCA)	+120
HEATHER HEADLEY He Is (RCA)	+116
VIVIAN GREEN Emotional Rollercoaster (Columbia)	+111
SYLEENA JOHNSON Guess What (Jive)	+104
AALIYAH I Care 4 U (BlackGround)	+78
INDIA.ARIE Little Things (Motown)	+72
ASHANTI Foolish (Murder Inc./IDJMG)	+69
MUSIQ Dontchange (Def Soul/IDJMG)	+58
MARY MARY In The Morning (Columbia)	+55
BRIAN MCKNIGHT Let Me Love You (Motown)	+54
DEBORAH COX The Morning After (J)	+54

## Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
MUSIQ Halfcrazy (Def Soul/IDJMG)	394
GERALD LEVERT Made To Love Ya (EastWest/EEG)	368
DONELL JONES You Know That... (Untouchables/Arista)	348
MARY MARY In The Morning (Columbia)	340
YOLANDA ADAMS The Battle Is The Lords (Verity)	298
LUTHER VANDROSS Take You Out (J)	278
JOE What If A Woman (Jive)	269
MAXWELL This Woman's Work (Columbia)	243
YOLANDA ADAMS Open My Heart (Elektra/EEG)	221
ASHANTI Foolish (Murder Inc./IDJMG)	214
ANGIE STONE Wish I Didn't Miss You (J)	211
JILL SCOTT The Way (Hidden Beach/Epic)	191
YOLANDA ADAMS I'm Gonna Be Ready (Elektra/EEG)	182

R&R Station Playlists have moved to the web. See all of our monitored reporters at [www.radioandrecords.com](http://www.radioandrecords.com).

44 Urban AC reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 11/10-11/16. 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

**JEFF MAJORS** Scmebody Bigger (Music One)  
Total Plays: 126, Total Stations: 7, Adds: 0

**NEXT** Imagine That (J)  
Total Plays: 112, Total Stations: 16, Adds: 2

**NICCI GILBERT** My Side Of The Story (MCA)  
Total Plays: 95, Total Stations: 9, Adds: 1

**WILL DOWNING** Don't Talk To Me Like That (GRP/VMG)  
Total Plays: 80, Total Stations: 7, Adds: 0

**MUL-TY** Looking For Love (Universal)  
Total Plays: 57, Total Stations: 6, Adds: 0

**GEORGE DUKE** Chillin' (BPM)  
Total Plays: 57, Total Stations: 4, Adds: 1

**DEBORAH COX** The Morning After (J)  
Total Plays: 56, Total Stations: 18, Adds: 7

**MICHELLE WILLIAMS** Heart To Yours (Music World/Columbia)  
Total Plays: 56, Total Stations: 4, Adds: 0

**TRIN-I-TEE 5:7** Lord (B-Rite/Jive)  
Total Plays: 52, Total Stations: 4, Adds: 0

**BRAXTON BROTHERS** What Did I Say (Peak)  
Total Plays: 23, Total Stations: 4, Adds: 0

Songs ranked by total plays

Invest in Your Future and  
Take Your Career in Programming  
to the Next Level



As the radio industry changes, you need to change with it.

If you're a programmer, the Radio Advertising Bureau now offers you the opportunity to increase your knowledge of the business and your value to your station. With your Certified Radio Marketing Consultant Programmers Accreditation (CRMC-PA), you'll combine your expertise in Programming with the vital, career-building knowledge of Sales.

To get a free copy of the CRMC-PA on CD-ROM, watch for it arriving on your desk soon, call the Radio Advertising Bureau at 1-800-232-3131 or log on at <http://www.rab.com>.

Get the credit you deserve. Get certified!





LON HELTON

lhelton@radioandrecords.com

## A New Place In New York

□ WUSN/Chicago OM Eric Logan becomes Infinity VP/Programming

by Angela King

**E**ric Logan is both excited and anxious when it comes to his new position with Infinity Broadcasting. The excitement part is contagious. "I'm really thrilled to be working with [Infinity President/Programming] Andy Schuon and [Infinity Radio Chairman/CEO] John Sykes in New York," he says.

"It's an opportunity that I honestly never thought about, but from the moment I got a phone call from Andy about working with the team in New York, things started happening so quickly. We started talking about ways to focus on strategy and focus on opportunities for all of the stations."



Eric Logan

### Center Of The Universe

However, with this heady move within Infinity come concerns beyond trying to find the coffee machine the first day. For the first time in his life, Logan will be going to work in a building without a radio station in it. "It's a media company; it's Times Square — the center of the universe," he says. "It's exciting to walk from your hotel to Viacom headquarters. You pass MTV, Nickelodeon. It's the world's largest media company."

"Not having a radio station in the building is going to be different, no doubt. Everything I've known has been inside a radio station. But I don't think this job is going to be totally different. Hopefully, I can be a resource and help program directors. Infinity has tremendous assets with all these stations and very smart program directors. I want to assist them and help in improving the product."

The scope of that help is still being fleshed out. Logan will be working with all Infinity radio stations, in conjunction with newly named Sr. VP/Programming Kevin Weatherly, who will also continue to program KROQ/Los Angeles. How the responsibilities will be divided between the two is still to be determined.

"Working with Kevin Weatherly is really exciting," Logan says. "Rock guys' and Country guys' paths don't cross too often. He's done one of the most amazing jobs of branding that we've seen in a long time with KROQ. Having him as an ally and working with him is another part of this job that I'm thrilled about."

In working his way up through Infinity, Logan has had the added benefit of working with some of his long-

time role models and friends, including programmers like WYSP/Philadelphia and WCKG/Chicago PD Tim Sabean. "He's somebody I looked up to growing up in programming, and he's still a resource I wouldn't hesitate to ask for help," Logan says.

### Top Duck

Logan's quick ascension in the corporate structure of Infinity leaves many lingering questions about his long-term goals and the future of WUSN/Chicago, where he has only been serving as OM for six months. It wasn't that long ago that he got his start in radio.

"My first job in radio was putting on a foam head with orange tights," Logan says. He worked as Chuck The Duck for station car-lot remotes, and he takes pride in that. "I've always tried to do the best job I can," he says. When I was Chuck The Duck, I loved it when the salespeople came to me and said, 'You're the best duck we've ever had.'"

**"I love to be challenged. I love having situations in front of me that are difficult and complex. I love to work on them by assembling a team."**

Eric Logan

Despite his speedy rise from duck to VP, Logan says he's not looking at taking any further steps up the ladder. "I honestly don't think about it," he says. "Every job has a challenge. I focus on the challenge in front of me."

"I love to be challenged. I love having situations in front of me that are difficult and complex. I love to work on them by assembling a team. That's what I love as a programmer more than anything else. I don't know what the challenges are going to be for this new job, but I'm excited by having a whole new set of unknown challenges."

### Momentum At WUSN

For the past six months Logan has had one challenge: "When I came to

Chicago, I had one goal: to return WUSN to a position of prominence. There's still a lot of work that needs to be done here, but we've got a great brand in place, and the core management team that was in place when I got here is still in place. There is no reason to think that the radio station is going to regress. Our expectation is the opposite. There's great momentum at this station."

Logan is leaving the station but will still be very involved. And he has complete confidence in PD Justin Case. "I'm really proud of the work Justin has done over the last six months," he says. "I don't think he gets enough credit for the work he has done with this station. He is going to be here, continuing the progress. He was on the ground floor, doing the positioning and branding. He is suited to continue."

That isn't to say that another person might not step up to work in the programming department. WUSN GM Steve Ennen says, "A lot depends on Eric's new role in the company and whether he retains the title of Country Format Captain. If there is someone else named Country Format Captain, that person will come to Chicago."

For Ennen, Logan's exit is a double-edged sword. "For me, personally, he's done a great job here. He lights up the building. On the other hand, I wouldn't try to be selfish enough to keep him from an opportunity that comes along once in a career. And he has promised me an open phone line to him any time I need him."

### To Infinity And Beyond

Ennen believes that Logan's promotion is part of the overall Infinity company strategy of the moment. "With John Sykes and Andy Schuon, they are bringing in some younger lieutenants to help them be a product-driven company," he says. "We've moved on from the acquisition and accumulation phase and are looking into having stronger operations."

"That's where guys like Eric will be great. Infinity has always been a very aggressive company in finding leaders and owning beachfront-property radio stations."

Logan's former boss WQYK & WYUU/Tampa VP/GM Tom Rivers



CINCINNATI RED

WYGY/Cincinnati's morning team spent some time with Wynonna during Premiere's CMA radio remotes. Seen here (l-r) are WYGY's Big Dave, Wynonna and WYGY's Dawn Michaels.

agrees. "What I see his role in Infinity being is that he'll be the guy Andy will lean on," he says. "We've got a station that's struggling. Is it revivable? Eric will be the guy to revive it and get it back on course. Or, he'll say it can't be fixed, but here's our niche."

"He can take apart a market station by station, demo by demo, and figure out where the holes are. He's very analytical."

Ennen says that Logan fits with the times. "He thinks differently about radio, rather than in traditional terms," he says. "Beyond that, he works very well with talent. He knows how to get the best out of them."

That's a skill that Rivers saw in Tampa as well. "He's excellent at working with big, equity talent," he

says, but Country is his primary background, beyond programming Sports Talk in Tampa. He isn't daunted, however, by the prospect of working with a myriad of stations.

"Good programmers are good programmers," he says. "We have excellent programmers within this company. If someone is not an expert in a particular format, there's a lot of diversity. You can pick up the phone and ask. You're always going to see strong programmers from a particular genre, but that doesn't mean they can't do another. They might just need help answering questions about the format."

While he will be spreading his format wings in his new job, Logan will consider Country his area of expertise. "I'm very passionate about my involvement with country music," he says. "It's a position of strength for me, personally. I'm going to stay very involved with Country."

Logan was recently re-elected as a VP on the Country Music Association board of directors, and he says he plans to attend all the meetings and be very involved. "Country is a very important part of Infinity," he says. "The majority of our Country stations are top-performing stations in top markets."

"There are companies that have a lot of Country stations, but Infinity has blue-chip properties, in terms of Country. They are very important radio stations."

For now, Logan's move to New York is in the planning stages, and he will continue to work in Chicago for the time being. He isn't sure of the scope of his new duties or how involved he will remain at WUSN. "I'm not sure about anything other than that I'm excited beyond description," he says. "That's one thing I definitely know."

**"There are companies that have a lot of Country stations, but Infinity has blue-chip properties, in terms of Country. They are very important radio stations."**

Eric Logan

says. "He teaches them one thing: Never try to make a weakness a strength. Do what you're strong at more and what you suck at less. He's a good talent instructor."

And a natural leader, Ennen believes. "He's a guy who has the ability to immediately size up a situation, analyze it and draw up a plan of action," he says. "People around him feel like they've got to follow."

### Calling All Formats

What Logan has not had to deal with in the past is working with the many formats Infinity has. "Country isn't the only thing I know; it's not the only thing I've programmed," he

### 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:

aking@radioandrecords.com

**Country's Most Loved Stars  
and Bob Kingsley with  
Music and Memories  
to Celebrate the Season.**



# **CHRISTMAS**

**IN AMERICA**

**WITH BOB KINGSLEY**

***A Holiday Tradition***

**Six Hours  
December 19th-25th, 2002**

**AMERICAN  
COUNTRY  
COUNTDOWN**  
  
**WITH BOB KINGSLEY**

For exclusive clearance information, call Robin Rhodes (972) 448-3376 or  
Shawn Studer (817) 599-4099, x2238. Outside the U.S. call Radio Express at (818) 295-5800.



[www.acctop40.com](http://www.acctop40.com)





ANGELA KING

aking@radioandrecords.com

## Is Country Getting Edgier?

□ Radio programmers are taking risks again

**D**uring the Country Radio Broadcasters Fall Forum in Nashville, held on Nov. 5, one radio executive proclaimed to Music Row that radio was ready to take more chances when it came to music and programming. This was welcome news to many of the songwriters and publishers in attendance, but is it really true?

It was Clear Channel executive Alan Sledge who told those in attendance that Country programmers were "back to taking risks" after years of conservative thinking. For the most part, PDs from around the country agree. They are bullish on the music they're hearing out of Nashville and are seeing more and more passion from their listeners for new material.

In that environment, some believe, it's not about risk-taking, it's about not being too conservative for the times. An informal e-mail survey of many of Country radio's most prominent PDs finds that most believe they are taking more risks when it comes to the music they program, although those risks are described as calculated.

### Covering All The Bases

PDs point out that radio can't play everything that comes out of Nashville. What they choose to play, however, is coming from the edges of the country genre more than ever before. From Bruce Springsteen to Kid Rock, Sheryl Crow and even Kelly Clarkson, Country playlists certainly contain more artists from other formats than ever before.

Programmers also say they are taking chances on music that falls directly in the country category as well. WFRE/Frederick, MD PD Lisa Allen says, "I have been jumping out on some of the newer artists that my music director and I are passionate about while waiting until other records — some by well-established artists — have proven themselves in other markets."

WBCT/Grand Rapids, MI PD Doug Montgomery agrees. "We've played more independent releases this year than in any other year," he



R.J. Curtis



Gregg Swedberg

says. "We've had success with artists once left for dead, such as Radney Foster, David Ball and Mark Wills." At the same time, Montgomery is working to be relevant to young people by playing songs that create a buzz, like the Kid Rock-Sheryl Crow song "Picture." "We're being more aggressive with searching for great music to play," he says. WSM-FM/Nashville PD Kevin O'Neal, whose station intersperses live cuts from various artists throughout the day, says, "I have tried to take some risks. Some work and some don't. I have jumped out on some new music, like Hometown News, Anthony Smith and Josh Turner.

"You have to push the envelope. Needless to say, playing live music has been a risk. We are taking calculated risks to up the entertainment value on the radio station."

### Tough Times For The Timid

Calculated risks seem to be the kind that most PDs are willing to take — risks that don't seem too dicey. "I'd like to think we take risks, and, hopefully, the right ones," says KZLA/Los Angeles PD R.J. Curtis. "I know there are other stations that are more current than we are, but we have stepped outside the box in the past year or so by playing songs from artists like Kasey Chambers, Pat Green, Nickel Creek and Willie Nelson, as well as Kelly Clarkson and the duet by Kid Rock and Sheryl Crow."

Curtis says he had to take those kinds of risks because he needed to set his radio station apart. "For the past two to three years, in the absence of new product from established superstars and the lack of developing new stars — except for

Kenny Chesney and Toby Keith — we felt we had to go and find some compelling music that could set us apart. A lot of country music in the past three to four years borders on AC, and there are already three AC stations in Los Angeles."

KMPS/Seattle PD Becky Brenner believes it has actually become more difficult for programmers not to be aggressive on music right now. "When the format and the artists are hot, it is our job to step out and support that," she says. "I don't consider it a risk when you look at the passion that is out there right now for country. The conservative eras occur when listeners are not quite as enamored of the music."

**"I have tried to take some risks. Some work and some don't. We are taking calculated risks to up the entertainment value on the radio station."**

Kevin O'Neal

"It is also easier to take risks when you don't have a direct competitor. At the moment we are fortunate enough to be in that situation. We can do more."

WESC & WSSL/Greenville, SC OM Bruce Logan agrees. "I don't know if we are actually taking more risks," he says. "I believe the format is getting hotter and people are becoming more passionate about the music than they have been in recent years."

"With that increase in passion, the margin for error is a little larger. You have a safety net of sorts, because

people have passion for the product. When they weren't as crazy about the product, you needed to be more precise."

### Shake Things Up

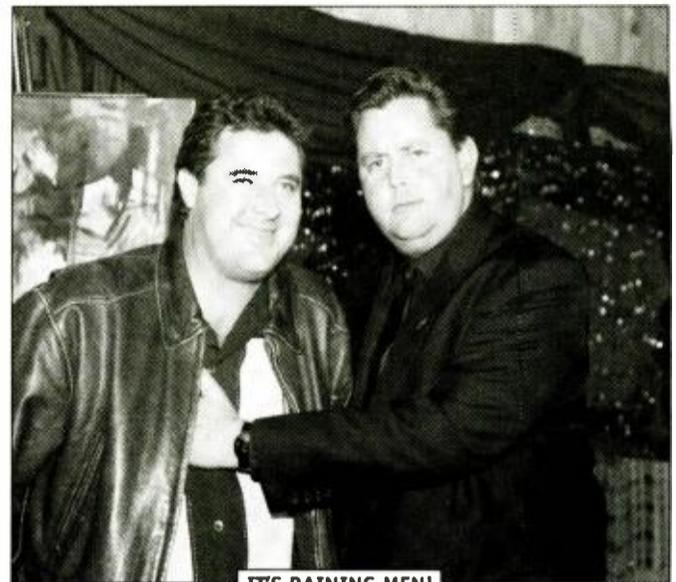
KEYY (K102)/Minneapolis OM Gregg Swedberg does not have a direct Country competitor, yet he's well-known for his aggressive musical stance. Unlike other programmers, however, he doesn't see a trend where stations are stepping out more often on music these days.

"K102 has never shied away from taking risks," he says. "The only way to find that next wave of great artists and music is to be looking for it, and 90% of Country stations haven't looked since 1994. It doesn't do anyone any good if we don't all take some risks. You can't shake things up all by yourself."

Swedberg says that KEYY stretches the limits by playing some Americana, alt country and crossover rock cuts and has put men back into the station's research sample. But he doesn't see risk-taking as a particular format trend. "The mindset that exists in Country is that we are better off trying to hold our dwindling audience than reinforcing the idea that we can grow our audience by looking outside our self-imposed box," he says.

Another Country station that doesn't have a direct format competitor, KYGO/Denver, isn't necessarily jumping out on new music earlier. PD Joel Burke says, "It depends on how much you have to lose. When you're sitting there and not in a very competitive situation, you can throw it up against a wall and see what happens. Everyone takes calculated risks, but, generally speaking, you play the percentages."

Burke doesn't see the trend in programming as necessarily being toward taking more risks. "It's more about trying to get back to the concept of balancing art and science," he says.



IT'S RAINING MEN!

CMA Awards host Vince Gill (l) and WYUQ & WYUU/Tampa VP/GM Tom Rivers pause for an intimate moment at the RCA Label Group party after the show. The rumor of slow dancing has yet to be confirmed.

"From a science standpoint, all the decisions were made based on what statistical interpretations came from the latest research project. You ended up with well-focused stations with no heart. People are beginning to see the value of the balance between art and science."

### A Lot Of Nerve

If one radio station is to be heralded as an example of what's right with Country radio today, it would surely be KPLX/Dallas, known on-air as "99-5 The Wolf." PD Paul Williams says the station was built on taking risks — big ones. "For Susquehanna to risk the equity of what was 'K-Plex' and to rebrand the station took a lot of nerve," he says.

"We also have taken risks on music, whether it be the Texas singer-songwriters like Pat Green, Charlie Robison, Jack Ingram and Deryl Dodd or new music from Nashville like Aaron Lines, Joe Nichols and Chris Cagle."

Having said that, KPLX remains extremely careful about its brand and what fits within the station's parameters. "We took a big risk in programming our station like a CHR instead of the lot of Country stations that present their product more like an AC," Williams says.

### 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:

aking@radioandrecords.com

Fax: 202-463-0432

Or post your comments now. Go to [www.radioandrecords.com](http://www.radioandrecords.com) and click on Message Boards.

# R&R Country Top 50

November 22, 2002

Powered By



LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL POINTS	+/- POINTS	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	KEITH URBAN Somebody Like You (Capitol)	16863	-157	5776	-138	22	148/0
2	2	RASCAL FLATTS These Days (Lyric Street)	16340	+1071	5812	+305	23	148/0
3	3	DIXIE CHICKS Landslide (Monument)	15580	+746	5539	+229	13	148/0
4	4	GEORGE STRAIT She'll Leave You With A Smile (MCA)	14873	+763	5188	+200	13	148/0
7	5	TOBY KEITH Who's Your Daddy? (DreamWorks)	14522	+952	5087	+363	17	148/0
5	6	MONTGOMERY GENTRY My Town (Columbia)	13172	-457	4761	-214	25	148/0
9	7	TIM MCGRAW Red Ragtop (Curb)	11831	+763	4228	+295	11	143/0
8	8	SHANIA TWAIN I'm Gonna Getcha Good! (Mercury)	11484	-6	4012	+12	7	144/0
6	9	ALAN JACKSON Work In Progress (Arista)	11256	-2356	4158	-816	23	147/0
15	10	MARK WILLS 19 Somethin' (Mercury)	9501	+1706	3315	+546	9	146/2
11	11	EMERSON DRIVE Fall Into Me (DreamWorks)	9392	+852	3497	+314	20	145/0
12	12	TERRI CLARK I Just Wanna Be Mad (Mercury)	8897	+403	3214	+112	14	141/1
14	13	KENNY CHESNEY A Lot Of Things Different (BNA)	8662	+781	3147	+276	12	145/1
13	14	BROOKS & DUNN Every River (Arista)	8326	+83	3048	+82	12	144/0
16	15	TRAVIS TRITT Strong Enough To Be Your Man (Columbia)	8267	+604	3142	+157	19	146/1
10	16	REBECCA LYNN HOWARD Forgive (MCA)	8004	-1030	2908	-468	28	147/0
17	17	BRAD PAISLEY I Wish You'd Stay (Arista)	6746	+502	2513	+166	14	136/2
18	18	AARON LINES You Can't Hide Beautiful (RCA)	6685	+522	2259	+184	15	137/4
23	19	BLAKE SHELTON The Baby (Warner Bros.)	5932	+1829	1899	+672	5	132/15
20	20	JOHN MICHAEL MONTGOMERY 'Til Nothing... (Warner Bros.)	5876	+222	2326	+121	18	134/0
21	21	LONESTAR Unusually Unusual (BNA)	5795	+289	2114	+94	13	134/1
22	22	GARY ALLAN Man To Man (MCA)	5456	+500	2005	+168	9	136/5
25	23	KELLIE COFFEY At The End Of The Day (BNA)	4491	+640	1724	+262	16	126/3
24	24	CAROLYN DAWN JOHNSON One Day Closer To You (Arista)	4130	+87	1628	+17	18	123/6
26	25	TRICK PONY On A Mission (H2E/WB)	3987	+362	1566	+123	12	120/5
19	26	TAMMY COCHRAN Life Happened (Epic)	3944	-1843	1457	-738	25	135/0
27	27	TRACE ADKINS Chrome (Capitol)	3604	+343	1406	+132	9	106/2
28	28	STEVE HOLY I'm Not Breakin' (Curb)	3155	+25	1252	+13	12	106/3
30	29	JENNIFER HANSON Beautiful Goodbye (Capitol)	3047	+296	1212	+126	15	106/3
29	30	STEVE AZAR Waitin' On Joe (Mercury)	2885	+41	1184	+17	17	110/3
Breaker	31	DARRYL WORLEY Family Tree (DreamWorks)	2352	+31	911	+3	7	96/8
33	32	DEANA CARTER There's No Limit (Arista)	2301	+124	871	+77	5	102/8
Breaker	33	VINCE GILL Next Big Thing (MCA)	2264	+496	823	+242	3	91/20
32	34	ANDY GRIGGS Practice Life (RCA)	2157	-55	872	+6	10	104/7
36	35	JOE NICHOLS Brokenheartsville (Universal South)	1987	+284	673	+108	5	82/20
34	36	TANYA TUCKER A Memory Like I'm Gonna Be (Tuckertime/Capitol)	1871	+167	650	+61	11	61/4
37	37	ANTHONY SMITH John J. Blanchard (Mercury)	1529	+164	601	+49	8	60/3
48	38	FAITH HILL When The Lights Go Down (Warner Bros.)	1491	+861	387	+184	2	39/27
39	39	RODNEY ATKINS My Old Man (Curb)	1405	+222	598	+80	9	74/4
40	40	TOMMY SHANE STEINER What We're Gonna Do About It (RCA)	1279	+92	500	+52	7	50/1
41	41	LEE ANN WOMACK Forever Everyday (MCA)	1274	+128	560	+79	5	74/4
38	42	DARYLE SINGLETARY I'd Love To Lay You Down (Audium)	1227	+10	440	+13	9	41/1
49	43	CHRIS CAGLE What A Beautiful Day (Capitol)	1114	+527	307	+148	2	47/10
42	44	KID ROCK W/SHERYL CROW Picture (Lava/Atlantic)	1009	-1	318	-4	8	9/0
44	45	MARK CHESNUTT I Want My Baby Back (Columbia)	863	+88	413	+34	5	67/5
50	46	MARTINA MCBRIDE Concrete Angel (RCA)	844	+306	287	+119	2	40/26
45	47	KEVIN DENNEY It'll Go Away (Lyric Street)	802	+60	362	+20	3	60/8
46	48	CRAIG MORGAN Almost Home (Broken Bow)	787	+49	373	+36	5	53/7
43	49	NEAL MCCOY The Luckiest Man In The World (Warner Bros.)	786	-14	318	-13	8	48/0
—	50	TRACY BYRD Lately (Been Dreamin' Bout...) (RCA)	756	+235	341	+77	2	48/9

## Most Added®

www.rradds.com

ARTIST TITLE LABEL(S)	ADDS
FAITH HILL When The Lights Go Down (Warner Bros.)	27
MARTINA MCBRIDE Concrete Angel (RCA)	26
VINCE GILL Next Big Thing (MCA)	20
JOE NICHOLS Brokenheartsville (Universal South)	20
DIAMOND RIO I Believe (Arista)	18
BLAKE SHELTON The Baby (Warner Bros.)	15
KEITH URBAN Raining On Sunday (Capitol)	11
CHRIS CAGLE What A Beautiful Day (Capitol)	10
TRACY BYRD Lately (Been Dreamin' Bout...) (RCA)	9
DEANA CARTER There's No Limit (Arista)	8
DARRYL WORLEY Family Tree (DreamWorks)	8
KEVIN DENNEY It'll Go Away (Lyric Street)	8

## Most Increased Points

ARTIST TITLE LABEL(S)	TOTAL POINT INCREASE
BLAKE SHELTON The Baby (Warner Bros.)	+1829
MARK WILLS 19 Somethin' (Mercury)	+1706
RASCAL FLATTS These Days (Lyric Street)	+1071
TOBY KEITH Who's Your Daddy? (DreamWorks)	+952
FAITH HILL When The Lights Go Down (Warner Bros.)	+861
EMERSON DRIVE Fall Into Me (DreamWorks)	+852
KENNY CHESNEY A Lot Of Things Different (BNA)	+781
GEORGE STRAIT She'll Leave You With A Smile (MCA)	+763
TIM MCGRAW Red Ragtop (Curb)	+763
DIXIE CHICKS Landslide (Monument)	+746

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
BLAKE SHELTON The Baby (Warner Bros.)	+672
MARK WILLS 19 Somethin' (Mercury)	+546
TOBY KEITH Who's Your Daddy? (DreamWorks)	+363
EMERSON DRIVE Fall Into Me (DreamWorks)	+314
RASCAL FLATTS These Days (Lyric Street)	+305
TIM MCGRAW Red Ragtop (Curb)	+295
KENNY CHESNEY A Lot Of Things Different (BNA)	+276
KELLIE COFFEY At The End Of The Day (BNA)	+262
VINCE GILL Next Big Thing (MCA)	+242
DIXIE CHICKS Landslide (Monument)	+229
GEORGE STRAIT She'll Leave You With A Smile (MCA)	+200

## Breakers®

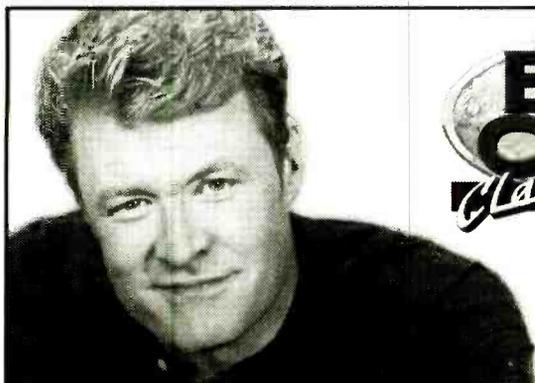
**DARRYL WORLEY**  
Family Tree (DreamWorks)  
8 Adds • Moves 31-31

**VINCE GILL**  
Next Big Thing (MCA)  
20 Adds • Moves 35-33

Songs ranked by total plays

R&R Station Playlists have moved to the web.  
See all of our monitored reporters at  
[www.radioandrecords.com](http://www.radioandrecords.com).

148 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 11/11-11/16. 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 4130. 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.



# UP 40% OVER 200 STATIONS!

Daypart Personalities 24 Hour Formats News & Talk Music Programming & Consulting Research & Prep

**JONES RADIO NETWORKS**  
Denver 800.609.5663 [jonesradio.com](http://jonesradio.com)



Source: Arbitron Nationwide Fall '01 to Spring '02. AQH: A25-54, exact times, subject to industry printed format.

# R&R Country Top 50 Indicator

November 22, 2002

## R&R'S EXCLUSIVE REPORTED OVERVIEW OF NATIONAL AIRPLAY

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL POINTS	+/- POINTS	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	RASCAL FLATTS These Days (Lyric Street)	3527	+25	2767	+15	23	75/0
3	2	GEORGE STRAIT She'll Leave You With A Smile (MCA)	3476	+155	2739	+113	13	75/0
2	3	DIXIE CHICKS Landslide (Monument)	3414	-32	2701	-13	13	75/0
4	4	TOBY KEITH Who's Your Daddy? (DreamWorks)	3414	+104	2696	+86	17	75/0
5	5	MONTGOMERY GENTRY My Town (Columbia)	3061	-241	2389	-184	25	72/0
8	6	TIM MCGRAW Red Ragtop (Curb)	2980	+91	2362	+62	11	75/0
7	7	KEITH URBAN Somebody Like You (Capitol)	2757	-146	2148	-132	22	72/0
9	8	SHANIA TWAIN I'm Gonna Getcha Good! (Mercury)	2692	+82	2140	+70	7	75/0
10	9	EMERSON DRIVE Fall Into Me (DreamWorks)	2588	+211	2054	+171	20	73/0
12	10	BROOKS & DUNN Every River (Arista)	2426	+120	1925	+90	12	73/0
14	11	KENNY CHESNEY A Lot Of Things Different (BNA)	2395	+151	1916	+125	12	74/2
6	12	ALAN JACKSON Work In Progress (Arista)	2361	-637	1825	-493	23	65/1
15	13	MARK WILLS 19 Somethin' (Mercury)	2322	+193	1834	+165	9	75/1
16	14	TERRI CLARK I Just Wanna Be Mad (Mercury)	2280	+193	1800	+153	14	68/0
18	15	BRAD PAISLEY I Wish You'd Stay (Arista)	2180	+110	1699	+88	14	74/0
17	16	JOHN MICHAEL MONTGOMERY 'Til Nothing... (Warner Bros.)	2160	+85	1693	+54	18	73/0
13	17	TRAVIS TRITT Strong Enough To Be Your Man (Columbia)	2061	-219	1636	-138	19	65/0
11	18	REBECCA LYNN HOWARD Forgive (MCA)	1918	-442	1495	-360	28	59/0
19	19	LONESTAR Unusually Unusual (BNA)	1870	+87	1478	+75	13	73/0
20	20	GARY ALLAN Man To Man (MCA)	1798	+184	1450	+148	9	73/1
21	21	TRICK PONY On A Mission (H2E/WB)	1611	+69	1296	+61	12	65/2
23	22	AARON LINES You Can't Hide Beautiful (RCA)	1576	+183	1275	+147	15	68/3
30	23	BLAKE SHELTON The Baby (Warner Bros.)	1437	+531	1124	+410	5	71/11
25	24	KELLIE COFFEY At The End Of The Day (BNA)	1409	+108	1095	+77	16	64/1
24	25	CAROLYN DAWN JOHNSON One Day Closer To You (Arista)	1294	-29	1054	-24	18	60/1
27	26	TRACE ADKINS Chrome (Capitol)	1252	+179	991	+130	9	62/3
26	27	STEVE AZAR Waitin' On Joe (Mercury)	1171	+15	969	+10	17	58/2
29	28	DARRYL WORLEY Family Tree (DreamWorks)	1133	+130	926	+103	7	60/1
28	29	JENNIFER HANSON Beautiful Goodbye (Capitol)	1052	+12	853	+12	15	57/1
35	30	VINCE GILL Next Big Thing (MCA)	980	+339	748	+251	3	58/9
34	31	JOE NICHOLS Brokenheartsville (Universal South)	944	+194	789	+165	5	58/5
31	32	ANDY GRIGGS Practice Life (RCA)	868	+33	715	+26	10	50/2
32	33	STEVE HOLY I'm Not Breakin' (Curb)	800	+36	643	+30	12	49/3
33	34	LEE ANN WOMACK Forever Everyday (MCA)	778	+21	635	+21	5	50/3
36	35	DEANA CARTER There's No Limit (Arista)	776	+170	619	+131	5	56/6
22	36	TAMMY COCHRAN Life Happened (Epic)	753	-731	580	-607	25	29/0
38	37	ANTHONY SMITH John J. Blanchard (Mercury)	584	+76	492	+63	8	36/2
37	38	TANYA TUCKER A Memory Like I'm Gonna Be (Tuckertime/Capitol)	550	-22	457	-19	11	30/0
39	39	DARYLE SINGLETARY I'd Love To Lay You Down (Audium)	479	+61	393	+44	9	30/0
42	40	KEVIN DENNEY It'll Go Away (Lyric Street)	444	+124	365	+95	3	32/3
41	41	NEAL MCCOY The Luckiest Man In The World (Warner Bros.)	422	+18	329	+15	8	29/0
43	42	TRACY BYRD Lately (Been Dreamin' Bout...) (RCA)	409	+91	362	+80	2	31/8
47	43	DIAMOND RIO I Believe (Arista)	390	+187	309	+159	0	30/16
40	44	BRAD MARTIN Rub Me The Right Way (Epic)	338	-68	298	-44	5	25/1
44	45	TOMMY SHANE STEINER What We're Gonna Do About It (RCA)	324	+7	276	+11	7	23/0
Debut	46	CHRIS CAGLE What A Beautiful Day (Capitol)	314	+171	255	+143	2	23/5
46	47	MARK CHESNUTT I Want My Baby Back (Columbia)	262	+53	209	+39	5	18/1
Debut	48	MARTINA MCBRIDE Concrete Angel (RCA)	230	+180	184	+141	2	25/14
Debut	49	FAITH HILL When The Lights Go Down (Warner Bros.)	224	+120	181	+96	2	14/3
50	50	PINMONKEY I Drove All Night (BNA)	210	+50	184	+37	0	18/4

75 Country Indicator reports. Songs ranked by total plays for the airplay week of Sunday 11/10-Saturday 11/16.

© 2002, R&R Inc.

## Most Added

ARTIST TITLE LABEL(S)	ADDS
DIAMOND RIO I Believe (Arista)	16
MARTINA MCBRIDE Concrete Angel (RCA)	14
BLAKE SHELTON The Baby (Warner Bros.)	11
VINCE GILL Next Big Thing (MCA)	9
TRACY BYRD Lately (Been Dreamin' Bout...) (RCA)	8
DEANA CARTER There's No Limit (Arista)	6
JOE NICHOLS Brokenheartsville (Universal South)	5
CHRIS CAGLE What A Beautiful Day (Capitol)	5
PINMONKEY I Drove All Night (BNA)	4
AARON LINES You Can't Hide Beautiful (RCA)	3
TRACE ADKINS Chrome (Capitol)	3
LEE ANN WOMACK Forever Everyday (MCA)	3
STEVE HOLY I'm Not Breakin' (Curb)	3
KEVIN DENNEY It'll Go Away (Lyric Street)	3
DARON NORWOOD In God We Trust (H2E/Lofton Creek)	3
FAITH HILL When The Lights Go Down (Warner Bros.)	3
STEVE AZAR I Don't Have To Be (Till...) (Mercury)	3
KID ROCK F/ALLISON MOORER Picture (Lava/Atlantic)	3
ERIC HEATHERLY Sometimes It's Just... (DreamWorks)	3
KENNY CHESNEY A Lot Of Things Different (BNA)	2

## Most Increased Points

ARTIST TITLE LABEL(S)	TOTAL POINT INCREASE
BLAKE SHELTON The Baby (Warner Bros.)	+531
VINCE GILL Next Big Thing (MCA)	+339
EMERSON DRIVE Fall Into Me (DreamWorks)	+211
JOE NICHOLS Brokenheartsville (Universal South)	+194
MARK WILLS 19 Somethin' (Mercury)	+193
TERRI CLARK I Just Wanna Be Mad (Mercury)	+193
DIAMOND RIO I Believe (Arista)	+187
GARY ALLAN Man To Man (MCA)	+184
AARON LINES You Can't Hide Beautiful (RCA)	+183
MARTINA MCBRIDE Concrete Angel (RCA)	+180

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
BLAKE SHELTON The Baby (Warner Bros.)	+410
VINCE GILL Next Big Thing (MCA)	+251
EMERSON DRIVE Fall Into Me (DreamWorks)	+171
MARK WILLS 19 Somethin' (Mercury)	+165
JOE NICHOLS Brokenheartsville (Universal South)	+165
DIAMOND RIO I Believe (Arista)	+159
TERRI CLARK I Just Wanna Be Mad (Mercury)	+153
GARY ALLAN Man To Man (MCA)	+148
AARON LINES You Can't Hide Beautiful (RCA)	+147
CHRIS CAGLE What A Beautiful Day (Capitol)	+143
MARTINA MCBRIDE Concrete Angel (RCA)	+141
DEANA CARTER There's No Limit (Arista)	+131
TRACE ADKINS Chrome (Capitol)	+130
KENNY CHESNEY A Lot Of Things Different (BNA)	+125
GEORGE STRAIT She'll Leave You With A Smile (MCA)	+113
DARRYL WORLEY Family Tree (DreamWorks)	+103
FAITH HILL When The Lights Go Down (Warner Bros.)	+96
KEVIN DENNEY It'll Go Away (Lyric Street)	+95
BROOKS & DUNN Every River (Arista)	+90
BRAD PAISLEY I Wish You'd Stay (Arista)	+88
TOBY KEITH Who's Your Daddy? (DreamWorks)	+86

R&R Packages The Reach & Frequency You Need!

# Complete R&R Classified Advertising



R&R Today: The leading management daily fax  
radioandrecords.com: Radio's premier website

R&R: The Industry's Newspaper with the largest help wanted section

Contact Karen Mumaw at kmumaw@radioandrecords.com or (310)788-1621 for information.

## EXCLUSIVE NATIONAL MUSIC RESEARCH ESTIMATES November 22, 2002

BULLSEYE® song selection is based on the top 35 titles from the R&R Country chart for the airplay week of October 14-20.

ARTIST Title (Label)	LIKE A LOT	TOTAL POSITIVE	NEUTRAL	FAMILIARITY	DISLIKE	BURN
KEITH URBAN Somebody Like You (Capitol)	37.8%	77.3%	15.3%	99.0%	4.3%	2.3%
RASCAL FLATTS These Days (Lyric Street)	29.8%	73.3%	18.0%	100.0%	6.8%	2.0%
TRAVIS TRITT Strong Enough To Be Your Man (Columbia)	26.8%	72.3%	20.5%	98.8%	4.3%	1.8%
DIXIE CHICKS Landslide (Monument)	36.3%	71.3%	17.8%	98.0%	5.5%	3.5%
ALAN JACKSON Work In Progress (Arista)	33.8%	70.3%	17.3%	99.3%	7.5%	4.3%
EMERSON DRIVE Fall Into Me (DreamWorks)	28.3%	70.3%	24.3%	99.5%	3.0%	2.0%
TERRI CLARK I Just Want To Be Mad (Mercury)	24.8%	68.5%	21.5%	96.8%	6.5%	0.3%
TOBY KEITH Who's Your Daddy (DreamWorks)	35.3%	68.0%	15.0%	100.0%	12.3%	4.8%
TAMMY COCHRAN Life Happened (Epic)	28.3%	68.0%	20.8%	97.8%	5.8%	3.3%
GEORGE STRAIT Shell Leave Yo... With A Smile (MCA)	30.8%	67.0%	22.8%	95.3%	5.0%	0.5%
KENNY CHESNEY A Lot Of Things Different (BNA)	28.8%	66.0%	21.8%	95.3%	7.3%	0.3%
MONTGOMERY GENTRY My Town (Columbia)	26.3%	65.0%	21.0%	98.3%	8.3%	4.0%
SHANIA TWAIN I'm Gonna Getcha Good (Mercury)	23.8%	64.5%	21.0%	95.8%	9.5%	0.8%
JOHN MICHAEL MONTGOMERY 'Til Nothin' (Warner Bros.)	20.8%	63.8%	24.5%	95.8%	6.3%	1.3%
BROOKS & DUNN Every River (Arista)	23.0%	63.0%	25.3%	98.0%	8.5%	1.3%
TIM MCGRAW Red Ragtop (Curb)	25.8%	62.8%	25.3%	96.8%	6.5%	2.3%
BRAD PAISLEY I Wish You'd Stay (Arista)	20.3%	62.8%	25.3%	95.8%	5.5%	2.3%
TRICK PONY On A Mission (H2E/WB)	27.3%	62.5%	19.8%	94.0%	9.8%	2.0%
REBECCA LYNN HOWARD Forgive (MCA)	25.3%	62.3%	21.3%	97.0%	8.8%	4.8%
MARK WILLS Nineteen Something (Mercury)	23.0%	61.5%	22.8%	93.8%	9.0%	0.5%
CAROLYN DAWN JOHNSON One Day Closer To You (Arista)	20.5%	60.3%	24.5%	95.0%	8.3%	2.0%
GARY ALLAN Man To Man (MCA)	19.3%	60.3%	22.3%	88.3%	5.5%	0.3%
KELLIE COFFEY At The End Of The Day (BNA)	18.8%	60.0%	23.3%	95.3%	11.3%	0.8%
JENNIFER HANSON Beautiful Goodbye (Capitol)	17.3%	59.5%	22.8%	90.8%	7.3%	1.3%
JOE NICHOLS Brokenheartsville (Universal South)	21.5%	57.0%	24.0%	86.5%	4.5%	1.0%
TANYA TUCKER A Memory Like... (Tucker Time/Capitol)	21.3%	56.0%	24.5%	89.5%	7.5%	1.5%
LONESTAR Unusually Unusual (BNA)	18.5%	55.3%	28.3%	93.5%	8.5%	1.5%
DEANA CARTER There's No Limit (Arista)	16.0%	54.5%	21.5%	84.0%	7.0%	1.0%
AARON LINES You Can't Hide Beautiful (RCA)	19.0%	54.3%	21.5%	87.0%	10.5%	0.8%
STEVE AZAR Waitin' On Joe (Mercury)	16.0%	53.0%	30.3%	92.3%	8.8%	0.3%
BLAKE SHELTON The Baby (Warner Bros.)	16.3%	52.5%	21.3%	81.0%	6.3%	1.0%
ANDY GRIGGS Practice Life (RCA)	15.3%	52.5%	25.0%	88.5%	8.5%	2.5%
TRACE ADKINS Chrome (Capitol)	22.8%	51.5%	21.5%	89.0%	13.8%	2.3%
STEVE HOLY I'm Not Breaking (Curb)	15.5%	50.8%	25.5%	89.0%	10.8%	2.0%
DARRYL WORLEY Family Tree (DreamWorks)	16.0%	46.8%	23.5%	86.3%	14.5%	1.5%



**Password of the Week: Gale**  
**Question of the Week:** Did you watch the Country Music Awards this year? If so, how would you rate this year's show?

**Total**  
 Yes, watched show: 53%  
 Great, liked a lot: 46%  
 Liked it OK: 35%  
 So-so: 15%  
 Could've been better: 2%  
 Boring, didn't like: 2%

**P1**  
 Yes, watched show: 49%  
 Great, liked a lot: 41%  
 Liked it OK: 41%  
 So-so: 15%  
 Could've been better: 0%  
 Boring, didn't like: 3%

**P2**  
 Yes, watched show: 61%  
 Great, liked a lot: 55%  
 Liked it OK: 24%  
 So-so: 16%  
 Could've been better: 5%  
 Boring, didn't like: 0%

**Male**  
 Yes, watched show: 51%  
 Great, liked a lot: 48%  
 Liked it OK: 34%  
 So-so: 12%  
 Could've been better: 2%  
 Boring, didn't like: 4%

**Female**  
 Yes, watched show: 55%  
 Great, liked a lot: 44%  
 Liked it OK: 36%  
 So-so: 18%  
 Could've been better: 2%  
 Boring, didn't like: 0%

**25-34**  
 Yes, watched show: 58%  
 Great, liked a lot: 36%  
 Liked it OK: 40%  
 So-so: 18%  
 Could've been better: 3%  
 Boring, didn't like: 3%

Total sample size is 100 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.

# Fast Hooks...No Snags

- Digital, Clear, Consistent
- Custom Production - Callouts & Montages
- 60,000+ Song Library
- All Formats & International Titles
- On-Time Delivery

Call Michael Pelaia (573)443-4155

Email: [hooks@hooks.com](mailto:hooks@hooks.com) [www.hooks.com](http://www.hooks.com)

200 Old 63 South, #103 Columbia, MO 65201-6081 FAX: (573)443-4016



The World's Premier Music Hook Service

Featuring: **TM CENTURY** GoldDiscs and HitDiscs



America's Best Testing Country Songs 12+  
For The Week Ending 11/22/02.

Artist Title (Label)	TW	LW	Familiarity	Burn	TD	Familiarity	Burn
KEITH URBAN Somebody Like You (Capitol)	4.40	4.32	98%	18%	4.39	98%	19%
RASCAL FLATTS These Days (Lyric Street)	4.32	4.30	96%	17%	4.36	97%	17%
MARK WILLS Nineteen Somethin' (Mercury)	4.30	4.19	86%	6%	4.28	86%	6%
MONTGOMERY GENTRY My Town (Columbia)	4.24	4.14	99%	28%	4.16	99%	29%
BRAD PAISLEY I Wish You'd Stay (Arista)	4.23	4.17	86%	8%	4.18	85%	9%
GEORGE STRAIT She'll Leave You With A Smile (MCA)	4.20	4.16	97%	19%	4.09	96%	20%
TERRI CLARK I Just Wanna Be Mad (Mercury)	4.17	4.00	94%	10%	4.12	93%	11%
REBECCA LYNN HOWARD Forgive (MCA)	4.12	4.07	95%	23%	4.12	95%	24%
GARY ALLAN Man To Man (MCA)	4.11	4.05	77%	9%	4.07	74%	8%
TOBY KEITH Who's Your Daddy (DreamWorks)	4.06	3.97	99%	27%	3.98	99%	28%
EMERSON DRIVE Fall Into Me (DreamWorks)	4.06	4.02	86%	14%	4.13	88%	13%
J. M. MONTGOMERY 'Til Nothing... (Warner Bros.)	4.06	3.94	83%	9%	4.02	81%	10%
ALAN JACKSON Work In Progress (Arista)	4.05	3.92	98%	29%	3.84	98%	35%
BROOKS & DUNN Every River (Arista)	4.05	3.99	89%	12%	3.98	85%	13%
KENNY CHESNEY A Lot Of Things Different (BNA)	4.02	3.97	93%	19%	3.96	92%	18%
BLAKE SHELTON The Baby (Warner Bros.)	3.99	-	57%	5%	3.93	53%	5%
TRAVIS TRITT Strong Enough... (Columbia)	3.97	3.92	97%	24%	3.81	96%	25%
TAMMY COCHRAN Life Happened (Epic)	3.93	4.00	94%	28%	3.86	94%	29%
CAROLYN DAWN JOHNSON One Day... (Arista)	3.92	3.86	87%	16%	3.97	86%	15%
AARON LINES You Can't Hide Beautiful (RCA)	3.92	3.94	70%	8%	3.98	71%	7%
TIM MCGRAW Red Ragtop (Curb)	3.89	3.81	94%	20%	3.90	95%	21%
TRICK PONY On A Mission (Warner Bros.)	3.89	3.70	86%	16%	3.88	84%	16%
LONESTAR Unusually Unusual (BNA)	3.85	3.79	86%	17%	3.89	88%	16%
STEVE AZAR Waitin' On Joe (Mercury)	3.81	-	79%	12%	3.86	80%	11%
KELLIE COFFEY At The End Of The Day (BNA)	3.79	3.90	80%	15%	3.76	79%	16%
JENNIFER HANSON Beautiful Goodbye (Capitol)	3.72	-	66%	10%	3.70	65%	11%
TRACE ADKINS Chrome (Capitol)	3.69	-	75%	15%	3.68	74%	14%
STEVE HOLY I'm Not Breakin' (Curb)	3.64	3.60	57%	8%	3.62	54%	8%
DIXIE CHICKS Landslide (Monument)	3.58	3.74	97%	40%	3.62	98%	40%
SHANIA TWAIN I'm Gonna Getcha Good! (Mercury)	3.40	3.30	98%	35%	3.45	97%	34%

Total sample size is 796 respondents. Total average favorability estimates are based on a scale of 1-5. (1=dislike very much, 5=like very much). Total familiarity represents the percentage of respondents who recognized the song. Total burn represents the number of respondents who said they are tired of hearing the song. Sample composition is based on persons 12+. TD = Target Demo (Persons 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

DIAMOND RIO Beautiful Mess (Arista)	3754
MARTINA MCBRIDE Where Would You Be (RCA)	2677
KENNY CHESNEY The Good Stuff (BNA)	2551
JOE NICHOLS The Impossible (Universal South)	2412
TRACY BYRD Ten Rounds With Jose Cuervo (RCA)	2244
PHIL VASSAR American Child (Arista)	1936
TOBY KEITH Courtesy Of The Red, White... (DreamWorks)	1731
DARRYL WORLEY I Miss My Friend (DreamWorks)	1678
STEVE AZAR I Don't Have To Be (Till...) (Mercury)	1554
GEORGE STRAIT Living And Living Well (MCA)	1547
TIM MCGRAW Unbroken (Curb)	1466
ALAN JACKSON Drive (For Daddy Gene) (Arista)	1463
SARA EVANS I Keep Looking (RCA)	1412
TOBY KEITH My List (DreamWorks)	1398
BRAD PAISLEY I'm Gonna Miss Her (Fishin') (Arista)	1336
DIXIE CHICKS Long Time Gone (Monument)	1292
TOMMY SHANE STEINER What If She's An Angel (RCA)	1047
STEVE HOLY Good Morning Beautiful (Curb)	1044
MARK CHESNUTT She Was (Columbia)	973
PHIL VASSAR That's When I Love You (Arista)	959

## New & Active

- PINMONKEY** I Drove All Night (BNA)  
Total Plays: 301, Total Stations: 45, Adds: 5
- DIAMOND RIO** I Believe (Arista)  
Total Plays: 211, Total Stations: 46, Adds: 18
- KEITH URBAN** Raining On Sunday (Capitol)  
Total Plays: 197, Total Stations: 15, Adds: 11
- MICHAEL PETERSON** Lesson In Goodbye (Monument)  
Total Plays: 146, Total Stations: 25, Adds: 0
- SIXWIRE** Way Too Deep (Warner Bros.)  
Total Plays: 133, Total Stations: 24, Adds: 1

Songs ranked by total points.

## C O U N T R Y FLASHBACK

- 1 YEAR AGO**  
• No. 1: "I Wanna Talk About Me" — Toby Keith (second week)
- 5 YEARS AGO**  
• No. 1: "Something That We Do" — Clint Black
- 10 YEARS AGO**  
• No. 1: "Two Sparrows In A Hurricane" — Tanya Tucker
- 15 YEARS AGO**  
• No. 1: "Somewhere Tonight" — Highway 101
- 20 YEARS AGO**  
• No. 1: "We Did But Now You Don't" — Conway Twitty
- 25 YEARS AGO**  
• No. 1: "Wurlitzer Prize" — Waylon Jennings (second week)



Arista recording artist Deana Carter mad a stop at "Cat Country 98.1," WCTK/ Providence, to promote her song "There's No Limit." Pictured here (l-r) are WCTK MD Sam Stevens, Carter and WCTK afternoon driver Mike West.

## 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**

## Stations and their ads listed alphabetically by market

<b>WQMX/Akron, OH *</b> OM/PO: Kevin Mason 1 TERRI CLARK "Mad"	<b>WHWK/Binghamton, NY</b> PO/AD/MD: Ed Walker 10 CHRIS CAGLE "Day" 10 PINMONKEY "Drove"	<b>KCCY/Colorado Springs, CO *</b> PO/MD: Travis Daily 16 ALAN JACKSON "Alight" VINCE GILL "Thing"	<b>WXFL/Florence, AL</b> PO/MD: Gary Murdock BILLY HOFFMAN "Life" MARTINA MCBRIDE "Concrete"	<b>WMSJ/Jackson, MS *</b> PO: Rick Adams MD: Van Haze 3 KELLIE COFFEY "End" DIAMOND RIO "Believe"	<b>WAMZ/Louisville, KY *</b> PO: Coyote Calhoun MD: Nightrain Lane 5 PINMONKEY "Drove" CAROLYN DAWN JOHNSON "Coser" MARK CHESNUTT "Baby"	<b>KXXY/Oklahoma City, OK *</b> PO: L.J. Smith APD/MD: Bill Reed 1 DARRYL WORLEY "Tree" DEANA CARTER "Limit"	<b>KFRG/Riverside, CA *</b> OM/PO: Ray Massie MD: Don Jeffrey 1 ANTHONY SMITH "Blanchard"	<b>KRMD/Shreveport, LA *</b> PO: Bob Shannon MD: James Anthony No Adds	<b>WWZD/Tulpe, MS</b> PO/AD/MD: Paul Stone 15 VINCE GILL "Thing" 10 BLAKE SHELTON "Baby"
<b>WGNA/Albany, NY *</b> MD: Bill Earley 4 MARTINA MCBRIDE "Concrete" 2 FAITH HILL "Lights"	<b>WZZK/Birmingham, AL *</b> PO/MD: Brian Driver 1 AARON LINES "Beautiful" MARTINA MCBRIDE "Concrete" RODNEY ATKINS "Man"	<b>KKCS/Colorado Springs, CO *</b> PO: Shannon Stone MD: Six Franklin DIAMOND RIO "Believe"	<b>KUAD/Ft. Collins, CO *</b> PO: Mark Callaghan MD: Brian Gary MARTINA MCBRIDE "Concrete" DIAMOND RIO "Believe" KEITH URBAN "Raining"	<b>WQIK/Jacksonville, FL *</b> MD: Brian Scott 3 MARTINA MCBRIDE "Concrete" 2 FAITH HILL "Lights" 2 KEITH URBAN "Raining" LEE ANN WOMACK "Forever"	<b>KLTL/Lubbock, TX</b> DM/PO: Jay Richards MD: Kelly Greene 11 CHRIS CAGLE "Day" 2 KEN MELLONS "DJ"	<b>KXKT/Denham, NE *</b> PO: Tom Goodwin MD: Craig Allen No Adds	<b>WVLA/Asheville, NC *</b> PO: Brett Sharp MD: Robin James FAITH HILL "Lights"	<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"	<b>KXKS/Shreveport, LA *</b> DM: Gary McCoy PO/MD: Doug Winston 1 TRACY BYRD "Babies" JOE NICHOLS "Broken"
<b>KBQI/Albuquerque, NM *</b> MD: Tommy Carrera MD: Sammy Cruise DIAMOND RIO "Believe" FAITH HILL "Lights" MARTINA MCBRIDE "Concrete"	<b>WBWN/Bloomington, IL</b> PO: Dan Westhoff MD: Buck Stevens 10 BLAKE SHELTON "Baby" 10 DIAMOND RIO "Believe"	<b>WCOS/Columbia, SC *</b> OM/PO: Ron Brooks MD: Glen Garrett 3 RANDY TRAVIS "Crosses"	<b>WCKT/Ft. Myers, FL *</b> PO: Kerry Babb MD: Dave Logan 2 DARRYL WORLEY "Tree" 2 DIAMOND RIO "Believe" JOE NICHOLS "Broken"	<b>WRDD/Jacksonville, FL *</b> MD: Dixie Jones KEITH URBAN "Raining" STEVE HOLY "Breakin" VINCE GILL "Thing"	<b>WDEN/Macon, GA</b> PO: Gerry Marshall APD/MD: Laura Starling ANDY GRIGGS "Life"	<b>WWKA/Orlando, FL *</b> PO: Len Shackelford MD: Shadow Stevens 3 AARON LINES "Beautiful"	<b>WBEE/Rochester, NY *</b> OM: Dave Symonds No Adds	<b>WVBT/South Bend, IN</b> PO: Tom Dakes APD/MD: Lisa Kosti 1 ANTHONY SMITH "Blanchard" DIAMOND RIO "Believe"	<b>KJUG/Visalia, CA *</b> PO/MD: Dave Daniels No Adds
<b>KRST/Albuquerque, NM *</b> PO: John Richards 4 TANYA TUCKER "Memory" 2 MARTINA MCBRIDE "Concrete" 1 VINCE GILL "Thing"	<b>WHKX/Bluefield, WV</b> PO/MD: Doug Dillon 14 BLAKE SHELTON "Baby" 8 LEE ANN WOMACK "Forever" 8 RANDY TRAVIS "Crosses" 8 TRACY BYRD "Babies"	<b>WCOL/Columbus, OH *</b> PO: John Crenshaw MD: Dan E. Zuko 1 TRICK PONY "Mission" BLAKE SHELTON "Baby" DARRYL WORLEY "Tree"	<b>WWGR/Ft. Myers, FL *</b> PO: Mark Phillips MD: Steve Hart 16 BLAKE SHELTON "Baby" 16 FAITH HILL "Lights" 1 STEVE HOLY "Breakin"	<b>WXBQ/Johnson City, TN *</b> PO/MD: Bill Hagy No Adds	<b>WQWM/Madison, WI *</b> PO: Mark Granlin MD: Mel McKenzie DIAMOND RIO "Believe" KEITH URBAN "Raining"	<b>KHAY/Oxnard, CA *</b> PO/MD: Mark Hill 1 ANDY GRIGGS "Life" MARK CHESNUTT "Baby"	<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"	<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"	<b>KJUG/Visalia, CA *</b> PO/MD: Dave Daniels No Adds
<b>KRRV/Alexandria, LA</b> PO/MD: Steve Casey 2 STEVE HOLY "Breakin"	<b>KIZN/Boise, ID *</b> DM: Rich Summers PO/MD: Spencer Burke 1 TRACY BYRD "Babies" CHRIS CAGLE "Day" KEVIN DENNEY "Go" PINMONKEY "Drove"	<b>WHOK/Columbus, OH *</b> QM/PO: Charley Lake APD/MD: George Wolf No Adds	<b>WYBZ/Ft. Walton Beach, FL</b> PO: Laura Hussey MD: Cindy Blake No Adds	<b>WMTZ/Johnstown, PA</b> PO: Steve Walker MD: Lara Mosby 3 JOE NICHOLS "Broken" CAROLYN DAWN JOHNSON "Coser"	<b>WQWQ/Memphis, TN *</b> PO: Greg Mizingo MD: Mark Billingsley DEANA CARTER "Limit" DIAMOND RIO "Believe"	<b>KPLM/Palm Springs, CA</b> PO: Al Gordon APD/MD: Kory James 6 OXIE CHICKS "Gone" BLAKE SHELTON "Baby"	<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"	<b>KNCI/Sacramento, CA *</b> Dir./Prog.: Mark Evans APD: Greg Cole MD: Jennifer Wood 9 KENNY CHESNEY "Things" 2 MARTINA MCBRIDE "Concrete" 1 FAITH HILL "Lights" DOUG STONE "P.O.W." ERIC HEATHERLY "Time" JENAI "Cool"	<b>WMZQ/Washington, DC *</b> DM/PO: Jeff Wyatt APD/MD: Jon Anthony 13 KO ROCK FIA MOORER "Picture" 11 FAITH HILL "Lights" 1 VINCE GILL "Thing" JOE NICHOLS "Broken"
<b>WCTO/Allentown, PA *</b> APD/MD: Bobby Knight No Adds	<b>KQFC/Boise, ID *</b> DM: Rich Summers PO: Lance Tidwell MD: Cory Mikhalis TRACY BYRD "Babies"	<b>WGSQ/Cookeville, TN</b> PO: Gator Harrison MD: Stewart James JOE NICHOLS "Broken" JENNIFER HANSON "Goodbye"	<b>WQHK/Ft. Wayne, IN *</b> DM/PO: Dean McNeil APD/MD: Mark Allen No Adds	<b>WMTZ/Johnstown, PA</b> PO: Steve Walker MD: Lara Mosby 3 JOE NICHOLS "Broken" CAROLYN DAWN JOHNSON "Coser"	<b>WQWQ/Memphis, TN *</b> PO: Greg Mizingo MD: Mark Billingsley DEANA CARTER "Limit" DIAMOND RIO "Believe"	<b>WPAP/Panama City, FL</b> PO: Bill Young MD: Shane Collins No Adds	<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"	<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"	<b>WDEZ/Wausau, WI</b> PO/MD: Jas Caffrey BLAKE SHELTON "Baby" ERIC HEATHERLY "Time"
<b>KGNC/Amarillo, TX</b> PO: Tim Butler APD/MD: Patrick Clark 11 DIAMOND RIO "Believe" 11 TRACY BYRD "Babies"	<b>WKLB/Boston, MA *</b> PO: Mike Brophy APD/MD: Ginny Rogers 2 TRICK PONY "Mission" 1 TRACE ADKINS "Chrome" 1 DARRYL WORLEY "Tree"	<b>KRYS/Corpus Christi, TX *</b> PO: Clayton Allen MD: Cactus Lou No Adds	<b>KSXS/Fresno, CA *</b> PO: Mike Peterson MD: Steve Montgomery 2 ANDY GRIGGS "Life" 1 VINCE GILL "Thing" 1 JOE NICHOLS "Broken" 1 AARON LINES "Beautiful"	<b>WMTZ/Johnstown, PA</b> PO: Steve Walker MD: Lara Mosby 3 JOE NICHOLS "Broken" CAROLYN DAWN JOHNSON "Coser"	<b>WQWQ/Memphis, TN *</b> PO: Greg Mizingo MD: Mark Billingsley DEANA CARTER "Limit" DIAMOND RIO "Believe"	<b>WXBM/Pensacola, FL *</b> PO/MD: Lynn West No Adds	<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"	<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"	<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"
<b>WNCY/Appleton, WI *</b> OM: Jeff McCarthy PO: Randy Shannon MD: Marci Braun 1 DIAMOND RIO "Believe" 1 JOE NICHOLS "Broken"	<b>KAGG/Bryan, TX</b> PO/MD: Jennifer Allen 20 ANTHONY SMITH "Blanchard" 20 GREAT DIVIDE "Night" 20 KEVIN DENNEY "Go"	<b>KRYS/Corpus Christi, TX *</b> PO: Clayton Allen MD: Cactus Lou No Adds	<b>WQHK/Ft. Wayne, IN *</b> DM/PO: Dean McNeil APD/MD: Mark Allen No Adds	<b>WMTZ/Johnstown, PA</b> PO: Steve Walker MD: Lara Mosby 3 JOE NICHOLS "Broken" CAROLYN DAWN JOHNSON "Coser"	<b>WQWQ/Memphis, TN *</b> PO: Greg Mizingo MD: Mark Billingsley DEANA CARTER "Limit" DIAMOND RIO "Believe"	<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"	<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"	<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"	<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"
<b>WKSJ/Asheville, NC</b> DM/PO: Jeff Davis MD: Andy Woods 5 MARTINA MCBRIDE "Concrete" 5 TRICK PONY "Mission"	<b>WYRK/Buffalo, NY *</b> PO: John Paul APD/MD: Chris Keyzer 2 GARY ALLAN "Man" 2 BLAKE SHELTON "Baby"	<b>KRYS/Corpus Christi, TX *</b> PO: Clayton Allen MD: Cactus Lou No Adds	<b>KSXS/Fresno, CA *</b> PO: Mike Peterson MD: Steve Montgomery 2 ANDY GRIGGS "Life" 1 VINCE GILL "Thing" 1 JOE NICHOLS "Broken" 1 AARON LINES "Beautiful"	<b>WMTZ/Johnstown, PA</b> PO: Steve Walker MD: Lara Mosby 3 JOE NICHOLS "Broken" CAROLYN DAWN JOHNSON "Coser"	<b>WQWQ/Memphis, TN *</b> PO: Greg Mizingo MD: Mark Billingsley DEANA CARTER "Limit" DIAMOND RIO "Believe"	<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"	<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"	<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"	<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"
<b>WKHX/Atlanta, GA *</b> MD: Johnny Gray No Adds	<b>WIXY/Champaign, IL</b> PO/MD: R.W. Smith 6 TRICK PONY "Mission"	<b>WGNE/Daytona Beach, FL *</b> PO: Jeff Davis TAMMY COCHRAN "Let" CHAD SIMMONS "Will" KEITH URBAN "Raining"	<b>WRNS/Greenville, NC *</b> APD: Wayne Carlyle MD: Mike Farley MD: Boomer Lee 1 MARTINA MCBRIDE "Concrete" 1 VINCE GILL "Thing"	<b>WMTZ/Johnstown, PA</b> PO: Steve Walker MD: Lara Mosby 3 JOE NICHOLS "Broken" CAROLYN DAWN JOHNSON "Coser"	<b>WQWQ/Memphis, TN *</b> PO: Greg Mizingo MD: Mark Billingsley DEANA CARTER "Limit" DIAMOND RIO "Believe"	<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"	<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"	<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"	<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"
<b>WYAY/Atlanta, GA *</b> PO: Steve Mitchell MD: Johnny Gray No Adds	<b>WEZL/Charleston, SC *</b> PO: T.J. Phillips MD: Gary Griffin 3 DEANA CARTER "Limit" CHRIS CAGLE "Day" JOE NICHOLS "Broken"	<b>WGNE/Daytona Beach, FL *</b> PO: Jeff Davis TAMMY COCHRAN "Let" CHAD SIMMONS "Will" KEITH URBAN "Raining"	<b>WRNS/Greenville, NC *</b> APD: Wayne Carlyle MD: Mike Farley MD: Boomer Lee 1 MARTINA MCBRIDE "Concrete" 1 VINCE GILL "Thing"	<b>WMTZ/Johnstown, PA</b> PO: Steve Walker MD: Lara Mosby 3 JOE NICHOLS "Broken" CAROLYN DAWN JOHNSON "Coser"	<b>WQWQ/Memphis, TN *</b> PO: Greg Mizingo MD: Mark Billingsley DEANA CARTER "Limit" DIAMOND RIO "Believe"	<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"	<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"	<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"	<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"
<b>WPUR/Atlantic City, NJ *</b> PO/MD: Joe Kelly ERIC HEATHERLY "Time" FAITH HILL "Lights"	<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"	<b>WGNE/Daytona Beach, FL *</b> PO: Jeff Davis TAMMY COCHRAN "Let" CHAD SIMMONS "Will" KEITH URBAN "Raining"	<b>WRNS/Greenville, NC *</b> APD: Wayne Carlyle MD: Mike Farley MD: Boomer Lee 1 MARTINA MCBRIDE "Concrete" 1 VINCE GILL "Thing"	<b>WMTZ/Johnstown, PA</b> PO: Steve Walker MD: Lara Mosby 3 JOE NICHOLS "Broken" CAROLYN DAWN JOHNSON "Coser"	<b>WQWQ/Memphis, TN *</b> PO: Greg Mizingo MD: Mark Billingsley DEANA CARTER "Limit" DIAMOND RIO "Believe"	<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"	<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"	<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"	<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"
<b>WKXC/Augusta, GA *</b> OM/PO: "T" Gentry APD/MD: Zach Taylor KEVIN DENNEY "Go"	<b>WNKT/Charleston, SC *</b> PO: Lloyd Ford MD: Mudflap 16 DIAMOND RIO "Believe" MARTINA MCBRIDE "Concrete"	<b>WGNE/Daytona Beach, FL *</b> PO: Jeff Davis TAMMY COCHRAN "Let" CHAD SIMMONS "Will" KEITH URBAN "Raining"	<b>WRNS/Greenville, NC *</b> APD: Wayne Carlyle MD: Mike Farley MD: Boomer Lee 1 MARTINA MCBRIDE "Concrete" 1 VINCE GILL "Thing"	<b>WMTZ/Johnstown, PA</b> PO: Steve Walker MD: Lara Mosby 3 JOE NICHOLS "Broken" CAROLYN DAWN JOHNSON "Coser"	<b>WQWQ/Memphis, TN *</b> PO: Greg Mizingo MD: Mark Billingsley DEANA CARTER "Limit" DIAMOND RIO "Believe"	<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"	<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"	<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"	<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"
<b>KASE/Austin, TX *</b> PO: Jason Kane MD: Bob Pickett 9 AARON LINES "Beautiful" 8 BLAKE SHELTON "Baby" 6 GARY ALLAN "Man"	<b>WDBE/Charleston, WV</b> DM/PO: Jeff Whitehead 13 STEVE AZAR "Joe" 10 TRACY BYRD "Babies"	<b>WGNE/Daytona Beach, FL *</b> PO: Jeff Davis TAMMY COCHRAN "Let" CHAD SIMMONS "Will" KEITH URBAN "Raining"	<b>WRNS/Greenville, NC *</b> APD: Wayne Carlyle MD: Mike Farley MD: Boomer Lee 1 MARTINA MCBRIDE "Concrete" 1 VINCE GILL "Thing"	<b>WMTZ/Johnstown, PA</b> PO: Steve Walker MD: Lara Mosby 3 JOE NICHOLS "Broken" CAROLYN DAWN JOHNSON "Coser"	<b>WQWQ/Memphis, TN *</b> PO: Greg Mizingo MD: Mark Billingsley DEANA CARTER "Limit" DIAMOND RIO "Believe"	<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"	<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"	<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"	<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"
<b>KUZZ/Bakersfield, CA *</b> PO: Evan Bridwell MD: Adam Jeffries 8 MARTINA MCBRIDE "Concrete" RANDY TRAVIS "Crosses"	<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"	<b>WGNE/Daytona Beach, FL *</b> PO: Jeff Davis TAMMY COCHRAN "Let" CHAD SIMMONS "Will" KEITH URBAN "Raining"	<b>WRNS/Greenville, NC *</b> APD: Wayne Carlyle MD: Mike Farley MD: Boomer Lee 1 MARTINA MCBRIDE "Concrete" 1 VINCE GILL "Thing"	<b>WMTZ/Johnstown, PA</b> PO: Steve Walker MD: Lara Mosby 3 JOE NICHOLS "Broken" CAROLYN DAWN JOHNSON "Coser"	<b>WQWQ/Memphis, TN *</b> PO: Greg Mizingo MD: Mark Billingsley DEANA CARTER "Limit" DIAMOND RIO "Believe"	<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"	<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"	<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"	<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"
<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"	<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"	<b>WGNE/Daytona Beach, FL *</b> PO: Jeff Davis TAMMY COCHRAN "Let" CHAD SIMMONS "Will" KEITH URBAN "Raining"	<b>WRNS/Greenville, NC *</b> APD: Wayne Carlyle MD: Mike Farley MD: Boomer Lee 1 MARTINA MCBRIDE "Concrete" 1 VINCE GILL "Thing"	<b>WMTZ/Johnstown, PA</b> PO: Steve Walker MD: Lara Mosby 3 JOE NICHOLS "Broken" CAROLYN DAWN JOHNSON "Coser"	<b>WQWQ/Memphis, TN *</b> PO: Greg Mizingo MD: Mark Billingsley DEANA CARTER "Limit" DIAMOND RIO "Believe"	<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"	<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"	<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"	<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"
<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"	<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"	<b>WGNE/Daytona Beach, FL *</b> PO: Jeff Davis TAMMY COCHRAN "Let" CHAD SIMMONS "Will" KEITH URBAN "Raining"	<b>WRNS/Greenville, NC *</b> APD: Wayne Carlyle MD: Mike Farley MD: Boomer Lee 1 MARTINA MCBRIDE "Concrete" 1 VINCE GILL "Thing"	<b>WMTZ/Johnstown, PA</b> PO: Steve Walker MD: Lara Mosby 3 JOE NICHOLS "Broken" CAROLYN DAWN JOHNSON "Coser"	<b>WQWQ/Memphis, TN *</b> PO: Greg Mizingo MD: Mark Billingsley DEANA CARTER "Limit" DIAMOND RIO "Believe"	<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"	<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"	<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"	<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"
<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"	<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"	<b>WGNE/Daytona Beach, FL *</b> PO: Jeff Davis TAMMY COCHRAN "Let" CHAD SIMMONS "Will" KEITH URBAN "Raining"	<b>WRNS/Greenville, NC *</b> APD: Wayne Carlyle MD: Mike Farley MD: Boomer Lee 1 MARTINA MCBRIDE "Concrete" 1 VINCE GILL "Thing"	<b>WMTZ/Johnstown, PA</b> PO: Steve Walker MD: Lara Mosby 3 JOE NICHOLS "Broken" CAROLYN DAWN JOHNSON "Coser"	<b>WQWQ/Memphis, TN *</b> PO: Greg Mizingo MD: Mark Billingsley DEANA CARTER "Limit" DIAMOND RIO "Believe"	<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"	<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"	<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"	<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"
<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"	<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"	<b>WGNE/Daytona Beach, FL *</b> PO: Jeff Davis TAMMY COCHRAN "Let" CHAD SIMMONS "Will" KEITH URBAN "Raining"	<b>WRNS/Greenville, NC *</b> APD: Wayne Carlyle MD: Mike Farley MD: Boomer Lee 1 MARTINA MCBRIDE "Concrete" 1 VINCE GILL "Thing"	<b>WMTZ/Johnstown, PA</b> PO: Steve Walker MD: Lara Mosby 3 JOE NICHOLS "Broken" CAROLYN DAWN JOHNSON "Coser"	<b>WQWQ/Memphis, TN *</b> PO: Greg Mizingo MD: Mark Billingsley DEANA CARTER "Limit" DIAMOND RIO "Believe"	<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"	<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"	<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"	<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"
<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"	<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"	<b>WGNE/Daytona Beach, FL *</b> PO: Jeff Davis TAMMY COCHRAN "Let" CHAD SIMMONS "Will" KEITH URBAN "Raining"	<b>WRNS/Greenville, NC *</b> APD: Wayne Carlyle MD: Mike Farley MD: Boomer Lee 1 MARTINA MCBRIDE "Concrete" 1 VINCE GILL "Thing"	<b>WMTZ/Johnstown, PA</b> PO: Steve Walker MD: Lara Mosby 3 JOE NICHOLS "Broken" CAROLYN DAWN JOHNSON "Coser"	<b>WQWQ/Memphis, TN *</b> PO: Greg Mizingo MD: Mark Billingsley DEANA CARTER "Limit" DIAMOND RIO "Believe"	<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"	<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"	<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"	<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"
<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"	<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"	<b>WGNE/Daytona Beach, FL *</b> PO: Jeff Davis TAMMY COCHRAN "Let" CHAD SIMMONS "Will" KEITH URBAN "Raining"	<b>WRNS/Greenville, NC *</b> APD: Wayne Carlyle MD: Mike Farley MD: Boomer Lee 1 MARTINA MCBRIDE "Concrete" 1 VINCE GILL "Thing"	<b>WMTZ/Johnstown, PA</b> PO: Steve Walker MD: Lara Mosby 3 JOE NICHOLS "Broken" CAROLYN DAWN JOHNSON "Coser"	<b>WQWQ/Memphis, TN *</b> PO: Greg Mizingo MD: Mark Billingsley DEANA CARTER "Limit" DIAMOND RIO "Believe"	<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"	<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"	<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"	<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"
<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"	<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"	<b>WGNE/Daytona Beach, FL *</b> PO: Jeff Davis TAMMY COCHRAN "Let" CHAD SIMMONS "Will" KEITH URBAN "Raining"	<b>WRNS/Greenville, NC *</b> APD: Wayne Carlyle MD: Mike Farley MD: Boomer Lee 1 MARTINA MCBRIDE "Concrete" 1 VINCE GILL "Thing"	<b>WMTZ/Johnstown, PA</b> PO: Steve Walker MD: Lara Mosby 3 JOE NICHOLS "Broken" CAROLYN DAWN JOHNSON "Coser"	<b>WQWQ/Memphis, TN *</b> PO: Greg Mizingo MD: Mark Billingsley DEANA CARTER "Limit" DIAMOND RIO "Believe"	<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"	<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"	<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"	<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"
<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"	<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"	<b>WGNE/Daytona Beach, FL *</b> PO: Jeff Davis TAMMY COCHRAN "Let" CHAD SIMMONS "Will" KEITH URBAN "Raining"	<b>WRNS/Greenville, NC *</b> APD: Wayne Carlyle MD: Mike Farley MD: Boomer Lee 1 MARTINA MCBRIDE "Concrete" 1 VINCE GILL "Thing"	<b>WMTZ/Johnstown, PA</b> PO: Steve Walker MD: Lara Mosby 3 JOE NICHOLS "Broken" CAROLYN DAWN JOHNSON "Coser"	<b>WQWQ/Memphis, TN *</b> PO: Greg Mizingo MD: Mark Billingsley DEANA CARTER "Limit" DIAMOND RIO "Believe"	<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"	<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"	<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"	<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"
<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"	<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"	<b>WGNE/Daytona Beach, FL *</b> PO: Jeff Davis TAMMY COCHRAN "Let" CHAD SIMMONS "Will" KEITH URBAN "Raining"	<b>WRNS/Greenville, NC *</b> APD: Wayne Carlyle MD: Mike Farley MD: Boomer Lee 1 MARTINA MCBRIDE "Concrete" 1 VINCE GILL "Thing"	<b>WMTZ/Johnstown, PA</b> PO: Steve Walker MD: Lara Mosby 3 JOE NICHOLS "Broken" CAROLYN DAWN JOHNSON "Coser"	<b>WQWQ/Memphis, TN *</b> PO: Greg Mizingo MD: Mark Billingsley DEANA CARTER "Limit" DIAMOND RIO "Believe"	<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"	<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"	<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"	<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"
<b>WVYD/Harrisburg, PA *</b> PO: Chris D'Kelley 1 TRACY BYRD "Babies" DEANA CARTER "Limit"	<b>WVYD/Harrisburg, PA *</b>								



KID KELLY

kkelly@radioandrecords.com

## A Stronger Bond With Morning Talent

### □ Tips for PDs from two winners

**G**ary Berkowitz is a former air talent whose programming past is as legendary as his on-air work. Over the span of a few decades in the business, he's inspired many a "Berko-boy" (and girl). **Steve Reynolds** is also a former air talent and successful programmer-turned-talent coach who currently tutors clients from Minneapolis to Raleigh, NC and at various radio stations in Germany and Switzerland. The men come from different backgrounds but agree on a similar approach: supporting talent.

Reynolds believes that the most instrumental moment of his career happened during his last year doing mornings in Raleigh. Looking for a new challenge and having a desire to learn, he hounded his GM to let him watch the focus groups that the station was conducting, and it forever changed how he viewed radio.

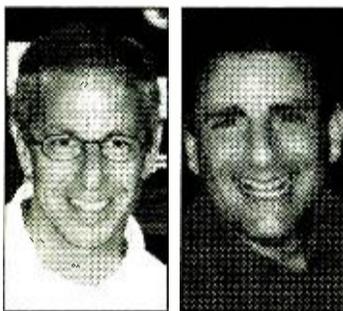
As he puts it, "Sitting on the wrong side of the two-way mirror while eating bad Chinese food, I saw how listeners talked about our show, how they formed perceptions — right and wrong — and what they really wanted from morning radio."

As a talent coach, Reynolds applies the following criteria: "Respond honestly to everything your talents ask; find what they do well and get them to do more of it; focus on the positives, and the negatives will go away; build their self-confidence so they will work hard every day for you; show respect; understand their personal and professional goals and help them get there; and give them a large part in developing the collective strategic plan for success for their show."

**R&R:** Gary, what factors does a PD need to address when trying to marry a morning show to the radio station?

**GB:** First, what type of show is needed, based on the station, and what the available morning options are in the market. Many AC stations do great today with music-based shows, while others succeed with personality-driven shows. Next, you need to find people to manage those shows to ensure that they perform at max on a daily basis.

Finally, there's the ongoing search for morning talent. New talent is out there; it's just a matter of finding them. Most AC morning shows are fixable if you can identify their strengths and play off them rather than trying to make them into something that they are not.



Gary Berkowitz Steve Reynolds

**R&R:** What dimensions are you able to add to a client's morning show?

**GB:** We always try to identify the morning talents' strengths and weaknesses, as well as the strengths and weaknesses of the competition. A great example is the case of Trapper Jack at WDOK/Cleveland. Some of Trapper's many strengths are his ability to deliver great one-to-one with listeners and his knack for fueling the camaraderie between the other morning team members.

WDOK PD Scott Miller, Trapper and I immediately identified those abilities and heightened those aspects of the show. We feel they've helped move the morning numbers into a more ratings-dominant position. However, it's important to note that there really is not a single roadmap to success that applies to all AC morning shows.

Knowing the strong points and maximizing them is a critical key for success. It's also important to give the morning talent the confidence they need to get out there and perform day after day by developing a relationship with them, as well as by providing positive feedback.

**SR:** I worked with KSTP/Minneapolis' morning show, Van & Cheryl, to make them better understand that doing a show is a strategic process and that you can't wing it daily by recycling content from *USA Today*. I've helped them to develop more effective morning show meet-

ings and systems to make sure the very unique, creative stuff they come up with gets on the air.

I've also instilled in them that their show's success is dependent both upon listeners' knowledge of who the talent is and what they stand for in the market. Also, they have to make sure they're top-of-mind and entertaining.

At WENS/Indianapolis, Julie & Steve came from a crosstown station, and they had to sit out a noncompete for six months before they could get back on the air. How they would re-define and reintroduce themselves to the market was very important.

We worked on developing the show's core strategic focus — its "singular identity" — and the bits that would reinforce the approach we were taking. We also had to come up with ways to define them to an audience they had been away from for half a year or that had never cued them before.

**R&R:** Gary, is there a difference between a talent's and a listener's perception of personality radio?

**GB:** There is a huge difference between what listeners consider personality and what radio people consider personality. Many times listeners are just looking for that warm, friendly voice in the morning, while the talent feels it's the amount of talking and bits that they do.

I always compare jocks to actors. In the movies the writers write the words, and it's up to the actors to make those words come alive on the screen. In radio a great talent can take a rather bland liner written by someone else and really make it sparkle. That's the big difference between good talent and great talent.

Many older morning show bits are no longer valid, while some are still doing great. Identifying them and convincing the talent to drop the bad ones is the key here. That's why I specialize in improving 25-54 ratings for AC radio stations, and, fortunate-



WANNA SEE MY BIG GREEN COUCH?

That's KALC (Alice 106)/Denver afternoon driver Denise Plante (r) enjoying a moment with former Denver Broncos QB John Elway. Guests who visit the Alice studios or station events sign the couch, which will be auctioned off in February 2003, with proceeds going to the Children's Hospital of Denver.

ly, my clients include some of the country's highest-rated AC stations.

We work together on all aspects, including air-talent development, music, rotations, positioning, marketing, etc. At the end of the day, our No. 1 goal is to improve the Arbitron performance.

**R&R:** Gary, is there anything you'd like to say about future talent?

**GB:** Talent has always driven the radio business and always will. Nothing makes a good station sound great like a strong jock behind the mike. Over the years I have been very fortunate to work with some of the greatest morning talent in the country, including Jim Harper at WMGC/Detroit, Salty Brine at WPRO/Providence, WJR/Detroit morning legend J.P. McCarthy and many other great stars.

Some say that the talent pool is

sider to be paramount to the success of a local morning show?

**SR:** Making sure the show understands their audience's interests and what the talent is feeling about those interests, freeing up talent to share their thoughts and their lives on the air and creating entertainment around those relevant content choices that makes people want to come back for more the next day.

It's very important to work with each morning show on several recurring strategic themes, their focus, their understanding of what the demo is all about, what the singular focus of their show is, improving the entertaining images through the talent's on-air character and idea development and setting the systems in place for the show to develop creatively.

All of these strategies get them to stand out and work cohesively as one group marching toward the same strategic goal.

**R&R:** If you owned a stick, what would your radio station sound like?

**SR:** The station would be focused musically, quite probably on contemporary-aged women — 25-44 — with a short playlist to maximize cume. It would be balanced with fun and entertaining local morning and afternoon teams and have fun, topical promotions. I'd market it year-round and keep it very, very local in its approach.

**GB:** Of course it would sound killer! Most important, it would serve the format hole in the market. I wouldn't necessarily do a format just because I liked it or knew how to do it, and if I weren't expert in the format, I'd hire a consultant.

Seriously, regardless of format, the basics of winning Arbitron ratings would be very much in place. I'd play the hits, make sure I had a unique and credible position and also make sure that the marketplace knew I was there.

Steve Reynolds is President of the Reynolds Group and can be reached at 919-233-1600. Gary Berkowitz is President of Berkowitz Broadcast Consulting and can be reached at 248-737-3727.

**"Most AC morning shows are fixable if you can identify their strengths and play off them rather than trying to make them into something that they are not."**

Gary Berkowitz

now a talent puddle. At times, that may seem to be true, but I am always looking for the next great talent. My advice to young and upcoming talent is to never give up, to always be in contact with the programming decisionmakers and, most important, to believe in yourself.

During these days of massive changes in our business, it's important for new and established talent to be as excited and motivated as if it were "the early days." Now, bring on the jingles and reverb!

**R&R:** Steve, what would you con-



LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
2	1	PHIL COLLINS Can't Stop Loving You (Atlantic)	2549	+158	345333	9	115/0
1	2	VANESSA CARLTON A Thousand Miles (A&M/Interscope)	2396	-58	293455	30	110/0
3	3	FAITH HILL Cry (Warner Bros.)	2358	-22	323208	12	115/0
4	4	KELLY CLARKSON A Moment Like This (RCA)	2169	+44	308572	11	101/2
6	5	SANTANA F/MICHELLE BRANCH The Game Of Love (Arista)	1804	+107	247671	8	104/4
5	6	FIVE FOR FIGHTING Superman (It's Not Easy) (Aware/Columbia)	1693	-67	212320	53	115/0
8	7	SHERYL CROW Soak Up The Sun (A&M/Interscope)	1510	-20	196127	28	98/1
7	8	ENRIQUE IGLESIAS Hero (Interscope)	1456	-206	199303	57	119/1
9	9	CELINE DION A New Day Has Come (Epic)	1439	-29	178329	41	113/0
11	10	LEANN RIMES Life Goes On (Curb)	1400	+7	136513	14	102/0
12	11	JOSH GROBAN To Where You Are (143/Reprise)	1250	-11	133722	34	108/0
10	12	DARYL HALL & JOHN OATES Do It For Love (BMG/Heritage)	1227	-171	118625	27	101/0
14	13	JIM BRICKMAN F/JANE KRAKOWSKI You (Windham Hill/RCA Victor)	1046	-3	102923	15	93/1
13	14	JOHN MAYER No Such Thing (Aware/Columbia)	1028	-100	142090	26	71/0
17	15	DARYL HALL & JOHN OATES Forever For You (U-Watch)	951	+226	102703	4	86/4
15	16	KELLIE COFFEY When You Lie Next To Me (BNA)	864	-127	86248	14	89/0
16	17	MARIAH CAREY Through The Rain (MonarC/IDJMG)	847	-77	89121	7	86/4
20	18	DIXIE CHICKS Landslide (Monument)	742	+88	132988	3	71/4
19	19	AVRIL LAVIGNE Complicated (Arista)	713	+11	126434	16	35/4
23	20	SHANIA TWAIN I'm Gonna Getcha Good! (Mercury)	675	+249	118665	3	74/9
18	21	NORAH JONES Don't Know Why (Blue Note/Virgin)	608	-97	71321	17	57/1
21	22	JAMES TAYLOR Whenever You're Ready (Columbia)	489	+23	80138	6	64/2
24	23	DJ SAMMY & YANOU Heaven (Candlelight) (Robbins)	451	+55	97249	5	32/2
22	24	CHRIS EMERSON All Because Of You (Monomoy)	410	-26	38603	9	61/1
Debut	25	ROD STEWART These Foolish Things (J)	376	+211	67580	1	59/4
29	26	TAMARA WALKER If Only (Curb)	316	+67	24198	2	57/5
Debut	27	PAUL SIMON Father And Daughter (Nick/Jive)	307	+72	28492	1	53/3
26	28	BENNY MARDONES I Want It All (Crazy Boy/Go-Kart)	294	-70	33920	5	31/2
—	29	GARFUNKEL/SHARP/MONDOLOCK Bounce (Manhattan)	252	+20	24190	3	45/2
28	30	KENNY G F/CHANTE MOORE One More Time (Arista)	244	-30	30168	15	38/0

120 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 11/10-11/16. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs between No. 11 and No. 15 are moved to recurrent after 50 weeks. Songs below No. 15 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from the Arbitron Company (copyright 2002, The Arbitron Company). (C) 2002, R&R, Inc.

**New & Active**

**JOHN MAYER** Your Body Is A Wonderland (Aware/Columbia)  
Total Plays: 227, Total Stations: 24, Adds: 3

**GRAHAM NASH** I'll Be There For You (Artemis)  
Total Plays: 208, Total Stations: 26, Adds: 1

**UNCLE KRACKER** In A Little While (Top Dog/Lava/Atlantic)  
Total Plays: 153, Total Stations: 16, Adds: 1

**CELINE DION** At Last (Epic)  
Total Plays: 89, Total Stations: 24, Adds: 13

**NITA WHITAKER** Heaven Holds The Ones I Love (LML)  
Total Plays: 70, Total Stations: 13, Adds: 2

**CHRISTINA AGUILERA** Beautiful (RCA)  
Total Plays: 62, Total Stations: 12, Adds: 7

**RIC SANDLER** Rubies (Rich ID)  
Total Plays: 33, Total Stations: 14, Adds: 4

**REGIE HAMM** Babies (Universal South)  
Total Plays: 23, Total Stations: 14, Adds: 5

Songs ranked by total plays

**Most Added.**  
www.rradds.com

ARTIST TITLE LABEL(S)	ADDS
CELINE DION At Last (Epic)	13
SHANIA TWAIN I'm Gonna Getcha Good! (Mercury)	9
CHRISTINA AGUILERA Beautiful (RCA)	7
TAMARA WALKER If Only (Curb)	5
REGIE HAMM Babies (Universal South)	5
SANTANA F/MICHELLE BRANCH The Game Of Love (Arista)	4
MARIAH CAREY Through The Rain (MonarC/IDJMG)	4
DARYL HALL & JOHN OATES Forever For You (U-Watch)	4
OIXIE CHICKS Landslide (Monument)	4
ROD STEWART These Foolish Things (J)	4
AVRIL LAVIGNE Complicated (Arista)	4
RIC SANDLER Rubies (Rich ID)	4

**MARIAH CAREY**  
*Through the rain*

MONITOR MAINSTREAM AC: 19\*  
R&R MAINSTREAM AC: 17

**Now ON OVER 100 AC STATIONS**

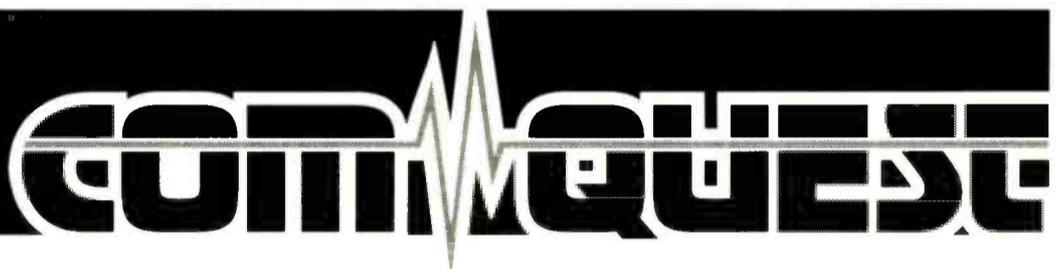
ALBUM IN STORES DECEMBER 3<sup>RD</sup>

**Most Increased Plays**

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
SHANIA TWAIN I'm Gonna Getcha Good! (Mercury)	+249
DARYL HALL & JOHN OATES Forever For You (U-Watch)	+226
ROD STEWART These Foolish Things (J)	+211
DIDO Thankyou (Arista)	+179
PHIL COLLINS Can't Stop Loving You (Atlantic)	+158
SANTANA F/MICHELLE BRANCH The Game Of Love (Arista)	+107
JO DEE MESSINA Bring On The Rain (Curb)	+91
HUEY LEWIS & GWYNETH PALTROW Cruisin' (Hollywood)	+89
DIXIE CHICKS Landslide (Monument)	+88
KATHY MATTEA They Are The Roses (Narada)	+74

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

**CALLOUT YOU CAN COUNT ON.**



- ✓ Out-of-house weekly research from our West Coast call center
- ✓ In-house Interactive Callout using the ComQuest system
- ✓ Internet-based Music & Perceptual Research

**619-659-3600 • www.callout.com**

**RateTheMusic.com**  
BY MEDIABASE™

America's Best Testing AC Songs 12+  
For The Week Ending 11/22/02.

Artist Title (Label)	TW	LW	Familiarity	Burn	TD	Familiarity	Burn
PHIL COLLINS Can't Stop Loving You (Atlantic)	4.06	3.98	88%	11%	4.08	89%	11%
SANTANA F/MICHELLE BRANCH The Game Of Love (Arista)	3.99	3.94	85%	12%	4.03	82%	10%
HALL & OATES Do It For Love (BMG Heritage)	3.98	3.95	83%	15%	4.02	86%	15%
LEANN RIMES Life Goes On (Curb)	3.97	3.93	86%	16%	3.97	83%	18%
CELINE DION A New Day Has Come (Epic)	3.89	3.84	96%	34%	3.83	96%	36%
DARYL HALL & JOHN OATES Forever For You (U-Watch)	3.88	3.94	55%	8%	3.97	56%	7%
FAITH HILL Cry (Warner Bros.)	3.87	3.72	95%	22%	3.83	95%	23%
JIM BRICKMAN F/JANE KRAKOWSKI You (Windham Hill/RCA Victor)	3.87	3.88	70%	11%	3.92	71%	11%
KENNY G F/CHANTE MOORE One More Time (Arista)	3.85	3.82	63%	11%	3.90	65%	10%
JOSH GROBAN To Where You Are (143/Reprise)	3.82	3.82	85%	26%	3.94	87%	24%
VANESSA CARLTON A Thousand Miles (A&M/Interscope)	3.80	3.74	92%	36%	3.83	90%	35%
KELLY CLARKSON A Moment Like This (RCA)	3.79	3.70	94%	32%	3.87	94%	32%
JOHN MAYER No Such Thing (Aware/Columbia)	3.77	3.84	83%	23%	3.80	80%	21%
SHERYL CROW Soak Up The Sun (A&M/Interscope)	3.73	3.68	97%	40%	3.75	95%	39%
FIVE FOR FIGHTING Superman (It's Not Easy) (Aware/Columbia)	3.73	3.59	96%	48%	3.77	96%	46%
PAUL SIMON Father And Daughter (Nick/Jive)	3.71	-	25%	4%	3.82	24%	4%
ENRIQUE IGLESIAS Hero (Interscope)	3.70	3.67	98%	49%	3.78	98%	47%
SHANIA TWAIN I'm Gonna Getcha (Good) (Mercury)	3.62	3.76	70%	13%	3.61	68%	15%
DJ SAMMY Heaven (Candlelight Remix) (Robbins)	3.62	3.53	66%	18%	3.62	64%	17%
DIXIE CHICKS Landslide [Sheryl Crow Remix] (Monument)	3.59	3.58	74%	16%	3.62	73%	16%
KELLIE COFFEY When You Lie Next To Me (BNA)	3.55	3.50	62%	18%	3.61	64%	18%
AVRIL LAVIGNE Complicated (Arista)	3.53	3.51	91%	38%	3.63	88%	36%
JAMES TAYLOR Whenever You're Ready (Columbia)	3.52	3.63	47%	11%	3.60	47%	9%
CHRIS EMERSON All Because Of You (Monomoy)	3.51	3.43	42%	8%	3.52	43%	8%
BENNY MARDONES I Want It All (Crazy Boy/Go Kart)	3.43	-	34%	7%	3.50	36%	6%
NORAH JONES Don't Know Why (Blue Note/Virgin)	3.38	3.44	75%	25%	3.41	73%	23%
ANASTACIA You'll Never Be Alone (Epic)	3.34	3.50	42%	10%	3.37	43%	9%
TAMARA WALKER If Only (Curb)	3.31	-	33%	7%	3.36	34%	7%
ART GARFUNKEL Bounce (Manhattan)	3.27	-	34%	9%	3.28	36%	10%
MARIAH CAREY Through The Rain (MonarC/IDJMG)	3.05	3.12	68%	21%	2.84	69%	24%

Total sample size is 276 respondents. Total average favorability estimates are based on a scale of 1-5. (1=dislike very much, 5=like very much). Total familiarity represents the percentage of respondents who recognized the song. Total burn represents the number of respondents who said they are tired of hearing the song. Sample composition is based on persons 12+. TD = Target Demo (Females 25-54). Persons are screened via the Internet. Once passed, they can take the music test based on their format/music preference. RateTheMusic.com results are not meant to replace callout research. The results are intended to show opinions of participants on the Internet only. RateTheMusic is a registered trademark of RateTheMusic.com. The RTM system is available for local radio stations by calling 818-377-5300. RateTheMusic.com data is provided by Mediabase Research, A division of Premiere Radio Networks.

**Indicator**

**Most Added**

- SHANIA TWAIN I'm Gonna Getcha Good! (Mercury)
- UNCLE KRACKER In A Little While (Top Dog/Lava/Atlantic)
- CELINE DION At Last (Epic)
- REGIE HAMM Babies (Universal South)
- LAURA PAUSINI Surrender (Atlantic)
- SPLENDER The Loneliest Person I Know (J)

**Recurrents**

ARTIST TITLE LABEL(S)	TOTAL PLAYS
MATCHBOX TWENTY If You're Gone (Lava/Atlantic)	1185
DIDO Thankyou (Arista)	1067
LEE ANN WOMACK I Hope You Dance (MCA/Universal)	1036
ENYA Only Time (Reprise)	957
LONESTAR I'm Already There (BNA)	937
TRAIN Drops Of Jupiter (Tell Me) (Columbia)	858
HUEY LEWIS & GWYNETH PALTROW Cruisin' (Hollywood)	836
SAVAGE GARDEN I Knew I Loved You (Columbia)	831
CELINE DION I'm Alive (Epic)	831
UNCLE KRACKER Follow Me (Top Dog/Lava/Atlantic)	766
JO DEE MESSINA Bring On The Rain (Curb)	735
FAITH HILL The Way You Love Me (Warner Bros.)	671
'N SYNC This I Promise You (Jive)	666
LEANN RIMES I Need You (Curb)	617
FAITH HILL There You'll Be (Warner Bros.)	600
CELINE DION That's The Way It Is (Epic)	553
MARC ANTHONY You Sang To Me (Columbia)	525

**Reporters**

<p>WYJB/Albany, NY * OM: Michael Morgan PD: Chris Holmberg MD: Chad O'Hara RIC SANDLER "Rubies"</p> <p>KMGK/Albuquerque, NM * OM: Kris Abrams MD: Jenna James CELINE DION "Last"</p> <p>WLEW/Allentown, PA * PD: Chuck Gelger APD/MD: Sam Malone TAMARA WALKER "Only"</p> <p>KYMG/Anchorage, AK PD: Dave Flavin No Adds</p> <p>WPCH/Atlanta, GA * PD: Dave Dillon KIZ &amp; LOGGINS "December" JO DEE MESSINA "Werry" JOHN TESH "Gift"</p> <p>WFPB/Atlantic City, NJ * PD: Gary Guida MD: Marlene Aqua No Adds</p> <p>WBBQ/Augusta, GA * No Adds</p> <p>KKMJ/Austin, TX * PD: Alex O'Neill MD: Shelly Knight RIC SANDLER "Rubies"</p> <p>KGFM/Bakersfield, CA * OM: Bob Lewis PD/MD: Chris Edwards No Adds</p> <p>KKDL/Bakersfield, CA * PD/MD: Kenn McCleod No Adds</p> <p>WLIF/Baltimore, MD * MD: Mark Thoner No Adds</p> <p>WBBS/Baton Rouge, LA * PD: Don Gosselin MD: Michelle Southern AVRIL LAVIGNE "Complicate" RIC SANDLER "Rubies"</p> <p>WNYJ/Biloxi-Gulfport, MS * PD: Walter Brown SHANIA TWAIN "Getcha"</p> <p>WYSF/Birmingham, AL * PD: Jeff Tyson APD/MD: Valerie Vining JOHN TESH "Christmas"</p> <p>KKLT/Boise, ID * PD: Tobin Jeffries No Adds</p>	<p>WMJX/Boston, MA * PD: Don Kelley APD: Candy O'Terry MD: Mark Lawrence No Adds</p> <p>WEBC/Bridgeport, CT * PD: Curtis Hanson MD: Danny Lyons No Adds</p> <p>WEZN/Bridgeport, CT * PD/MD: Steve Marcus No Adds</p> <p>WJYE/Buffalo, NY * PD: Joe Chille CELINE DION "Last" SHANIA TWAIN "Getcha"</p> <p>WHBC/Canton, OH * PD: Terry Simmons MD: Kayleigh Kriss No Adds</p> <p>WSUY/Charleston, SC * PD: Loyd Ford MD: Randy Wilcox No Adds</p> <p>WOFF/Chattanooga, TN * PD: Danny Howard No Adds</p> <p>WLIT/Chicago, IL * OM: Bob Kaake MD: Eric Ritchie 11 HALL &amp; OATES "Forever"</p> <p>WNND/Chicago, IL * MD: Haynes Johns No Adds</p> <p>WRRM/Cincinnati, OH * OM: T.J. Holland APD/MD: Ted Morro No Adds</p> <p>WDDK/Cleveland, OH * PD: Scott Miller ROD STEWART "Foolish" TAMARA WALKER "Only"</p> <p>KKLI/Colorado Springs, CO * OM: Kevin Callahan MD: Joel Navarro No Adds</p> <p>WTCB/Columbia, SC * PD/MD: Brent Johnson CHRISTINA AGUILERA "Beautiful"</p> <p>WSNY/Columbus, OH * PD: Chuck Knight MD: Steve Cherry No Adds</p> <p>KKBA/Corpus Christi, TX * OM: Audrey Malkam PD/MD: Jason Reid CELINE DION "Last"</p>	<p>KVIL/Dallas-Ft. Worth, TX * OM: Kurt Johnson 8 AVRIL LAVIGNE "Complicate"</p> <p>WLQT/Dayton, OH * PD/MD: Sandy Collins No Adds</p> <p>KOSI/Denver-Boulder, CO * PD: Mark Edwards APD/MD: Steve Hamilton 2 JOHN TESH "Christmas" 1 KIZ &amp; LOGGINS "December"</p> <p>KLTV/Des Moines, IA * OM: Jim Schaefer PD/MD: Tim White No Adds</p> <p>WNIC/Detroit, MI * PD: Lori Bennett No Adds</p> <p>WOOF/Dothan, AL GMP/MD: Leigh Simpson No Adds</p> <p>KTSM/El Paso, TX * PD/MD: Bill Toie APD: Sam Cassiano No Adds</p> <p>WXKC/Erie, PA PD: Ron Arien MD: Scott Stevens No Adds</p> <p>WIKY/Evansville, IN PD/MD: Mark Baker 1 LAURA PAUSINI "Surrender"</p> <p>WCRZ/Ft. Myers, FL * OM: J. Patrick MD: George McIntyre No Adds</p> <p>KTRF/Ft. Collins, CO * PD/MD: Mark Callaghan No Adds</p> <p>WGYL/Ft. Pierce, FL * PD: Mike Fitzgerald APD/MD: Juan O'Reilly 9 DJ SAMMY &amp; YANGLU "Heaven 2" 6 BENNY MARDONES "Want" RITA WHITAKER "Heaven" JOHN MAYER "Body"</p> <p>WAJF/Ft. Wayne, IN * OM: Lee Tobin PD: Barb Richards MD: Jim Barron 11 BRICKMAN/KRACKOWSKI "You" 6 HALL &amp; OATES "Forever" CELINE DION "Last" OPERATICA "Shine"</p> <p>WAFY/Frederick, MD PD: Norman Henry Schmidt REGIE HAMM "Babies" SPLENDER "Person"</p>	<p>WTKK/Gainesville, FL * OM: Kevin Ray 1 GRAHAM NASH "There" CHRISTINA AGUILERA "Beautiful" ROD STEWART "Foolish"</p> <p>WLHT/Grand Rapids, MI * PD: Bill Bailey APD/MD: Mary Turner CELINE DION "Last"</p> <p>WOOD/Grand Rapids, MI * PD: John Patrick JOHN TESH "Christmas" JOSH GROBAN "Night" KENNY G "Deck"</p> <p>WMAG/Greensboro, NC * No Adds</p> <p>WMYI/Greenville, SC * PD: Greg McKinney No Adds</p> <p>WSPA/Greenville, SC * PD: Brian Taylor 7 GARFUNKEL/SHARP "Bounce" 1 SANTANA F/BRANCH "Game"</p> <p>WRCH/Hartford, CT * PD: Allan Camp MD: Joe Hann No Adds</p> <p>KRTR/Honolulu, HI * PD: Wayne Maria MD: Chris Hart CHRISTINA AGUILERA "Beautiful"</p> <p>KBIG/Los Angeles, CA * PD: Jhani Kaye APD/MD: Robert Archer No Adds</p> <p>KSSK/Honolulu, HI * PD/MD: Paul Wilson 16 SANTANA F/BRANCH "Game" 6 AVRIL LAVIGNE "Complicate" JAMES TAYLOR "Ready" SHANIA TWAIN "Getcha"</p> <p>WAHR/Huntsville, AL * PD: Rob Harder MD: Bonny O'Brien AVRIL LAVIGNE "With" CELINE DION "Last"</p> <p>WPEZ/Macon, GA PD: Laura Worth No Adds</p> <p>WNGN/Madison, WI * VPP/Prog: Pat O'Neill APD/MD: Mark Van Allen SHANIA TWAIN "Getcha"</p> <p>KVLY/McAllen, TX * PD/MD: Alex Duran No Adds</p> <p>WLRQ/Melbourne, FL * PD: Jeff McKeel 3 RITA WHITAKER "Heaven" LAURA PAUSINI "Surrender"</p> <p>WRVR/Memphis, TN * OM: Jerry Dean MD: Kramer CELINE DION "Last"</p>	<p>WDLR/Kalamazoo, MI OM: Ken Lampert APD/MD: Brian Wertz No Adds</p> <p>KSRC/Kansas City, MO * OM: Jon Zeller MD: Jeanne Ashley No Adds</p> <p>KUOL/Kansas City, MO * PD: Dan Hurst PAUL SIMON "Father"</p> <p>WJXB/Knoxville, TN * PD/MD: Vance Dillard DIXIE CHICKS "Landslide"</p> <p>KTDY/Lafayette, LA * PD: C.J. Clements MD: Steve Wiley ROD STEWART "Foolish"</p> <p>WFMK/Lansing, MI * PD: Chris Reynolds No Adds</p> <p>KMZQ/Las Vegas, NV * OM: Cal Thomas APD/MD: Charese Fruge No Adds</p> <p>KSNE/Las Vegas, NV * OM: Cal Thomas PD: Tom Chase MD: John Berry CHRISTINA AGUILERA "Beautiful"</p> <p>KBIG/Los Angeles, CA * PD: Jhani Kaye APD/MD: Robert Archer No Adds</p> <p>KOST/Los Angeles, CA * PD: Jhani Kaye APD/MD: Stella Schwartz No Adds</p> <p>WVEZ/Louisville, KY * APD/MD: Joe Fedele No Adds</p> <p>WPEZ/Macon, GA PD: Laura Worth No Adds</p> <p>WNGN/Madison, WI * VPP/Prog: Pat O'Neill APD/MD: Mark Van Allen SHANIA TWAIN "Getcha"</p> <p>KVLY/McAllen, TX * PD/MD: Alex Duran No Adds</p> <p>WLRQ/Melbourne, FL * PD: Jeff McKeel 3 RITA WHITAKER "Heaven" LAURA PAUSINI "Surrender"</p> <p>WRVR/Memphis, TN * OM: Jerry Dean MD: Kramer CELINE DION "Last"</p>	<p>WMGD/Middlesex, NJ * PD: Tim Tefft No Adds</p> <p>WLTO/Milwaukee, WI * PD/MD: Stan Atkinson No Adds</p> <p>WLTE/Minneapolis, MN * PD/MD: Gary Nolan 9 AVRIL LAVIGNE "Complicate" 5 CELINE DION "Last" CHRISTINA AGUILERA "Beautiful" REGIE HAMM "Babies" RIC SANDLER "Rubies"</p> <p>WMXC/Mobile, AL * PD: Dan Mason MD: Mary Booth No Adds</p> <p>KJSN/Modesto, CA * PD/MD: Gary Michaels No Adds</p> <p>WOBM/Monmouth-Ocean, NJ * OM: Dan Turi 5 HALL &amp; OATES "Forever" 4 SHANIA TWAIN "Getcha" 4 DIXIE CHICKS "Landslide"</p> <p>KWAV/Monterey-Salinas, CA * PD/MD: Bernie Moody CHRISTINA AGUILERA "Beautiful" REGIE HAMM "Babies" CELINE DION "Last"</p> <p>WALK/Nassau-Suffolk, NY * PD/MD: Rob Miller No Adds</p> <p>WKJY/Nassau-Suffolk, NY * PD: Bill George MD: Jodi Vale NORAH JONES "Know" TAMARA WALKER "Only"</p> <p>WLWG/New Orleans, LA * PD/MD: Steve Suter CELINE DION "Last"</p> <p>WLTV/New York, NY * OM: Jim Ryan No Adds</p> <p>WWDE/Norfolk, VA * OM: Don London APD/MD: Jeff Moreau No Adds</p> <p>KMGL/Oklahoma City, OK * PD: Jeff Couch MD: Steve O'Brien No Adds</p> <p>KEFM/Omaha, NE * OM: Steve Albersen APD: Jeff Larson 2 CELINE DION "Goodbye's" 1 DIXIE CHICKS "Landslide"</p>	<p>WMGF/Orlando, FL * PD: Ken Payne MD: Brenda Matthews No Adds</p> <p>WMEZ/Pensacola, FL * PD/MD: Kevin Peterson 6 MARIAH CAREY "Rain" 1 ROD STEWART "Foolish"</p> <p>WBEB/Philadelphia, PA * PD: Chris Conley JAMES TAYLOR "Ready" SHANIA TWAIN "Getcha"</p> <p>KESZ/Phoenix, AZ * PD: Shaun Holly No Adds</p> <p>KKLT/Phoenix, AZ * PD: Joel Grey No Adds</p> <p>WLTJ/Pittsburgh, PA * PD: Chuck Stevens REGIE HAMM "Babies"</p> <p>WSSH/Pittsburgh, PA * PD: Ron Anli GARY FUNKEL/SHARP "Bounce"</p> <p>WHOM/Portland, ME PD: Tim Moore No Adds</p> <p>KKCW/Portland, OR * PD/MD: Bill Mincker No Adds</p> <p>WWVI/Providence, RI * PD/MD: Tom Holt No Adds</p> <p>WRAL/Raleigh-Durham, NC * OM: Joe Wade Formicola MD: Jim Kelly SHANIA TWAIN "Getcha"</p> <p>WRSN/Raleigh-Durham, NC * PD: Bob Bronson MD: Dave Horn PAUL SIMON "Father"</p> <p>KRNO/Reno, NV * PD: Dan Fritz CHRISTINA AGUILERA "Beautiful"</p> <p>WTVR/Richmond, VA * PD: Bill Cahill No Adds</p> <p>WSLO/Rockledge-Lynchburg, VA * PD: Don Morrison MD/ADP: Dick Daniels No Adds</p> <p>WRMM/Rochester, NY * OM: John McCrae MD: Teresa Taylor 20 ENRIQUE IGLESIAS "Hero" HALL &amp; OATES "Forever"</p>	<p>WMAF/Springfield, MA * PD: Ken Payne MD: Brenda Matthews No Adds</p> <p>KGBY/Sacramento, CA * PD/MD: Brad Waldo No Adds</p> <p>KYMX/Sacramento, CA * DH/Prog: Mark Evans PD: Bryan Jackson MD: Dave Diamond JAMES TAYLOR "Ready" SHANIA TWAIN "Getcha"</p> <p>KEZK/St. Louis, MO * PD: Smokey Rivers MD: Jim Doyle No Adds</p> <p>KBEE/Salt Lake City, UT * No Adds</p> <p>KSFV/Salt Lake City, UT * OM: Alan Hake APD/MD: Lance Balance 3 SANTANA F/BRANCH "Game"</p> <p>KDXT/San Antonio, TX * PD: Ed Scarborough MD: Tom Graye No Adds</p> <p>KBAY/San Jose, CA * PD: Jim Murphy MD: Bob Koltz 3 CELINE DION "Last"</p> <p>KSBL/Santa Barbara, CA MD: Nancy Newcomer No Adds</p> <p>KLSY/Seattle-Tacoma, WA * PD: Tony Coles MD: Dana Thomas 2 SHANIA TWAIN "Getcha"</p> <p>KRWM/Seattle-Tacoma, WA * PD: Tony Coles MD: Laura Dane 2 MARIAH CAREY "Rain"</p> <p>KVLI/Shreveport, LA * OM: Gary McCoy PD/MD: Stephanie Huffman CHRISTINA AGUILERA "Beautiful" REGIE HAMM "Babies"</p> <p>WNSW/South Bend, IN PD/MD: Jim Roberts 6 UNCLE KRACKER "Little"</p> <p>KISC/Spokane, WA * PD: Rob Harder MD: Dawn Marcel 3 MARIAH CAREY "Rain"</p> <p>KXLY/Spokane, WA * PD: Steve Taylor MD: Steve Knight No Adds</p>	<p>WEAT/West Palm Beach, FL * PD: Rick Shockey APD/MD: Chad Pury 1 DIXIE CHICKS "Landslide"</p> <p>WHUD/Westchester, NY * OM: Steve Petrone MD/ADP: Tom Furci 2 BENNY MARDONES "Want" JOHN MAYER "Body" UNCLE KRACKER "Little"</p> <p>KRBB/Wichita, KS * PD: Lyman James CHRIS EMERSON "Because" REGIE HAMM "Babies"</p> <p>WMTX/Tampa, FL * PD: Tony Florentino MD: Bobby Rich CELINE DION "Last"</p> <p>WRVF/Toledo, OH * PD: Bill Michaels MD: Mark Andrews No Adds</p> <p>KMXZ/Tucson, AZ * OM: Buddy Van Arsdale PD: Bobby Rich APD/MD: Leslie Lols 5 KELLY CLARKSON "Moment" 3 MARIAH CAREY "Rain"</p> <p>WLZW/Utica-Rome, NY PD: Peter Naughton 2 SHANIA TWAIN "Getcha"</p> <p>WASH/Washington, DC * PD: Steve Alan No Adds</p> <p>1 PAUL SIMON "Father" TAMARA WALKER "Only"</p>
--	--	---	---	--	---	---	---	--

**\* Monitored Reporters**  
137 Total Reporters

**120 Total Monitored**

**17 Total Indicator**  
15 Current Indicator Playlists

**Did Not Report, Playlist Frozen (1):**  
KEZA/Fayetteville, AR

**Did Not Report For Three Consecutive Weeks; Data Not Used (1):**  
WSWT/Peoria, IL

## ON THE RECORD

With  
**Mike Lewis**  
PD, KRDO/Colorado Springs



There's so much great music, I don't know where to start. Everyone seems to think they can't get enough of No Doubt's "Underneath It All." And, of course, Santana & Michelle Branch's "The Game of Love" is burning up the phones. • We're getting strong female calls for John Mayer's "Your Body Is a Wonderland." Uncle Kracker's last hit was very popular with our listeners, and "In a Little While" is doing great too. • We just went on Sixpence None The Richer's "Breathe Your Name," and the phones lit up. There's no shortage of great songs: We're also in love with Norah Jones, Kelly Clarkson, Avril Lavigne and Lifehouse. • Now we just need lots of snow in the mountains, and life will really be good in Colorado!

**A**rista's got a one-two punch! For the fourth consecutive week the label holds the No. 1 and No. 2 spots on the Hot AC chart. **Santana & Michelle Branch's** "The Game of Love" sits on top for the second week while **Avril Lavigne's** "Complicated" holds on at No. 2 for another week. The biggest jump this week goes to Monument/Columbia's **Dixie Chicks**, as "Landslide" vaults 27-21\* with an additional 309 plays ... **No Doubt** featuring **Lady Saw** perch "Underneath It All" (Interscope); they're at No. 4 for another week with an increase of 251 plays ... Debuting at Hot AC is another one from Arista, **Avril Lavigne's** "I'm With U." Also entering the chart are **Titiyo's** "Come Along" (Lava), **Dave Mathews Band's** "Grey Street" (RCA) and **Phil Collins' "Can't Stop Loving You"** (Atlantic), which also powers back to the No. 1 spot at AC with a very healthy 153-play lead over the second-place record ... Also at AC: **Shania Twain's** "I'm Gonna Getcha Good!" (Mercury/IDJMG) nails Most Increased for another week. It's up 249 and moves 23-20\* ... In a tight part of the chart **Daryl Hall & John Oates** grab the silver medal in the Most Increased category with an impressive 226 additional plays for "Forever for You" (U-Watch), which moves 17-15\* ... Two legends debut this week: **Paul Simon**, with "Father & Daughter" (Jickelodeon/Jive), and **Rod Stewart**, with "These Foolish Things" (J).



— Kid Kelly, AC/Hot AC Editor

## artist activity

**ARTIST: Shania Twain**

**LABEL: Mercury/IDJMG**

By **KID KELLY**/AC-HOT AC EDITOR



**M**emo to radio: She's back, and it's time to get *Up!* That's right. Shania Twain is back with her first studio album since 1997's *Come On Over*, and the new album, like Shania herself, is simply amazing. The debut single, "I'm Gonna Getcha Good!" was co-written by Twain and her husband and producer, rock veteran Robert John "Mutt" Lange, and it's already rocketed up the Country charts. If Twain's impressive past is any indication, it will quickly do the same in the Hot AC and AC worlds.

The song is written and performed with Twain's trademark playfulness and brims with the same feminine confidence that has made her so successful to date. "In my experience, it's more typical to run into guys with such confidence when it comes to women. I thought it would be fun to write with that same confidence, but from a woman's point of view," she says about the debut single on her official website at [www.shania-twain.com](http://www.shania-twain.com). "I wanted the first single to reflect that playful attitude, because I want people to relate to the Shania they already know at the same time as they're hearing a new, fresh sound."

Everything about Shania is fresh: *Up!*, released Nov. 19, was recently selected as the most anticipated album in a poll at CountryStars.com, beating out serious competition from fellow crossover queens Faith Hill, The Dixie Chicks and Lee Ann Womack. Factor in Twain's SoundScan award for the best-selling album of the last decade with *Come On Over*, and it's easy to see why millions of fans can't wait for her new project. To further tease her fans' appetite for *Up!* she made a song a day from the album available for streaming on her website in the days leading up to the release.

So what don't we know about Shania Twain? *Come On Over* sold more than 34 million cop-

ies worldwide, making it the most successful album of all time by a female solo artist. Her awards, honors and accolades are already endless, but you may find it interesting to learn that Twain has reinvented herself and intends to reach even greater heights with *Up!* She says, "We wanted to put something together that was bigger and better, and the whole thing is so much bigger and better than anything I've done in the past."

She's not kidding. After the whirlwind of activity that followed *Come On Over's* success, Twain took a break at home in Switzerland, where she and Lange became parents for the first time. The couple then hopscotched the globe in search of new lyrical and musical inspiration. The end result is an album that Twain says reflects a new level for them both. "Mutt and I as a team put more into this record than ever before," she says. "We really have gone totally all out. We've labored over it, and I'm completely thrilled with the results."

Shania Twain is one of the most powerful women in music today, and she's married to her soulmate and songwriting confidant. A superstar who is instantly recognized by millions, she's currently laying the groundwork for an international tour in early 2003. Add in countless radio and television appearances worldwide, plus solid airplay from across radio formats, and it's obvious: Shania's back, and she's here to stay!



# HIRE US TO GET RID OF YOUR OLD BAG!

And we'll get you into

one of these

{ Stylish }

mini tote bags

with a custom imprint



{ natural duck }  
**{ \$1.95 }** {100 pc. minimum}

{ 800-786-8011 }  
 { [www.resultsmarketing.com](http://www.resultsmarketing.com) }

# R&R Hot AC Top 40

November 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	SANTANA F/MICHELLE BRANCH The Game Of Love (Arista)	3502	+139	348348	9	88/0
2	2	AVRIL LAVIGNE Complicated (Arista)	3215	-92	321062	32	87/0
3	3	CREED One Last Breath (Wind-up)	3174	-31	280273	26	76/0
4	4	NO DOUBT F/LADY SAW Underneath It All (Interscope)	3095	+251	337964	9	81/0
5	5	JOHN MAYER Your Body Is A Wonderland (Aware/Columbia)	2834	+157	300104	15	81/0
7	6	UNCLE KRACKER In A Little While (Top Dog/Lava/Atlantic)	2669	+153	238717	14	83/1
6	7	DAVE MATTHEWS BAND Where Are You Going (RCA)	2442	-94	236271	27	72/0
8	8	MATCHBOX TWENTY Disease (Atlantic)	2430	+87	264865	8	80/0
10	9	JIMMY EAT WORLD The Middle (DreamWorks)	2022	-44	187292	36	77/0
9	10	VANESSA CARLTON A Thousand Miles (A&M/Interscope)	1999	-112	174969	38	75/0
11	11	JOHN MAYER No Such Thing (Aware/Columbia)	1925	-75	203401	40	68/0
13	12	NORAH JONES Don't Know Why (Blue Note/Virgin)	1884	-34	211718	22	65/0
14	13	CALLING Wherever You Will Go (RCA)	1849	-2	174675	61	80/0
12	14	SHERYL CROW Soak Up The Sun (A&M/Interscope)	1770	-213	150740	39	75/0
16	15	JOHN RZEZNIK I'm Still Here (Jim's Theme) (Walt Disney/Hollywood)	1523	+126	163260	6	72/0
15	16	MICHELLE BRANCH Goodbye To You (Maverick/WB)	1428	-89	156079	18	56/0
17	17	LIFEHOUSE Spin (DreamWorks)	1317	+42	102113	12	54/2
18	18	SIXPENCE NONE THE RICHER Breathe Your Name (Reprise/Curb)	1252	+3	123814	9	66/0
19	19	TORI AMOS A Sorta Fairytale (Epic)	1167	+158	139293	7	58/2
20	20	RED HOT CHILI PEPPERS Zephyr Song (Warner Bros.)	1121	+125	116443	5	56/4
27	21	DIXIE CHICKS Landslide (Monument)	1065	+309	128321	4	45/5
23	22	DANA GLOVER Thinking Over (DreamWorks)	983	+109	65338	11	44/1
26	23	FAITH HILL Cry (Warner Bros.)	801	+32	63684	8	43/0
22	24	AVRIL LAVIGNE Sk8er Boi (Arista)	797	-85	79436	10	30/0
21	25	COLDPLAY In My Place (Capitol)	767	-161	87807	18	50/0
25	26	MADONNA Die Another Day (Maverick/WB)	762	-9	55697	6	31/0
24	27	PINK Just Like A Pill (Arista)	711	-162	95401	16	23/0
29	28	VANESSA CARLTON Ordinary Day (A&M/Interscope)	530	-79	75332	7	16/1
28	29	KELLY CLARKSON A Moment Like This (RCA)	512	-113	34236	7	23/0
40	30	KID ROCK W/SHERYL CROW Picture (Lava/Atlantic)	470	+144	46545	2	30/6
30	31	HOOBASTANK Running Away (Island/IDJMG)	468	-87	38595	13	18/0
35	32	STEREO FUSE Everything (EO/Wind-up)	409	+24	29359	5	35/5
38	33	JACK JOHNSON Bubble Toes (Enjoy/Universal)	401	+48	53372	2	31/6
34	34	WALLFLOWERS When You're On Top (Interscope)	392	-3	58288	6	32/2
36	35	BRUCE SPRINGSTEEN Lonesome Day (Columbia)	382	+13	50935	2	32/0
Debut	36	AVRIL LAVIGNE I'm With You (Arista)	366	+182	45174	1	39/24
Debut	37	TITIYO Come Along (Lava/Atlantic)	361	+45	24201	1	30/0
31	38	LEANN RIMES Life Goes On (Curb)	360	-119	23342	13	24/0
Debut	39	DAVE MATTHEWS BAND Grey Street (RCA)	339	+216	50706	1	39/14
Debut	40	PHIL COLLINS Can't Stop Loving You (Atlantic)	329	+30	26244	1	17/0

89 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 11/10-11/16. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 15 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from the Arbitron Company (copyright 2002. The Arbitron Company). (C) 2002, R&R, Inc.

## Most Added

www.rradds.com

ARTIST TITLE LABEL(S)	ADDS
AVRIL LAVIGNE I'm With You (Arista)	24
3 DOORS DOWN When I'm Gone (Republic/Universal)	22
SHERYL CROW C'mon, C'mon (A&M/Interscope)	16
DAVE MATTHEWS BANO Grey Street (RCA)	14
CREED Don't Stop Dancing (Wind-up)	10
VONRAY Inside Out (Elektra/EEG)	7
JACK JOHNSON Bubble Toes (Enjoy/Universal)	6
KID ROCK W/SHERYL CROW Picture (Lava/Atlantic)	6
DIXIE CHICKS Landslide (Monument)	5
STEREO FUSE Everything (EO/Wind-up)	5
COUNTING CROWS Big Yellow Taxi (Geffen/Interscope)	5
OK GO Get Over It (Capitol)	5

# Shania Twain

"I'M GONNA GETCHA GOOD!"

From her new album **UP!** IN STORES NOW!

NEW THIS WEEK: WZPL & WTSS

Nov. 26th Today Show



## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
DIXIE CHICKS Landslide (Monument)	+309
NO DOUBT F/LADY SAW Underneath It All (Interscope)	+251
DAVE MATTHEWS BAND Grey Street (RCA)	+216
AVRIL LAVIGNE I'm With You (Arista)	+182
TORI AMOS A Sorta Fairytale (Epic)	+158
JOHN MAYER Your Body Is A Wonderland (Aware/Columbia)	+157
UNCLE KRACKER In A Little While (Top Dog/Lava/Atlantic)	+153
KID ROCK W/SHERYL CROW Picture (Lava/Atlantic)	+144
SANTANA F/MICHELLE BRANCH The Game Of Love (Arista)	+139
COUNTING CROWS Big Yellow Taxi (Geffen/Interscope)	+139

R&R Station Playlists have moved to the web.  
See all of our monitored reporters at  
[www.radioandrecords.com](http://www.radioandrecords.com)

# How to score with women.

## Music, Flirting, Fun, Fantasy.

Alan Kabel is a proven Hot AC Talent 7pm to Midnight.  
Get info. Get the demo. Get women.

Seattle 800.426.9082

**Alan Kabel**  
Hot AC's **Night Guy**

Daypart Personalities 24 Hour Formats News & Talk Music Programming & Consulting Research & Prep

**JONES RADIO NETWORKS**  
jonesradio.com





America's Best Testing Hot AC Songs 12+ For The Week Ending 11/22/02.

Arist	Title (Label)	TW	LW	Familiarity	Burn	TD	Familiarity	Burn
LIFEHOUSE	Spin (DreamWorks)	4.10	4.11	71%	9%	4.07	72%	12%
HOOBASTANK	Running Away (Island/IDJMG)	4.01	-	82%	22%	4.09	80%	20%
MATCHBOX TWENTY	Disease (Atlantic)	3.97	3.99	80%	11%	4.01	84%	13%
JIMMY EAT WORLD	The Middle (DreamWorks)	3.96	3.91	94%	45%	3.95	95%	48%
SANTANA F/MICHELLE BRANCH	The Game Of Love (Arista)	3.92	3.95	89%	19%	3.92	91%	21%
JOHN MAYER	No Such Thing (Aware/Columbia)	3.90	3.91	90%	37%	3.87	90%	41%
JOHN RZEZNIK	I'm Still Here (Jim's Theme) (Walt Disney/Hollywood)	3.88	3.95	50%	5%	3.90	55%	4%
MICHELLE BRANCH	Goodbye To You (Maverick/WB)	3.85	3.92	88%	27%	3.90	90%	27%
COLDPLAY	In My Place (Capitol)	3.84	3.88	74%	16%	3.90	75%	16%
CALLING	Wherever You Will Go (RCA)	3.83	3.83	96%	45%	3.81	98%	50%
CREED	One Last Breath (Wind-up)	3.80	3.75	94%	39%	3.76	95%	40%
DAVE MATTHEWS BAND	Where Are You Going (RCA)	3.79	3.77	92%	34%	3.87	93%	36%
JOHN MAYER	Your Body Is A Wonderland (Aware/Columbia)	3.79	3.78	86%	23%	3.78	91%	26%
RED HOT CHILI PEPPERS	Zephyr Song (Warner Bros.)	3.78	3.76	70%	14%	3.73	70%	16%
TORI AMOS	A Sorta Fairytale (Epic)	3.66	-	46%	7%	3.80	51%	8%
AVRIL LAVIGNE	Complicated (Arista)	3.65	3.70	98%	55%	3.62	99%	62%
NO DOUBT	Underneath It All (Interscope)	3.65	3.78	94%	34%	3.72	97%	36%
AVRIL LAVIGNE	Sk8erBoi (Arista)	3.64	3.59	92%	34%	3.54	91%	37%
VANESSA CARLTON	Ordinary Day (A&M/Interscope)	3.60	3.67	83%	29%	3.58	83%	34%
VANESSA CARLTON	A Thousand Miles (A&M/Interscope)	3.55	3.62	94%	56%	3.49	95%	62%
NORAH JONES	Don't Know Why (Blue Note/Virgin)	3.55	3.51	74%	24%	3.66	75%	24%
DIXIE CHICKS F/SHERYL CROW	Landslide (Monument)	3.53	-	61%	15%	3.64	67%	15%
SIXPENCE NONE THE RICHER	Breathe Your Name (Reprise)	3.50	3.53	49%	9%	3.46	51%	12%
PINK	Just Like A Pill (Arista)	3.46	3.40	94%	47%	3.54	95%	48%
FAITH HILL	Cry (Warner Bros.)	3.44	3.43	71%	18%	3.53	74%	19%
UNCLE KRACKER	In A Little While (Top Dog/Lava/Antalantic)	3.40	3.56	80%	24%	3.43	78%	26%
SHERYL CROW	Soak Up The Sun (A&M/Interscope)	3.33	3.34	97%	60%	3.27	98%	66%
DANA GLOVER	Thinking Over (DreamWorks)	3.27	-	33%	7%	3.35	34%	9%
KELLY CLARKSON	A Moment Like This (RCA)	3.26	3.24	86%	38%	3.24	90%	41%
MADONNA	Die Another Day (Maverick/WB)	3.21	3.13	76%	23%	3.18	74%	25%

Total sample size is 657 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 818-377-5300. RateTheMusic.com data is provided by Mediabase Research, a Division of Premiere Radio Networks.

## Indicator

### Most Added®

- DIXIE CHICKS Landslide (Monument)
- COUNTING CROWS Big Yellow Taxi (Geffen/Interscope)
- CHRISTINA AGUILERA Beautiful (RCA)
- JOHN RZEZNIK I'm Still Here... (Walt Disney/Hollywood)
- MADONNA Die Another Day (Maverick/WB)
- LIFEHOUSE Spin (DreamWorks)
- DANA GLOVER Thinking Over (DreamWorks)
- TORI AMOS A Sorta Fairytale (Epic)
- AVRIL LAVIGNE Sk8er Boi (Arista)

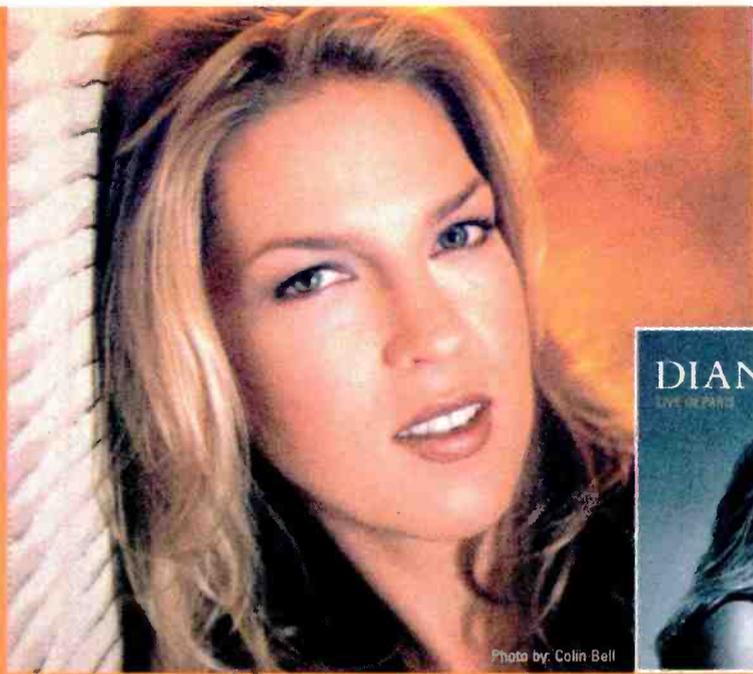
## New & Active

- DEFAULT Live A Lie (TVT)
  - Total Plays: 320, Total Stations: 26, Adds: 3
- CREED Don't Stop Dancing (Wind-up)
  - Total Plays: 272, Total Stations: 29, Adds: 10
- COUNTING CROWS Big Yellow Taxi (Geffen/Interscope)
  - Total Plays: 254, Total Stations: 20, Adds: 5
- JULY FOR KINGS Normal Life (MCA)
  - Total Plays: 254, Total Stations: 16, Adds: 0
- 3 DOORS DOWN When I'm Gone (Republic/Universal)
  - Total Plays: 241, Total Stations: 30, Adds: 22
- DROPLINE Best Thing (143/Reprise)
  - Total Plays: 239, Total Stations: 21, Adds: 1
- LISA LOEB Underdog (Artemis)
  - Total Plays: 182, Total Stations: 15, Adds: 1
- SHANIA TWAIN I'm Gonna Getcha Good! (Mercury)
  - Total Plays: 175, Total Stations: 18, Adds: 3
- FROU FROU Breathe In (MCA)
  - Total Plays: 141, Total Stations: 9, Adds: 3
- BETH ORTON Concrete Sky (Astralwerks/Heavenly/Capitol)
  - Total Plays: 121, Total Stations: 13, Adds: 1

Songs ranked by total plays

## Reporters

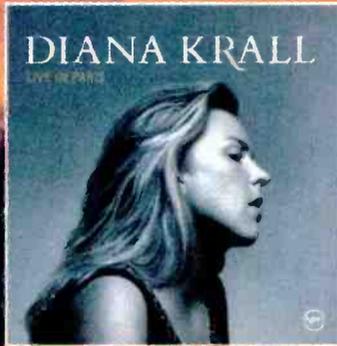
<p><b>WKOD/Akron, OH *</b> OM: Bill May PD: Keith Kennedy MD: Proctor, Lynn Kelly 1. LIFEHOUSE "Spin" 2. ALEXANDRA SLATE "Guilty"</p>	<p><b>WLNK/Charlotte, NC *</b> OM: Tom Jackson PD: Neal Sharpe APD: Chris Allen MD: Derek James DAVE MATTHEWS BAND "Street" TORI AMOS "Sorta"</p>	<p><b>KDMX/Dallas-Ft. Worth, TX *</b> PD: Pat McMahon MD: Lisa Thomas APD: "Dancing"</p>	<p><b>KALZ/Fresno, CA *</b> OM: Pat McMahon APD: Laurie West MD: Chris Blood No Adds</p>	<p><b>KURB/Little Rock, AR *</b> PD: Randy Cain APD: Aaron Anthony SHERYL CROW "C'mon"</p>	<p><b>KCDU/Monterey-Salinas, CA *</b> PD: Mike Skott APD: Keith Clark MD: Jonny Hartwell AVRIL LAVIGNE "With" CREED "Dancing" SHERYL CROW "C'mon"</p>	<p><b>WPTT/Pittsburgh, PA *</b> PD: Randy Cain APD: Mike Skott MD: Jonny Hartwell AVRIL LAVIGNE "With" CREED "Dancing"</p>	<p><b>WVOR/Rochester, NY *</b> PD: Dave LeFrois MD: Joe Bonacci 12. AVRIL LAVIGNE "With" DAVE MATTHEWS BAND "Street" SHERYL CROW "C'mon"</p>	<p><b>KMHX/Santa Rosa, CA *</b> PD: Mark Thomas MD: 3 DOORS DOWN "Gone" VONRAY "Inside"</p>	<p><b>WROX/Washington, DC *</b> Dir./Prog.: Steve Kosbau OMPD: Kenny King MD: Carol Parker No Adds</p>
<p><b>WFVE/Albany, NY *</b> PD: Randy McCarten MD: Ted Hulse DAVE MATTHEWS BAND "Street" REBECCA "Love"</p>	<p><b>WTMX/Chicago, IL *</b> PD: Mary Ellen Kachinske Station Mgr.: Barry James ALEXANDRA SLATE "Guilty" STEREO FUSE "Everything"</p>	<p><b>WMMX/Dayton, OH *</b> PD: Jeff Stevens MD: Shaun Vincent AVRIL LAVIGNE "With" DIXIE CHICKS "Landslide"</p>	<p><b>WVTI/Grand Rapids, MI *</b> PDMD: Jeff Andrews APD: Ken Evans MD: Mary Ellen Kachinske WALLFLOWERS "Top" SHERYL CROW "C'mon"</p>	<p><b>KYSR/Los Angeles, CA *</b> PD: John Ivey APDMD: Chris Patyk 5. SHERYL CROW "C'mon"</p>	<p><b>WKZN/New Orleans, LA *</b> OMPD: John Roberts APD: Duncan James MD: Steve G LISA LOEB "Underdog"</p>	<p><b>WGMX/Portland, ME *</b> PD: Randi Kirschbaum APDMD: Ethan Minton 11. AVRIL LAVIGNE "With" 10. COUNTING CROWS "Taxi" VONRAY "Inside"</p>	<p><b>KZZO/Sacramento, CA *</b> Dir./Prog.: Mark Evans PD: Ed Lambert APDMD: Jim Matthews 25. AVRIL LAVIGNE "With" 11. RED HOT CHILI "Song" 3. 3 DOORS DOWN "Gone"</p>	<p><b>KPLZ/Seattle-Tacoma, WA *</b> MD: Aisha Hasfimoto AVRIL LAVIGNE "With"</p>	<p><b>WZZZ/Washington, DC *</b> PD: Mike Edwards APDMD: Sean Sellers 1. 3 DOORS DOWN "Gone" DAVE MATTHEWS BAND "Street" JACK JOHNSON "Bubble"</p>
<p><b>KPEK/Albuquerque, NM *</b> OM: Bill May PD: Mike Parsons MD: Deeya APD: Jaimy Barreras 2. SHERYL CROW "C'mon" 2. VONRAY "Inside"</p>	<p><b>WKRO/Cincinnati, OH *</b> OM: Chuck Finney PD: Tommy Frank APD: Grover Collins MD: Brian Douglas 29. HAY THE GIRL "Treats" 3 DOORS DOWN "Gone" AVRIL LAVIGNE "With" VONRAY "Inside"</p>	<p><b>KALE/Denver-Boulder, CO *</b> OM: Mike Stern PD: Tom Sterdum APDMD: Kozman No Adds</p>	<p><b>WOZN/Greensboro, NC *</b> MD: Eric Gray No Adds</p>	<p><b>WMBZ/Memphis, TN *</b> OM: Jerry Dean PDMD: Kramer CREED "Dancing" DAVE MATTHEWS BAND "Street"</p>	<p><b>WPLI/New York, NY *</b> VP/Prog.: Tom Cuddy PD: Scott Shannon APDMD: Tony Mascaro AVRIL LAVIGNE "With" KID ROCK/SHERYL CROW "Picture" SHERYL CROW "C'mon"</p>	<p><b>KRSK/Portland, OR *</b> PD: Dan Persigehl MD: Sheryl Stewart DROPLINE "Best" DAVE MATTHEWS BAND "Street"</p>	<p><b>KYKY/St. Louis, MO *</b> PD: Smokey Rivers APDMD: Greg Hewitt 1. AVRIL LAVIGNE "With"</p>	<p><b>WHYN/Springfield, MA *</b> OMPD: Pat McKay ALEXANDRA SLATE "Guilty"</p>	<p><b>WMMF/West Palm Beach, FL *</b> PD: Russ Morley APDMD: Amy Navarro JACK JOHNSON "Bubble" MARRIAGE CAREY "Rain" WALLFLOWERS "Top"</p>
<p><b>KAMX/Austin, TX *</b> PD: Scooter B. Stevens MD: Clay Culver AVRIL LAVIGNE "With" DAVE MATTHEWS BAND "Street"</p>	<p><b>WVMX/Cincinnati, OH *</b> PD: Steve Bender MD: Storm Bennett 8. DIXIE CHICKS "Landslide" 7. AVRIL LAVIGNE "With"</p>	<p><b>KIMN/Denver-Boulder, CO *</b> PD: Ron Harrel APDMD: Michael Gifford CHRISTINA AGUILERA "Beautiful"</p>	<p><b>WNNK/Harrisburg, PA *</b> PD: John O'Dea MD: Denny Logan AVRIL LAVIGNE "With" CREED "Dancing"</p>	<p><b>WMC/Memphis, TN *</b> PD: Chris Taylor MD: Toni St. James 13. AVRIL LAVIGNE "With" 1. KID ROCK/SHERYL CROW "Picture" 1. TROU TROU "Breathe" OK GO "Over"</p>	<p><b>WPTE/Norfolk, VA *</b> PD: Steve McKay 1. 3 DOORS DOWN "Gone" CREED "Dancing" DAVE MATTHEWS BAND "Street" STEREO FUSE "Everything"</p>	<p><b>WSNE/Providence, RI *</b> PD: Bill Hess MD: Gary Trust No Adds</p>	<p><b>WVTV/Si. Louis, MO *</b> MD: David J No Adds</p>	<p><b>WSSR/Tampa, FL *</b> OM: Alan Hague PD: Steve Marshall APDMD: Jeff Wicker No Adds</p>	<p><b>KFBZ/Wichita, KS *</b> MD: Sunny Wyke JACK JOHNSON "Bubble"</p>
<p><b>KLLY/Bakersfield, CA *</b> PDMD: E.J. Tyler APC: Erik Fox 3 DOORS DOWN "Gone" AVRIL LAVIGNE "With" FROU FROU "Breathe" OK GO "Over"</p>	<p><b>WMMV/Cleveland, OH *</b> PD: Dave Popovich MD: Jay Hudson TORI AMOS "Sorta"</p>	<p><b>KSTZ/Des Moines, IA *</b> OMPD: Jim Schaefer MD: Jeremy Wright No Adds</p>	<p><b>WTIC/Hartford, CT *</b> PD: Steve Sallany APDMD: Jeannine Jersey MD: Timmy Wright 17. 3 DOORS DOWN "Gone" 4. SHERYL CROW "C'mon" 3. CREED "Dancing" 3. KID ROCK/SHERYL CROW "Picture" STEREO FUSE "Everything"</p>	<p><b>WKT/Milwaukee, WI *</b> OM: Rick Belcher PD: Bob Walker No Adds</p>	<p><b>WYIS/Oklahoma City, OK *</b> PD: Ray Kalusa CHRISTINA AGUILERA "Beautiful" DIXIE CHICKS "Landslide"</p>	<p><b>WRFY/Reading, PA *</b> PDMD: Al Burke 8. 3 DOORS DOWN "Gone" SHERYL CROW "C'mon" VONRAY "Inside"</p>	<p><b>KOMB/Salt Lake City, UT *</b> OM: Alan Hague PD: Steve Marshall APDMD: Jeff Wicker No Adds</p>	<p><b>KZPT/Tucson, AZ *</b> PD: Carey Edwards APDMD: Leslie Lois SPLENDER "Person"</p>	<p><b>WXLO/Worcester, MA *</b> APDMD: Becky Nichols AVRIL LAVIGNE "With" DAVE MATTHEWS BAND "Street" JACK JOHNSON "Bubble" VANESSA CARLTON "Ordinary"</p>
<p><b>WMMX/Baltimore, MD *</b> VP/Prog.: Bill Pasha PD: Steve Monz MD: Ryan Sampson COUNTING CROWS "Taxi"</p>	<p><b>WOAL/Cleveland, OH *</b> PD: Alan Fee MD: Rebecca Wilde No Adds</p>	<p><b>KHMV/Houston-Galveston, TX *</b> PD: Marc Sherman 2. DIXIE CHICKS "Landslide"</p>	<p><b>WENS/Indianapolis, IN *</b> OMPD: Greg Dunkin MD: Jim Cerone DAVE MATTHEWS BAND "Street"</p>	<p><b>WMYX/Milwaukee, WI *</b> PD: Brian Kelly APDMD: Mark Richards No Adds</p>	<p><b>WDMX/Olando, FL *</b> Interim PD/APD: Jeff Cushman MD: Laura Francis 3 DOORS DOWN "Gone" AVRIL LAVIGNE "With" KID ROCK/SHERYL CROW "Picture" RED HOT CHILI "Song"</p>	<p><b>KLCA/Reno, NV *</b> PD: Beej MD: Corrie Wray 8. 3 DOORS DOWN "Gone" BETH ORTON "Concrete" CREED "Dancing" SHERYL CROW "C'mon"</p>	<p><b>KFMB/San Diego, CA *</b> VP/GM/PD: Tracy Johnson APD: Jen Sewell UNCLE KRACKER "Little"</p>	<p><b>KIZS/Tulsa, OK *</b> Interim PD/APDMD: Kim Gower 3 DOORS DOWN "Gone" DEFAULT "Live"</p>	<p><b>WMMY/Savannah, GA *</b> OMPD: Dan Rivers MD: Mark French AVRIL LAVIGNE "With" VONRAY "Inside"</p>
<p><b>WMJ/Birmingham, AL *</b> PDMD: Tom Hanrahan No Adds</p>	<p><b>KVUU/Colorado Springs, CO *</b> PD: Kevin Callahan APDMD: Andy Carlisle 3 DOORS DOWN "Gone" OK GO "Over"</p>	<p><b>KSME/Paso, TX *</b> OMPD: Courtney Nelson APDMD: Eli Molano 4. SHANIA TWAIN "Getcha" 1. CHRISTINA AGUILERA "Beautiful" DAVE MATTHEWS BAND "Street"</p>	<p><b>WZPL/Indianapolis, IN *</b> PD: Scott Sands MD: Dave Decker 19. GOOD CHARLOTTE "Famous" 18. SISTER HAZEL "Everybody" 1. SHANIA TWAIN "Getcha" KID ROCK/SHERYL CROW "Picture"</p>	<p><b>KSTP/Minneapolis, MN *</b> OM: Leighton Peck MD: Jill Roen No Adds</p>	<p><b>KBBY/Dxnard-Ventura, CA *</b> OM/PD: Max Elliott MD: Darren McPeake 3 DOORS DOWN "Gone" AVRIL LAVIGNE "With"</p>	<p><b>KNVO/Reno, NV *</b> PD: Carmy Ferrer MD: Heather Combs 1. COUNTING CROWS "Taxi" 3 DOORS DOWN "Gone" SHERYL CROW "C'mon"</p>	<p><b>KIDJ/San Francisco, CA *</b> PD: Michael Martin MD: James Baker 2. RED HOT CHILI "Song" 1. AVRIL LAVIGNE "With"</p>	<p><b>* Monitored Reporters</b> 99 Total Reporters</p>	
<p><b>WBNS/Boston, MA *</b> VP/Prog.: Greg Strassel MD: Mike Mulvaney 3 DOORS DOWN "Gone" SHERYL CROW "C'mon"</p>	<p><b>WBNS/Columbus, OH *</b> PD: Jeff Balentine MD: Robin Cole JACK JOHNSON "Bubble" LIFEHOUSE "Spin" SHERYL CROW "C'mon" STEREO FUSE "Everything"</p>	<p><b>WINL/Ft. Myers, FL *</b> OM/APDMD: Bob Grissinger 3 DOORS DOWN "Gone" AVRIL LAVIGNE "With" DEFAULT "Live" KID ROCK/SHERYL CROW "Picture" OMGO "Over" SPLENDER "Person" VONRAY "Inside" STEREO FUSE "Everything"</p>	<p><b>KMXB/Las Vegas, NV *</b> OMPD: Cat Thomas APDMD: Charese Fruge No Adds</p>	<p><b>WJLK/Monmouth-Ocean, NJ *</b> OM/PD: Lou Russo MD: Debbie Mazella 3 DOORS DOWN "Gone" SHERYL CROW "C'mon"</p>	<p><b>WMWX/Philadelphia, PA *</b> PD: Chris Ebbott No Adds</p>	<p><b>KNVO/Reno, NV *</b> PD: Carmy Ferrer MD: Heather Combs 1. COUNTING CROWS "Taxi" 3 DOORS DOWN "Gone" SHERYL CROW "C'mon"</p>	<p><b>KLIC/San Francisco, CA *</b> PD: Derek Madden MD: Derek Madden 3 DOORS DOWN "Gone"</p>	<p><b>89 Total Monitored</b></p>	
<p><b>WTSS/Bufalo, NY *</b> PD: Sue O'Neil MD: Rob Lucas COUNTING CROWS "Taxi" SHERYL CROW "C'mon" SHANIA TWAIN "Getcha"</p>	<p><b>KKPN/Corpus Christi, TX *</b> PD: Jason Hillery MD: Derek Lee AVRIL LAVIGNE "With" COUNTING CROWS "Taxi" DAVE MATTHEWS BAND "Street" SPLENDER "Person" PATTI LABELLE "Complicated" 3 DOORS DOWN "Gone"</p>	<p><b>WMEE/Ft. Wayne, IN *</b> PD: John O'Rourke MD: Chris Cage No Adds</p>	<p><b>WMXL/Lexington-Fayette, KY *</b> PD: Jill Meyer No Adds</p>	<p><b>WMXX/Phoenix, AZ *</b> PD: Ron Price MD: Trent Edwards No Adds</p>	<p><b>WMXB/Richmond, VA *</b> PD: Tim Baldwin MD: Michelle Prosser 1. RED HOT CHILI "Song" DAVE MATTHEWS BAND "Street"</p>	<p><b>KEZR/San Jose, CA *</b> PD: Jim Murphy APDMD: Michael Martinez 2. CREED "Dancing" 1. 3 DOORS DOWN "Gone"</p>	<p><b>10 Total Indicator</b></p>		
<p><b>WAL/Charleston, SC *</b> No Adds</p>	<p><b>WVWV/Savannah, SC</b></p>	<p><b>No Longer A Reporter (1):</b> WVWV/Savannah, SC</p>	<p><b>www.americanradiohistory.com</b></p>						



# DIANA KRALL

## "Just the Way You Are"

The first single from *Live in Paris*, the follow-up to her platinum-selling album *The Look of Love*  
In Stores Now!



### R&R Smooth Jazz 12!

Over 200,000 Scanned in 7 Weeks

# NATALIE COLE

## "Tell Me All About It"

from the album *Ask a Woman Who Knows*  
In stores Now!

### R&R Smooth Jazz 8!



**Don't Miss . . .**  
Natalie Cole's PBS Special  
"Ask A Woman Who Knows"  
featuring Diana Krall

**Air Dates**  
December 1st - NY  
December 9th - LA  
December 10th - Nationwide

# AL JARREAU

## "Lost and Found"

from the album *All I Got*  
In stores Now!

### R&R Smooth Jazz 25!

On Tour Now!

Al Jarreau has been named the National Spokesperson for the Verizon Reads Program!  
A portion of the proceeds from *All I Got* will be donated to the program.  
[www.verizonreads.net](http://www.verizonreads.net)



visit the [new www.ververecords.com](http://www.ververecords.com)

THE VERVE MUSIC GROUP



© 2002 The Verve Music Group, a Division of UMG Recordings, Inc.

Smooth Jazz history is replete with countless flares of brilliance, all of which have contributed mightily to the undeniable success it enjoys today as a mainstream, mass-appeal format. What sets super-achievers apart from others is the enduring nature of their contributions, which would appear as an almost entirely upward trend if depicted on a graph. This special edition salutes just eight of Smooth Jazz's best and brightest programmers.

I wish to thank the Smooth Jazz luminaries whose candid remarks illuminate their superachievements: Chris Brodie, Paul Goldstein, Carol Handley, Bob Kaake, Allen Kepler, Tom Sleeker, Mike Vasquez and Steve Williams. Thanks,



Carol Archer

too, to R&R's smooth jazz advertisers, upon whose support this special's success depends, and to R&R sales reps Paul Colbert, Missy Haffley, Brooke Williams and Michelle Rich. My gratitude extends to R&R's Richard Lange, Brida Connolly, Tanya O'Quinn, Katy Stephan and Mark Brower for their invaluable assistance, and to Publisher/CEO Erica Farber for her support. I am very grateful to Rendezvous Entertainment's Frank Cody and to my friend Bob Rigdon for providing objective feedback when I needed it most.

I hope you enjoy reading Smooth Jazz Superachievers as much as I enjoyed writing it. Learn from the best!

## Chris Brodie

# Dead-On Focus = 25 Top Five Books

Continued from Page 1

**CB:** So much was the circumstance of meeting people who became mentors — Rick Carroll, Bob Wilson and Mike Harrison — who made me even more enamored of the business than I already was.

**R&R:** Even superachievers can hit a rough patch and have a bad book. How have you handled that?

**CB:** Twenty-four hours of sobbing in bed is step one. Then, the most important thing when it happened to me was to go back in and talk to everyone, whether it was the salespeople with glazed looks on their faces or the programming staff or production, to make sure they wouldn't have to go through that period of sobbing. Whether or not I'm a superachiever is totally dependent on the people around me.

**R&R:** What would you have done differently?

**CB:** I would have taken things less personally.

**R&R:** How have you had to change in order to flourish and endure as you have?

**CB:** Practice, practice, practice. In every single facet of my life I have been forced to change, by choice or unbidden. I get angry at people who don't accept

*"One moment of enlightenment was hearing Suzanne Chiani's 'The Velocity of Love' for the first time, and my heart almost stopping because it was so beautiful."*

change; I feel badly because I know they will be victimized. We can go into a cave with clubs if we want to, but we've come far beyond that.

**R&R:** What's your most valuable lesson?

**CB:** You always get back what you give.

**R&R:** What is the biggest risk you're willing to take right now?

**CB:** I've already taken it! The biggest risk

is to start a career over, to walk out of a place where you've given your heart and soul for almost 20 years because, the truth is, you know it's the best thing to do.



Chris Brodie

**R&R:** What was the most painful and personally anguishing moment of your career?

**CB:** The death of Steve Feinstein.

**R&R:** What's your most cherished memory?

**CB:** Being given Gavin's first Steve Feinstein Innovation Award.

**R&R:** What "ah ha!" moment of enlightenment stands out for you?

**CB:** One moment of enlightenment was hearing Suzanne Chiani's "The Velocity of Love" for the first time, and my heart almost stopping because it was so beautiful, and also in those early days, when there were no road maps, simply the joy of discovery.

**R&R:** How do you imagine your life in five years?

**CB:** I hope that in five years the focus of my life is giving back to others and being the mother of a great teenager.

**R&R:** All humility aside, what is your single strongest attribute?

**CB:** Dead-on focus.

**R&R:** What's your definition of superachievement?

**CB:** Vision, focus, empathy and strength of character.

**R&R:** How does one keep creativity, idealism, endurance and vision alive over the long haul?

**CB:** Aye, that's the rub. The adage in real estate is "location, location, location"; in radio it's "consistency, consistency, consistency," and I'll be honest and say that I've erred on the side of consistency. But if I had ever been overwhelmed and unable to keep

*"I get angry at people who don't accept change; I feel badly because I know they will be victimized."*

the flame burning, I've been lucky enough and hurtling enough to have people around me who would.

### Brodie's Report Card: Consistency, Consistency

Ratings aren't everything, but they are definitely the minimum requirement for superachievement. During her tenure as PD of KTWW (The Wave)/Los Angeles, Chris Brodie has had 25 top-five books in adult demos. Here are some of The Wave's impressive numbers since fall '97. Ties are designated by an asterisk.

Book/Year	12+ Share	25-54 Rank	35-64 Rank
Fa '97	3.4	5	3
Wi '98	3.3	5*	5
Sp '98	3.3	3	2*
Su '98	3.3	6*	2
Fa '98	3.5	4	3
Wi '99	3.5	3	1
Sp '99	2.9	4*	3
Su '99	3.3	3	3
Fa '99	3.2	5*	2
Wi '00	3.1	7	2*
Sp '00	2.9	4	4
Su '00	2.8	8*	2*
Fa '00	3.7	4	1
Wi '01	3.4	3*	1
Sp '01	3.3	5	1
Su '01	3.6	2	1
Fa '01	3.5	5*	1
Wi '02	3.4	8*	2
Sp '02	3.4	4	1
Su '02	3.6	3*	1*

# Smooth Jazz Super Achievers

## Paul Goldstein A Perfect Sense Of Balance

Present at the creation of Smooth Jazz as a co-founder of KTWV (The Wave)/ Los Angeles, Paul Goldstein's 360-degree journey in the format finds him newly appointed The Wave's VP/Programming, replacing Chris Brodie.

Goldstein distinguished himself from the start and played a major role in Smooth Jazz's evolution from New Age to New AC, or NAC, as the format was then known. He orchestrated three major-market Smooth Jazz turnarounds — first as PD of KOAI (The Oasis)/Dallas, then as VP/Programming at WNUA/Chicago and KKSF/San Francisco — garnering No. 2 or third-place rankings 25-54.

He hired jazz icon Ramsey Lewis to host mornings on WNUA, he created Dave Koz's highly successful syndicated radio show, and he innovated the most successful promotion in Smooth Jazz history — Trip-a-Day — which increased cume and TSL so dramatically for stations across the board that it is almost universally utilized in this format, as well as emulated by others, including AC.

**R&R:** What were your hopes and dreams when you began working in radio? Did you have a specific career goal in mind?

**PG:** I didn't have a goal, but radio incorporated two hobbies that I was really engaged in — music and marketing. I was moved by packaging and stations that were



Paul Goldstein

well-produced. That's what inspired me and what I loved about those first jobs, like producing the morning show on KOGO/San Diego.

**R&R:** Since then, how much of your journey has been the result of planning, and how much has been the result of fate, circumstance and outside forces?

**PG:** The majority has been fate and outside circumstance. When I first interned, it was just assumed that I wanted to be on the air, which I didn't. One thing led to another. In fact, it's a regret that I have, because the most successful people seem to have a plan.

**R&R:** What's it been like when you've gotten a down book, and how did you cope?

**PG:** It's been very unpleasant and difficult not to take personally. It's a time to reassess everything you're doing, as you should even when you're doing well. I take the station apart piece by piece in my mind to find out where the weakest links are. It's a constant process of reevaluation and reinvention, of finding new ways to do traditional things.

**R&R:** If all things had been equal, what would you have done differently?

**PG:** I might have pursued a career in law.

**R&R:** How have you had to change to meet the new expectations produced by consolidation? How have you adapted in order to survive and flourish as you have?

**PG:** I switched from one therapy session a week to daily psychoanalysis. Seriously, it's natural to get defensive and feel attached to

the way you do things, but the fact is, you don't have a choice when you're told who you have to fire or what shifts to voicetrack.

*"I take the station apart piece by piece in my mind to find out where the weakest links are. It's a constant process of reevaluation and reinvention, of finding new ways to do traditional things."*

The choice is to accept and make the best of it or face the consequences.

**R&R:** What's the most valuable lesson you've learned?

**PG:** My most valuable lessons have been to respond, not react, and to be more patient. Both are part of the maturing process.

**R&R:** What was the most painful, personally anguishing moment of your career?

Continued on Page 69

## Allen Kepler Stay Close To The Listener

It's a good life in Smooth Jazz. "The last two books have been far and away the best in Smooth Jazz history," says Broadcast Architecture Exec. VP/GM Allen Kepler. "In terms of rank, aside from News, Smooth Jazz is the most consistent-performing format." Kepler ought to know, since the firm he now heads has contributed enormously to Smooth Jazz's mainstream mass-appeal success.

**R&R:** What were your hopes and dreams when you began to work in radio? Did you have a specific career goal in mind?

**AK:** I got into radio planning to be on the air, specifically at Smooth Jazz, because it was the kind of music I preferred to play and listen to. I had no thought that my career would move into management, consulting or research.

**R&R:** How much of your journey was the result of planning, and how much was the result of fate, circumstance or outside forces?

**AK:** Earlier in my career there was more fate and outside forces, but the last 10 years have involved a lot of planning.

**R&R:** Even superachievers hit rough patches. What's it been like for you when you've experienced challenges, like a bad book or losing a Smooth Jazz station that BA consults in a format flip? How do you cope?

**AK:** It's always tough to get fired, especially when you're working really hard and doing good, honest work. Being a consultant, I've been fired a lot of times, often through no fault of my own or anyone I work with. But the only side of the street I can keep clean is my own, so I usually leave a situation with no regrets, knowing that I've done my best.

**R&R:** How have you had to change to continue to survive and flourish with the changes wrought by consolidation?

**AK:** I had to assess the situation as reality, not fantasy. When consolidation hit, our business changed a great deal. Many of our Smooth Jazz clients changed ownership — some four or five times — so I became the new guy in situations where I'd been the one who pushed the button to launch the station. With that comes approaching your job with a



Allen Kepler

lot of humility and the understanding that everyone has their own perspective on the format, station and relationship to their parent company. I've had to put myself in their shoes and understand their goals.

**R&R:** What's the most valuable lesson you've learned?

**AK:** That change is always good, and that if we are to survive in a career, we've got to embrace change.

**R&R:** What was the most painful, personally anguishing moment of your career?

**AK:** The most painful moment was in the mid-'90s, when the headlines were about unprecedented growth in Smooth Jazz and BA had already been into consulting and launching stations for a couple of years. I was asked to be on a panel during a Gavin Convention. I always consider doing panels as being of service. I participated on a panel on which I was lied to and basically ambushed by its co-moderator, who no longer works in Smooth Jazz. He very inaccurately represented what BA is and what we do. He said we were destroying the format and that the end was near.

It was anguishing, because we were doing good work, listening to listeners and being driven by listeners. It was a turning point for me, because I realized that a lot of people in the room — not the person who ambushed me — had valid concerns about what BA was doing based on their vantage points. The

Continued on Page 69

**CRAIG  
CHAQUICO**  
"Afterglow"

The follow-up to the #1 Smooth Jazz hit "Luminosa" from the album "Shadow and Light."

R&R Smooth Jazz **26**

New Adds: KVJZ KUJZ

Already On:

KWJZ KYOT WNWV KSSJ WJZI KBZN  
WJZA WJCD WLOQ KOAS WJZN WZMR  
KEZL KRQS WEIB KSMJ KRVR KJZS  
KNIK KSBR JRN

Tour Dates:  
12/19  
2/6-9/2003

Radisson Hotel/Sacramento, Ca  
Yoshi's/Oakland, CA

Promotion:

Roger Lifeset/Peer Pressure 818-991-7668 • Dave Kunert/Future Groove 630-236-6990

**Tom Scott**  
"Feeling It"

The first Smooth Jazz track from his Higher Octave Jazz debut "New Found Freedom."

"Scott's mix of ballads, uptempo instrumentals, and urban vocal songs never lapse into repetition...each song boasting its own flavors... far more personality than a myriad of similar projects." - *Billboard*

Already On: KRQS WEIB KRVR JRN

Promotion:

Roger Lifeset/Peer Pressure 818-991-7668 • Michael Moryc/Matrix 888-284-8508

**Jimmy  
Sommers**  
"Cruisin'"

The new Smooth Jazz track from "360 Urban Groove."

Going for adds 11/25

This Just In!

Catch Jimmy Sommers performing his new single "Cruisin'" and his hit "Lowdown" on the NBC TODAY SHOW NEW YEAR'S DAY 2003!

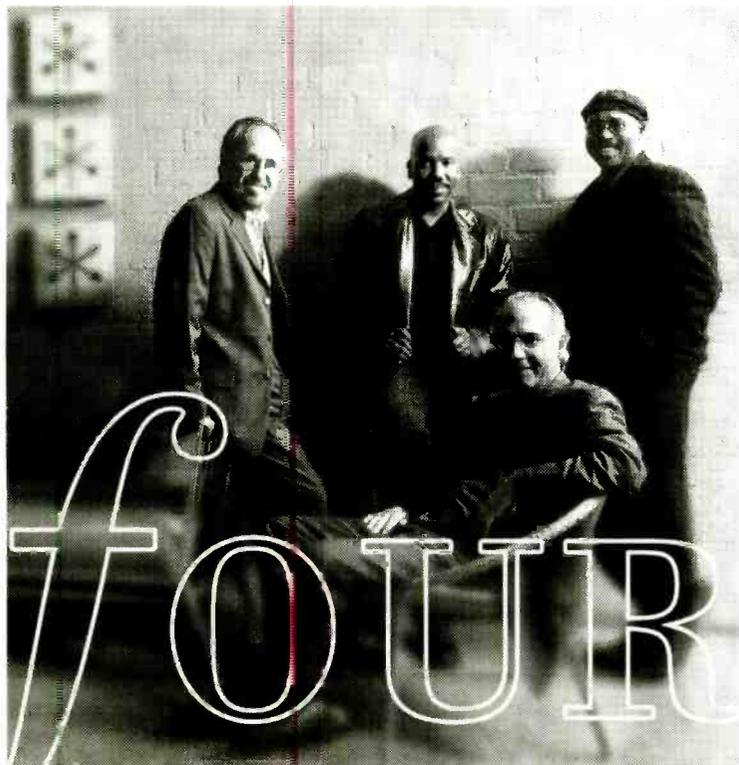
Promotion:

All That Jazz 310-395-6995

310-589-1515  
www.higheroctave.com



**fourPLAY**  
**Rollin'**



**Thank you Radio  
for making "Rollin'"**

**#1**

Contact: Dave Einstein RCA Victor Group (212)930-4485 or All That Jazz (310)395-6995

**On Tour Now**





# Carol Handley

## Renaissance Woman

*Carol Handley has lived her entire radio life in Seattle. PD of Sandusky's Smooth Jazz KWJZ since the summer of 1995, she has distinguished herself by leading a great team to ratings dominance, as the sidebar on this page clearly illustrates. In addition to her PD duties, she manages to squeeze in a daily five-hour airshift, renovations on her 100-year-old house and time to ride her motorcycle.*

**R&R:** *What were your hopes and dreams when you first became enthralled with radio? Did you have a specific career goal in mind?*

**CH:** I'm the youngest of seven children, and I was always aware of music because of my teenage brothers and sisters. I was crazy about their music. By the time I was a teenager, I fell asleep listening to the radio every night. In high school I studied video and cinematography. I wanted good audio training, so I got a job at the college Jazz station, and I fell in love with that. Everyone said I

*"I'm hard on myself, not on my staff, and I always take responsibility for a bad book."*

shouldn't do radio as a career — even my instructors — but it was all about the music for me. I realized that if I was going to be actively involved, I wanted to be a music director or a PD.

**R&R:** *Since then, how much of your career has been the result of planning and how much the result of fate, circumstance and outside forces?*

**CH:** It was about the passion, not so much about the focus. All the skills I was learning were steppingstones. The first job I got was programming an AM Jazz station in



Carol Handley

Seattle, but it was my enthusiasm for the music that made it clear to others that I had what it took to get it done and that I've got an ear.

**R&R:** *What's it been like when you've gotten a bad book, and how have you coped?*

**CH:** My GM, Mark Kaye, always teases me, because even when we have a great

book, I find a place where we didn't do well, and that's the part I tend to analyze. He'll walk into my office as the data is being downloaded from Arbitron and ask, "Are we smiling?" and then we joke about how long the smile will stay on my face. I'm hard on myself, not on my staff, and I always take responsibility for a bad book. I figure that I either didn't have the music or the marketing right, or that I didn't give the right direction to the staff.

There are those books, like the one we had in February of 2002 that showed we didn't have any women — it was like an alien abduction! It was obviously a glitch in the system, but it was still very difficult. It made it so hard for the sales staff, because it dropped the four-book average. Our women didn't go anywhere; it was just part of the sampling process. You have to live with that, including the fact that the staff is or isn't bonusing and that the sales staff and the radio station are making less money. It's a lot of responsibility.

**R&R:** *Is there anything you would have done differently?*

**CH:** I have a blessing and a curse, which is that I have a fair amount of pride. The curse is that I feel confident enough in my own skills moving forward that I don't ask questions of others who are really great mentors, and then I lose the opportunity. I had the chance to work with Nick Francis; by long distance with Steve Feinstein, since KKSF/San Francisco was then a sister station; and with Bob Kaake directly. I learned a lot from all three of those great radio programmers, but I don't think I took advantage of learning all that I could.

**R&R:** *How have you had to change in order to flourish and endure as you have?*

**CH:** Since 1979, every step of the way in my radio career I have been involved with stations that have done voicetracking. I was a board op and ran other people's shows on reel-to-reel for the voicetrack and the music on cart on commercial radio when I was still in college. Whether it was a Sunday-morning show or a full-blown automated system, everything I've done since 1979 has had an element of tracking. I had an opportunity to be ahead of the curve.

Also, I've always had a dual focus as a music person and an on-air talent or as a PD and on-air talent, so I was used to juggling hats. It was a training ground, although I didn't realize it then. When it came to consolidation, I was ready.

The other thing is that the two formats I've worked in — Smooth Jazz and Triple A — are about being passionate about the music. The reality is that a good percentage of what both play is music that no one else presents. I never felt like it was a sacrifice to find the center to get the cume you need to survive in order to reap the benefit of presenting the rest of it that would never be heard if you didn't find the middle.

**R&R:** *What was the most valuable lesson of your career?*

**CH:** The best lesson I've learned is to roll with it.

**R&R:** *What would you do if you knew you couldn't fail?*

**CH:** The on-air announcer part of me would reveal a little more of me. I'd also like to do another syndicated show, which I've already got in my head.

**R&R:** *What was the most painful, personally anguishing moment of your career?*

**CH:** It was when KEZX, which was on the same frequency as KWJZ now — 98.9 — and what we'd now call Triple A, went off the air. It was flipped to Beautiful Music, and I stayed a month to train my replacement to play 101 Strings. I didn't know whether to crack up or cry whenever I opened the mike.

**R&R:** *What's your most cherished memory?*

**CH:** I'm having some pretty good ones right here! But, personally, the thing I'm most proud of and that I hope will endure long after I'm gone is our Smooth Jazz Festival — a two-day event with eight acts — which has a life of its own now. I started it.

**R&R:** *What "ah ha!" moment of enlightenment stands out for you?*

**CH:** Music testing can be fabulous for reinforcing your gut. The first time I looked at the audience and the scores, I said to myself, "I get it."

*"I never felt like it was a sacrifice to find the center to get the cume you need to survive in order to reap the benefit of presenting the rest of it that would never be heard if you didn't find the middle."*

**R&R:** *How do you imagine your life in five years?*

**CH:** I'll have a new roof on my house, and I'll be cozy. I'm still doing what I think I do best, which is programming a unique format.

**R&R:** *What's your strongest attribute?*

**CH:** Confidence.

**R&R:** *How do you define superachievement?*

**CH:** Superachievement is setting your goals high and staying the course until you hit them.

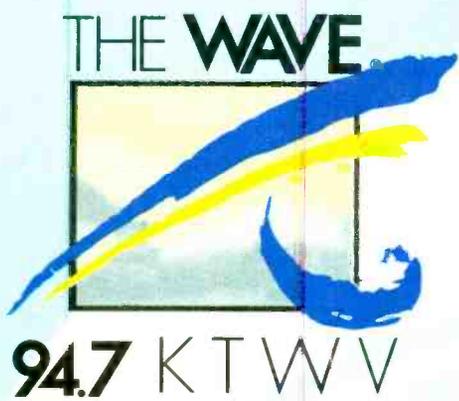
**R&R:** *How does one keep creativity, endurance, vision and innovation alive over the long haul?*

**CH:** You have to get out of your office and your studio. You have to spend time with your audience and time with the musicians. The music will inspire you, and you'll see your audience get inspired. That reminds me that this is why I started doing this and why I'm still doing it.

### Higher Ground

From the time Carol Handley joined KWJZ/Seattle in the summer of 1995, the station has experienced consistently strong ratings gains, as the these figures make abundantly clear. Take a look at Handley's summer books since then.

Book/Year	12+ Share (Rank)	25-54 Rank	35-64 Rank
Su '95	2.7 (18)	18	6
Su '96	2.9 (18)	12	8
Su '97	3.2 (12)	9	5
Su '98	3.6 (11)	6	4
Su '99	4.6 (6)	3	3
Su '00	3.9 (6)	7	3
Su '01	4.0 (4)	4	4
Su '02	5.0 (4)	3	2



KTWWV Congratulates its  
own Super Achiever!

# CHRIS BRODIE

From the entire WAVE family  
& Infinity Radio Los Angeles.



*Chicago Has Never Sounded Better,  
Thanks Bob!*

**WNUA 95.5**



*The Bob Kaake Show  
Great Ratings & Great Guy!*



**CLEAR CHANNEL**





## Bob Kaake

# If You're Standing Still, You'll Move Backward

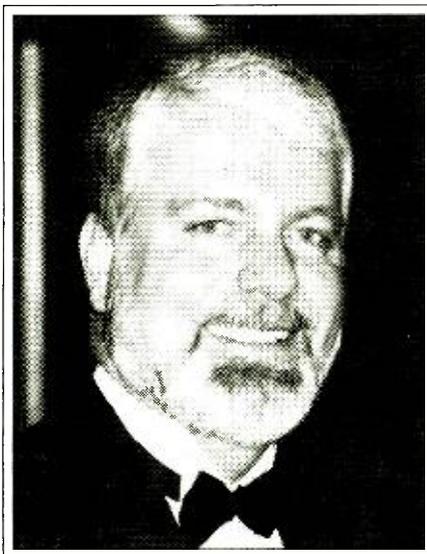
*Clear Channel Midwest VP/Programming Bob Kaake arrived at WNUA/Chicago as an accomplished AC programmer with a sterling track record, but few would have predicted the incredible influence he would exert in Smooth Jazz over the next several years. So glorious were his contributions in concert with former Asst. PD/MD Carl Anderson — now PD at WJZW/Washington — that Kaake was recently upped again, first to OM of WNUA and sister AC WLIT, then, more recently, to his current post.*

**R&R:** What were your hopes and dreams when you got into radio? Did you have a specific career goal in mind?

**BK:** I have a degree in biology — environmental studies — and I was going to be a scientist. I was going to be out doing forestry and environmental work. A friend needed help at the college radio station. At first it was just fun. I'm not a musician, but I've always loved music, and radio was a chance to work with that. I was in theater, but I didn't plan to be an actor. Airwork allowed me to pull both of those things together.

More important is that I enjoy working with people, guiding and teaching, plus I also like having some control. There isn't a lot of control in radio, period, but if you're the program director, you know what's happening next at the station one meeting sooner than if you're the air talent.

The desire to program really came about when I worked for Viacom in Memphis. Before that it was all the bad things about radio mixed in with the craziness — people being fired, low wages, the works. Viacom showed me the toolbox and took away all the excuses by asking, "What else do you need?" I realized I was pretty damn good at this. When you listen to the radio station, that's my radio station. I still get a kick out of that, and



Bob Kaake

that's why I do the work.

**R&R:** How much of your journey has been the result of planning, and how much is it the result of fate, circumstance or outside forces?

**BK:** I have learned to go with the flow of life. I've always had plans about where I was going to try to go. I spent a lot of time wanting to be a manager and learning management techniques. But life tosses you new opportuni-

ties, whether you want them or not. I love the Northwest and thought I was going to live there my whole life, but all of a sudden that opportunity wasn't there anymore.

Fortunately, the work at WNUA opened up. I never believed I would be traveling all over the world. I've seen Buenos Aires, Tokyo, London, Madrid, Zurich and Paris. I've learned to let fate grab me by the hand and to go along with it. You have to be positive about life and your place in it.

I am never as good as the people I'm around. One thing I'm very proud of is working with people who do their best. If more people paid attention to looking at the things that give others joy in their work, they'd have a better team and, therefore, a much more successful product. One of the reasons why [former WNUA Asst. PD/MD, now WJZW/Washington PD] Carl Anderson and I clicked so well is because he loved every moment of everything he did every day.

**R&R:** You raise issues of emotional balance. You need enough ego and extroversion to go forward but enough introversion, humility and reserve to keep those things in balance so that you don't become a monster.

**BK:** Balance! We're under an awful amount of pressure in radio, and it certainly hasn't gotten any easier over the years. If I let my mind go to the negative place, I'm unhappy and upset easily — not a good place to be in, because you can't do your best work. So, take a deep breath. If you can put yourself in a positive place, if you look within at what you're going with, you don't let the bastards get you down.

Have fun! If you want to have fun at work, you have to look for it. But once you do, it's infectious. The people you surround yourself with are looking for you to create that environment too.

**R&R:** Even superachievers have a really bad book now and again. What's that been like for you? How have you coped?

**BK:** No matter how good your radio station is, any time the book comes out, it's a bit of a crapshoot, just because of the methodology. This is not a slam against Arbitron, but if you go to the back of the book, you read what the plus and minus margins of error can be in today's compressed markets. A perfect example is last year when we were second in the summer book. We were second in the fall. We were seventh in winter, and then we were No. 1 in the spring book. I don't believe we were seventh, but if you take it as a lesson, it does help educate you.

**R&R:** It's also a warning not to ever rest on your laurels.

**BK:** You can't ever do that. If you stand still, you'll go backward.

**R&R:** Looking back, what might you have done differently?

**BK:** There were times when there could have been another way of doing it. I think it's the arrogance of, "This is the way we do it." I realized there is a kinder way of doing things and how important the personal element is, which makes me resolve to be a better person.

I wish I could have grown up faster or smarter. I have never found that being bad to somebody has worked out well, and I have never found that being good to somebody has not been a wonderful thing, because it's just the way to be. The Golden Rule is a simple one, but, boy, it really pays dividends. I learned that through the maturity process, and I wish I had gotten there faster.

**R&R:** How have you had to change to survive and flourish as you have?

**BK:** Like Steven Covey says in *Seven Habits of Highly Effective People*, I believe in the circle of influence and in what you can control and what you can't. You have to understand where that circle is and grow it. You can't be upset about consolidation: it's happened already. What you can do is make sure that your people and your radio station are taken care of. I have a great deal of pride in the brands that we have here, and I always make sure that's foremost in the thought process of what I do.

**R&R:** What would you do if you knew you couldn't fail?

*"I will do the things that need to be done, but most important is protecting the integrity of who I am."*

**BK:** I would take more people on, and we'd all make a lot of money.

**R&R:** What's the biggest risk you're willing to take right now?

**BK:** I would give up my job in a heartbeat to do the right thing; I wouldn't think twice about it.

**R&R:** What has been the most painful, personally anguishing moment of your career?

**BK:** I was very blessed to work with Viacom, version 1.0. As the company was getting out of radio, I found out that we were restructuring our corporate models and were getting ready to sell the company anyway. I had the choice to continue within the company in a much diminished role or to move on. Firing myself and wondering if it was the right move tortured me for quite a while. I realize now that it was the right move.

**R&R:** What is the most cherished memory of your radio career so far?

**BK:** The work that I did here with Carl Anderson, like when we hit No. 1 — the enthusiasm, the excitement, the hugs, the high-fives — just knowing that we had done some good radio. Good people don't always finish last; sometimes you can finish first.

**R&R:** What single moment of enlightenment stands out?

**BK:** The epiphany was that you always have to be true to yourself, no matter what, and you have to do it with your own style. I

*Continued on Page 69*

### History In The Making

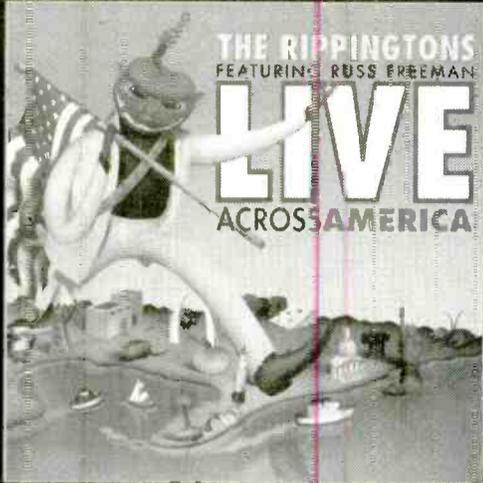
Bob Kaake recently became Clear Channel VP/Programming. No wonder. The following numbers illustrate that, under his guidance, WNUA earned the highest shares and came in station history.

Book/Year	12+ Share (Rank)	25-54 Share (Rank)	35-64 Share (Rank)
Fa '98	4.2 (4)	5.0 (3)	6.0 (2)
Wi '99	4.1 (5)	4.4 (5)	5.7 (1)
Sp '99	4.4 (5)	4.7 (3)	6.6 (2)
Su '99	4.3 (5)	5.1 (3)	5.8 (2)
Fa '99	4.0 (5)	4.5 (3)	5.8 (2)
Wi '00	4.0 (5)	4.7 (3)	6.2 (1)
Sp '00	3.6 (8)	4.1 (5)	5.6 (2)
Su '00	4.6 (4)	4.1 (5)	7.0 (1)
Fa '00	3.8 (6)	4.3 (4)	5.4 (3)
Wi '01	3.9 (7)	4.2 (4)	5.5 (3)
Sp '01	4.5 (4)	4.6 (3)	6.4 (1)
Su '01	4.7 (4)	5.5 (2)	6.8 (1)
Fa '01	4.5 (5)	5.2 (2)	6.4 (2)
Wi '02	3.8 (7)	3.8 (7)	5.8 (3)
Sp '02	4.8 (4)	5.1 (1)	6.5 (1)
Su '02	4.2 (5)	4.4 (4)	5.8 (3)

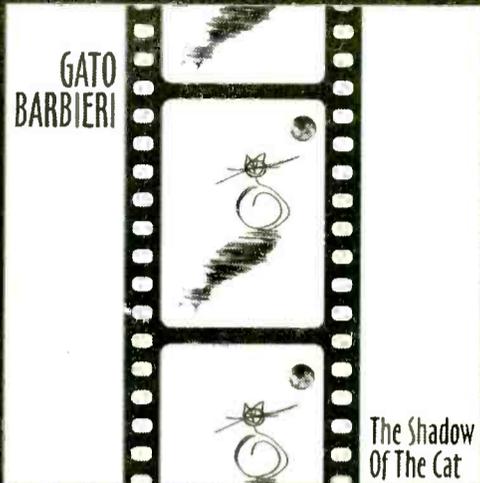
# PEAK

## RECORDS™

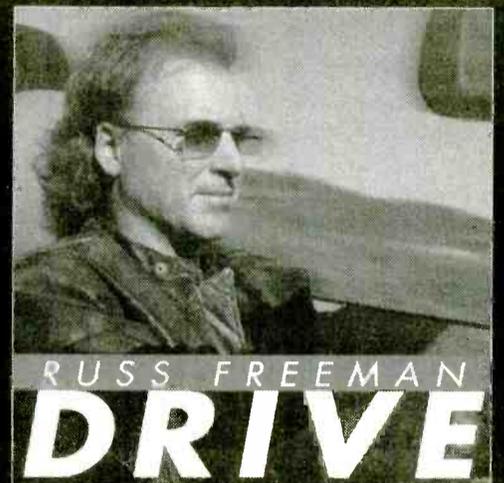
YOUR HOME FOR SMOOTH JAZZ



**THE RIPPINGTONS**



**GATO BARBIERI**

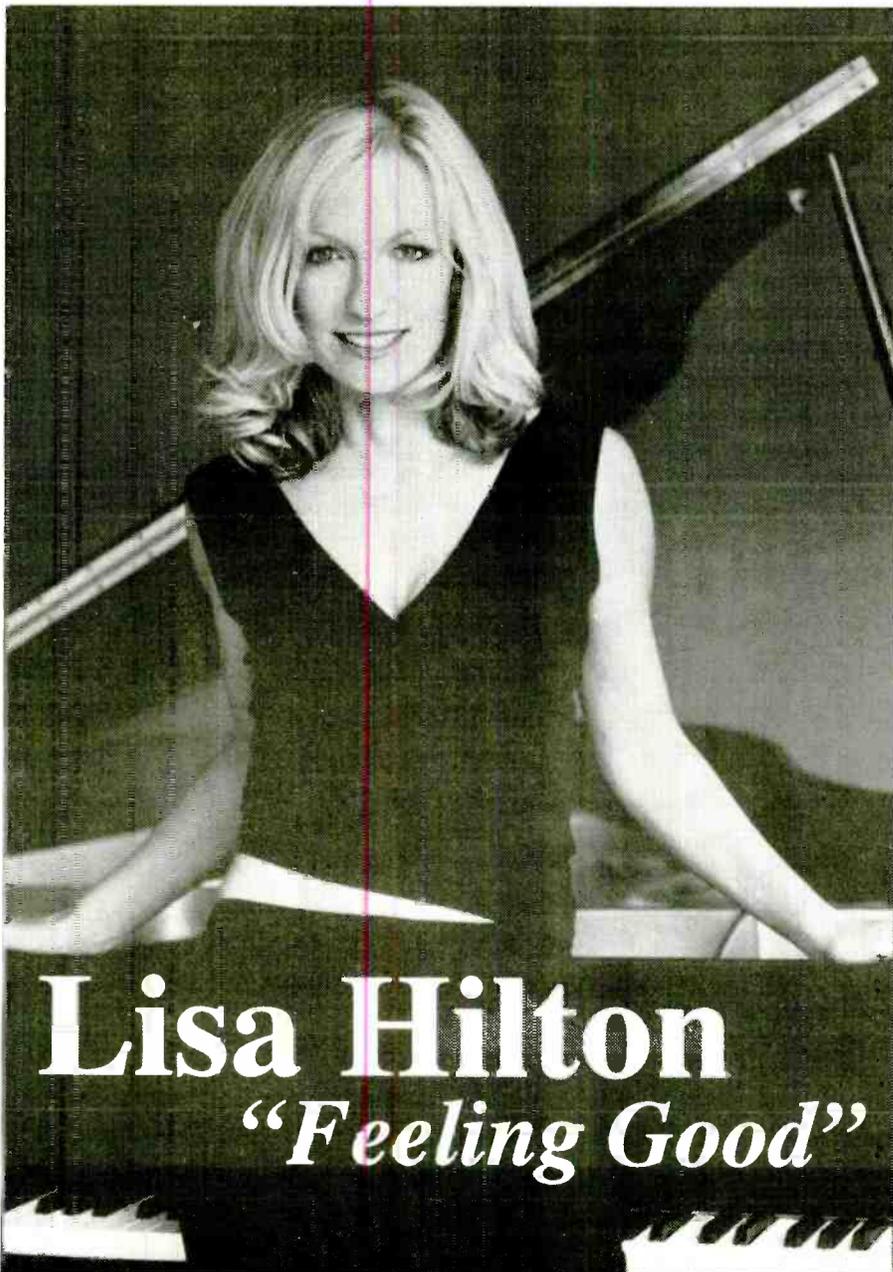


**RUSS FREEMAN**

also... **Paul Taylor, Eric Marienthal, and The Braxton Brothers**



Peak Records  
[www.peak-records.com](http://www.peak-records.com)



# Lisa Hilton

*"Feeling Good"*

## *Thank You!*

- |           |      |      |      |       |
|-----------|------|------|------|-------|
| KLON/KKJZ | WAER | WTMD | KRQS | WEIB  |
| WFIT      | KUNC | WONB | WNWV | WVAS  |
| WLNZ      | WUMR | KCKK | KCSN | KPVR  |
| WEAA      | WSNC | WJAB | WJZX | WWOZ  |
| KSUI      | KUVO | KIPO | WCAL | KTEP  |
| KASU      | KSDS | KCLC | KVNO | WRTI  |
| KUNM      | WCPN | KMBH | KHID | KBCT  |
| WSIE      | WDNA | WLSU | WCLV | WESM  |
| HPPR      | KACU | KECG | WICN | WVPE  |
| KUNI      | KUMR | WCVE | WFIU | KUFM  |
| WDCB      | KJJZ | WLGX | KCPR | WBLV  |
| WMNR      | KEZL | KUER | WBRH | WBAA  |
| KCCU      | KEWU | MPR  | KCHO | KFPR  |
| WSHA      | WBEE | KOY  | WZMR | WXPR  |
| WIUM      | WIUW | KTOO | WJCT | KMHD  |
| KUAC      | KCLU | WABE | WDIY | KMRY  |
| WVTF      | WPFW | WUCF | WROD | KZYX  |
| KZYZ      | KIOS | KSMF | KPBX | MUZAK |

80FM/Spain 2CCR/Australia JAZZFM91/Toronto  
DMX CABLE RADIO NETWORK AEI

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

Contact: (310) 457-7552



# Tom Sleeker

## Intelligence And Steely Determination

*It's easy to feel disarmed by Tom Sleeker's down-to-earth charm and humility. Don't be. They mask Sleeker's intelligence, focus and steely determination, all of which feed the success of Infinity's WVMV/Detroit.*

**R&R:** *What were your hopes and dreams when you started in radio? Did you have a specific career goal?*

**TS:** As much as I love my home state, I always wanted to work in a major market. I began my career at a station in a college town of 2,000 — Arkadelphia, AR — and worked my way up. My first dream was to be a Top 40 Pied Piper, which happened when I got a 54 share in teens.

**R&R:** *How much of your journey has been the result of planning and how much the result of fate, circumstance and outside forces?*

**TS:** Certainly, being in the right place at the right time had a lot to do with it, but once I realized that I wanted to make radio a long-term career and be part of the big picture, it became more of a plotting thing.

*"The key to success for any radio station is to get accurate feedback from listeners and react to it. Mold your station from the information."*

I'd use each success as leverage to get closer to a job in a top 10 market. It helped that I made good relationships along the way, such as with [consultant] Alan Mason — an excellent programmer and strategic thinker — and others who would later help me in Smooth Jazz.

**R&R:** *Even superachievers hit a rough patch from time to time. What's it been like to experience a down book, and how did you cope with it?*

**TS:** If you ask anyone here what my goal

is for this radio station, they'll laugh and tell you I want to be No. 1. Any time that we're not — we've been No. 1 only once — I feel guilty about it and really let down. When we hit No. 3 25-54, I did cartwheels down the hall, but, still, I felt we could be first.

There are setbacks, and I always take them personally. It hurts, because the radio station is who I am. I'm here to prove something — that it can be done — so I try to maintain as even a keel as I can, because I don't want my talent to see how disappointed I am at not achieving what I think we can. I stay as up as I can to keep things positive.

We've been fortunate to have research projects to review to reinforce the good reports we've had even when the book was down. I know how accurate the research is, so that gives me some solace. The key to success for any radio station is to get accurate feedback from listeners and react to it. Mold your station from the information; otherwise, you're flying blind and likely not to have any success at all. Ratings will come if you stay focused on the plan.

**R&R:** *What would you have done differently?*

**TS:** I had a great little Country station in Fayetteville, AR. It was my first programming job, and I made some mistakes. It was a class A station, and we knocked off class C 100,000-watt stations to become No. 1. Sometimes I wish I'd stayed there a little bit longer. At the same time, it turned out to be a good thing. I might not be where I am today if I hadn't left. Mistakes are part of the learning process, and they build who you are now.

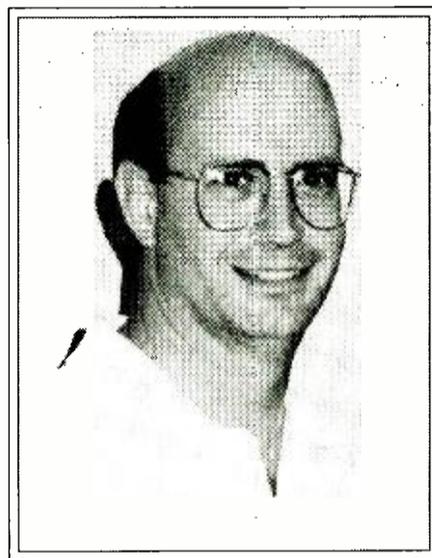
**R&R:** *What's the most valuable lesson you've learned?*

**TS:** I'm one of those guys who beats himself up all the time. It's easier to point

out the negative, because I tend to remember the bad things over the good.

**R&R:** *How have you had to change to survive and flourish as you have?*

**TS:** I've survived by staying focused on achieving my goals for my particular radio station and not being concerned with the big political picture going on around me. If I can do my job, everything else will take care of



Tom Sleeker

itself. The immediate challenge, and it's huge, is to take a hybrid format and turn it into a mainstream success and not worry about consolidation in the process.

**R&R:** *What has been the most painful, personally anguishing moment of your career?*

**TS:** The most painful was getting fired. It's devastating, and it doesn't get any easier with time.

**R&R:** *What's your most cherished memory?*

**TS:** Going to No. 1 here 25-54; being No. 1 12+, 25-54 and 35-64 at KKIX/Fayetteville; and being No. 1 7-midnight with a 54 share at KLAZ/Little Rock in 1975.

**R&R:** *What "ah ha!" moment of enlightenment stands out for you?*

**TS:** At each radio station I've had that, "Ah ha, so that's how we do it!" experience.

**R&R:** *How do you imagine your life five years from now?*

**TS:** I'd like to be sitting on a string of No. 1s and be well thought of by Infinity.

**R&R:** *What's your strongest attribute?*

**TS:** My strongest attribute is my work ethic. I'll do whatever it takes to succeed.

**R&R:** *How do you define superachievement?*

**TS:** Superachievement means you take what's given to you above and beyond what's expected. That requires long hours — not always, but for the most part — and lots of study and analysis to concentrate your forces to make it happen.

**R&R:** *What's the greatest risk you're willing to take right now?*

**TS:** Adding the Dave Koz record. I'm a wide-open conservative.

**R&R:** *How do you fan the flame of inspiration over the long haul?*

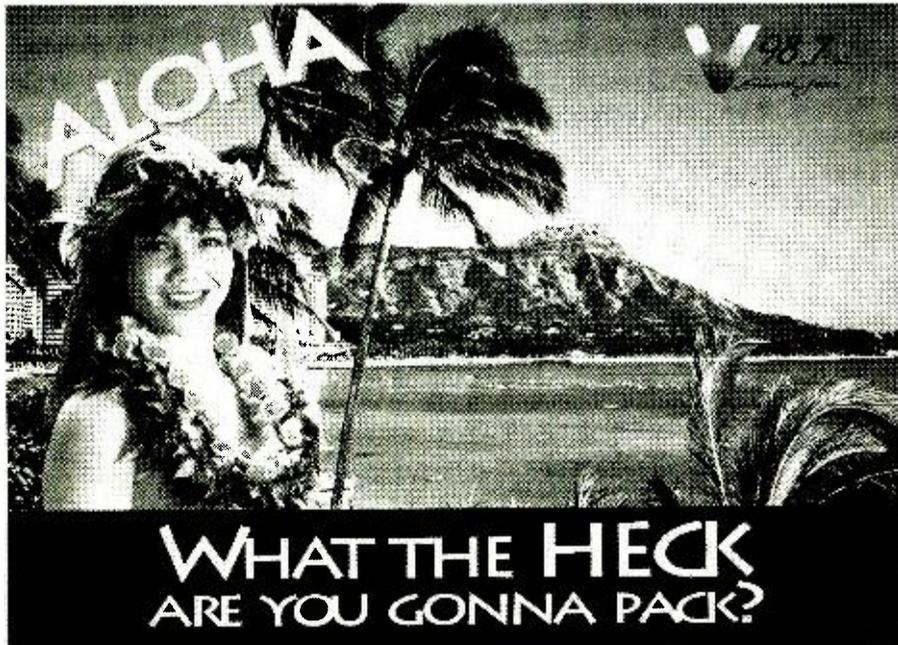
**TS:** I had a relatively safe career going as a Country programmer, so getting into Smooth Jazz was a pretty bold move. One of the things I liked about Smooth Jazz from the beginning was that this was a new format. It offered a chance to get in on the ground floor. I loved the product, the music and the opportunity. Smooth Jazz sounds so great that I was sure that people would love it if they heard it.

PDs need good people around them. I'm fortunate to be surrounded by people who inspire me. I have a great morning guy — Alexander Zonjic, who is so smart and so funny — and our Promotions Director, Suzanne Belinger, is another creative person who keeps me on my toes. The rest of my staff and management are the same. Alexander, for example, plays the flute and makes an excellent living as a musician. He doesn't have to work on the radio to be successful. We're all like that; we feed off of one another. We're a bunch of overachievers.

### Ever Upward At WVMV

Take a look at these shares and ranks, which chart WVMV/Detroit PD Tom Sleeker's record of recent ratings achievements. They speak for themselves. Ties are designated by an asterisk.

Book/Year	25-54 Share (Rank)	35-64 Share (Rank)
Su '02	5.6 (3)	6.6 (2)
Sp '02	7.2 (1)	7.9 (2)
Wi '02	5.0 (5)	6.1 (3)
Fa '01	5.1 (3*)	5.8 (5*)
Su '01	5.4 (3)	7.3 (2)
Sp '01	5.8 (4)	7.2 (3)
Wi '01	5.3 (3*)	6.2 (3)
Fa '00	5.0 (4)	7.1 (2)
Su '00	5.0 (5)	6.3 (4)
Sp '00	6.4 (3)	7.5 (3)
Wi '00	4.6 (7)	5.9 (3)
Fa '99	5.2 (5)	6.0 (3)
Su '99	5.1 (6)	5.9 (3)
Sp '99	5.1 (5)	6.6 (3)
Wi '99	5.4 (4)	6.7 (3)



WVMV used this direct mail piece to kick off its Trip-a-Day promotion in Detroit.



JEFFERSON PILOT  
COMMUNICATIONS

# *Congratulations Mike Vasquez!*

We've got him, you can't  
have him, so quit calling!

congratulations, steve  
on this recognition!

we're proud to have  
you in the  
Clear Channel Northern  
California family  
leading the KKSF team.

SMOOTH JAZZ  
**KKSF 103.7**  
WWW.KKSF.COM

**All That Jazz  
Promotion & Marketing**

*All That Jazz, Inc.*

Cliff Gorov Jason Gorov  
Adam Leibovitz

(310)395-6995 [www.allthatjazzinc.com](http://www.allthatjazzinc.com)

**Congratulations to all  
the Smooth Jazz  
SUPER ACHIEVERS!**

# Smooth Jazz Super Achievers

## Mike Vasquez

### Painting Mental Pictures In Listeners' Minds

Before he became PD of Jefferson-Pilot's KIFM/San Diego in 1998, Mike Vasquez programmed KEZL/Fresno, where he began his career and later took the station to No. 1 25-54 in winter '98. Vasquez's move to San Diego involved a jump in market rank from 65 to 15.

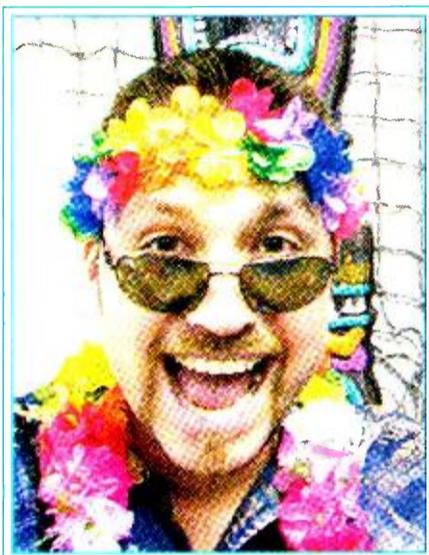
Since Vasquez came aboard at KIFM, the station has been top five 12+ nine out of 16 books, top five 25-54 12 out of 16 books and top five 35-64 16 out of 16 books. Not only that, Vasquez is the only PD in Smooth Jazz to go No. 1 25-54 at more than one station. Call him an overachiever, but say it politely, for his superachievement deserves the utmost respect.

**R&R:** What were your hopes and dreams when you began working in radio? Did you have a specific career goal in mind?

**MV:** All I wanted was to play music and have a fun, exciting job that was part of who I was as an individual — a music lover. I didn't get into it for the business side. I loved painting a mental picture in the listener's mind and conveying my passion for the music.

**R&R:** Since then, how much of your journey has been the result of planning and how much the result of fate, circumstance or outside forces?

**MV:** The majority has been fate. In 1993 my predecessor at KEZL, J. Weidenheimer,



Mike Vasquez

was relieved of his duties. It was a bitter-sweet opportunity for me. Six or seven years into my career I realized that I wanted to program someday.

The irony is that J. had always spoken so highly of KIFM's anniversary festival as a kind of family reunion. When I attended it for the first time in 1995, I fell in love with the station — so major-market in presentation, yet with an element of free form that you don't hear in 2002.

**R&R:** How do you cope when you get a bad book, as everyone does from time to time?

**MV:** In spring '00 KIFM achieved its first No. 1 book 25-54, and I was euphoric. My daughter was born the day before, and when I called the station at 10:01 to learn about our book, I had her in my arms. I wept when I found out we were No. 1. After living on that high for three months, the summer book showed that we had dropped to sixth.

San Diego's a very compressed market, and we were only a few tenths of a share from top five and a few more from top three, so you have to put it in perspective. A bad book probably bothers everyone, but it bothers me especially, because since I was a little kid playing baseball, I've wanted to win.

**R&R:** What would you have done differently?

**MV:** I have no regrets. Although there are things I'm not proud of, I can sleep well

knowing I've taken responsibility.

**R&R:** In the face of consolidation, how have you had to change to survive and flourish as you have?

**MV:** The new business of radio is beyond picking hit records. It involves all the departments that play into the overall success of the station. I've had to think smarter and find new ways to promote and market the station when resources became limited. I've always believed that if I did the best thing for my station, the chips would fall in my favor.

**R&R:** What's the most valuable lesson you've learned?

**MV:** The most important lesson is to treat people with respect, no matter who they are. There is a misperception that all program directors are assholes, but although I can be very firm in my thoughts and opinions, everyone else has something to offer, whether I agree with them or not. It's about taking the time to listen and to try to understand the other person's perspective.

**R&R:** What's the most painful, personally anguishing moment of your career?

**MV:** The most painful was seeing my best friend and mentor fired, and that I benefited from his loss.

Continued on Page 69

## Steve Williams

### Live The Dream

KKSF/San Francisco PD Steve Williams is a Smooth Jazz pioneer who has worked in seven markets, including New York, where he served first as MD, then Asst. PD/MD at WQCD at the time that station garnered top five 25-54 shares — usually in the four- to 5.5-share range, and once as high as a 6.2! — and consistently ranked in the top five 12+. Williams' other accomplishments include his successful three-year tenure at KSSJ/Sacramento, where he earned No. 2 25-54 and No. 3 12+ in winter '99.

**R&R:** When you were first starting out in radio, what were your hopes and dreams? Did you have a specific career goal in mind?

**SW:** I did. I wanted to make a living doing radio — that was it, bottom line — and being on the air would be the vehicle for that. I was learning other things about my craft while doing it to the point where I could sustain myself without having to do something else.

**R&R:** Since then, how much of your journey has been the result of planning and how much has been the result of fate and outside forces?

**SW:** The planning came at the beginning, and I never let loose of that plan. I embellished it, obviously. Beyond that, it's probably a pretty crazy combination of

unforeseen stuff, tragic as well as incredibly fortuitous. The death of my wife set some things in motion that probably wouldn't have occurred had she not died.

There's a story that is so perfect for my situation now: In 1983 I was working for a public radio station in Detroit when a friend said, "You would be perfect to take this public radio seminar in San Francisco. They're only accepting 12 applicants from the entire company, but your production work is so cool, you'll be a shoe-in." Another friend, Dr. Karen Davis, a professor at Mary Grove College, got the application and filled it out, and all I had to do was sign it and produce a piece to submit.

She kept bugging me. I put it off until the very last day that I was eligible to apply,

then hastily put together a little production piece, mailed it in and forgot all about it. One day I was taking a nap, and the phone



Steve Williams

rang. Leo Lee, who was a legend in radio, told me that I was one of the 12. That set things in motion, the first of which was my love for San Francisco.

**R&R:** Even superachievers have a bad book every now and then. What's that been like for you, and how did you cope?

**SW:** A bad book for somebody who is as competitive as I am is not a good thing, and for about the first 15 minutes it's not pretty. After that, however, my reason, optimism and competitive spirit kick in, and it's on to the next thing. Everybody has their own way of coping, and mine is psyching myself up. You just don't give up.

**R&R:** Looking back, what would you have done differently?

**SW:** I would have gotten a college education. That is still something that I aspire to.

**R&R:** How have you had to change to continue to survive and flourish with the changes wrought by consolidation?

**SW:** You have to change every day, so the first thing I did was change. I've lived in seven cities, so I'm adaptable. Working in this business hasn't been hard for me at all. I welcome growth, the opportunity to change and the opportunity to see and do things I haven't done before. Everyone who endeavors to achieve in life, no matter on

Continued on Page 69

# Smooth Jazz Super Achievers

## Paul Goldstein

Continued from Page 60

**PG:** The most painful was leaving The Oasis in Dallas, which was a station I loved, with people who were phenomenal, and realizing that I'd made the horrible nightmare mistake of going to work for what I thought was going to be a breakthrough — SW Networks. It was a joint venture between Sony and Time Warner, and I was blinded by their bright lights. After one week I said to myself, "My God, what have I done?"

**R&R:** What "ah ha!" moment of enlightenment stands out for you?

**PG:** One moment of enlightenment was sitting in a meeting with the researcher Ted Bolton during the early, eclectic, New Age days at The Wave, when we were playing over 1,000 titles. He said, "People just want to hear their favorite songs. Find out what those are, and the ratings will go up." It's what everyone knows now, but we were in the world of experimentation and too deep in the forest to see the trees. When the format began to apply that knowledge, look what happened.

**R&R:** How do you imagine your life five years from now?

**PG:** I hope I'll have a greater sense of balance and organization, which will allow me to be even more inspired and creative.

**R&R:** Modesty aside, what's your strongest attribute?

**PG:** Thinking big.

**R&R:** How do you define super-achievement?

**PG:** Clearly, ratings success is important, but I admire how great people I've worked with — such as Chris Brodie, Anne Gress and Bob Kaake — are at inspiring their staffs to feel creative, comfortable and motivated. That's not easy, and it's a true sign of their leadership. Allen Kepler's focus on the end-user listeners, his ability

to keep his client stations focused and his way with people — direct, honest and graceful — have allowed him become as successful as he has and to contribute at a very high level too.

**R&R:** Speaking of grace, how have you kept creativity, endurance, idealism and vision alive in such a graceless age?

**PG:** I don't believe in staying at the station until 10pm anymore. And I don't listen to the station 24 hours a day, so that when I'm listening, I'm fresh, and when I'm working, I'm inspired instead of burned out. You have to recharge yourself and have other things in your life that allow you to see with a fresh perspective.

## Allen Kepler

Continued from Page 60

moment opened me to others' points of view and to the way I comport myself with them. My deepest gratification is that we are working with more Smooth Jazz stations than we ever have and that they're doing better than ever.

**R&R:** What "ah ha!" moment of enlightenment stands out for you?

**AK:** One "ah ha" moment was very important because the result was my primary work for the past 11 years: It was doing one-on-one research at WNUA/Chicago. The primary focus of the project was how AC music fits in, and whether we should play it. I heard listener after listener comment how much they loved hit songs and how hits contributed to Smooth Jazz's variety. It was a real eye-opener, because to that point I had resisted that idea.

**R&R:** What's your single strongest attribute?

**AK:** Honesty.

**R&R:** How do you define super-achievement?

**AK:** People who are superachievers not only show up to do an honest job, but also have to foresight to look ahead. At the same time, they need self-control to sell a product that a lot of people will want, and that's a magic act. There have been visionaries in Smooth Jazz who were unable to put together a product that the

masses would enjoy. There's an element of endurance, too, because having one or two great books or one great station doesn't make someone a superachiever over the long haul.

**R&R:** How do you keep the flame of inspiration lit?

**AK:** It's never changed for me: Keep close to the listener. They are the most inspiring things, because they aren't paid to like Smooth Jazz. We wouldn't have the ratings we have if we weren't asking people what they like.

## Bob Kaake

Continued from Page 64

will do the things that need to be done, but most important is protecting the integrity of who I am.

**R&R:** How do you imagine your life five years from now?

**BK:** In five years, if I'm doing things right, I'll be having a wonderful time climbing mountains, drinking more and better wines, staying very plugged into the business that I love and finding a way to do it all.

**R&R:** Humility aside, what do you consider your strongest attribute?

**BK:** Good organizational skills and being able to lead by example. I'm not the world's most creative person, but I have people who are. I can help focus them.

**R&R:** What's your definition of a superachiever?

**BK:** The common thread is a passion for what they do.

**R&R:** How have you fanned the flames of

inspiration and innovation within yourself over the long haul? How do you keep creativity, endurance, idealism and vision alive?

**BK:** I surround myself with people who enjoy life and what they do. I enjoy working with groups and in teams, because I don't like to be an island unto myself when it comes to work. It's no fun then.

## Steve Williams

Continued from Page 68

what stage, has to be open-minded, and in this business you can't succeed on a high level unless you are ready to change. I was directly affected by all of this, but I don't see it as unusual. I'm on a mission, and I am definitely prepared to make adjustments.

**R&R:** What's the most important lesson you've learned in your career?

**SW:** You must be able to adapt, adjust and change. Change is innate for me. It's what I've done all my life. It's not even about change in a conceptual expression; it's about living. People who achieve on a high level don't think about that; they just do what they have to do to get to where they want to be.

**R&R:** What is the biggest risk you are willing to take right now?

**SW:** Believing in people who don't want to be believed in.

**R&R:** How can you do that?

**SW:** First, by the grace of God. Second, you have to believe in the capacity and beauty of humanity. Even people who don't want to be loved and don't want to be believed in need someone to believe in them and to have confidence in them, because, who

knows, maybe that one person who reaches out to them and touches them will change them for the better.

**R&R:** What has been the most painful, personally anguishing moment of your career?

**SW:** It boils down to the day that WJZZ/Detroit let me go, which coincided with the death of my mother several days before Christmas. It was an awful time, probably the top vote-getter. What made it so painful was that it wasn't like there was something I did to make this happen — it was out of nowhere — and they knew my mother was in a Cincinnati hospital in a coma. Talk about kicking somebody when they're down!

**R&R:** What is your most cherished

memory of your radio career so far?

**SW:** Being offered and accepting the position here at KKSF. This was what I wanted in my life: this is what I prayed for.

**R&R:** What is your strongest attribute?

**SW:** I am a lover of humanity. I love people. I love life. I love me. It is what has kept me alive.

**R&R:** What does superachievement mean to you?

**SW:** A superachiever dreams and then achieves, via the dream, the things they want or dream for in life.

**R&R:** How have you fanned the flames of inspiration and innovation over the long haul? How do you keep creativity, endurance, idealism and vision alive?

**SW:** Confidence. Confidence in yourself,

*"Even people who don't want to be loved and don't want to be believed in need someone to believe in them and to have confidence in them."*

in the people around you, in the world. I'm an eternal optimist. You have to believe in the good of humankind.

## Mike Vasquez

Continued from Page 68

**R&R:** What "ah ha!" moment of enlightenment stands out for you?

**MV:** When I came to San Diego to work at one of the most renowned radio stations in the country, I put an immense amount of

pressure on myself. I became a workaholic. Then I realized that radio is radio is radio, whether it's in market 65 or market 15 — the only difference is cume. Finally, I possessed the confidence to do my job without trying to force it.

**R&R:** What is your strongest attribute?

**MV:** Intelligence and confidence.

**R&R:** How do you describe superachievement?

**MV:** Someone who has the strength,

courage and endurance to go the extra mile and accomplish goals beyond their expectations.

**R&R:** How do you fan the flames of inspiration over the long haul to survive and flourish as you have?

**MV:** By falling asleep at night, because the majority of my ideas come to me at 3 or 4am. I sleep with a microcassette recorder by my bed, and I wake up enough to voice my ideas so I can put them in motion.

# R&R Smooth Jazz Top 30

November 22, 2002

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
3	1	<b>FOURPLAY</b> Rollin' (Bluebird/RCA Victor)	866	+57	118721	20	39/0
2	2	<b>CHUCK LOEB</b> Sarao (Shanachie)	847	+10	121114	22	38/0
1	3	<b>EUGE GROOVE</b> Slam Dunk (Warner Bros.)	822	-23	130389	22	40/0
5	4	<b>RICHARD ELLIOT</b> Q.T. (GRP/VMG)	655	+39	95602	16	39/2
8	5	<b>STEVE OLIVER</b> High Noon (Native Language)	634	+63	84650	12	38/1
6	6	<b>BWB</b> Groovin' (Warner Bros.)	606	+24	86248	8	41/0
4	7	<b>NORMAN BROWN</b> Just Chillin' (Warner Bros.)	586	-97	65984	23	32/0
7	8	<b>NATALIE COLE</b> Tell Me All About It (GRP/VMG)	568	-6	59944	12	37/2
9	9	<b>GERALD ALBRIGHT</b> Ain't No Stoppin' (GRP/VMG)	546	-19	84265	24	30/0
11	10	<b>JEFF GOLUB</b> Cold Duck Time (GRP/VMG)	519	+18	82728	16	36/0
12	11	<b>PETER WHITE</b> Who's That Lady? (Columbia)	514	+28	77111	10	36/0
13	12	<b>DIANA KRALL</b> Just The Way You Are (Verve/VMG)	498	+17	54563	5	34/0
10	13	<b>LARRY CARLTON</b> Morning Magic (Warner Bros.)	468	-55	65504	26	30/0
17	14	<b>BONEY JAMES</b> Grand Central (Warner Bros.)	444	+30	67193	6	38/2
16	15	<b>BOB JAMES</b> Morning, Noon & Night (Warner Bros.)	440	+18	54821	9	39/1
14	16	<b>KENNY G F/CHANTE MOORE</b> One More Time (Arista)	412	-29	54968	16	29/0
18	17	<b>STEVE COLE</b> Off Broadway (Warner Bros.)	408	+14	64356	10	33/1
20	18	<b>N. BROWN &amp; M. MCDONALD</b> I Still Believe (Warner Bros.)	380	+19	47648	4	29/1
19	19	<b>DAVID BENOIT</b> Then The Morning Comes (GRP/VMG)	343	-36	44133	18	27/0
21	20	<b>MICHAEL MANSON</b> Outer Drive (A440 Music Group)	340	+12	54481	13	31/0
24	21	<b>MARION MEADOWS</b> Tales Of A Gypsy (Heads Up)	289	+23	33694	8	26/2
23	22	<b>JOAN OSBORNE</b> I'll Be Around (Compendia)	272	-11	21639	6	18/0
22	23	<b>MAYSA</b> Friendly Pressure (N-Coded)	264	-31	29486	11	20/1
26	24	<b>KENNY G</b> Paradise (Arista)	247	+20	42916	3	26/2
25	25	<b>AL JARREAU &amp; JOE COCKER</b> Lost And Found (GRP/VMG)	246	0	17723	13	17/0
28	26	<b>CRAIG CHAQUICO</b> Afterglow (Higher Octave)	242	+25	11967	3	23/2
<b>Debut</b>	27	<b>DAVE KOZ &amp; JEFF KOZ</b> Blackbird (Rendezvous/WB)	211	+85	41544	1	27/4
30	28	<b>MICHAEL LINGTON</b> Still Thinking Of You (3 Keys)	191	+33	20998	2	19/2
29	29	<b>LEE RITENOUR</b> Module 105 (GRP/VMG)	177	+8	20322	4	15/0
<b>Debut</b>	30	<b>BONA FIDE</b> Willie Don (N-Coded)	167	+21	24264	1	14/1

42 Smooth Jazz reporters. Songs ranked by total plays for the airplay week of 11/10-11/16. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 15 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from the Arbitron Company (copyright 2002, The Arbitron Company). (C) 2002, R&R, Inc.

## New & Active

### PIECES OF A DREAM

Turning It Up (Heads Up)  
Total Plays: 153, Total Stations: 14, Adds: 0

### JEFF LORBER

Chopsticks (GRP/VMG)  
Total Plays: 149, Total Stations: 13, Adds: 0

### NORAH JONES

Come Away With Me (Blue Note/Virgin)  
Total Plays: 146, Total Stations: 11, Adds: 0

### RICK DERRINGER

Jazzy Koo (Rock And Roll...) (Big3)  
Total Plays: 123, Total Stations: 12, Adds: 0

### KEN NAVARRO

Healing Hands (Shanachie)  
Total Plays: 123, Total Stations: 12, Adds: 0

### THOM ROTELLA

Look But Don't Touch (Trippin' 'n Rhythm)  
Total Plays: 113, Total Stations: 10, Adds: 0

### GREGG KARUKAS

Your Sweet Smile (N-Coded)  
Total Plays: 112, Total Stations: 14, Adds: 4

### RUSS FREEMAN

Brighter Day (Peak)  
Total Plays: 107, Total Stations: 10, Adds: 1

### PAUL HARDCASTLE

Desire (Trippin' 'n Rhythm)  
Total Plays: 100, Total Stations: 8, Adds: 1

### 3RD FORCE F/TOM SCOTT

Young Again (Higher Octave)  
Total Plays: 76, Total Stations: 6, Adds: 0

Songs ranked by total plays

## Most Added

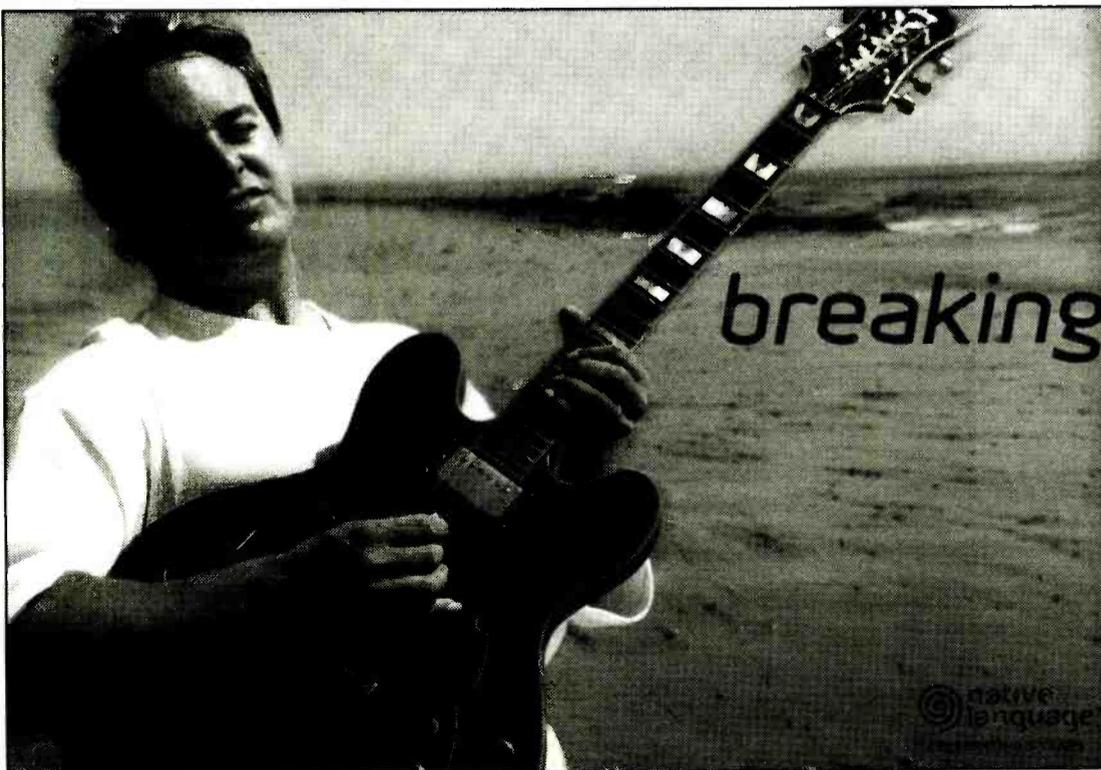
ARTIST TITLE LABEL(S)	ADDS
<b>DAVE KOZ &amp; JEFF KOZ</b> Blackbird (Rendezvous/WB)	4
<b>GREGG KARUKAS</b> Your Sweet Smile (N-Coded)	4
<b>DONNA GARDIER</b> How Sweet It Is (Dome Records Limited)	4
<b>GREG ADAMS</b> 'Sup With That (Ripa/Blue Note)	3
<b>RICHARD ELLIOT</b> Q.T. (GRP/VMG)	3
<b>BONEY JAMES</b> Grand Central (Warner Bros.)	2
<b>NATALIE COLE</b> Tell Me All About It (GRP/VMG)	2
<b>KENNY G</b> Paradise (Arista)	2
<b>MARION MEADOWS</b> Tales Of A Gypsy (Heads Up)	2
<b>CRAIG CHAQUICO</b> Afterglow (Higher Octave)	2
<b>MICHAEL LINGTON</b> Still Thinking Of You (3 Keys)	2
<b>NESTOR TORRES</b> Watermelon Man (Shanachie)	2

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
<b>DAVE KOZ &amp; JEFF KOZ</b> Blackbird (Rendezvous/WB)	+85
<b>STEVE OLIVER</b> High Noon (Native Language)	+63
<b>FOURPLAY</b> Rollin' (Bluebird/RCA Victor)	+57
<b>RICHARD ELLIOT</b> Q.T. (GRP/VMG)	+39
<b>GREGG KARUKAS</b> Your Sweet Smile (N-Coded)	+34
<b>MICHAEL LINGTON</b> Still Thinking Of You (3 Keys)	+33
<b>BONEY JAMES</b> Grand Central (Warner Bros.)	+30
<b>PETER WHITE</b> Who's That Lady? (Columbia)	+28
<b>CRAIG CHAQUICO</b> Afterglow (Higher Octave)	+25
<b>DONNA GARDIER</b> How Sweet It Is (Dome Records Limited)	+25
<b>BWB</b> Groovin' (Warner Bros.)	+24
<b>GREG ADAMS</b> 'Sup With That (Ripa/Blue Note)	+24

## Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
<b>SPECIAL EFX</b> Cruise Control (Shanachie)	391
<b>JOE SAMPLE</b> X Marks The Spot (PRA/GRP/VMG)	294
<b>KIM WATERS</b> In The House (Shanachie)	267
<b>LUTHER VANDROSS</b> I'd Rather (J)	208
<b>GREG ADAMS</b> Roadhouse (Blue Note)	196
<b>JONATHAN BUTLER</b> Wake Up (Warner Bros.)	130
<b>NORAH JONES</b> Don't Know Why (Blue Note/Virgin)	123
<b>DOWN TO THE BONE</b> Electra Glide (GRP/VMG)	123
<b>BRIAN CULBERTSON</b> Without Your Love (Warner Bros.)	107
<b>CHRIS BOTTI</b> Lisa (Columbia)	92
<b>JOE MCBRIDE</b> Woke Up This Morning (Heads Up)	91
<b>BONEY JAMES</b> RPM (Warner Bros.)	64
<b>PETER WHITE</b> Bueno Funk (Columbia)	63



STEVE OLIVER

"HIGH NOON"

NEW AT KJCD/DENVER

+63 SPINS, #2 MOST INCREASED PLAYS

5

# breaking NEW GROUND

CONGRATULATIONS TO STEVE OLIVER AND ROGER LIFESET FOR YOUR BREAKTHROUGH PERFORMANCES IN 2002!

BREAKING GROUND IN 2003:

RICHARD SMITH, DAN SIEGEL, SCOTT WILKIE, THEO BISHOP, JUAN CARLOS QUINTERO, AND MORE...

WHAT IS YOUR NATIVE LANGUAGE?™

## ON THE RECORD

With  
**Kelly Cole**  
Asst. PD/MD, KIFM/San Diego



What a year! First, our Promotion Director, Kiku Hughes, got a new organ — and I am not talking a Hammond B-3; she's been waiting for a kidney for over four years. Her assistant and I were at the hospital when she got the word that it was a go. It was one of the most inspiring moments of my life. In fact, I even quit smoking — no small feat, since I started when I was 13. \* Musically, this has been one of the

most inspiring years I can recall. I was on the road for a week with the Dave Koz and Friends concert tour as it made its way from Northern California to San Diego. I have a new appreciation for everyone in the concert business, because the road is rough. \* If you were not inspired by this year's music, you weren't listening. Thank you, Norah Jones. I caught you on *The Late Late Show With Craig Kilborn* one night and knew you were going to be a star; you didn't let me down. Peter White, how do you do it? *Glow* made the family road trip a wonderful ride. \* Norman Brown. BWB and Group 3. Bob James and Dave Koz finally got together. New artists like Mike Phillips and Jarrod, and longtime favorites back with a vengeance: Thom Rotella, Greg Adams and Marion Meadows. Then those coming at the end of the year — Donna Gardier, Joan Osborne, Mindi Abair and my cruising buddy, Michael Lington.

**S**mooth Jazz veteran group **Fourplay** take the top slot this week with "Rollin'" (Bluebird/RCA). Congratulations to Bob James, Nathan East, Larry Carlton and Harvey Mason, as well as Dave Einstein and everyone at RCA on a sensational label debut for the lads ... And a big high-five for **Steve Oliver**, who attains the biggest char success of his burgeoning career with "High Noon" (Native Language), which climbs 8-5\* ... It's not often that a track claims No. 1 Most Added for three consecutive weeks, but that's precisely the case for **Dave Koz & Jeff Koz's** "Blackbird" (Rendezvous/Warner Bros.), which earns four new adds, including WJZZ/Atlanta and KYOT/Phoenix, to join a three-way tie ... **Gregg Karukas** is also tied for No. 1 Most Added with four adds, including KYOT with five plays, on reporting stations that embraced "Your Sweet Smile" (N-Coded) this week ... **Donna Gardier's** lovely rendering of Marvin Gaye's "How Sweet It Is" (Dome) grabs No. 1 Most Added with four adds, too, including one at WJZW/Washington ... Two tracks tie for second Most Added: **Greg Adams'** "Sup With That" (Blue Note) and **Michael Lington's** "Still Thinking of You" (3 Keys) ... **Nestor Torres'** supersmooth, supersultry take on Herbie Hancock's composition "Watermelon Man" (Shanachie) is added out of the box by Jones Radio Network. And no wonder! It's *muy caliente!*



— Carol Archer, Smooth Jazz Editor

## Reporters

Stations and their adds listed alphabetically by market

<b>WZMR/Albany, NY</b> PD/MD: Tim Durkee <small>ALBANY, N.Y. 12206                      518-255-1212</small>	<b>KCIY/Kansas City, MO</b> PD: Mark Edwards MD: Michelle Chase <small>KANSAS CITY, MO 64108                      816-234-4400</small>	<b>KSSJ/Sacramento, CA</b> PD: Lee Hanson APD: Ken Jones <small>SACRAMENTO, CA 95811                      916-486-1111</small>
<b>KRQS/Albuquerque, NM</b> PD: Paul Lavoie MD: Jeff Young <small>ALBUQUERQUE, N.M. 87102                      505-263-8800</small>	<b>KOAS/Las Vegas, NV</b> OM: Vic Clemons PD/MD: Erik Foxx <small>LAS VEGAS, N.V. 89102                      702-735-1111</small>	<b>WSSM/St. Louis, MO</b> PD: David Myers <small>ST. LOUIS, MO 63102                      314-351-1111</small>
<b>KNIK/Anchorage, AK</b> OM/PD: Aaron Wallender <small>ANCHORAGE, AK 99501                      907-562-1111</small>	<b>KTWV/Los Angeles, CA</b> PD: Chris Brodie APD/MD: Ralph Stewart <small>LOS ANGELES, CALIF. 90001                      213-621-1111</small>	<b>KBZN/Salt Lake City, UT</b> PD/MD: Rob Riesen <small>SALT LAKE CITY, UT 84102                      801-467-1111</small>
<b>WJZZ/Atlanta, GA</b> PD/MD: Nick Francis <small>ATLANTA, GA 30303                      404-525-1111</small>	<b>WJZN/Memphis, TN</b> PD: Norm Miller <small>MEMPHIS, TENN. 38103                      901-527-1111</small>	<b>KIFM/San Diego, CA</b> PD: Mike Vasquez APD/MD: Kelly Cole <small>SAN DIEGO, CALIF. 92101                      619-591-1111</small>
<b>KSMJ/Bakersfield, CA</b> PD/MD: Chris Townshend <small>BAKERSFIELD, CALIF. 93301                      805-833-1111</small>	<b>WLVE/Miami, FL</b> PD: Rich McMillan <small>MIAMI, FL 33101                      305-556-1111</small>	<b>KKSF/San Francisco, CA</b> PD: Steve Williams APD/MD: Samantha Wiedmann <small>SAN FRANCISCO, CALIF. 94102                      415-774-1111</small>
<b>WNUA/Chicago, IL</b> OM: Bob Kaake PD: Steve Stiles <small>CHICAGO, ILL. 60601                      773-354-1111</small>	<b>WJZI/Milwaukee, WI</b> OM/PD: Steve Scott <small>MILWAUKEE, WIS. 53201                      414-381-1111</small>	<b>KMGQ/Santa Barbara, CA</b> PD: Mark De Anda APD/MD: Steve Bauer <small>SANTA BARBARA, CALIF. 93101                      805-964-1111</small>
<b>WNWV/Cleveland, OH</b> PD/MD: Bernie Kimble <small>CLEVELAND, OH 44101                      216-763-1111</small>	<b>KSBR/Mission Viejo, CA</b> OM/PD: Terry Wedel MD: Susan Koshbay <small>MISSION VIEJO, CALIF. 92683                      949-261-1111</small>	<b>KJZY/Santa Rosa, CA</b> PD: Gordon Zlot APD/MD: Rob Singleton <small>SANTA ROSA, CALIF. 95401                      707-545-1111</small>
<b>WJZA/Columbus, OH</b> OM/PD/MD: Bill Harman APD: Gary Woller <small>COLUMBUS, OH 43201                      614-462-1111</small>	<b>KRVR/Modesto, CA</b> PD: Jim Bryan MD: Doug Wulff <small>MODESTO, CALIF. 95350                      209-526-1111</small>	<b>KWJZ/Seattle-Tacoma, WA</b> PD: Carol Handley MD: Dianna Rose <small>SEATTLE, WASH. 98101                      206-462-1111</small>
<b>KOAI/Dallas-Ft. Worth, TX</b> OM/PD: Kurt Johnson APD/MD: Bret Michael <small>DALLAS, TEX. 75201                      972-354-1111</small>	<b>WQCD/New York, NY</b> OM: John Mullen PD/MD: Charley Connolly <small>NEW YORK, N.Y. 10001                      212-697-1111</small>	<b>WEIB/Springfield, MA</b> PD: Ben Casey MD: Darrel Cutting <small>SPRINGFIELD, MASS. 01101                      413-733-1111</small>
<b>KJCD/Denver-Boulder, CO</b> PD/MD: Michael Fischer <small>DENVER, COLO. 80201                      303-733-1111</small>	<b>WLOQ/Orlando, FL</b> PD: Dave Kosh MD: Patricia James <small>ORLANDO, FLA. 32801                      407-261-1111</small>	<b>WSJT/Tampa, FL</b> OM/PD: Ross Block MD: Kathy Curtis <small>TAMPA, FLA. 33601                      813-281-1111</small>
<b>KVJZ/Des Moines, IA</b> PD: Mike Blakemore MD: Becky Taylor <small>DES MOINES, IOWA 50301                      515-281-1111</small>	<b>WJWZ/Philadelphia, PA</b> PD: Michael Tozzi MD: Joe Proke <small>PHILADELPHIA, PA 19101                      215-381-1111</small>	<b>WJZW/Washington, DC</b> OM: Kenny King PD: Carl Anderson <small>WASHINGTON, D.C. 20001                      202-775-1111</small>
<b>WVMV/Detroit, MI</b> PD: Tom Sleeker MD: Sandy Kovach <small>DETROIT, MICH. 48201                      313-963-1111</small>	<b>KYOT/Phoenix, AZ</b> PD: Shaun Holly APD/MD: Greg Morgan <small>PHOENIX, ARIZ. 85001                      602-254-1111</small>	<b>JRN/(Jones NAC)/National</b> PD: Steve Hibbard MD: Cheri Marquart <small>NATIONAL                      800-451-1111</small>
<b>KUJZ/Eugene, OR</b> PD: Chris Crowley <small>EUGENE, ORE. 97401                      541-344-1111</small>	<b>KJZS/Reno, NV</b> <small>RENO, NEV. 89501                      775-784-1111</small>	<b>42 Total Reporters</b> <b>42 Total Indicator</b> <b>40 Current Indicator Playlists</b> Did Not Report, Playlist Frozen (2): KEZL/Fresno, CA WJCD/Norfolk, VA
<b>WYJZ/Indianapolis, IN</b> PD/MD: Carl Frye <small>INDIANAPOLIS, IND. 46201                      317-434-1111</small>	<b>WJZV/Richmond, VA</b> OM/PD: Reid Snider <small>RICHMOND, VA 23201                      804-647-1111</small>	

# GREGG KARUKAS "Your Sweet Smile"

#1 MOST ADDED!

NEW & ACTIVE

New at  
KYOT/Phoenix

Coming in Early 2003:

WALTER BEASLEY! RONNY JORDAN!

N-CODED MUSIC





**CYNDEE MAXWELL**  
cmaxwell@radioandrecords.com

**PART ONE OF A TWO-PART SERIES**

# The Transformation Of The Buzzard

## □ Removing excess baggage helps turn station around

In 1968 WMMS/Cleveland first hit the airwaves as a “progressive” Rock station. Thirty-four years later “The Buzzard” has been reborn — again. After several years of dwindling ratings and staff turnover, ‘MMS had used up another of its nine lives. But, thanks to PD **Jim Trapp**, the Clear Channel station is now turning the corner. “It’s not like I could do it without a lot of help, and a lot of help was forthcoming,” he says.

Trapp started working with The Buzzard last December, while he was still in Houston. The gig officially became his in mid-January. The first order of business was to do an auditorium music test and a perceptual study, neither of which had been done in four years.

“We were out of touch with what Cleveland rock listeners were about in the year of our Lord 2002,” Trapp says. “No blame was assigned to anyone, but it’d been so long since we’d taken their pulse that it’s really no surprise that some bad decisions were made.”

To compound matters, Infinity launched an “Extreme” Alternative station in the market, WXTM. The company also owns Classic Rock WNCX. It appeared to be a classic squeeze play. “Extreme had been on the air nine months when I started sampling the marketplace and its impact,” Trapp says.

“It was a scary-looking situation. On one hand you have WNCX, led by Howard Stern in a market where he’s very strong, and on the other you have an Extreme coming at you from the younger demos with Opie & Anthony — both guns blazing every afternoon.”

But everything wasn’t as it appeared: Trapp says the two stations did not seem to have a well-coordinated plan of attack. “If there was a level of cooperation, you couldn’t tell on the outside. Instead of being squeezed to death, they actually gave us a position where we could drive a wedge.”

### Hammering The Wedge

WMMS has been hammering that wedge for the last six months, and Trapp explains how: “You have to be fairly narrow and focused, so we went with the music that seemed to cut across the broadest possible demographic and that would resonate with both WNCX’s younger end and Extreme’s older end. As a result, WNCX has now been effectively pushed up to the 40+ demo.”

When Trapp arrived, WMMS had fallen to a 2.9 12+ in the winter 2002 book. The station rose to a 4.3 in the

summer book — and 75% of its audience is in the 25-54 demo. But what’s most interesting is that WMMS didn’t increase its ratings and adult numbers by catering to classic rock fans.

“We’ve gone from being less than 20% current/recurrent to being over 50% current/recurrent, and we haven’t paid a price demographically,” Trapp says. “In fact, our P1 comp is the highest it has been in over a year, and so is our cume. And our P1 TSL is higher than it’s ever been — that I can find documentation for.”

The station was playing everything from Jimi Hendrix to Godsmack when Trapp took over, so a lot of housecleaning was necessary in order for it to become a ‘90s-based Rock station with a dash of compatible ‘80s rock that would fit the contemporary environment.

**“No blame was assigned to anyone, but it’d been so long since we’d taken the listeners’ pulse that it’s really no surprise that some bad decisions were made.”**

“We’ve found that, whereas we’re in a real dogfight with Extreme on one end, the WNCX younger end has essentially evaporated and come our way. Those people who’d been listening to WNCX as a classic rock alternative are now very comfortable treating our Nirvana and Pearl Jam gold base as their classic rock.”

While WNCX maintains its strong Howard Stern position, after Stern is off the air, Trapp says that “demo-

graphically, it’s a Chinese fire drill.” He continues, “As a result, in the last book WNCX’s core audience is now well over 40 years old. That makes them less relevant for key male 18-49 buys.”

### The Sales Quotient

The Buzzard was lucky to have a solid sales staff keeping things together while programming regained its foothold, and Trapp praises their efforts. “The power ratio on most Rock stations is about a 1.34, or 134%,” he says. “Ours is 2.10, or 210%.”

“It’s an amazing power ratio from a tremendously professional sales staff that’s managed to hold this thing up while we try to fix it. Without them, I don’t know that we’d be in the game. Sales really helped programming buy some time, and now we’re seeing the fruits of our labor start to come back strong.”

WMMS is gaining over WNCX in men 18-49. One year ago ‘NCX had an 11.8 share, and ‘MMS had an 8.8. In the last book the Classic Rock station dipped to 9.5, while the Buzzard flew up to 9.3.

Trapp says, “Obviously, from a musical standpoint, becoming more contemporary, more aggressive and not trying to make the ‘70s and early ‘80s work with the contemporary music product has not cost us those classic rock-compatible listeners, but actually gained us some of them.”

According to Trapp, it’s a matter of simple mathematics. “Let’s say your goal is to be a 28-38-year-old Rock station,” he says. “Take out a slide rule and figure the typical 38-year-old probably formed his musical opinions about 20 years ago — 1982. The 28-year-olds made their musical opinions around 1992. So, 1982-1992 becomes as far back as you want to go without becoming irrelevant to your audience.

“The tendency that some programmers have is to think that ‘70s — and, at some stations, late ‘60s — music is sacrosanct. You can’t touch it; it’s absolutely perfect. But the fact is that most of the audience is over it. They don’t need to hear Pink Floyd anymore, and they sure as hell don’t want to hear it on the same station that’s playing Disturbed.”

## What The Media Audit Says About WMMS

This Media Audit analysis of WMMS/Cleveland listeners was taken during the period of May and June 2002. Here are some facts about The Buzzard’s listeners as compared to the rest of the market. They are:

- Almost three times as likely to be under 35, single with no children.
- Two and a half times as likely to be in the 18-34 adult cell with income over \$50,000.
- Twice as likely to be an affluent blue-collar worker with a family income of over \$50,000.
- Twice as likely to be in the 25-34 adult age group.
- Twice as likely to have gone snow skiing in the past year.
- Almost twice as likely to be in the 18-44 age group who watches MTV or VH1.

### Too Many Flavors

“This is Cleveland — a beer and a shot, rivet-head, blue-collar town; a three-shift foundry-worker town,” Trapp continues. “If it’s true here, how much more true is it in some of our white-collar communities, where we continue to fly in the face of the fact that there’s been a sea change in the way that men 18-49 think about their music?”

**“We’ve gone from being less than 20% current/recurrent to being over 50% current/recurrent, and we haven’t paid a price demographically.”**

“Now, in some markets that’s not the case. But I’d suggest that if you haven’t asked that question of your audience and you’re just assuming that old music helps instead of hurts, there might be a real good reason why your ratings aren’t as big as you think they should be.”

The music that was hurting ‘MMS was deeply entrenched at the station, and when Trapp first looked at the titles in Selector, he says that his first thought was that “I’d just walked into an all-you-can-eat buffet that had no appeal to anybody, that we were working overtime trying to preserve the image and heritage of a radio station that had ceased to be relevant to the market it was serving. “There were too many flavors in

the soup. It was pretty hard to make Dio and System Of A Down and Jimi Hendrix and Godsmack taste good. So, you simply had to accept the fact that the station was righteously pissing off half of its audience half of the time. The classic rock aficionados weren’t going to sit through Korn to get to ZZ Top or Pink Floyd; the people who wanted to hear the latest from Default and Nickelback had no interest in the classic rock. The station was built upon an alliance concept that, in fact, didn’t exist.

### Dangerous Ground

The notion that P1s are the most important part of a station’s makeup is one that Trapp embraces. “Those are the people. God love them, who are going to give me my 100-plus quarter-hour books,” he says.

“I need more of them in order for the side of the barn to get big enough for the peashooter mentality and methodology of Arbitron to actually hit it, so that I can derive benefits. This was a station whose P1 comp struggled to remain in the 20% range, meaning it was the second and third choice for everybody and nobody’s primary choice.

“We now have it north of 30%. That’s nowhere near where I want it to be, which is the upper 30s. P1 TSL is now well over 17 hours a week, which is great. Obviously, people like what they’re getting. It’s just taken a while for them to believe that we weren’t screwing with them yet again and giving them something and then taking it back.”

We’ll continue the story of The Buzzard’s rebirth next week, when Trapp explains his philosophy of building a radio station, discusses arresting the “arrested development” mentality and gives his thoughts on the state of Alternative radio.

## Monthlies, Men 18-49

This table shows the most current Arbitron monthly trends for Cleveland’s three stations in the Rock genre: Active Rock WMMS, Classic Rock WNCX and Alternative WXTM.

Calls	Aug.	Sept.	Oct.
WMMS	7.2	10.0	11.2
WNCX	11.1	10.8	6.6
WXTM	10.4	8.3	5.7

November 22, 2002

Main chart table with columns: LAST WEEK, THIS WEEK, ARTIST TITLE LABEL(S), TOTAL PLAYS, +/- PLAYS, GROSS IMPRESSIONS (00), WEEKS ON CHART, TOTAL STATIONS/ADDS.

Most Added www.rradds.com

Table listing Most Added songs with columns: ARTIST TITLE LABEL(S), TOTAL PLAYS, TOTAL STATIONS/ADDS.

Most Increased Plays

Table listing Most Increased Plays songs with columns: ARTIST TITLE LABEL(S), TOTAL PLAY INCREASE.

Most Played Recurrents

Table listing Most Played Recurrents songs with columns: ARTIST TITLE LABEL(S), TOTAL PLAYS.

36 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 11/10-11/16.

New & Active

Table listing New & Active songs with columns: ARTIST TITLE LABEL(S), Total Plays, Total Stations, Adds.

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

Songs ranked by total plays

Reporters

Grid of reporter information by station, including station name, location, reporter name, and contact info.

\*Monitored Reporters 56 Total Reporters 36 Total Monitored 20 Total Indicator

# R&R Active Rock Top 50

November 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>DISTURBED</b> Prayer (Reprise)	1815	-43	151717	16	59/0
2	2	<b>NIRVANA</b> You Know You're Right (Geffen/Interscope)	1772	-64	155352	8	58/0
3	3	<b>AUDIOSLAVE</b> Cochise (Interscope/Epic)	1707	+3	141246	8	58/0
4	4	<b>PUDDLE OF MUDD</b> She Hates Me (Flawless/Geffen/Interscope)	1673	-1	146248	17	58/0
5	5	<b>STONE SOUR</b> Bother (Roadrunner/IDJMG)	1606	-60	128220	16	55/0
6	6	<b>CHEVELLE</b> The Red (Epic)	1585	+40	131630	21	59/0
8	7	<b>3 DOORS DOWN</b> When I'm Gone (Republic/Universal)	1530	+49	134729	9	59/0
9	8	<b>FOO FIGHTERS</b> All My Life (Roswell/RCA)	1416	+46	116545	12	58/0
7	9	<b>SYSTEM OF A DOWN</b> Aerials (American/Columbia)	1385	-111	130184	26	58/0
10	10	<b>SALIVA</b> Always (Island/IDJMG)	1325	+80	118932	10	58/0
12	11	<b>TAPROOT</b> Poem (Velvet Hammer/Atlantic)	1111	+49	94464	13	59/1
11	12	<b>PEARL JAM</b> I Am Mine (Epic)	1073	-52	79880	10	53/0
13	13	<b>NICKELBACK</b> Never Again (Roadrunner/IDJMG)	876	-88	73331	21	51/0
17	14	<b>MUDVAYNE</b> Not Falling (No Name/Epic)	819	+97	68808	8	55/1
24	15	<b>SYSTEM OF A DOWN</b> Inner Vision (American/Columbia)	778	+181	63868	3	53/4
21	16	<b>SEETHER</b> Fine Again (Wind-up)	742	+97	69796	20	49/6
16	17	<b>RED HOT CHILI PEPPERS</b> Zephyr Song (Warner Bros.)	733	-19	52572	10	44/0
22	18	<b>QUEENS OF THE STONE AGE</b> No One Knows (Interscope)	732	+107	58236	9	47/1
14	19	<b>BLINDSIDE</b> Pitiful (Elektra/EEG)	722	-82	56109	17	56/0
15	20	<b>GODSMACK</b> I Stand Alone (Republic/Universal)	712	-46	60902	42	52/0
23	21	<b>KORN</b> Alone I Break (Immortal/Epic)	678	+63	59655	6	53/2
29	22	<b>RA</b> Do You Call My Name (Republic/Universal)	558	+71	44464	10	42/4
26	23	<b>CRAZY TOWN</b> Drowning (Columbia)	551	+51	42313	6	48/2
28	24	<b>TRAPT</b> Headstrong (Warner Bros.)	545	+55	35431	8	43/1
27	25	<b>EXIES</b> My Goddess (Virgin)	541	+47	43815	6	49/1
19	26	<b>THEORY OF A DEADMAN</b> Nothing Could... (Roadrunner/IDJMG)	535	-149	41448	18	35/0
25	27	<b>HOOBASTANK</b> Remember Me (Island/IDJMG)	508	-42	37685	11	40/0
39	28	<b>CREED</b> Weathered (Wind-up)	487	+272	43640	3	41/5
33	29	<b>TRUSTCOMPANY</b> Running From Me (Geffen/Interscope)	482	+99	36782	5	45/3
32	30	<b>CINDER</b> Soul Creation (Geffen/Interscope)	444	+56	37162	5	46/3
31	31	<b>AUDIOVENT</b> Looking Down (Atlantic)	444	+11	38004	8	41/1
30	32	<b>PAPA ROACH</b> Time And Time Again (DreamWorks)	362	-107	20984	9	33/0
38	33	<b>PACIFIER</b> Bullitproof (Arista)	271	+52	20442	4	33/1
43	34	<b>SOCIALBURN</b> Down (Elektra/EEG)	236	+144	24593	2	44/23
37	35	<b>DEFAULT</b> Live A Lie (TVT)	233	+10	14589	7	23/1
36	36	<b>CKY</b> Flesh Into Gear (Island/IDJMG)	230	-3	18638	5	27/0
34	37	<b>EARSHOT</b> Not Afraid (Warner Bros.)	195	-157	17241	13	27/0
44	38	<b>NOISE THERAPY</b> Get Up (Redline)	179	+87	14958	2	25/3
35	39	<b>BREAKING BENJAMIN</b> Polyamorous (Hollywood)	160	-77	10795	20	20/0
41	40	<b>VINES</b> Outtathaway (Capitol)	116	-5	6363	3	12/0
40	41	<b>OUR LADY PEACE</b> Innocent (Columbia)	113	-66	7353	12	15/0
48	42	<b>SUM 41</b> Still Waiting (Island/IDJMG)	109	+31	7243	3	10/1
42	43	<b>NONPOINT</b> Development (MCA)	85	-25	5519	9	12/0
47	44	<b>DEADSY</b> Brand New Love (Elementree/DreamWorks)	82	-1	3638	2	11/1
<b>Debut</b>	45	<b>DISTURBED</b> Remember (Reprise)	80	+51	6975	1	1/1
<b>Debut</b>	46	<b>SEVENDUST</b> Xmas Day (TVT)	76	+51	5715	1	17/5
46	47	<b>JACKYL</b> Kill The Sunshine (Humidity)	70	-18	6673	7	6/0
49	48	<b>LINKIN PARK</b> Papercut (Warner Bros.)	67	0	2840	4	2/0
<b>Debut</b>	49	<b>GOV'T MULE</b> Drivin' Rain (ATO)	56	+9	8074	1	4/0
<b>Debut</b>	50	<b>STONE SOUR</b> Get Inside (Roadrunner/IDJMG)	51	+18	3508	1	3/0

59 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 11/10-11/16. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 20 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from the Arbitron Company (copyright 2002, The Arbitron Company). (C) 2002, R&R, Inc.

## Most Added.

www.rradds.com

ARTIST TITLE LABEL(S)	ADDS
<b>SOCIALBURN</b> Down (Elektra/EEG)	23
<b>SEETHER</b> Fine Again (Wind-up)	6
<b>CREED</b> Weathered (Wind-up)	5
<b>SEVENDUST</b> Xmas Day (TVT)	5
<b>SYSTEM OF A DOWN</b> Inner Vision (American/Columbia)	4
<b>RA</b> Do You Call My Name (Republic/Universal)	4
<b>CINDER</b> Soul Creation (Geffen/Interscope)	3
<b>TRUSTCOMPANY</b> Running From Me (Geffen/Interscope)	3
<b>NOISE THERAPY</b> Get Up (Redline)	3

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
<b>CREED</b> Weathered (Wind-up)	+272
<b>SYSTEM OF A DOWN</b> Inner Vision (American/Columbia)	+181
<b>SOCIALBURN</b> Down (Elektra/EEG)	+144
<b>QUEENS OF THE STONE AGE</b> No One Knows (Interscope)	+107
<b>TRUSTCOMPANY</b> Running From Me (Geffen/Interscope)	+99
<b>MUDVAYNE</b> Not Falling (No Name/Epic)	+97
<b>SEETHER</b> Fine Again (Wind-up)	+97
<b>NOISE THERAPY</b> Get Up (Redline)	+87
<b>SALIVA</b> Always (Island/IDJMG)	+80
<b>RA</b> Do You Call My Name (Republic/Universal)	+71

## Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
<b>KORN</b> Thoughtless (Immortal/Epic)	633
<b>TRUSTCOMPANY</b> Downfall (Geffen/Interscope)	600
<b>STAIN'D</b> For You (Flip/Elektra/EEG)	566
<b>RED HOT CHILI PEPPERS</b> By The Way (Warner Bros.)	524
<b>KORN</b> Here To Stay (Immortal/Epic)	519
<b>LINKIN PARK</b> In The End (Warner Bros.)	501
<b>PUDDLE OF MUDD</b> Drift... (Flawless/Geffen/Interscope)	486
<b>SYSTEM OF A DOWN</b> Toxicity (American/Columbia)	451
<b>TOOL</b> Schism (Volcano)	447
<b>DISTURBED</b> Down With The Sickness (Giant/Reprise)	445
<b>P.O.D.</b> Youth Of The Nation (Atlantic)	428
<b>P.O.D.</b> Alive (Atlantic)	398
<b>DEFAULT</b> Wasting My Time (TVT)	386
<b>LINKIN PARK</b> Crawling (Warner Bros.)	371
<b>LINKIN PARK</b> One Step Closer (Warner Bros.)	364
<b>PUDDLE OF MUDD</b> Blurry (Flawless/Geffen/Interscope)	349
<b>HOOBASTANK</b> Crawling In The Dark (Island/IDJMG)	346
<b>NICKELBACK</b> Too Bad (Roadrunner/IDJMG)	345
<b>STAIN'D</b> It's Been Awhile (Flip/Elektra/EEG)	344
<b>EARSHOT</b> Get Away (Warner Bros.)	331

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

The R&R Annual Subscription Package Delivers The Most For Your Money

**\$325**  
(U.S. Only)

**SUBSCRIBE and SAVE**

51 weeks of R&R PLUS 2 semi-annual R&R Directories  
(\$330 value) (150 value)

e-mail R&R at:  
moreinfo.radioandrecords.com

Call R&R at:  
310-788-1625

FAX Credit Card Payments To:  
310-203-8727

Subscribe online:  
www.radioandrecords.com

**R&R**  
THE INDUSTRY'S NEWSPAPER

November 22, 2002



America's Best Testing Active Rock Songs 12+ For The Week Ending 11/22/02.

Artist Title (Label)	TW	LW	Familiarity	Burn	TD	Familiarity	Burn
<b>DISTURBED</b> Prayer (Reprise)	4.19	4.19	91%	19%	4.18	95%	18%
<b>CHEVELLE</b> The Red (Epic)	4.07	4.00	83%	19%	4.00	83%	23%
<b>STONE SOUR</b> Bother (Roadrunner/IDJMG)	4.06	4.14	85%	20%	3.87	87%	26%
<b>SALIVA</b> Always (Island/IDJMG)	4.04	3.84	83%	14%	3.92	87%	15%
<b>SYSTEM OF A DOWN</b> Aerials (American/Columbia)	4.00	4.01	95%	38%	4.00	97%	38%
<b>MUDVAYNE</b> Not Falling (No Name/Epic)	4.00	3.94	63%	8%	4.04	66%	9%
<b>TAPROOT</b> Poem (Velvet Hammer/Atlantic)	3.99	3.91	73%	9%	3.96	74%	11%
<b>SEETHER</b> Fine Again (Wind-up)	3.96	3.86	71%	14%	3.77	71%	15%
<b>FOO FIGHTERS</b> All My Life (Roswell/RCA)	3.91	3.77	85%	16%	3.95	86%	13%
<b>KORN</b> Alone I Break (Immortal/Epic)	3.88	3.87	76%	14%	3.80	77%	15%
<b>GODSMACK</b> I Stand Alone (Republic/Universal)	3.84	3.79	94%	46%	3.88	97%	48%
<b>3 DOORS DCWN</b> When I'm Gone (Republic/Universal)	3.84	3.80	83%	15%	3.70	86%	17%
<b>NIRVANA</b> You Know You're Right (Geffen/Interscope)	3.84	3.81	91%	22%	3.77	95%	24%
<b>AUDIOSLAVE</b> Cochise (Epic)	3.83	3.81	74%	15%	3.84	81%	17%
<b>TRUSTCOMPANY</b> Running From Me (Geffen/Interscope)	3.75	-	54%	8%	3.51	57%	10%
<b>THEORY OF A DEADMAN</b> Nothing Could... (Roadrunner/IDJMG)	3.74	3.74	65%	14%	3.53	68%	20%
<b>RA</b> Do You Call My Name (Republic/Universal)	3.72	3.70	41%	8%	3.51	41%	10%
<b>TRAPT</b> Headstrong (Warner Bros.)	3.71	-	42%	7%	3.57	46%	9%
<b>AUDIOVENT</b> Looking Down (Atlantic)	3.70	-	52%	8%	3.59	55%	11%
<b>QUEENS OF THE STONE AGE</b> No One Knows (Interscope)	3.69	3.66	69%	14%	3.53	71%	17%
<b>BLINDSIDE</b> Pitiful (Elektra/EEG)	3.69	3.71	59%	12%	3.54	62%	15%
<b>PUDDLE OF MUDD</b> She Hates Me (Flawless/Geffen/Interscope)	3.68	3.66	95%	38%	3.38	96%	46%
<b>HOOBASTANK</b> Remember Me (Island/IDJMG)	3.67	3.56	76%	19%	3.49	78%	22%
<b>NICKELBACK</b> Never Again (Roadrunner/IDJMG)	3.65	3.69	93%	37%	3.47	94%	41%
<b>CINDER</b> Soul Creation (Geffen/Interscope)	3.57	3.46	32%	6%	3.68	35%	8%
<b>PEARL JAM</b> I Am Mine (Epic)	3.42	3.39	83%	24%	3.26	85%	29%
<b>EXIES</b> My Goddess (Virgin)	3.42	-	31%	6%	3.22	33%	8%
<b>PAPA ROACH</b> Time And Time Again (DreamWorks)	3.35	3.37	76%	22%	3.20	77%	25%
<b>RED HOT CHILI PEPPERS</b> Zephyr Song (Warner Bros.)	3.21	3.17	86%	34%	3.08	87%	38%
<b>CRAZY TOWN</b> Drowning (Columbia)	2.94	2.78	53%	17%	2.67	58%	22%

Total sample size is 603 respondents. Total average favorability estimates are based on a scale of 1-5. (1=dislike very much, 5=like very much). Total familiarity represents the percentage of respondents who recognized the song. Total burn represents the number of respondents who said they are tired of hearing the song. Sample composition is based on persons 12+. TD = Target Demo (Males 18-34). Persons are screened via the Internet. Once passed, they can take the music test based on their format/music preference. RateTheMusic.com results are not meant to replace callout research. The results are intended to show opinions of participants on the Internet only. RateTheMusic is a registered trademark of RateTheMusic.com. The RTM system is available for local radio stations by calling 407-523-7272. RateTheMusic.com data is provided by Mediabase Research, A division of Premiere Radio Networks.

## New & Active

**SPARTA** Air (DreamWorks)  
Total Plays: 39, Total Stations: 11, Adds: 2

Songs ranked by total plays

## Indicator

### Most Added

- SOCIALBURN** Down (Elektra/EEG)
- CREED** Weathered (Wind-up)
- SPARTA** Air (DreamWorks)
- SEVENDUST** Xmas Day (TVT)
- TRUSTCOMPANY** Running From Me (Geffen/Interscope)
- PACIFIER** Bullitproof (Arista)
- CHEVELLE** The Red (Epic)
- QUEENS OF THE STONE AGE** No One Knows (Interscope)
- SYSTEM OF A DOWN** Inner Vision (American/Columbia)
- CINDER** Soul Creation (Geffen/Interscope)
- SEETHER** Fine Again (Wind-up)
- NOISE THERAPY** Get Up (Redline)
- BLANK THEORY** Middle Of Nowhere (New Line)
- RED HOT CHILI PEPPERS** Can't Stop (Warner Bros.)
- SKYWIND** Lamhaj (Atomic K)

## PLEASE SEND YOUR PHOTOS

R&R wants your best snapshots (color or black & white). Please include the names and titles of all pictured and send them to:  
**R&R c/o Mike Davis:**  
10100 Santa Monica Blvd., 3rd Floor  
Los Angeles, CA 90067

## Reporters

<b>WGBK/Albany, NY *</b> 1 SOCIALBURN "Down"	<b>WMMS/Cleveland, OH *</b> PD: Jim Trapp MD: Slats No Adds	<b>WWSN/Flint, MI *</b> OMP/D: Brian Beddow MD: Tony LaBrie SOCIALBURN "Down"	<b>WCCC/Hartford, CT *</b> PD: Michael Picozzi APD/MD: Mike Karolyi No Adds	<b>KIBZ/Lincoln, NE</b> OM: Julie Gade PD: E.J. Marshall APD: Sparky MD: Samantha Knight SKYWIND "Lamhaj" SOCIALBURN "Down"	<b>WKQZ/Myrtle Beach, SC</b> PD: Brian Rickman APD/MD: Charley CREED "Weathered" SOCIALBURN "Down"	<b>KORB/Quad Cities, IA-IL *</b> OM: Danny Sullivan PD: Darren Pitra MD: Dave Levora 1 CINDER "Soul" SOCIALBURN "Down"	<b>KIOZ/San Diego, CA *</b> Dir/Prog: Jim Richards PD: Shauna Moran-Brown APD/MD: Sharon Leder 4 EXIES "Goddess" 3 AUDIOVENT "Looking"	<b>KZRQ/Springfield, MO</b> OM: Dave DeFranzo MD: George Spankmeister SPARTA "Air"
<b>KZRK/Amarillo, TX</b> PD/MD: Eric Slayter CREED "Weathered" TRUSTCOMPANY "Me"	<b>KILO/Colorado Springs, CO *</b> PD: Ross Ford APD: Matt Gentry 8 DISTURBED "Remember"	<b>KRZR/Fresno, CA *</b> OMP/D: E. Curtis Johnson MD: Rick Roddam No Adds	<b>KPOI/Honolulu, HI *</b> PD: J.J. Michaels APD/MD: Fil Slash SOCIALBURN "Down"	<b>WNOR/Norfolk, VA *</b> PD: Harvey Kojan APD/MD: Tim Parker SPARTA "Air" SUM 41 "SH"	<b>WBBB/Raleigh-Durham, NC *</b> OMP/D: Andy Meyer APD/MD: Gary Poole 2 SYSTEM OF A DOWN "Inner" 1 TAPROOT "Poem" MUDVAYNE "Looking" TRUSTCOMPANY "Me"	<b>KURQ/San Luis Obispo, CA</b> PD/MD: Adam Burnes SEETHER "Fine" SOCIALBURN "Down"	<b>WXTB/Tampa, FL *</b> OM: Brad Hardin PD: Rick Schmidt APD: Carl Harris MD: Launa Phillips 20 SOCIALBURN "Down"	
<b>WYXX/Chattanooga, TN *</b> PD: Jim Trapp MD: Slats No Adds	<b>WBXZ/Columbus, OH *</b> PD: Hal Fish APD/MD: Ronni Hunter SEETHER "Fine" DEFAULT "Live"	<b>WRQC/Fl. Myers, FL *</b> PD/MD: Fritz CREED "Weathered"	<b>WAMX/Huntington, WV</b> PD/MD: Paul Oslund 3 SEVENDUST "Xmas" 2 SOCIALBURN "Down" SPARTA "Air"	<b>KATT/Oklahoma City, OK *</b> OM: Chris Baker MD: Jake Daniels No Adds	<b>WNVE/Rochester, NY *</b> PD: Erick Anderson MD: Don Vincent 29 SYSTEM OF A DOWN "Inner" CRAZY "Down" SEVENDUST "Xmas" SOCIALBURN "Down"	<b>WRBR/South Bend, IN</b> OM: Ron Stryker MD: Eric Malar 9 CINDER "Soul" 1 SYSTEM OF A DOWN "Inner"	<b>KRTQ/Tulsa, OK *</b> PD: Chris Kelly APD: Kelly Garrett 6 SOCIALBURN "Down" SEETHER "Fine"	
<b>WYZZ/Chattanooga, TN *</b> PD: Borer MD: Dave Spain 1 CREED "Weathered" SPARTA "Air"	<b>KEGL/Dallas-Ft. Worth, TX *</b> PD: Max Dugan APD: Chris Ryan MD: Cindy Scull 3 CRAZY TOWN "Drowning" 1 KORN "Break"	<b>WRUF/Gainesville-Ocala, FL *</b> PD: Harry Guscott MD: Ryan North SEETHER "Fine"	<b>WRTT/Huntsville, AL *</b> OM: Rob Harder PD/MD: Jimbo Wood APD: Joe Kuner DAVE MATTHEWS BAND "Street" SOCIALBURN "Down"	<b>KRQC/Omaha, NE *</b> PD: Tim Sheridan MD: Jon Terry No Adds	<b>WTKX/Pensacola, FL *</b> Dir/Prog: Joel Sampson APD/MD: Mark "The Shark" Dyba No Adds	<b>KHTQ/Spokane, WA *</b> OM: Brew Michaels PD: Ken Richards MD: Barry Bennett SOCIALBURN "Down"		
<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>KBPI/Denver-Boulder, CO *</b> PD: Bob Richards APD/MD: Willie B. No Adds	<b>WKLO/Grand Rapids, MI *</b> PD: Mark Feurle Asst. MD: Tom Stavrou No Adds	<b>KQRC/Kansas City, MO *</b> PD: Neal Mirsky APD/MD: Don Jantzen RA "Call"	<b>WTKX/Pensacola, FL *</b> Dir/Prog: Joel Sampson APD/MD: Mark "The Shark" Dyba No Adds	<b>WYSP/Philadelphia, PA *</b> OM: Tim Sabean APD: Gil Edwards MD: Nancy Palumbo 2 CREED "Weathered" 2 TRUSTCOMPANY "Me" 1 SOCIALBURN "Down" 1 RA "Call" SEETHER "Fine"	<b>WOLZ/Springfield, IL</b> PD: Ray Lytle APD: Jim The Photographer MD: Rocky 2 BLANK THEORY "Nowhere" 1 SPARTA "Air"	<b>WBSX/Wilkes-Barre, PA *</b> OM: Jules Riley PD: Chris Lloyd MD: Freddie 4 SYSTEM OF A DOWN "Inner" 1 SEETHER "Fine" SOCIALBURN "Down"	
<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>KAZR/Des Moines, IA *</b> PD: Sean Elliott MD: Jo Michaels NOISE THERAPY "Get"	<b>WZOR/Green Bay, WI</b> PD: Roxanne Steeie CREED "Weathered" PACIFIER "Bullit" SOCIALBURN "Down"	<b>KLFX/Killeen-Temple, TX</b> No Adds	<b>WJXD/Peoria, IL</b> PD/MD: Matt Bahan 54 CHEVELLE "Red" QUEENS OF "Knows"	<b>WKQZ/Saginaw, MI *</b> PD: Hunter Scott APD/MD: Sean Kelly No Adds	<b>WZBH/Salisbury, MD</b> PD: Shawn Murphy APD/MD: Miki Hunter No Adds	<b>KISS/San Antonio, TX *</b> OM: Virgil Thompson PD: Kevin Vargas MD: C.J. Cruz RA "Call"	
<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WXQR/Greenville, NC *</b> PD: Brian Rickman APD: Wes Adams No Adds	<b>KOMP/Las Vegas, NV *</b> PD: John Griffin MD: Big Marty CINDER "Soul"	<b>KMRQ/Modesto, CA *</b> PD/MD: Jack Paper APD: Matt Foley 1 QUEENS OF "Knows" WORKT "Spaz"	<b>KUPD/Phoenix, AZ *</b> PD: J.J. Jeffries MD: Larry McFeele SEVENDUST "Xmas"	<b>KISS/San Antonio, TX *</b> OM: Virgil Thompson PD: Kevin Vargas MD: C.J. Cruz RA "Call"		
<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds		
<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds		
<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds		
<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds		
<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds		
<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds		
<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds		
<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds		
<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds		
<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds		
<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds		
<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds		
<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds		
<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds		
<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds		
<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds		
<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds		
<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>WYZZ/Baltimore, MD *</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds						

# active INSIGHT

ARTIST: Noise Therapy

LABEL: Redline

By FRANK CORREIA / ROCK SPECIALTY EDITOR

Whatever your disorder, there's probably some type of therapy that fits the bill. Carpal tunnel got you down? Perhaps a little physical therapy will do the trick. Is your aura all out of wack because Venus is in the wrong house? Maybe a little aromatherapy will restore balance. Bored to death by lethargic rock? Well, my friends, Vancouver's **Noise Therapy** feel your pain.

Before we start, let's get one thing straight: Yes, they're from the hometown of Nickelback, Default and Theory Of A Deadman, and, no, they don't sound anything like them. To get a sense of the type of adrenalized metal groove inherent in Noise Therapy's sound, just listen to the lead track and single from their Redline debut, *Tension*. "Get Up" is a blast of heavy guitars, infectious vocals and enough energy to fuel a nuclear sub. No wonder their music has been prevalent in the extreme sports scene. They've played events featuring pro skater Tony Hawk and pro BMX rider Matt Hoffman.

Noise Therapy's rock muscle is no secret north of the border. Formed in the early '90s, the group have crisscrossed their homeland in a van a few times and have three Canadian releases under their studded belts. In 1999 the boys were handpicked by Motley Crue to open



their reunion tour. Following that, NT took a yearlong hiatus while guitarist Kai toured with Tommy Lee's rap metal outfit Methods Of Mayhem. "When we got back together after that year, Kai had a newfound musical confidence, and the two of us started writing together more," bassist and main songwriter Rob Thiessen says. "We wanted the sound to be more heavy, with more dynamics."

Thiessen and Kai holed up in the rehearsal studio of frontman Dave Ottoson and penned 12 tracks before hooking up with longtime friend and producer Mike Plotnikoff, who's worked with Kiss and Fear Factory, to name a few. With added help from industrial guru Rhys Fulber (Front Line Assembly, Fear Factory), Noise Therapy forged fresh metal strengthened with electronic flourishes, melodic lyrics and tons of guitar-laden hooks. Now signed to U.S.-based Redline, the group are ready to bring the Noise to the States.

## ON THE RECORD

with  
**Dave Lombardi**  
VP/Rock Promotion, Arista Records



I like some of the harder music that's on the radio right now, like Audioslave, Sparta, Cinder and The Foo Fighters. For a change of pace, though, I'm really into vibey, down-beat stuff, like Thievery Corporation, Ian Pooley and Moby. It creates a great atmosphere for relaxing, enjoying a good bottle of wine or hanging with friends. And I love the level of discovery there is with this music; hunting it down totally appeals to me as a music fan. Most of it isn't that radio-friendly, so I have to find it through recommendations or by combing the racks at stores or browsing through the category on an online retailer's site. I also find stuff through songs used in commercials (Wiseguys, Fantastic Plastic Machine, Nicola Conte, Basement Jaxx, Dirty Vegas and on and on) or through in-store play, even in clothing stores and restaurants. \* As for the use of this music in ads, it reminds me how powerful music is for creating a mood and even an image. Not many people had heard of Dirty Vegas or The Wiseguys, but their songs made a couple of \$15,000 cars look pretty hip. I'm also intrigued about how such placement can have a huge impact on artists with few commercial (as in radio) avenues for exposure. It's a reminder that if we can put even unknown music in a context that resonates with people, we can break artists and sell records. \* My current faves are The Maxwell Implosion, Blue States, Royksopp, Ursula 1000, Supreme Beings Of Leisure, Morcheeba and Deep Forest. Oh, and it's almost time for the annual Christmas CD, so I'm getting into the holiday music as well. The Brian Setzer Orchestra's *Boogie Woogie Christmas* is a lot of fun, *Maybe This Christmas* on Nettwerk Records is a good compilation, *Christmas With the Rat Pack* is a no-brainer, and Low's Christmas EP from last year is still a favorite.

**ACTIVE ROCK:** Last week's "Max Pix," **Socialburn's** "Down," takes the cake for No. 1 Most Added with 23 adds this week and a solid chart climb to No. 34. WXTB/Tampa added it with 20 spins, while, after just two weeks, KXXR/Minneapolis is up to 23 spins and WTKX/Pensacola is up to 22 spins. I fully expect this one to survive the holidays intact ... **Creed** took the spin world by storm, as "Weathered" picked up +272 plays and trended 46-39-28 on the chart ... Another track with significant play increases is **System Of A Down's** "Inner Vision," which now sits at No. 15 ... **Seether's** "Fine Again" was all anyone could say on the phones yesterday. With six new adds and 97 new spins, the song cracks the top 20 ... **Noise Therapy's** "Get Up" got on the chart last week and now scoots up to No. 38, thanks, in part, to heavy supporters like WJJO/Madison (19 spins). **ROCK:** **Def Leppard's** "Four Letter Word" leads the Most Added pack with 14, but **Socialburn** are right behind with 12 ... **Creed** debuted at No. 18 with a huge +151 spins ... **Stone Sour** are making a strong pitch for No. 1 as they rise 4-3. **MAX PIX: NOISE THERAPY "Get Up" (Redline)**

— Cyndee Maxwell, Active Rock/Rock Editor

## Active Rock/Rock ON THE RADIO

## Record Of The Week

Artist: Erase The Grey  
Title: 27 Days  
Label: Universal

Admit it, you loved that *Coming Attractions* show on the E! channel, despite its annoying host. Even better than a movie preview, however, is an advance listen to a new band. Enter Cleveland's Erase The Grey and the sneak-preview EP *27 Days*. Named for the amount of time it took to pre-produce, mix and record the EP down in Atlanta, *27 Days* packs enough cool rock hooks to keep it in your player for at least a month. Aggressive guitars, melodic choruses and driving rhythms make this a perfect fit for any station that was enamored of Staind's heavy moments (entire Active Rock panel, I'm looking in your direction). Don't believe me, just listen to the lead single, "Rain" — there's a 90% chance of it in the first quarter.

— Frank Correia



## 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@radioandrecords.com

## R&R Top 20 Specialty Artists

November 22, 2002

1. **DOWNTHE SUN** (Roadrunner/IDJMG) "Medicated," "We All Die"
2. **PROJECT 86** (Atlantic) "S.M.C.," "Another Boredom Movement"
3. **SHADOWS FALL** (Century Media) "Destroyer Of Senses," "Thoughts Without..."
4. **MUDVAYNE** (Epic) "Not Falling"
5. **STONE SOUR** (Roadrunner/IDJMG) "Get Inside," "Tumult"
6. **NAPALM DEATH** (Spitfire) "Continuing War...", "Icing..."
7. **DEMON HUNTER** (Solid State) "Screams Of...", "I Have Seen..."
8. **SKINLAB** (Century Media) "Anthem For...", "Bullet With..."
9. **RISE ABOVE** (Sanctuary/SRG) "Room 13," "Thirsty & Miserable"
10. **TRAPT** (Warner Bros.) "Headstrong," "Still Frame"
11. **TAPROOT** (Atlantic) "Poem," "Dreams"
12. **CATHEDRAL** (Spitfire) "Phoenix Rising," "Resisting..."
13. **QUEENS OF THE STONE AGE** (Interscope) "No One Knows," "First It Giveth"
14. **DISTURBED** (Reprise) "Prayer," "Rise"
15. **SEPULTURA** (Roadrunner/IDJMG) "Roots Bloody Roots (Live)," "Arise (Live)"
16. **LACUNA COIL** (Century Media) "Swamped," "Heaven's A Lie"
17. **CKY** (Island/IDJMG) "Flesh Into Gear," "Escape From Hellview"
18. **PARADISE LOST** (Koch) "Channel For The Pain," "Prey Nightfall"
19. **HAMMERFALL** (Nuclear Blast) "Crimson Thunder," "Trailblazers"
20. **OPETH** (Music For Nations/Koch) "Deliverance," "Wreath"

Ranked by total number of shows reporting the artist, with titles listed in order of most airplay.

Stations and their adds listed alphabetically by market

## Reporters

<b>WHRL/Albany, NY *</b> GM/PM/AM/MD: Lisa Biello 1 SOCIALBURN "Down"	<b>WEDG/Buffalo, NY *</b> PD: Lenny Diana MD: Ryan Patrick 6 JULIANA THEORY "Believe" 2 SEVENDUST "Xmas" 1 EXIES "Goddess"	<b>WXEG/Dayton, OH *</b> PD: Steve Kramer MD: Boomer 3 CINDER "Soul" 2 KORN "Break" 1 DAVE MATTHEWS BAND "Street" 1 PACIFIER "Bullit" 1 COLDPLAY "Clocks"	<b>KUCD/Honolulu, HI *</b> PD: Jamie Hyatt MD: Ryan Sean 12 ALL-AMERICAN REJECTS "Swing" TRANSPLANTS "Diamonds"	<b>KXTE/Las Vegas, NV *</b> PD: Dave Wellington APD/MD: Chris Ripley NEW FOUND GLORY "Collision" PACIFIER "Bullit" SOCIALBURN "Down"	<b>WRRV/Newburgh, NY</b> PD/MD: Andrew Boris No Adds	<b>WXXO/Pittsburgh, PA *</b> PD: John Moschitta MD: Vinnie No Adds	<b>KWOO/Sacramento, CA *</b> PD: Ron Bunce APD: Boomer 1 TELEPOPMUSIK "Breathe" 1 ALL-AMERICAN REJECTS "Swing" UNWRITTEN LAW "Life" BECK "Lost" TRUSTCOMPANY "Me"	<b>WXSR/Tallahassee, FL</b> PD: Steve King MD: Meathead DONNAS "Off" JULIUS BRAGG "Unknown" SEVENDUST "Xmas" SNAPCASE "Coagulate" TAKING BACK SUNDAY "Romances" SEV "Same"				
<b>KTEG/Albuquerque, NM *</b> PD: Ellen Flaherty MD: Adam 12 SOCIALBURN "Down" TRAPT "Headstrong"	<b>WAVF/Charleston, SC *</b> PD: Greg Patrick APD/MD: Danny Villalobos 4 SOCIALBURN "Down"	<b>KTCL/Denver-Boulder, CO *</b> PD: Mike D'Connor MD: Sabrina Saunders 21 COLDPLAY "Clocks" BAD RELIGION "Defense"	<b>KTZV/Houston-Galveston, TX *</b> PD: Vince Richards APD: Eric Schmidt 5 ALL-AMERICAN REJECTS "Swing" DONNAS "Off" MUDVAYNE "Falling" SOCIALBURN "Down" TRANSPLANTS "Diamonds"	<b>KLEC/Little Rock, AR *</b> Interim PD/MD: Peter Gunn 3 DAVE MATTHEWS BAND "Street" 2 ALL-AMERICAN REJECTS "Swing" MAROON 5 "Breathe" BREAKING BENJAMIN "Poly"	<b>KKND/New Orleans, LA *</b> DM/MD: Rob Summers APD/MD: Sig BREAKING BENJAMIN "Poly"	<b>WCYY/Portland, ME</b> PD: Herb Ivy MD: Brian James 4 SPARTA "Air" DONNAS "Off"	<b>KPNT/St. Louis, MO *</b> PD: Tommy Mattem MD: Jeff Frisse APD: Jeff "Woody" Fife No Adds	<b>WSUN/Tampa, FL *</b> OM: Chuck Beck PD: Shark 5 MUDVAYNE "Falling" 2 N.E.R.D. "Lapdance"				
<b>WNNX/Atlanta, GA *</b> PD: Leslie Fram APD: Chris Williams MD: Jay Harren No Adds	<b>WEND/Charlotte, NC *</b> PD: Jack Daniel APD/MD: Kristen Honeycutt 2 EXIES "Goddess" 1 KORN "Break" 1 SYSTEM OF A DOWN "Inner"	<b>CIMX/Detroit, MI *</b> PD: Murray Brookshaw APD: Vince Cannova MD: Matt Franklin 1 ALL-AMERICAN REJECTS "Swing" KORN "Break" SEETHER "Fine"	<b>WRZX/Indianapolis, IN *</b> PD: Scott Jameson MD: Michael Young 1 HOOBASTANK "Remember"	<b>KROQ/Los Angeles, CA *</b> VP/Prog.: Kevin Weatherly APD: Gene Sandbloom MD: Lisa Worden No Adds	<b>WROX/Norfolk, VA *</b> PD: Michele Diamond MD: Mike Powers No Adds	<b>KNRK/Portland, OR *</b> PD: Mark Hamilton APD/MD: Jayn 7 JURASSIC 5 "Golden"	<b>KXRX/Salt Lake City, UT *</b> PD/VP/Ops. & Prog.: Mike Summ APD/MD: Artie Fufkin APD: Corey O'Brien No Adds	<b>KFMA/Tucson, AZ *</b> PD: Libby Carstensen MD: Matt Spry No Adds				
<b>WRJSE/Atlantic City, NJ *</b> OM: Lou Romanini PD: Al Parinello MD: Jason Ulanet SEV "Same" DONNAS "Off" TELEPOPMUSIK "Breathe" SOCIALBURN "Down"	<b>WKQX/Chicago, IL *</b> PD: Tim Richards APD/MD: Mary Shuminas AMO: Nicole Chuminatto 1 JACK JOHNSON "Bubble" DAVE MATTHEWS BAND "Street" TRANSPLANTS "Diamonds"	<b>KNRQ/Eugene-Springfield, OR</b> PD: Chris Crowley APD/MD: Stu Allen SOCIALBURN "Down"	<b>WPLA/Jacksonville, FL *</b> PD: Scott Petibone APD/MD: Chad Chumley BREAKING BENJAMIN "Poly" EXIES "Goddess" SEVENDUST "Xmas" SOCIALBURN "Down"	<b>WLRS/Louisville, KY *</b> Dir/Prog.: J.D. Kunes PD: Lance APD/MD: Annrae Fitzgerald 1 KORN "Break"	<b>KQRX/Odessa-Midland, TX</b> PD: Michael Todd Motley SPARTA "Air" SEV "Same"	<b>WBRU/Providence, RI *</b> PD: Tim Schiavelli MD: Alicia Mullin TRANSPLANTS "Diamonds"	<b>XTRA/San Diego, CA *</b> PD: Bryan Schock MD: Chris Muckley 1 SYSTEM OF A DOWN "Inner" 1 DEAF PEDESTRIANS "Dead" RED HOT CHILI "Stop" UNWRITTEN LAW "Life"	<b>KMYZ/Tulsa, OK *</b> PD: Lynn Barstow MD: Corbin Pierce 2 MUDVAYNE "Falling"				
<b>KRGX/Austin, TX *</b> PD: Melody Lee MD: Toby Ryan TAPROOT "Poem"	<b>WZZN/Chicago, IL *</b> PD: Bill Gamble APD: Steve Levy MD: James VanOsdel No Adds	<b>WJBX/Ft. Myers, FL *</b> PD: John Rozz APD: Fitz Madrid MD: Jeff Zito 1 MUDVAYNE "Falling" NEW FOUND GLORY "Collision"	<b>WRZK/Johnson City, TN *</b> VP/Prog. Dps.: Mark E. McKinn NEW FOUND GLORY "Collision" SOCIALBURN "Down" SPARTA "Air"	<b>WMFS/Memphis, TN *</b> PD: Rob Cressman MD: Mike Killabrew PACIFIER "Bullit"	<b>WJRR/Orlando, FL *</b> PD: Pat Lynch MD: Dickeman 3 SEVENDUST "Xmas" 2 SOCIALBURN "Down" 1 BREAKING BENJAMIN "Poly"	<b>KRZO/Reno, NV *</b> OM: Rob Blaze Brooks APD: Jeremy Smith MD: Matt Diablo 1 TRUSTCOMPANY "Me"	<b>KITS/San Francisco, CA *</b> PD: Sean Demery MD: Aaron Axelsen No Adds	<b>WHFS/Washington, DC *</b> PD: Robert Benjamin APD: Bob Waugh MD: Pat Ferrise 2 3 DOORS DOWN "Gone" RED HOT CHILI "Stop"				
<b>KNXX/Baton Rouge, LA *</b> PD/MD: Randy Chase APD: Bill Jackson No Adds	<b>WAQZ/Cincinnati, OH *</b> PD: John Michael APD/MD: Shaggy 10 RED HOT CHILI "Stop" 9 VINES "Jackson"	<b>KFRR/Fresno, CA *</b> PD: Chris Squires MD: Reverend SUM 41 "Sail"	<b>KRBZ/Kansas City, KS *</b> OM/MD: Mike Kaplan APD: Andy West MD: Todd Violette 16 SOUNDTRACK OF OUR "Sister" DONNAS "Off"	<b>WZTA/Miami, FL *</b> PD: Troy Hanson APD/MD: Lee Daniels 1 CINDER "Soul" ALL-AMERICAN REJECTS "Swing"	<b>WOCL/Orlando, FL *</b> PD: Alan Amith APD/MD: Bobby Smith 4 DONNAS "Off" 4 COLDPLAY "Clocks" SEETHER "Fine"	<b>WOYL/Richmond, VA *</b> PD: Mike Murphy MD: Keith Dakin 9 BECK "Lost" EXIES "Goddess" SOCIALBURN "Down" SPARTA "Air"	<b>KNDD/Seattle-Tacoma, WA *</b> PD: Phil Manning APD: Jim Keller MD: Seth Resler 6 FOO FIGHTERS "Times"	<b>WWDC/Washington, DC *</b> PD: Buddy Rizer MD: LeeAnn Curtis 1 SOCIALBURN "Down" NEW FOUND GLORY "Collision"				
<b>WRAX/Birmingham, AL *</b> PD: Susan Groves APD: Hurricane Shane MD: Mark Lindsey 1 ALL-AMERICAN REJECTS "Swing" 1 SPARTA "Air" SANTANA FIC. KRDEGER "Don" SOCIALBURN "Down"	<b>WXTM/Cleveland, OH *</b> PD: Kim Monroe APD: Pete Schiecke MD: Dom Nardella No Adds	<b>WGRD/Grand Rapids, MI *</b> PD: Bobby Duncan MD: Michael Grey SEVENDUST "Xmas"	<b>WNFZ/Knoxville, TN *</b> PD: Dan Bozyk APD/MD: Anthony Proffitt AMO: Opie Hines 1 SYSTEM OF A DOWN "Inner" LINKIN PARK "December"	<b>WHTG/Monmouth-Ocean, NJ *</b> PD: Darrin Smith MD: Brian Zanyor 2 DONNAS "Off" LINKIN PARK "December"	<b>WPLY/Philadelphia, PA *</b> PD: Jim McGuinn MD: Dan Fein 1 TRANSPLANTS "Diamonds" CREED "Weathered"	<b>KCXX/Riverside, CA *</b> OM/MD: Kelli Cluque APD/MD: Daryl James QUEENS OF "Knows" USED "Ink"	<b>WKRK/Syracuse, NY *</b> OM/MD: Mimi Griswold APD/MD: Abbie Weber 2 DONNAS "Off" ALL-AMERICAN REJECTS "Swing" SEVENDUST "Xmas" SOCIALBURN "Down"	<b>WSFM/Wilmington, NC</b> PD: Knothead 5 MUDVAYNE "Falling" 2 DONNAS "Off" 2 TRANSPLANTS "Diamonds" CREED "Weathered"				
<b>KQXR/Boise, ID *</b> PD: Jacent Jackson APD/MD: Kallao 5 SYSTEM OF A DOWN "Inner" 1 DONNAS "Off" 1 TRUSTCOMPANY "Me"	<b>WARQ/Columbia, SC *</b> OM/MD: Gina Juliano MD: Dave Farra MUDVAYNE "Falling" SOCIALBURN "Down" SPARTA "Air"	<b>WXNR/Greenville, NC *</b> PD: Jeff Sanders APD: Turner Watson CREED "Weathered" PACIFIER "Bullit"	<b>WFTF/Lafayette, LA *</b> PD: Scott Perrin MD: Chris Olivier 1 EMINEM "Lose" TRAPT "Headstrong"	<b>KMBY/Monterey-Salinas, CA *</b> OM: Chris White MD: Chris White PD: Kenny Allen APD/MD: Opie Taylor SOCIALBURN "Down" SEV "Same"	<b>KEDJ/Phoenix, AZ *</b> PD: Nancy Stevens APD: Dead Air Dave MD: Robin Nash 4 UNWRITTEN LAW "Life" 1 ALL-AMERICAN REJECTS "Swing" TRANSPLANTS "Diamonds"	<b>WZZI/Roanoke-Lynchburg, VA *</b> GM/MD: Bob Travis MD: Greg Travis DONNAS "Off" NOISE THERAPY "Get" TELEPOPMUSIK "Breathe" SEV "Same" MUDVAYNE "Falling"	<b>WZNE/Rochester, NY *</b> OM/MD: Mike Danger MD: Violet No Adds	<b>WBCN/Boston, MA *</b> OM: Tony Berardini VP/Programming: Oedipus APD/MD: Steven Strick No Adds	<b>WWCD/Columbus, OH *</b> PD: Andy Davis MD: Jack DeVoss DONNAS "Off" FLAMING LIPS "Yoshimi" USED "Ink"	<b>WMRQ/Hartford, CT *</b> PD: Todd Thomas MD: Chaz Kelly 1 TRUSTCOMPANY "Me" CREED "Weathered" MAROON 5 "Breathe"	<b>WWDX/Lansing, MI *</b> PD: Chili Walker MD: Kelly Bradley AUDIOVENT "Looking" JACK JOHNSON "Bubble"	<b>WBUZ/Nashville, TN *</b> MD: Jim Patrick PD/MD: Russ Schenck No Adds

\* Monitored Reporters

86 Total Reporters

77 Total Monitored

9 Total Indicator



## New & Active

**RED HOT CHILI PEPPERS** Can't Stop (Warner Bros.)  
 Total Plays: 199, Total Stations: 10, Adds: 3

**JURASSIC 5** What's Golden? (Interscope)  
 Total Plays: 195, Total Stations: 11, Adds: 1

**DAVE MATTHEWS BAND** Grey Street (RCA)  
 Total Plays: 183, Total Stations: 21, Adds: 4

**SEV** Same Old Song (Geffen/Interscope)  
 Total Plays: 145, Total Stations: 18, Adds: 5

**DISTILLERS** City Of Angels (Hellcat/Epitaph)  
 Total Plays: 143, Total Stations: 10, Adds: 0

**DONNAS** Take It Off (Lookout/Atlantic)  
 Total Plays: 138, Total Stations: 20, Adds: 11

**BECK** Lost Cause (Geffen/Interscope)  
 Total Plays: 119, Total Stations: 9, Adds: 2

**MAROON 5** Harder To Breathe (Octone)  
 Total Plays: 109, Total Stations: 9, Adds: 2

**SOCIALBURN** Down (Elektra/EEG)  
 Total Plays: 94, Total Stations: 27, Adds: 18

**ALL-AMERICAN REJECTS** Swing Swing (DreamWorks)  
 Total Plays: 92, Total Stations: 12, Adds: 10

Songs ranked by total plays

## Indicator

### Most Added

**SEV** Same Old Song (Geffen/Interscope)

**DONNAS** Take It Off (Lookout/Atlantic)

**SPARTA** Air (DreamWorks)

**SOCIALBURN** Down (Elektra/EEG)

**TRANSPLANTS** Diamonds & Guns (Epitaph)

**CREED** Weathered (Wind-up)

**EXIES** My Goddess (Virgin)

**MUDVAYNE** Not Falling (No Name/Epic)

**TAKING BACK SUNDAY** Great Romances Of The... (Victory)

**JULIUS BRAGG** Destination Unknown (Maniac)

**INTERPOL** PDA (Matador)

**LINKIN PARK** My Dsmbr (Remix) (Warner Bros.)

**SEVENDUST** Xmas Day (TVT)

**SNAPCASE** Coagulate (Victory Music, Inc.)

## 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



jimmy chamberlin  
billy corgan  
paz lenchantin  
david pajo  
matt sweeney

**honestly**

**Impacting Active, Mainstream Rock  
and Alternative December 2<sup>nd</sup> & 3<sup>rd</sup>**

their debut single **on your desk now**  
**album out january 2003**

produced by billy corgan and bjorn thorsrud  
management: elliot roberts for lookout management  
**www.zwan.com**   
©2002 REPRIS RECORDS, WARNER MUSIC GROUP, AN AOL TIME WARNER COMPANY.



**U**  
**the used**

**AFTER 15 WEEKS AT RADIO...**

R&R Alternative: 22-20, 1236x +109  
 Modern Rock BDS: 24\*-21\*, 1367x +139

**4 Week Sales Trend:**

3W	2W	LW
5834	6189	7668

**THIS WEEK:**  
**Over 8500**

ON:



Produced and Mixed by John Feldmann    theused.net    repriserecords.com  
 Management: John Reese and Paul Gomez for Freeze Management

**"THE TASTE OF INK"**



**JIM KERR**  
 jkerr@radioandrecords.com

## Vampires And Truck Drivers

□ An update on our look at overnight listening

Several years ago I took a look at the drop in listening that radio experiences during the overnight hours. I didn't expect to see much of a difference between listenership then and now — common sense tells us that we should still see a huge drop in radio listening during overnights — but I thought that reinforcing this fact would be worthwhile, especially with some stations continuing to treat their clocks in such a way that overnight spins count as much as daytime spins when judging familiarity scores in callout or attempting to expose new music.

The issue of "lunar rotation" is still relevant for radio today. One of the most maddening things for a record executive is when a radio programmer finally tells her that he is going to add a song, and a majority of the spins occur in the overnight daypart.

The worst part is when, four or five weeks later, the PD tells the record executive, "I'm sorry, I gave it 80 spins, but it's just not coming back as familiar." In practical terms, if half of those spins were in overnights, you may as well not even count them.

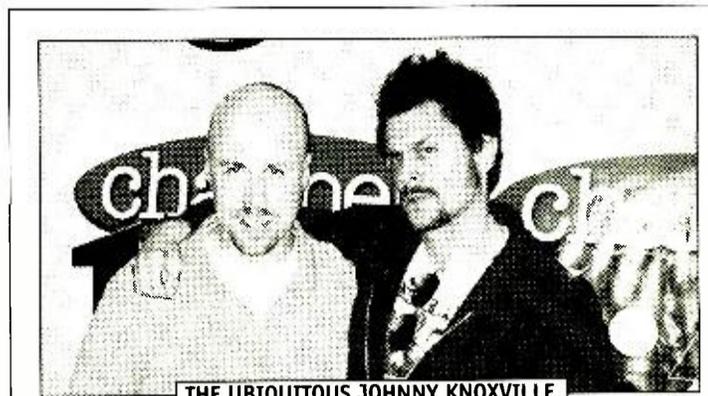
As the data on this page clearly shows, there is indeed an astounding drop in listener levels once the clock

strikes midnight. Beyond justifying the indignation that labels feel toward lunar rotations, the data reveals a prac-

**No matter how many spins a song gets in overnights, it will never be more than 20% familiar.**

tical concern for PDs or MDs who are scheduling music, which is to make sure that your categories have a significant amount of space outside of overnights.

This is important because, on average, more than 80% of a station's entire audience will never hear an overnight spin. As a result, no matter how many spins a song gets in overnights, it will never be more than 20% familiar. Clearly, for a song to be heard by your audience and judged by it (and for it to be given any chance of testing in callout), a significant amount of its airplay has to come between 6am and midnight.



THE UBIQUITOUS JOHNNY KNOXVILLE

You can always tell when some poor Hollywood sap is on the radio promotion circuit, because I will inevitably get tons of photos from radio stations featuring that person. Last month it was Johnny Knoxville of *Jackass: The Movie* fame, who, judging by the pile of photos I received, was on the radio in just about every city in the country. In one of many such photos in my office, here he is (r) with KCNL/San Jose PD John Allers after an appearance on the station.

### Where The Vampires Live

The following stations showed the least drop in listenership from daytime to overnights. All data is from the spring 2002 Arbitron ratings period.

CALLS/City	% drop in listeners
KSYR/Shreveport, LA	38.5
WIXO/Peoria, IL	46.7
WZZI/Roanoke, VA	53.9
KMYZ/Tulsa	56.3
WBTZ/Burlington, VT	62.5

One final note: In my previous analysis I used total cume for persons 12+ as my point of comparison. This time I'm using a much more focused figure of average quarter-hour per-

sons. The AQH number is a much more relevant figure when comparing how many people are listening to a song during the day as compared to at night.

### Overnight listening

The following numbers illustrate the truly staggering drop in listening levels that occurs in the overnight daypart. The average drop was 82.4%. There was a wide range of decline, from 38.5% at KSYR/Shreveport, LA to an astonishing 96.9% at WNFZ/Knoxville. All data is from the spring 2002 Arbitron ratings period.

CALLS/City	AQH 6am-mid.	AQH mid.-6am	% drop in listeners
WHRL/Albany, NY	1,800	300	83.4
WEQX/Albany, NY	1,600	200	87.5
KTEG/Albuquerque	2,700	900	66.7
WNNX/Atlanta	22,800	3,600	84.3
WJSE/Atlantic City, NJ	2,300	200	91.4
KROX/Austin	8,100	1,500	81.5
KNXX/Baton Rouge	2,700	300	88.9
WRAX/Birmingham	5,000	1,500	70.0
KQXR/Boise, ID	2,400	500	79.2
WBCN/Boston	20,800	2,000	90.4
WEDG/Buffalo	7,900	700	91.2
WBTZ/Burlington, VT	2,400	900	62.5
WAVF/Charleston, SC	3,800	200	94.8
WEND/Charlotte	7,500	1,700	77.4
WKQX/Chicago	36,800	7,700	79.1
WZZN/Chicago	20,100	4,500	77.7
WAQZ/Cincinnati	6,000	800	86.7
WXTM/Cleveland	13,300	1,800	86.5
WWCD/Columbus, OH	3,000	200	93.4
KDGE/Dallas	21,400	3,200	85.1
WXEG/Dayton	6,000	1,200	80.0
KTCL/Denver	9,500	1,600	83.2
KCCQ/Des Moines	1,300	100	92.4
CIMX/Detroit	18,500	3,800	79.5
KHRO/El Paso	3,400	300	91.2
KNRO/Eugene, OR	3,500	1,000	71.5
KXNA/Fayetteville, AR	2,000	500	75.0
KFRF/Fresno	3,300	900	72.8
WJBX/Ft. Myers	3,200	900	71.9
WGRD/Grand Rapids	4,200	900	78.6
WXNR/Greenville, NC	4,200	900	78.6
WEEO/Hagerstown, MD	1,900	600	68.5
WMRQ/Hartford	4,700	300	93.7
KUCD/Honolulu	5,500	1,000	81.9
KTBB/Houston	25,200	4,100	83.8
WRZX/Indianapolis	10,800	2,000	81.5
WPLA/Jacksonville	6,700	500	92.6
WRZK/Johnson City	3,500	700	80.0
KRBZ/Kansas City	6,400	1,200	81.3
WNFZ/Knoxville	3,200	100	96.9
KFTE/Lafayette, LA	5,300	1,000	81.2

WWDX/Lansing, MI	1,700	400	76.5
KXTE/Las Vegas	10,000	2,200	78.0
WXZZ/Lexington, KY	2,100	500	76.2
KLEC/Little Rock	3,400	300	91.2
KROQ/Los Angeles	70,600	9,500	86.6
WLRS/Louisville	3,100	500	83.9
WMAD/Madison	1,700	100	94.2
WMFS/Memphis	4,900	500	89.8
WZTA/Miami	18,400	2,700	85.4
WHTG/Monmouth-Ocean	4,200	600	85.8
KMBY/Monterey	1,700	300	82.4
WBUZ/Nashville	4,100	700	83.0
WLIR/Long Island	7,300	900	87.7
KKND/New Orleans	6,600	800	87.9
WXRK/New York	80,600	7,200	91.1
WRRV/Newburgh, NY	2,400	100	95.9
WROX/Norfolk	6,600	1,000	84.9
KQRX/Odessa-Midland, TX	2,100	100	95.3
WJRR/Orlando	7,100	1,000	86.0
WOCL/Orlando	6,300	1,000	84.2
WIXO/Peoria, IL	1,500	800	46.7
WPLY/Philadelphia	22,300	2,300	89.7
KEDJ/Phoenix	9,100	1,200	86.9
KZON/Phoenix	22,500	2,500	88.9
WXDX/Pittsburgh	18,000	1,900	89.5
KNRK/Portland, OR	9,000	1,000	88.9
WBRU/Providence	5,800	700	88.0
WWRX/Providence	4,800	900	81.3
KRZQ/Reno, NV	1,800	500	72.3
WDYL/Richmond	3,700	200	94.6
KCXX/Riverside	6,600	1,400	78.8
WZZI/Roanoke, VA	1,300	600	53.9
WZNE/Rochester, NY	3,000	200	93.4
KWOD/Sacramento	7,200	1,400	80.6
KCPX/Salt Lake City	4,300	1,300	69.8
KXRK/Salt Lake City	7,000	1,000	85.8
XTRA/San Diego	12,600	2,000	84.2
KFSD/San Diego	4,600	700	84.8
KITS/San Francisco	20,500	1,500	92.7
KCNL/San Jose	4,000	900	77.5
KJEE/Santa Barbara, CA	2,100	100	95.3
KNDD/Seattle	16,300	2,400	85.3
KSYR/Shreveport, LA	1,300	800	38.5
KPNT/St. Louis	15,300	2,000	87.0
WKRL/Syracuse	4,000	800	80.0
WXSJ/Tallahassee, FL	1,600	200	87.5
WSUN/Tampa	8,900	2,000	77.6
KFMA/Tucson	7,100	2,200	69.1
KMYZ/Tulsa	4,800	2,100	56.3
WHFS/Washington	9,400	1,100	88.3
WWDC/Washington	20,500	1,900	90.8

# R&R Alternative Top 50

November 22, 2002

Powered By



LAST WEEK	T-S WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
2	1	FOO FIGHTERS All My Life (Roswell/RCA)	2924	+37	341203	12	75/0
1	2	NIRVANA You Know You're Right (Geffen/Interscope)	2872	-33	343259	8	76/0
3	3	PUDDLE OF MUDD She Hates Me (Flawless/Geffen/Interscope)	2687	+25	310604	17	71/0
4	4	DISTURBED Prayer (Reprise)	2398	-72	267239	16	70/0
5	5	STONE SOUR Bother (Roadrunner/IDJMG)	2341	-96	234876	15	71/0
7	6	CHEVELLE The Red (Epic)	2182	+144	233116	21	71/1
8	7	SALIVA Always (Island/IDJMG)	2154	+175	224869	10	73/0
6	8	RED HOT CHILI PEPPERS Zephyr Song (Warner Bros.)	2063	-93	216760	17	73/0
10	9	AUDIOSLAVE Cochise (Interscope/Epic)	1917	+30	224419	8	72/0
11	10	SEETHER Fine Again (Wind-up)	1854	+73	191567	20	67/2
12	11	GOOD CHARLOTTE Lifestyles Of The Rich And... (Epic)	1828	+56	220035	13	72/0
13	12	QUEENS OF THE STONE AGE No One Knows (Interscope)	1827	+68	250237	11	73/1
9	13	SYSTEM OF A DOWN Aerials (American/Columbia)	1772	-144	208808	26	72/0
15	14	EMINEM Lose Yourself (Shady/Interscope)	1771	+198	263057	8	59/2
14	15	3 DOORS DOWN When I'm Gone (Republic/Universal)	1767	+62	168862	8	65/1
17	16	TAPROOT Poem (Velvet Hammer/Atlantic)	1504	+53	159252	11	69/1
19	17	SUM 41 Still Waiting (Island/IDJMG)	1454	+176	172949	6	74/1
20	18	SR-71 Tomorrow (RCA)	1274	+45	123259	11	64/0
16	19	PEARL JAM I Am Mine (Epic)	1264	-296	126872	9	71/0
22	20	USED The Taste Of Ink (Reprise)	1236	+109	135998	12	66/2
23	21	JIMMY EAT WORLD A Praise Chorus (DreamWorks)	1226	+102	159085	7	65/0
27	22	SYSTEM OF A DOWN Inner Vision (American/Columbia)	1161	+254	168642	3	66/4
25	23	OK GO Get Over It (Capitol)	1158	+111	118114	15	56/0
26	24	HOOBASTANK Remember Me (Island/IDJMG)	1104	+127	88316	10	55/1
21	25	WHITE STRIPES Dead Leaves And Dirty Ground (Third Man/V2)	929	-199	123426	19	57/0
28	26	VINES Outtathaway (Capitol)	920	+40	110061	6	65/1
33	27	TRUSTCOMPANY Running From Me (Geffen/Interscope)	813	+122	91331	3	58/4
30	28	AUTHORITY ZERO One More Minute (Lava/Atlantic)	788	+15	69744	10	46/0
24	29	STROKES Someday (RCA)	724	-388	115322	14	58/0
31	30	BOX CAR RACER There Is (MCA)	723	-31	73697	11	44/0
29	31	SUGARCULT Pretty Girl (The Way) (Ultimatum/Artemis)	722	-105	82711	14	39/0
35	32	CRAZY TOWN Drowning (Columbia)	707	+154	73098	4	55/0
40	33	COLDPLAY Clocks (Capitol)	636	+220	95036	2	45/3
34	34	NEW FOUND GLORY Head On Collision (MCA)	634	+77	76253	5	46/4
37	35	BREAKING BENJAMIN Polyamorous (Hollywood)	583	+85	54721	5	44/4
36	36	KORN Alone I Break (Immortal/Epic)	565	+61	78177	4	42/4
39	37	JACK JOHNSON Bubble Toes (Enjoy/Universal)	486	+11	58481	6	32/2
32	38	OUR LADY PEACE Innocent (Columbia)	483	-220	46781	14	31/0
42	39	TRAPT Headstrong (Warner Bros.)	437	+50	30979	5	34/2
Debut	40	CREED Weathered (Wind-up)	431	+234	59865	1	37/3
43	41	EXIES My Goddess (Virgin)	426	+48	34129	4	40/4
45	42	MUDVAYNE Not Falling (No Name/Epic)	412	+36	33433	4	36/7
Debut	43	TRANSPLANTS Diamonds & Guns (Epitaph)	396	+138	79146	1	26/9
41	44	INCUBUS Are You In (Immortal/Epic)	377	-31	61263	8	11/0
44	45	NICKELBACK Never Again (Roadrunner/IDJMG)	333	-44	27974	19	21/0
46	46	BOWLING FOR SOUP Girl All The Bad Guys Want (Silvertone/Jive)	302	-62	23795	15	21/0
38	47	PAPA ROACH Time And Time Again (DreamWorks)	297	-186	18928	9	36/0
Debut	48	PACIFIER Bullitproof (Arista)	272	+64	21363	1	33/4
50	49	AUDIOVENT Looking Down (Atlantic)	268	-4	18926	3	22/1
49	50	LINKIN PARK Pts Of A Thrty (Remix) (Warner Bros.)	266	-44	38946	19	17/0

77 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 11/10-11/16. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 20 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from the Arbitron Company (copyright 2002, The Arbitron Company). (C) 2002, R&R, Inc.

## Most Added®

www.rradds.com

ARTIST TITLE LABEL(S)	ADDS
SOCIALBURN Down (Elektra/EEG)	18
DONNAS Take It Off (Lookout/Atlantic)	11
ALL-AMERICAN REJECTS Swing Swing (DreamWorks)	10
TRANSPLANTS Diamonds & Guns (Epitaph)	9
MUDVAYNE Not Falling (No Name/Epic)	7
SEV Same Old Song (Geffen/Interscope)	5
SEVENDUST Xmas Day (TVT)	5
SYSTEM OF A DOWN Inner Vision (American/Columbia)	4
TRUSTCOMPANY Running From Me (Geffen/Interscope)	4
NEW FOUND GLORY Head On Collision (MCA)	4
BREAKING BENJAMIN Polyamorous (Hollywood)	4
KORN Alone I Break (Immortal/Epic)	4
EXIES My Goddess (Virgin)	4
PACIFIER Bullitproof (Arista)	4
DAVE MATTHEWS BAND Grey Street (RCA)	4
SPARTA Air (DreamWorks)	4

**SUM 41** "Still Waiting"

Modern Rock BDS: 20\* -16\*  
+181 AIRPOWER

Top 10 TRL / Top 10 Phones:

WXRK KROQ 89X 99X  
WPLY WOCL WSUN WBRU

ON LOVELINE 11/25  
In stores next Tuesday

THE ISLAND DEF JAM MUSIC GROUP  
ISLAND - UNIVERSAL MUSIC COMPANY

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
SYSTEM OF A DOWN Inner Vision (American/Columbia)	+254
CREED Weathered (Wind-up)	+234
COLDPLAY Clocks (Capitol)	+220
EMINEM Lose Yourself (Shady/Interscope)	+198
SUM 41 Still Waiting (Island/IDJMG)	+176
SALIVA Always (Island/IDJMG)	+175
CRAZY TOWN Drowning (Columbia)	+154
CHEVELLE The Red (Epic)	+144
TRANSPLANTS Diamonds & Guns (Epitaph)	+138
HOOBASTANK Remember Me (Island/IDJMG)	+127

## Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
RED HOT CHILI PEPPERS By The Way (Warner Bros.)	1167
TRUSTCOMPANY Downfall (Geffen/Interscope)	1083
HOOBASTANK Running Away (Island/IDJMG)	917
JIMMY EAT WORLD Sweetness (DreamWorks)	891
INCUBUS Warning (Immortal/Epic)	722
LINKIN PARK In The End (Warner Bros.)	705
HOOBASTANK Crawling In The Dark (Island/IDJMG)	705
STAIN'D For You (Flip/Elektra/EEG)	694

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

# Quality...

- Custom Production — Callouts & Montages
- Digital, Clear, Consistent
- All Formats & International Titles
- 50,000+ Song Library
- On-Time Delivery

Featuring: **TM CENTURY** GoldDiscs and HitDiscs



The World's Premier Music Hook Service

Email: hooks@hooks.com  
www.hooks.com FAX: (573)443-4016

200 Old 63 South, #103  
Columbia, MO 65201-6081

For The Best Auditorium Test Hook Tapes

**Michael Pelaiia**  
(573)443-4155

## ON THE RECORD

With  
**Walter Flakus**  
MD/nights/host of *Swing 1, 2, 3*,  
WPGU/Champaign, IL



Greetings from the Northeast! There seems to be a lot of exciting music in rotation here in the office. I think the Socialburn record is a big ol' hit. It kind of reminds me of a classic Bush song. ♦ I love The Donnas — what a fun record. Pacifier are also very high on my list. I got into the band last year when I was in Australia and New Zealand. I actually picked up their last record under the band name Shihad. I'm also digging on The All-American Rejects. ♦ My favorite record

that I'm grooving on right now is the Soundtrack Of Our Lives record. The whole thing is amazing. I recently saw a great showcase in New York during CMJ — Sing-Sing, OK Go, My Morning Jacket and The Music. I was really blown away by My Morning Jacket. I didn't get it right

away, but I was a believer by the end of their set. ♦ Now that I have the Audio-slave full-length, I'm really looking forward to getting my hands on the Zwan stuff. With this new project from Bill Corgan, I do believe it is truly 1991 again. ♦ And if you wouldn't mind helping a brother out, we're trying to get Stabbing Westward's *Wither, Blister, Burn + Peel* into Platinum territory. How about upping the spins on "What Do I Have To Do?" That way I can say no to a reunion tour.

I love it when Active Rock warms up a song for our format and then we bring it home. Generally, this takes more than a week, but for Socialburn's "Down," Alternative programmers must have thought, "It's a great song, why wait?" As a result, this song, which debuted on the Active Rock chart last week, pulls in an impressive 27 stations its first week out (including 18 new adds) ... One of the favorite songs in the L.A. office is The Transplants' "Diamonds & Guns." It debuts at No. 43 on the chart this week behind 26 stations, including nine new adds ... The Donnas' provocatively titled "Take It Off" hits 20 stations behind 11 new ones this week ... One of the best new songs hitting radio is The All-American Rejects' punk pop gem "Swing Swing." It officially goes for adds next week, but 12 — count 'em, 12 — are in early ... Who would have thought? Insane Clown Posse go off on their own and record their most accessible album yet. And, of course, the damn thing is selling tons (over 75,000 units last week). With numbers like that, it's worth giving "Homies" another listen. **RECORD OF THE WEEK: All-American Rejects "Swing Swing"**



— Jim Kerr, Alternative Editor

## COMING UP RIGHT

ARTIST: Jurassic 5

LABEL: Interscope

By KATY STEPHAN/ALTERNATIVE SPECIALTY EDITOR

If you are already playing Jurassic 5's "What's Golden," I'm giving you the week off. From this column, I mean — don't be calling your travel agent. I'm just saying that if you're spinning some J5, you can move along. Nothing to see here.

If you are *not*, however, look the hell out. I have brought in some thugs to tell you what's what.

WAQZ/CITY PD John Michael is up first: "It's a no-brainer. The sales are off the hook, no one else is playing them, and they're fuckin' cool!"

"For 18-30-year-olds, hip-hop is rock, or it might as well be. I view Jurassic 5 as a rock band. Go to the mall and look at the young people with their little tricked-out Hondas with System Of A Down stickers on them. They've also got Wu Tang stickers on their cars! That's where their mind-set is. If you don't see that, you're probably out of the demo.

"You know, that old-school mentality 'Maajaan, this is supposed to be a Rock station' — that's not here and now, and that's a great recipe for you to miss out on a lot of good music.

"It surprises me how many programmers are willing to take a chance on a no-name band that never gets anywhere, just because they rock, but they won't reach out to bands that are selling records and selling out venues — the J5 show here was sold out. We had the pleasure and the honor of presenting that show.



"Records that matter is what I'm about putting on the air, not somebody's agenda or somebody's vision of what a Rock station is supposed to do. And I think it's appreciated."

Yes, it is. You know what else is appreciated? When a programmer is gutsy enough to say what he really thinks. Next time I'll explain to him about the tape recorder in my handbag. I kid! That schooling was entirely *on* the record, yo. (Sorry, that "yo" just slipped out.)

Your good cop for this episode will be played by Kevin Mays, MD of "FNX Boston, who says, "We started playing "What's Golden" on *First Contact*, our specialty show, right when the record first came out.

"Then we do this thing called the *Night Party*; it's like the best hip-hop, alternative rock — even some dance stuff thrown in. We started playing it on that show, and it really started to stand out, so we started to spike it into nights some. It just refused to be background music. Every time I heard it, it jumped off the radio.

"So I said, "Let's throw it in nights and see how it sounds." Every time we played it, it sounded great, so we put it in officially a couple of weeks ago. The record sounds really great. It's top-10 phones."

Any questions? I thought not.

In the continuing effort to educate, next week that bratty Pepsi girl explains the horror of childhood heroin addiction. Thank you for your time.

### TELL US WHAT YOU THINK!

Share your opinion about this column — go to [www.radioandrecords.com](http://www.radioandrecords.com) and click the Message Boards button.

# IMAGES *ink*

Custom manufacturers of

Stickers • Decals • Statics

Call us for all your Promotional Product needs

1.888.768.4259 • [www.imagesinkusa.com](http://www.imagesinkusa.com) • e-mail: [Inksales@imagesinkusa.com](mailto:Inksales@imagesinkusa.com)

November 22, 2002



America's Best Testing Alternative Songs  
12+ For The Week Ending 11/22/02.

Artist Title (Label)	TW	LW	Familiarity	Burn	TD	Familiarity	Burn
SUGARCULT Pretty Girl... (Ultimatum/Artemis)	4.08	4.07	62%	8%	3.97	60%	9%
FOO FIGHTERS All My Life (Roswell/RCA)	4.07	4.07	84%	11%	4.01	87%	13%
NIRVANA You Know You're Right (Geffen/Interscope)	4.06	3.97	87%	15%	4.03	88%	16%
STONE SOUR Bother (Roadrunner/IDJMG)	4.04	4.12	78%	19%	4.06	80%	20%
SEETHER Fine Again (Wind-up)	4.04	4.04	72%	12%	3.99	74%	12%
CHEVELLE The Red (Epic)	4.04	4.15	78%	16%	4.00	82%	17%
JIMMY EAT WORLD A Praise Chorus (DreamWorks)	4.00	3.91	60%	9%	3.97	59%	9%
EMINEM Lose Yourself (Shady/Interscope)	3.96	3.98	94%	25%	3.99	95%	24%
DISTURBED Prayer (Reprise)	3.96	4.05	84%	20%	3.89	87%	22%
TAPROOT Poem (Velvet Hammer/Atlantic)	3.95	3.96	65%	9%	3.91	66%	9%
SALIVA Always (Island/IDJMG)	3.91	3.99	77%	11%	3.83	81%	14%
QUEENS OF THE... No One Knows (Interscope)	3.91	3.90	64%	11%	3.88	68%	12%
3 DOORS DOWN When I'm Gone (Republic/Universal)	3.89	3.97	77%	11%	3.84	79%	12%
HOOBASTANK Remember Me (Island/IDJMG)	3.88	3.99	74%	13%	3.79	73%	16%
GOOD CHARLOTTE Lifestyles... (Epic)	3.87	3.83	89%	21%	3.72	89%	23%
TRUST COMPANY Running... (Geffen/Interscope)	3.85	-	54%	7%	3.77	56%	7%
USED The Taste Of Ink (Reprise)	3.84	3.97	50%	6%	3.71	51%	7%
SYSTEM OF A DOWN Aerials (American/Columbia)	3.83	3.95	95%	44%	3.80	96%	45%
SUM 41 Still Waiting (Island/IDJMG)	3.83	3.88	68%	9%	3.72	69%	10%
PUDDLE... She Hates Me (Flawless/Geffen/Interscope)	3.82	3.92	96%	33%	3.71	97%	37%
SR-71 Tomorrow (RCA)	3.69	3.87	52%	8%	3.63	54%	8%
BOX CAR RACER There Is (MCA)	3.67	-	67%	15%	3.58	67%	16%
O.K. GO Get Over It (Capitol)	3.64	3.65	62%	14%	3.59	63%	15%
AUDIOSLAVE Cochise (Epic)	3.56	3.57	63%	13%	3.56	68%	14%
PEARL JAM I Am Mine (Epic)	3.50	3.47	74%	19%	3.52	76%	18%
RED HOT CHILI... Zephyr Song (Warner Bros.)	3.49	3.56	86%	31%	3.41	89%	34%
AUTHORITY ZERO One More Minute (Lava)	3.46	-	38%	7%	3.38	38%	9%
WHITE STRIPES Dead Leaves... (Third Man/V2)	3.45	3.51	76%	25%	3.37	78%	27%
STROKES Someday (RCA)	3.33	3.43	73%	25%	3.30	74%	25%
VINES Outtathaway (Capitol)	3.21	3.36	56%	16%	3.10	55%	18%

Total sample size is 743 respondents. Total average favorability estimates are based on a scale of 1-5. (1=dislike very much, 5=like very much). Total familiarity represents the percentage of respondents who recognized the song. Total burn represents the number of respondents who said they are tired of hearing the song. Sample composition is based on persons 12+. TD = Target Demo (Persons 18-34). Persons are screened via the Internet. Once passed, they can take the music test based on their format/music preference. RateTheMusic.com results are not meant to replace callout research. The results are intended to show opinions of participants on the Internet only. RateTheMusic is a registered trademark of RateTheMusic.com. The RTM system is available for local radio stations by calling 818-377-5300. RateTheMusic.com data is provided by Mediabase Research, A division of Premiere Radio Networks.



## Top 20 Specialty Artists

November 22, 2002

1. JETS TO BRAZIL (Jade Tree) "You're The One I Want"
2. ALL AMERICAN REJECTS (DreamWorks) "Swing Swing"
3. TRANSPLANTS (Hellcat/Epitaph) "Diamonds & Guns"
4. SIGUR ROS (MCA) "Untitled 4"
5. LIARS (Mute) "Grown Men Don't Fall..."
6. DONNAS (Atlantic) "Take It Off"
7. STREETS (Vice/Atlantic) "Let's Push Things Forward"
8. SPARTA (DreamWorks) "Air"
9. ORANGES BAND (Lookout) "My Street"
10. SOUNDTRACK OF OUR LIVES (Republic/Universal) "Sister Surround"
11. FLAMING SIDEBURNS (Jet Set) "Spanish Blood"
12. ADD N TO X (Mute) "Take Me To Your Leader"
13. HOT HOT HEAT (Sub Pop) "Bandages"
14. MINUTEMAN (Independent) "Big Boy"
15. YEAH! (M Company/EMI Import) "Discopunk"
16. RICHARD ASHCROFT (Virgin) "Check The Meaning"
17. JOHNNY CASH (American Recordings/Lost Highway) "Personal Jesus"
18. LONGWAVE (Fenway) "Everywhere You Turn"
19. H2O (MCA) "All We Want"
20. IKARA COLT (Epitaph) Various

Ranked by total number of shows reporting artist.

## Record Of The Week

Artist: Simian  
Label: Astralwerks

No Dodge Darts or rusty tube amps in Simian's world — they may be a garage band, but they've got a distinctly modern garage. \* Unlike some of those retro bands who seem to be hellbent for nothing but vintage leather, Simian are not trying to turn back the clock to the pre-digital era. They use craft, cunning and even a few (gasp!) computers to forge the raw, bluesy spirit and free-lovin' thump of early rock 'n' roll into a modern, catchy package. \* Simian's *We Are Your Friends* is lo-fi soul in hi-fi clothing. You can't buy *that* at Urban Outfitters.

— Katy Stephan, Alternative Specialty Editor



## The March of Dimes and Radio – A Partnership of History and Accomplishment

We salute our Achievement in Radio Awards® winners and finalists, and give thanks to all who entered or will be entering the competition in: Atlanta, Chicago, Cleveland, Houston, Memphis, Miami, Milwaukee, Nashville, New York, Philadelphia, Phoenix, Pittsburgh, San Diego, St. Louis and Washington.

A.I.R. AWARDS



Achievement In Radio  
A Broadcast Competition Celebrating  
Excellence in Radio to Benefit the  
March of Dimes Birth Defects Foundation

With your help, we will see the day when every baby is born healthy.

Sponsored Nationally By: Arbitron, Katz Media Group, Metro Networks  
Shadow Broadcast Services/Westwood One and R&R

Co-Sponsored By: API, AT&T Broadband, Bonneville International, CURB Records,  
Ford, Interep, Miller Lite, Pittsburgh Radio Organization, Potawatomi Bingo Casino  
and Viejas Casino



March  
of Dimes  
Saving babies, together

For more information, contact the A.I.R. Awards at: [eschultz@modimes.org](mailto:eschultz@modimes.org); or call: (312)596-4701.

**JOHN SCHOENBERGER**

jschoenberger@radioandrecords.com

## R&R Triple A Panel

### □ E-mail update

It's been a while since I updated the R&R Triple A panel e-mail list — last May, to be exact. As you may be updating your files to be fully prepared for next year, I hope this helps you out. Next week I'll run the labels' e-mail addresses.

#### KAEP/Spokane

PD: Tim Cotter  
tim.cotter@citcomm.com  
MD: Kari Bushman  
kari.bushman@citcomm.com

#### KBAC/Santa Fe, NM

GM/PD: Ira Gordon  
iragordon@clearchannel.com  
Asst. PD: Sam Ferrara  
samferrara@clearchannel.com

#### KBCO/Denver-Boulder

PD: Scott Arbough  
scottarbough@clearchannel.com  
MD: Keefer  
keefer@clearchannel.com

#### KBXR/Columbia, MO

PD: Lana Trezise  
lana@bxr.com

#### KCTY/Omaha

PD: Brian Burns  
bburns@1069thecity.com

#### KENZ/Spokane

PD: Bruce Jones  
bruce.jones@citcomm.com  
MD: Kari Bushman  
kari.bushman@citcomm.com

#### KFOG/San Francisco

PD: Dave Benson  
dbenson@kfog.com  
MD: Haley Jones  
hjones@kfog.com

#### KGSR/Austin

PD: Jody Denberg  
jdenberg@kgsr.com  
Asst. PD: Jyl Hershmann-Ross  
bigjyl@kgsr.com  
MD: Susan Castle  
scastle@kgsr.com

#### KINK/Portland, OR

PD: Dennis Constantine  
dennis@kink.fm  
MD: Kevin Welch  
kwelch@kink.fm

#### KMTN/Jackson Hole, WY

PD: Mark Fishman  
fishmon@onewest.net

#### KMTT/Seattle

GM/PD: Chris Mays  
cmays@kmtt.com  
Asst. PD/MD: Shawn Stewart  
sstewart@kmtt.com

#### KOTR/San Luis Obispo, CA

PD: Drew Ross  
dross@radiocentralcoast.com  
MD: Rick Williams  
rwilliams@radiocentralcoast.com

#### KPIG/Monterey

PD: Laura Ellen Hopper  
laura@kpig.com

#### KPRI/San Diego

PD: Dona Shaieb  
authenticrock@compuserve.com

#### KRSH/Santa Rosa, CA

PD: Bill Bowker  
bill@krsh.com  
MD: Pam Long  
pam@krsh.com

#### KRVB/Boise, ID

PD: Dan McColly  
mccolly@journalbroadcastgroup.com

#### KTAO/Taos-Santa Fe, NM

GM: Brad Hockmeyer  
hock@laplaza.org  
PD: Michael Dean  
extrememichael@hotmail.com

#### KTBG/Kansas City

PD: Jon Hart  
jhart@ktbg.cmsu.edu  
MD: Byron Johnson  
bjohnson@ktbg.cmsu.edu

#### KTCZ/Minneapolis

PD: Lauren MacLeash  
laurenmacleash@clearchannel.com  
Asst. PD/MD: Mike Wolf  
mwolf@clearchannel.com

#### KTHX/Reno, NV

PD: Harry Reynolds  
hreynolds@nextmediareno.com  
MD: Dave Herrold  
deadairdav@aol.com

#### KTZO/Albuquerque

PD: Scott Souhrada  
scott.souhrada@citcomm.com  
MD: Don Kelley  
don.kelley@citcomm.com

#### WAPS/Akron

PD: Bill Gruber  
billgruber@913thesummit.com

#### WBOS/Boston

PD: Chris Herrmann  
cherrmann@wbos.com  
Asst. PD/MD: Michele Williams  
mwilliams@wbos.com

#### WCLZ/Portland, ME

OM: Herb Ivy  
herb.ivy@citcomm.com  
MD: Brian James  
brian.james@citcomm.com

#### WDET/Detroit

PD: Judy Adams  
jadams@wdefm.com  
MD: Martin Bandyke  
mbandyke@wdefm.com  
Asst. MD: Chuck Horn  
chorn@wdefm.com

#### WDDO/Chattanooga, TN

OM/PD: Danny Howard  
skylermc@aol.com

#### WDST/Poughkeepsie, NY

PD: Greg Gattine  
gregg@wdst.com  
Asst. PD: Christine Martinez  
christinem@wdst.com  
MD: Roger Menell  
rogerm@wdst.com

#### WFPK/Louisville

PD: Dan Reed  
dreed@wfpk.org  
Asst. PD: Stacy Owen  
sowen@wfpk.org

#### WFUV/New York

PD: Chuck Singleton  
chucksingleton@wfv.org  
MD: Rita Houston  
ritahouston@wfv.org  
Asst MD: Russ Borris  
russborris@wfv.org

#### WGVX/Minneapolis

PD: Jeff Collins  
jeff@drive105.com

#### WKOC/Norfolk

PD: Paul Shugrue  
paulshugrue@thecoast.com  
MD: Kristen Croot  
kristen@thecoast.com

#### WMMM/Madison

PD: Tom Teuber  
tteuber@entercom.com  
MD: Gabby Parson  
gparsons@entercom.com

#### WMPS/Memphis

PD: Alexandra Inzer  
alexandra@radiopig.com

#### WMVY/Cape Cod, MA

SM/PD: Barbara Dacey  
barbara@mvyradio.com

#### WNCS/Burlington, VT

PD: Mark Abuzzahab  
thewalrus@pointfm.com

#### WNCW/Greenville, SC

PD: Mark Keefe  
mark@wncw.org  
MD: Kim Clark  
kim@wncw.org

#### WOKI/Knoxville

PD: Shane Cox  
shane@100theriver.com  
MD: Sarah McClune  
seenonradio@hotmail.com

#### WRLT/Nashville

PD: David Hall  
dhall@wrlt.com  
Asst. PD/MD: Keith Coes  
kcoes@wrlt.com

#### WRNR/Baltimore

OM: Jon Peterson  
rockmpetey@aol.com  
PD: Alex Cortwright  
alex@wrnr.com

#### WRNX/Springfield, MA

GM/PD: Tom Davis  
spot@wrnx.com  
MD: Donnie Moorhouse  
dm@wrnx.com

#### WTTS/Indianapolis

PD: Brad Holtz  
holtzradio@hotmail.com  
MD: Todd Berryman  
toddovereasy@hotmail.com

#### WVOD/Elizabeth City, NC

PD: Matt Cooper  
beachcoops@earthlink.net  
MD: Tad Abbey  
tadabbey@yahoo.com

#### WXRT/Chicago

PD: Norm Winer  
nwwiner@cbs.com  
Asst. PD/MD: John Farneda  
jfarneda@cbs.com

#### WXRV/Boston

PD: Joanne Doody  
joannedoody@92.5theriver.com  
MD: Dana Marshall  
danamarshall@92.5theriver.com

#### WXPB/Philadelphia

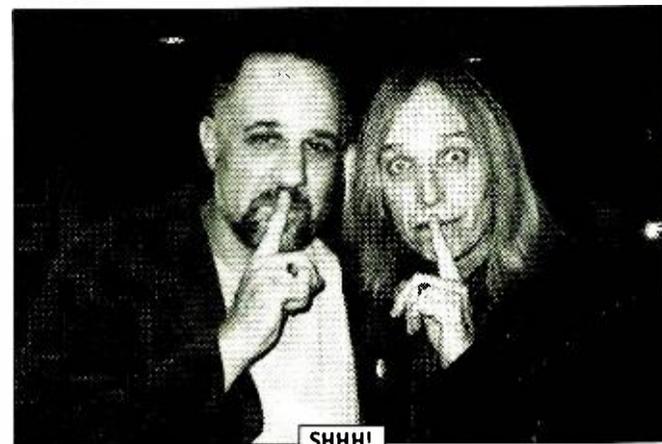
PD: Bruce Warren  
brucew@xpnonline.com  
Asst. PD/MD: Helen Leicht  
helen@xpnonline.com

#### WYEP/Pittsburgh

PD: Rosemary Welsch  
rwelsch@wyep.org  
Asst. PD/MD: Chris Griffin  
chrisg@wyep.com

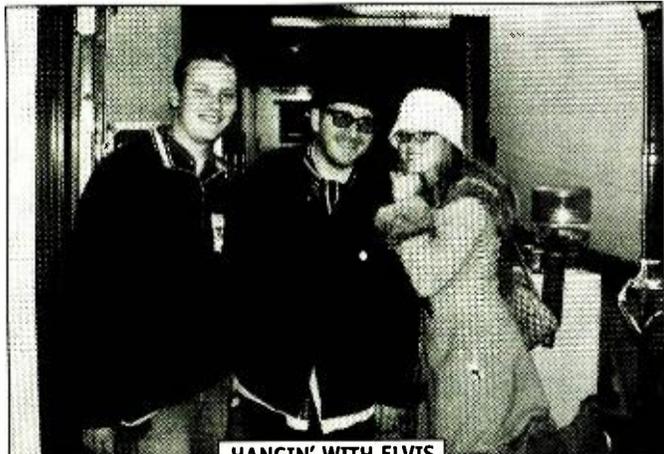
#### WZEW/Mobile

PD: Brian Hart  
brianhart921@yahoo.com  
MD: Lee Ann Konik  
leeann@wnsp.com



SHHH!

You didn't hear it from us, but KGSR/Austin PD Jody Denberg sneaked into L.A. in early October to interview Tom Petty for a special Westwood One-syndicated show that originated from the Museum of Radio and Television. Over 150 Rock and Triple A stations aired the special. Pictured here are (l-r) Denberg and Petty.



HANGIN' WITH ELVIS

As he gears up for his induction into the Rock and Roll Hall of Fame, Elvis Costello is on the road again. He recently played in Indianapolis at the Murat Theater. Caught backstage after show are (l-r) WTTS/Indianapolis PD Brad Holtz, Costello and WTTS Promotions Director Heather Claussen.

# R&R Triple A Top 30

Powered By



November 22, 2002

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	U2 Electrical Storm (Interscope)	542	-37	25875	11	25/0
2	2	WALLFLOWERS When You're On Top (Interscope)	508	+8	26449	11	26/0
3	3	RED HOT CHILI PEPPERS Zephyr Song (Warner Bros.)	487	+20	29976	12	20/0
5	4	PEARL JAM I Am Mine (Epic)	448	+25	23871	9	25/0
4	5	MATCHBOX TWENTY Disease (Atlantic)	432	-4	22019	7	20/0
6	6	BRUCE SPRINGSTEEN Lonesome Day (Columbia)	409	+9	28083	9	21/0
7	7	JOHN MAYER Your Body Is A Wonderland (Aware/Columbia)	391	+10	33976	24	21/0
8	8	DAVE MATTHEWS BAND Grace Is Gone (RCA)	385	+9	21045	8	24/0
12	9	TORI AMOS A Sorta Fairytale (Epic)	378	+40	17778	11	23/3
10	10	TRACY CHAPMAN You're The One (Elektra/EEG)	358	+10	29698	10	21/0
9	11	COUNTING CROWS Miami (Geffen/Interscope)	356	-1	20256	12	21/0
16	12	DAVID GRAY The Other Side (ATO/RCA)	333	+26	23123	7	24/1
11	13	COLDPLAY In My Place (Capitol)	312	-33	16770	20	23/0
14	14	NORAH JONES Don't Know Why (Blue Note/Virgin)	291	-23	24763	29	22/0
17	15	JACKSON BROWNE The Night Inside Me (Elektra/EEG)	286	-14	17884	13	21/0
13	16	SANTANA F/MICHELLE BRANCH The Game Of Love (Arista)	285	-46	17426	8	15/0
22	17	SUSAN TEDESCHI Alone (Tone-Cool/Artemis)	279	+63	19625	2	21/1
21	18	PRETENDERS Complex Person (Artemis)	253	+33	19764	3	21/0
19	19	TOM PETTY & THE HEARTBREAKERS The Last DJ (Warner Bros.)	242	-33	17674	10	17/0
20	20	ROLLING STONES Don't Stop (Virgin)	234	-17	10908	11	21/0
25	21	JACK JOHNSON Bubble Toes (Enjoy/Universal)	223	+22	20624	15	16/0
24	22	FEEL Won't Stand In Your Way (Curb)	223	+19	5013	5	18/2
18	23	SHERYL CROW Steve McQueen (A&M/Interscope)	215	-75	20531	18	17/0
23	24	RYAN ADAMS Nuclear (Lost Highway/IDJMG)	200	-5	7576	6	16/1
26	25	HOOBASTANK Running Away (Island/IDJMG)	199	+13	4933	5	6/0
Debut	26	COLDPLAY Clocks (Capitol)	195	+142	12820	1	19/2
28	27	NORAH JONES Come Away With Me (Blue Note/Virgin)	172	+14	11534	4	16/1
Debut	28	BECK Lost Cause (Geffen/Interscope)	166	+33	12470	1	16/4
30	29	BRAD Shinin' (Redline)	161	+27	5388	2	17/0
29	30	OUR LADY PEACE Somewhere Out There (Columbia)	160	+8	4084	7	4/0

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 11/10-11/16. 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

**GEORGE HARRISON** Stuck Inside A Cloud (Capitol)

Total Plays: 146, Total Stations: 16, Adds: 2

**DELBERT MCCLINTON** Same Kind Of Crazy (New West/Red Ink)

Total Plays: 137, Total Stations: 11, Adds: 0

**MARK KNOPFLER** Why Aye Man (Warner Bros.)

Total Plays: 125, Total Stations: 10, Adds: 0

**RHETT MILLER** Come Around (Elektra/EEG)

Total Plays: 124, Total Stations: 13, Adds: 1

**CHRIS ROBINSON** Safe In The Arms Of Love (Redline)

Total Plays: 101, Total Stations: 12, Adds: 1

**BONNIE RAITT** Time Of Our Lives (Capitol)

Total Plays: 101, Total Stations: 10, Adds: 0

**STONE SOUR** Bother (Roadrunner/IDJMG)

Total Plays: 101, Total Stations: 3, Adds: 0

**MAROON 5** Harder To Breathe (Octone)

Total Plays: 100, Total Stations: 6, Adds: 0

**PETER GABRIEL** More Than This (Geffen/Interscope)

Total Plays: 99, Total Stations: 10, Adds: 3

**PUDDLE OF MUDD** She Hates Me (Flawless/Geffen/Interscope)

Total Plays: 99, Total Stations: 3, Adds: 0

Songs ranked by total plays

## Most Added

www.rradds.com

ARTIST TITLE LABEL(S)	ADDS
HOWIE DAY Sorry So Sorry (Epic)	7
SHERYL CROW C'mon, C'mon (A&M/Interscope)	5
BECK Lost Cause (Geffen/Interscope)	4
PAUL SIMON Father And Daughter (Nick/Jive)	4
STEVE EARLE Jerusalem (E-Squared/Artemis)	4
TORI AMOS A Sorta Fairytale (Epic)	3
PETER GABRIEL More Than This (Geffen/Interscope)	3
COLDPLAY Clocks (Capitol)	2
FEEL Won't Stand In Your Way (Curb)	2
GEORGE HARRISON Stuck Inside A Cloud (Capitol)	2
BIG HEAD TODD & THE MONSTERS Julianna (Big)	2
ANDY STOCHANSKY Stutter (Private Music/RCA Victor)	2

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
COLDPLAY Clocks (Capitol)	+142
PETER GABRIEL More Than This (Geffen/Interscope)	+64
SUSAN TEDESCHI Alone (Tone-Cool/Artemis)	+63
TORI AMOS A Sorta Fairytale (Epic)	+40
BIG HEAD TODD & THE MONSTERS Julianna (Big)	+40
PRETENDERS Complex Person (Artemis)	+33
BECK Lost Cause (Geffen/Interscope)	+33
PAUL SIMON Father And Daughter (Nick/Jive)	+28
BRAD Shinin' (Redline)	+27
DAVID GRAY The Other Side (ATO/RCA)	+26
CHRIS ROBINSON Safe In The Arms Of Love (Redline)	+26

## Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
DAVE MATTHEWS BAND Where Are You Going (RCA)	316
JACK JOHNSON Flake (Enjoy/Universal)	271
JOHN MAYER No Such Thing (Aware/Columbia)	185
JIMMY EAT WORLD The Middle (DreamWorks)	181
PETE YORN Strange Condition (Columbia)	142
TRAIN Drops Of Jupiter (Tell Me) (Columbia)	132
SHERYL CROW Soak Up The Sun (A&M/Interscope)	126
RED HOT CHILI PEPPERS By The Way (Warner Bros.)	125
NICKELBACK How You Remind Me (Roadrunner/IDJMG)	118
DAVID GRAY Babylon (ATO/RCA)	117
LIFEHOUSE Hanging By A Moment (DreamWorks)	117
INCUBUS Drive (Immortal/Epic)	114
PETE YORN Life On A Chain (Columbia)	114

R&R Station Playlists have moved to the web. See all of our monitored reporters at [www.radioandrecords.com](http://www.radioandrecords.com).

# OWN YOUR EVENTS

If no one can see your signs, do they know who staged the event? Make sure you claim ownership at all your events with cost-effective, disposable plastic banners.

- We print your logo using up to four spot colors.
- Perfect for concerts, events and giveaways.
- Packaged on a roll and easy to use.
- Up to 3' High and 6' Wide
- Durable
- Weather-resistant



1-800-231-6074

P.O. Box 750250 Houston, Texas 77275-0250  
713/507-4200 713/507-4295 FAX

ri@reefindustries.com  
www.reefindustries.com



# R&R Triple A Top 30 Indicator

November 22, 2002

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+ / - PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	TRACY CHAPMAN You're The One (Elektra/EEG)	298	+15	8069	10	20/0
2	2	BRUCE SPRINGSTEEN Lonesome Day (Columbia)	276	+7	7028	7	19/0
3	3	DAVID GRAY The Other Side (ATO/RCA)	274	+21	8497	7	19/0
5	4	RYAN ADAMS Nuclear (Lost Highway/IDJMG)	239	-1	6866	10	19/0
4	5	WALLFLOWERS When You're On Top (Interscope)	239	-4	8020	10	18/0
6	6	JACKSON BROWNE The Night Inside Me (Elektra/EEG)	232	+3	6905	13	18/0
7	7	DAVE MATTHEWS BAND Grace Is Gone (RCA)	230	+14	4249	11	15/0
12	8	MARK KNOPFLER Why Aye Man (Warner Bros.)	220	+27	7365	7	18/0
10	9	U2 Electrical Storm (Interscope)	216	+12	3477	11	16/0
9	10	TOM PETTY & THE HEARTBREAKERS The Last DJ (Warner Bros.)	216	+6	6942	10	18/0
11	11	SUSAN TEDESCHI Alone (Tone-Cool/Artemis)	211	+12	6014	3	19/0
8	12	PRETENDERS Complex Person (Artemis)	210	-4	4403	4	18/1
17	13	GEORGE HARRISON Stuck Inside A Cloud (Capitol)	205	+36	5184	2	19/1
15	14	RHETT MILLER Come Around (Elektra/EEG)	190	+12	5066	15	16/0
13	15	ROLLING STONES Don't Stop (Virgin)	180	-9	2992	11	16/0
16	16	TORI AMOS A Sorta Fairytale (Epic)	177	+7	5861	11	16/0
14	17	PEARL JAM I Am Mine (Epic)	175	-4	2280	8	11/0
27	18	PAUL SIMON Father And Daughter (Nick/Jive)	167	+42	5597	2	16/0
20	19	BECK Lost Cause (Geffen/Interscope)	165	+15	5898	4	15/0
18	20	SHEMOKIA COPELAND Livin' On Love (Alligator)	155	-1	5728	7	17/0
Debut	21	COLDPLAY Clocks (Capitol)	151	+94	4127	1	17/1
22	22	MAIA SHARP Crimes Of The Witness (Concord)	149	+7	2954	4	14/0
19	23	COUNTING CROWS Miami (Geffen/Interscope)	148	-8	2917	12	14/0
25	24	KIM RICHEY This Love (Lost Highway/IDJMG)	133	+2	4533	13	14/0
30	25	SHERYL CROW C'mon, C'mon (A&M/Interscope)	132	+21	2477	2	12/0
23	26	DELBERT MCCLINTON Same Kind Of Crazy (New West/Red Ink)	131	-4	3927	9	15/0
26	27	NORAH JONES Come Away With Me (Blue Note/Virgin)	130	-4	3646	5	11/0
21	28	JOSH JOPLIN GROUP (I Am Not The Only) Cowboy (Artemis)	125	-23	2606	12	13/0
29	29	BONNIE RAITT Time Of Our Lives (Capitol)	122	+6	2962	2	12/0
Debut	30	FEEL Won't Stand In Your Way (Curb)	121	+10	2423	1	12/0

20 Triple A Indicator Reports. Songs ranked by total plays for the airplay week of Sunday 11/10-Saturday 11/16. © 2002, R&R Inc.

## Most Added

ARTIST TITLE LABEL(S)	ADDS
ANDY STOCHANSKY Stutter (Private Music/RCA Victor)	9
STEVE EARLE Jerusalem (E-Squared/Artemis)	7
PETER GABRIEL More Than This (Geffen/Interscope)	4
BADLY DRAWN BOY You Were Right (XL/ARTISTdirect)	2
BIG HEAD TODD & THE MONSTERS Julianna (Big)	2
HOWIE DAY Sorry So Sorry (Epic)	2
MELISSA ETHERIDGE The Weakness In Me (Island/IDJMG)	2
ALISON KRAUSS Oh Atlanta (Rounder)	2
DEREK TRUCKS Home In Your Heart (Columbia)	2
GEORGE HARRISON Stuck Inside A Cloud (Capitol)	1
PRETENDERS Complex Person (Artemis)	1
COLDPLAY Clocks (Capitol)	1
BRAD Shinin' (Redline)	1
1 GIANT LEAP My Culture (Palm Pictures/Reprise)	1
STEVE EARLE Conspiracy Theory (E-Squared/Artemis)	1
JAMES TAYLOR Whenever You're Ready (Columbia)	1
JACKPOT Throw Away Your Misery (Surfdog)	1
BUDDY MILLER The Price Of Love (Hightone)	1
CAKE Mahna Mahna (Netwerk)	1
RAMSAY MIDWOOD Monster Truck (Vanguard)	1

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
COLDPLAY Clocks (Capitol)	+94
PETER GABRIEL More Than This (Geffen/Interscope)	+67
PAUL SIMON Father And Daughter (Nick/Jive)	+42
GEORGE HARRISON Stuck Inside A Cloud (Capitol)	+36
BIG HEAD TODD & THE MONSTERS Julianna (Big)	+29
MARK KNOPFLER Why Aye Man (Warner Bros.)	+27
BLIND BOYS OF ALABAMA Higher... (Real World/Virgin)	+24
DAVID GRAY The Other Side (ATO/RCA)	+21
SHERYL CROW C'mon, C'mon (A&M/Interscope)	+21
DEREK TRUCKS Home In Your Heart (Columbia)	+18
RAMSAY MIDWOOD Monster Truck (Vanguard)	+17
TRACY CHAPMAN You're The One (Elektra/EEG)	+15
BECK Lost Cause (Geffen/Interscope)	+15

## Reporters

<p>WAPS/Akron, OH PD/MD: Bill Gruber No Adds</p> <p>KTZO/Albuquerque, NM PD: Scott Souhrada MD: Don Kelley 1 SHERYL CROW "C'mon"</p> <p>KGSR/Austin, TX DM: Jett Carrol PD: Jody Denberg APD: Jyl Hershman-Ross MD: Susan Castle 3 JONI MITCHELL "Heard" 2 ALISON KRAUSS "Favorite"</p> <p>WRNR/Baltimore, MD DM: Jon Peterson PD: Alex Corlright MD: Damian Einstein BIG HEAD TODD "Jerusalem" EYES OF THE BEAST "Alone" JACKPOT "Meaty"</p> <p>KRVB/Boise, ID DM/PD: Dan McCollly 1 PAUL SIMON "Father" FEEL "Stand" GEORGE HARRISON "Cloud"</p> <p>WBDS/Boston, MA PD: Chris Herrmann APD/MD: Michele Williams 4 PAUL SIMON "Father" PETER GABRIEL "More"</p> <p>WXR/Boston, MA PD: Joanne Doody MD: Dana Marshall CHRIS ROBINSON "Arms" FEEL "Stand" HOWIE DAY "Sorry"</p> <p>WNCS/Burlington, VT PD/MD: Mark Abuzzahab 2 ANDY STOCHANSKY "Stutter" BRAD "Shinin'"</p> <p>WMVY/Cape Cod, MA PD/MD: Barbara Dacey 1 STEVE EARLE "Jerusalem"</p> <p>WDDD/Chattanooga, TN DM/PD/MD: Danny Howard SHERYL CROW "C'mon"</p> <p>WXRT/Chicago, IL PD: Norm Winer APD/MD: John Farneda 3 CAKE "Mahna" 2 GEORGE HARRISON "Cloud" TORI AMOS "Sorta"</p> <p>KBXR/Columbia, MO PD/MD: Lana Trezise 8 PETER YORN "Strange" 8 GOOD GOOD DOLLS "Here" 8 TRAVIS "Side" 8 TROY ANASTASIO "Ave" 8 PETER YORN "Chan"</p>	<p>KBCO/Denver-Boulder, CO PD: Scott Arbough MD: Keeler 3 TORI AMOS "Sorta"</p> <p>WDET/Detroit, MI PD: Judy Adams MD: Martin Bandyke AMD: Chuck Horn 4 ANDY STOCHANSKY "Stutter" 4 DEREK TRUCKS "Heart"</p> <p>WVOD/Elizabeth City, NC PD: Matt Cooper MD: Tad Abbey BADLY DRAWN BOY "Right" PETER GABRIEL "More" SUSAN TEDESCHI "Alone"</p> <p>WNCV/Greenville, SC PD: Mark Keete APD/MD: Kim Clark BLUES TRAVELER "Back" DAVID MATTHEWS BAND "What" STEVE EARLE "Jerusalem"</p> <p>WTTN/Indianapolis, IN PD: Brad Holtz MD: Todd Berryman 3 RUBY HORSE "Spank"</p> <p>WOKI/Knoxville, TN PD: Shane Cox MD: Sarah McClune BIG HEAD TODD "Julianna"</p> <p>KMTN/Jackson, WY PD/MD: Mark Fishman ANDY STOCHANSKY "Stutter" GEORGE HARRISON "Cloud"</p> <p>WFPK/Louisville, KY PD: Dan Reed APD: Stacy Dwen 9 ALLISON MOORER "Going" 9 BADLY DRAWN BOY "Right" 9 COLDPLAY "Clocks" 9 PETER GABRIEL "More" 9 RAMSAY MIDWOOD "Monster"</p> <p>KTBG/Kansas City, MO PD: Jon Hart MD: Byron Johnson ANDY STOCHANSKY "Stutter" STEVE EARLE "Jerusalem"</p> <p>WMMM/Madison, WI PD: Tom Teuber MD: Gabby Parsons 1 PETER GABRIEL "More" HOWIE DAY "Sorry" KELLER WILLIAMS "Speaker"</p> <p>WMPS/Memphis, TN PD/MD: Alexandra Inzer RHETT MILLER "Come"</p>	<p>KTCZ/Minneapolis, MN PD: Lauren MacLeash APD/MD: Mike Wolf 10 PAUL SIMON "Father"</p> <p>WGVX/Minneapolis, MN DM: Dave Hamilton PD: Jeff Collins MD: Martin Bandyke 25 DAVID GRAY "Side" 15 WHITE STRIPES "Friends"</p> <p>WZEW/Mobile, AL PD: Brian Hart MD: Lee Ann Konik 1 BIG HEAD TODD "Julianna" COLDPLAY "Clocks"</p> <p>KPGI/Monterey, CA PD/MD: Laura Ellen Hopper ALISON KRAUSS "Atlanta" SANTANA "Victory"</p> <p>WRLT/Nashville, TN DM/PD: David Hall APD/MD: Keith Coes HOWIE DAY "Sorry" NORAH JONES "Come" PAUL SIMON "Father" STEVE EARLE "Jerusalem"</p> <p>WFUV/New York, NY PD: Chuck Singleton MD: Rita Houston AMD: Russ Barris 2 DEREK TRUCKS "Heart" 2 ALISON KRAUSS "Atlanta" BENNETT &amp; LANG "Wonderful"</p> <p>WKOC/Norfolk, VA PD: Paul Shugre MD: Kristen Croot 1 DAVE MATTHEWS BAND "Street" BECK "Lost" COUNTING CROWS "Taxi" ANDY STOCHANSKY "Stutter" BUDDY MILLER "Price" PETER GABRIEL "More" RED HET GULL "Dose" SANTANA/C/COPE "Sideways" STEVE EARLE "Jerusalem"</p> <p>KCTY/Omaha, NE PD: Brian Burns 1 MATCHBOX TWENTY "Unwell" HOWIE DAY "Sorry" SHERYL CROW "C'mon"</p> <p>WXPN/Philadelphia, PA PD: Bruce Warren APD/MD: Helen Leicht 4 PRETENDERS "Breaks" ANDY STOCHANSKY "Stutter" BUDDY MILLER "Price" PETER GABRIEL "More" RED HET GULL "Dose" SANTANA/C/COPE "Sideways" STEVE EARLE "Jerusalem"</p> <p>WYEP/Pittsburgh, PA PD: Rosemary Welsch APD/MD: Chris Griffin 1 JAMES TAYLOR "Ready" 1 CAKE "Mahna" 1 STEVE EARLE "Jerusalem" VAN MORRISON "George"</p>	<p>WCLZ/Portland, ME PD: Herb Ivy MD: Brian James ANDY STOCHANSKY "Stutter" HOWIE DAY "Sorry"</p> <p>KINK/Portland, ME PD: Dennis Constantine MD: Kevin Welch 3 DAVID BOWIE "Sons" 1 TELEPROMUSIC "Breathe" BECK "Lost" PETER GABRIEL "More" SHERYL CROW "C'mon" SUSAN TEDESCHI "Alone"</p> <p>WOST/Poughkeepsie, NY DM/GM: Gary Chetkot PD: Greg Galtine APD: Christine Martinez MD: Roger Menell ANDY STOCHANSKY "Stutter" BIG HEAD TODD "Julianna"</p> <p>KTHX/Reno, NV PD: Harry Reynolds MD: Dave Herold HOWIE DAY "Sorry" STEVE EARLE "Jerusalem"</p> <p>KENZ/Salt Lake City, UT DM/PD: Bruce Jones MD: Kari Bushman 9 BECK "Lost" DEAD &amp; COMPANY "Brand" FROU FROU "Breathe"</p> <p>KPRI/San Diego, CA PD/MD: Dona Shaieb 2 SHERYL CROW "C'mon"</p> <p>KFOG/San Francisco, CA PD: Dave Benson APD/MD: Haley Jones 2 TORI AMOS "Sorta"</p>	<p>KOTR/San Luis Dispo, CA PD: Drew Ross MD: Rick Williams 4 PAUL MCCARTNEY "Hello" 3 STEVE EARLE "Jerusalem"</p> <p>KBAC/Santa Fe, NM GM/PD: Ira Gordon APD: Sam Ferrara 12 STEVE EARLE "Theory" 5 PRETENDERS "Complex" PAUL MCCARTNEY "Let" ANDY STOCHANSKY "Stutter" MELISSA ETHERIDGE "Weakness"</p> <p>KTAO/Santa Fe, NM PD: Brad Hockmeyer APD/MD: Michael Dean 11 PETER GABRIEL "More" 7 LISA LOEB "Underdog" 7 STEVE EARLE "Jerusalem" 7 MELISSA ETHERIDGE "Weakness" 6 1 GIANT LEAP "Culture" ANDY STOCHANSKY "Stutter" HOWIE DAY "Sorry"</p> <p>KRSH/Santa Rosa, CA PD: Bill Bowker MD: Pam Long ANDY STOCHANSKY "Stutter" HOWIE DAY "Sorry"</p> <p>KMTT/Seattle-Tacoma, WA GM/PD: Chris Mays APD/MD: Shawn Stewart 4 TOM PETTY &amp; HB "Have" 3 BECK "Lost" 2 COLDPLAY "Clocks"</p> <p>KAEP/Spokane, WA PD: Tim Cotler MD: Kari Bushman 5 SEV "Same" CREED "Weathered"</p> <p>WRNX/Springfield, MA GM/PD: Tom Davis MD: Donnie Moorhouse ANDY STOCHANSKY "Stutter" HOWIE DAY "Sorry" STEVE EARLE "Jerusalem"</p>
--	---	--	--	--

\*Monitored Reporters  
47 Total Reporters  
27 Total Monitored  
20 Total Indicator

## National Programming



World Cafe

Added This Week

Ali Castelinni 215-898-6677

BILL MILLER You Are The Rain  
KATHLEEN EDWARDS Hockey Skates



Acoustic Cafe

Rob Reinhart 734-761-2043

BIG HEAD TODD & THE MONSTERS Julianna  
BILL PERRY No Expectations  
KIERAN KANE Mountain Song  
MARTIN SEXTON Hallelujah

## PLEASE SEND YOUR PHOTOS

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

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

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

**ON THE RECORD**

With **Bruce Warren**  
PD, WXP/Philadelphia



The cynic in us all probably counted The Wallflowers out after their last album, *Breach*, didn't approach the unexpected commercial hugeness of 1996's *Bringing Down the Horse*. But with each new release Jakob Dylan regroups, sheds a little more skin and toughens his songwriting skills. Hit songs matter most in these trying times, and while *Breach* didn't have the hits that *Bringing* did, it actually had better songs

and more of them. • *Red Letter Days* takes *Breach* one step further. Dylan continues to grow as a tough, muscular songwriter, and this time there are hits aplenty, starting with "When You're on Top." Other standouts include "Three Ways," "Closer to You" and the full-on rocker "Everything I Need." • "Throwback traditionalism" is a phrase I read once to describe bands and artists like The Counting Crows, Sheryl Crow and The Wallflowers. Evoking the ghost of a great practitioner of classic rock (who himself has a new record), *Red Letter Days* reminds me a lot of Tom Petty's *Damn the Torpedoes*. • Like Petty on that record, Dylan shows great pop instincts, kicks out the jams with many terrific songs and couples it with a powerhouse band. *On Red Letter Days* Dylan and his band redefine the '70s concept of album rock for the 21st century.

There was quite a bit of Most Added action this week. **Andy Stochansky** has a total of 11 adds (No. 1 Most Added Indicator and No. 5 monitored). **Steve Earle** also grabs 11 (No. 2 Indicator, No. 3 monitored) ... Others having a good add week include **Howie Day** with nine total (No. 1 Monitored, No. 3 indicator) and **Peter Gabriel** with seven total (No. 2 Indicator, No. 4 monitored) ... **Sheryl Crow**, **Paul Simon**, **Tori Amos**, **Coldplay**, **George Harrison**, **Big Head Todd & The Monsters**, **The Pretenders** and **Brad** close some holes ... On the monitored chart **U2** keep the top slot for the sixth week, and the rest of the top 10 is packed solid: **The Wallflowers** hold at 2\*, **The Red Hot Chili Peppers** stay at 3\*, **Pearl Jam** climb 5\*-4\*, **Bruce Springsteen** hangs tough at 6\* — as do **John Mayer** at 7\* and **Dave Matthews Band** at 8\* — while **Amos** leaps 12\*-9\*, and **Tracy Chapman** remains at 10\* ... Big movers this week include **David Gray** (16\*-12\*), **Susan Tedeschi** (22\*-17\*), **The Pretenders** (21\*-18\*), **Jack Johnson** (25\*-21\*) **Feel** (24\*-22\*) and **Brad** (29\*-28\*) ... **Coldplay** and **Beck** debut at 26\* and 28\*, respectively ... On the Indicator chart, **Chapman** continues at 1\*, while **Springsteen** remains at 2\*, **Gray** at 3\* and **Jackson Browne** at 6\* ... **Mark Knopfler** is now in the top 10 at 8\*. **U2** are at 9\*, and **Tom Petty & The Heartbreakers** are at 10\*, while **Tedeschi** knocks on the door at 11\* ... Other movers this week include **Harrison** (17\*-13\*), **Rhett Miller** (15\*-14\*), **Simon** (27\*-18\*), **Beck** (20\*-19\*), **Maia Sharp** (22\*) and **Crow** (30\*-25\*) ... **Coldplay** debut at 2\*, and **Feel** debut at 30\*.

Triple A  
**ON THE RADIO**

— John Schoenberger, Triple A Editor

**AAA ARTIST**  
OF THE WEEK

ARTIST: **Alice Peacock**  
LABEL: **Aware/Columbia**

By **JOHN SCHOENBERGER** / TRIPLE A EDITOR

On the surface, it would seem that **Alice Peacock** is another new artist who came out of nowhere. But, as is usually the case, Peacock covered a lot of ground on her own before the release of her self-titled album on **Aware/Columbia**.

Born and raised in White Bear Lake, MN, Peacock became interested in music at a very young age. Growing up, she studied piano and singing. She later attended Lawrence University, where she majored in theater, but she also made the extra effort to take quite a few music courses. In college she sang in the school's jazz band and was also the lead singer in a local rock band.

She spent her summer breaks at Wisconsin's American Folklore Theater, where she was mentored by the late Fred Alley, a revered actor and off-Broadway playwright. After graduation Peacock did some TV commercials in Los Angeles and later moved to San Francisco and became a backup singer for the house band at **Boz Scaggs'** famed showcase club, **Slim's**. It was here that she began to teach herself guitar and to write her own songs.

Realizing that it was time to make a serious career effort, Peacock relocated to Chicago. She started to play open mikes, studied guitar at the legendary **Old Town School of Folk Music** under the guidance of **Robbie Fulks** and formed her own band. Eventually, Peacock recorded and independently released *Real Day*. She sent a copy to **Amazon.com** for its Advantage Program for independent acts and ended up as one of its top 10 emerging artists. She also garnered tremendous local and national press. This exposure launched two years of touring singer-songwriter venues across America.

The success gave Peacock the resources to record her second album. Produced by her old college friend, **Joel Sayles**, the project featured guest appearances by **Indigo Girl** **Emily Saliers**,



Alice Peacock

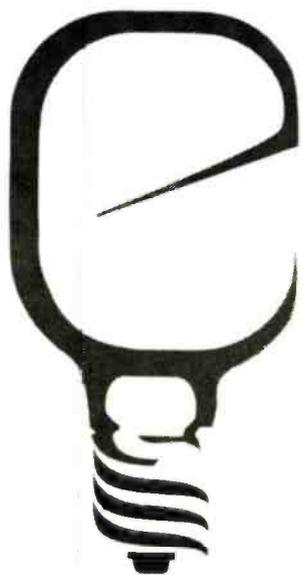
**John Mayer**, **Kristen Hall**, **John Gorka** (who had become one of her biggest supporters) and drummer **Charlie Drayton**.

Peacock had planned to release the CD on her own, but a copy of it got into the hands of **Aware** President **Gregg Latterman**, who had been following her career for a while. Before long a deal was struck and a game plan formulated. As you'll recall, it was all kicked off with a live performance by Peacock and her band at the **R&R Triple A Summit** this past August.

In the midst of the fall onslaught of major-artist releases, Peacock's first single, "I'll Be the One," gained an impressive foothold at the Triple A format. And as one spends time with *Alice Peacock*, one discovers that this young talent writes powerful and appealing music that blends her folk roots with pop and rock elements.

Tracks such as "I'll Start With Me," "Alabama Boy," "Leading With My Heart," "All Consuming Love" and "Into the Light" display an artist who is not afraid to express what she feels and who is equally courageous in her search for her own truth.

"If you write from an honest place, good things will happen," she says. "That's my whole journey: figuring out what's my truth and writing about it. If people can identify with it, it's wonderful."



**Callout You Can Count On**  
**from Edison Media Research**

Now get dependable, consistent **CALLOUT** from the most trusted name in perceptual and music research, **Edison Media Research**.

Contact **Lou Patrick** (LPatrick@edisonresearch.com) or **Larry Rosin** (LRosin@edisonresearch.com) at 908.707.4707



**RICK WELKE**  
*rwelke@radioandrecords.com*

# AC And Inspo E-Directory

□ Our annual e-mail list of R&R reporting stations

**W**e covered CHR and Rock last week, so here is the second half of our annual update of e-mail contact information for Christian stations and the people who make things happen. There have been a lot of moves since last year, so double-check those e-mail addresses. Enjoy updating your files!

## AC Reporters

### KAEZ/Amarillo, TX

PD: Tim Marx  
*timmarx@thebreeze1057.com*

### KAFC/Anchorage, AK

PD: Tom Steigleman  
*tom@katb.org*

### KAIM/Honolulu

PD: Michael Shishido  
*mtshawaii@yahoo.com*

### KBIQ/Colorado Springs

MD: Paris Foxworthy  
*q102md@aol.com*

### KCVO/Columbia, MO

MD: Kyle Miller  
*kyle@spiritfm.org*

### KFIS/Portland, OR

MD: Dave Arthur  
*dave@1041thefish.com*

### KFSH/Los Angeles

PD: Chuck Tyler  
*ctyler@kkla.com*

### KGBI/Omaha

PD: Ken Brooks  
*kbrooks@thebridge.fm*

### KHZR/St. Louis

PD: Greg Cassidy  
*greg@joyfonline.com*

### KJIL Network

PD: Michael Luskey  
*mike@kjil.com*

### KKFS/Sacramento

PD: Steve Sunshine  
*sunshine@1055thefish.net*

### K-LOVE Network

MD: David Pierce  
*david@klove.com*

### KLRC/Fayetteville, AR

PD: Melody Miller  
*melody@klrc.com*

### KLTY/Dallas

MD: William Ryan  
*william.ryan@kity.com*

### KOBC/Joplin, MO

MD: Lisa Davis  
*ldavis@kobc.org*

### KOFR/Lubbock, TX

PD: Ryan Springer  
*ryan@free107.com*

### KSBJ/Houston

MD: Jim Beeler  
*jim@ksbj.org*

### KSLT/Rapid City, SD

PD: Jon Anderson  
*jon@kslt.com*

### KTLI/Wichita

MD: Todd Taylor  
*todd@light99.com*

### KTSY/Boise, ID

PD: Ty McFarland  
*tymcfar@ktsy.org*

### KWND/Springfield, MO

PD: Jeremy Morris  
*programming@kwnd.com*

### KXOJ/Tulsa

PD: Bob Thorton  
*bobt@kxoj.com*

### KYTT/Eugene, OR

PD: Joshua Tanner  
*joshuatanner@rocketmail.com*

### Salem Music Network

PD: Don Burns  
*dburns@salemmusicnetwork.com*

### WAKW/Cincinnati

MD: Daryl Pierce  
*dpierce@eos.net*

### WBDX/Chattanooga, TN

PD: Dale Mitchell  
*dale@j103.com*

### WBFJ/Greensboro

PD: Wally Decker  
*wdecker@wbj.org*

### WBGJ/Jacksonville

MD: Michael Sadowski  
*michael@1065thepromise.com*

### WBGL/Champaign, IL

PD: Tim Nelson  
*tim@wbgl.org*

### WBSN/New Orleans

MD: Libby Krimsier  
*libby@lifesongs.com*

### WCIC/Peoria, IL

PD: Grayson Long  
*grayson@wcicfm.org*

### WCQR/Johnson City, TN

MD: Jason Sharp  
*jason@wcqr.org*

### WCTL/Erie, PA

PD: Ronald Raymond  
*wctl@erie.net*

### WCVK/Bowling Green, KY

MD: Geoffrey Powviriya  
*heyman@rocketmail.com*

### WCVO/Columbus, OH

MD: Michael Russell  
*mrussell@wcvo.org*

### WFHM/Cleveland

MD: Steve Brown  
*sbrown@salemcleland.com*

### WFSW/Atlanta

MD: Mike Stoudt  
*mike@thefish.com*

### WFZM/Milwaukee

PD: Danny Clayton  
*dannyc@salemilwaukee.com*

### WGRC/Williamsport, PA

PD: Larry Weidman  
*email@wgrc.com*

### WHPZ/South Bend, IN

MD: Zach Anders  
*zanders@lesea.com*



A LITTLE FISH WITH THAT RICE?

Promoting his upcoming project *Run the Earth, Watch the Sky*, Rocketown artist Chris Rice visits with staffers at WFSH (The Fish)/Atlanta. Pictured here (l-r) are Fish PD/morning co-host Kevin Avery, Rice, Fish Promotions Dir./morning co-host Taylor Scott, guitarist-vocalist Randy Jackson and Fish GM Allen Power.

### WIBI/Springfield, IL

MD: Paul Anthony  
*panthony@wibi.org*

### WJIE/Louisville

MD: Chris Crain  
*chris@wjie.org*

### WJIS/Sarasota

PD: Jeff MacFarlane  
*jeff@thejoyfm.com*

### WJQK/Grand Rapids

PD: Tommy Dylan  
*tommy@wjq.com*

### WJTL/Lancaster, PA

MD: Phil Smith  
*phil@wjtl.com*

### WLAB/Fl. Wayne, IN

PD: Don Buettner  
*don@wlab.org*

### WLFJ Network

PD: Rob Dempsey  
*robd@hisradio.com*

### WMCU/Miami

PD: Dwight Taylor  
*dtaylor@tiu.edu*

### WMHK/Columbia, SC

PD: Tom Greene  
*tgrene@wmhk.com*

### WPER/Washington

MD: Dwayne Edwards  
*dwaynewpermd@cs.com*

### WPOZ/Orlando

PD: Dean O'Neal  
*doneal@zradio.org*

### WPSM/Fl. Walton Beach, FL

MD: Dona Anderson  
*drdestin@aol.com*

### WQCK/Baton Rouge

PD: Kurt Wallace  
*kurt.wallace@touchbroadcasting.com*

### WRCM/Charlotte

MD: Dwayne Harrison  
*dwayne@wrcm.com*

### WRXT/Roanoke, VA

MD: Jackie Howard  
*jackie@spiritfm.com*

### WTCR/Huntington, WV

PD: Clint McElroy  
*clintmcelroy@clearchannel.com*

### WVFJ/Atlanta

APD: Tiffany Thorpe  
*tiffany@wvfj.com*

### WXHL/Wilmington, DE

PD: Dave Kirby  
*davekirby@comcast.net*

### WXPZ/Salisbury, MD

MD: Denise Harper  
*dharper@wxpz.com*

### WZFS/Chicago

MD: Tom Fridley  
*smilintom@1067thefish.com*

## Inspo Reporters

### KCFB/SL. Cloud, MN

PD: Chuck Heuberger  
*chuck@ktig.org*

### KCRN/San Angelo, TX

PD: Phil Villareal  
*pvillareal@kcrn.org*

### KFLT Network

MD: Joe Muench  
*jmuench@flc.org*

### KGTS Network

PD: Don Godman  
*godmdo@wvc.edu*

### KLJC/Kansas City

PD: John Chipchase  
*programming@kljc.org*

### KNLB/Phoenix

PD: Faron Eckelbarger  
*faron@knlb.com*

### KSGN/Riverside

PD: Dawn Hibbard  
*dawn@ksgn.com*

### KTIS Network

PD: Dan Waynia  
*dcw@nwc.edu*

### KYCC/Stockton

PD: Adam Biddell  
*adam@kycc.org*

### WAFR Network

MD: John Riley  
*jriley@afo.net*

### WAWZ/New York

PD: Scott Taylor  
*scottt@wawz.org*

### WCOR/Dayton

PD: Eric Johnson  
*johnsone@cedarville.edu*

### WCIC/Elmira, NY

PD: Bruce Barrows  
*bruceb@fln.org*

### WCSG/Grand Rapids

PD: Chris Lemke  
*chrismemke@aol.com*

### WGNV/Wausau, WI

PD: Paul Perrault  
*wgnv@wctc.net*

### WGSL/Rockford, IL

PD: Joe Buchanan  
*joeb@radio91.com*

### WGTS/Washington

MD: Monet Chappell  
*mchappell@wgts.org*

### WNFR/Film, MI

MD: Elynn Davey  
*ellyn@wnradio.com*

### WOLW Network

PD: Kevin Davis  
*kevin@ncradio.org*

### WUGN/Saginaw, MI

PD: Peter Brooks  
*pbrooks@flc.org*

the swift on tour with  
 audio adrenaline and mercy me  
 spring 2003

the swift

'more than gold' ac single  
 'under the sun' chr single  
 going for immediate adds

contact: aj keatts  
 615.771.7179  
 aj@flickerrecords.com

# The CCM Update

Christian Retail, Radio & Records Newsweekly

## The CCM Update

Executive Editor

Rick Edwards

Editor

Lizza Connor

The CCM Update is published weekly in R&R by CCM Communications, 104 Woodmont Blvd., Suite 300, Nashville, TN 37205. Ph: 615/386-3011 Fax: 615/386-3380

© 2002 CCM Communications. Contents may not be reproduced without permission. Printed in the U.S.A.

## CCM UPDATE GALLERY



CURB CELEBRATES SELAH!

Dove Award-winning Curb recording artists Selah celebrated the release of their third album and first Christmas project, *Rose of Bethlehem*, on Oct. 29. Pictured at an event held to honor the group at Nashville's Bound'ry Restaurant are (l-r) Curb Sr. Director/Marketing John Butler, Selah's Todd and Nicol Smith, Curb Director/Sales Bob Bender, Selah's Allan Hall and Word Distribution VP/National Accounts Dean Arvidson. Selah will headline a multicity Christmas tour, beginning Dec. 5 in New York.



GOOD VIBRATIONS

Silent Planet Records President Steve West and GM Tony Shore were guests of legendary singer-songwriter Brian Wilson of The Beach Boys at a recent Carl Wilson Foundation Benefit concert in Los Angeles. The three got together backstage and discussed *Making God Smile*, a tribute album showcasing Brian Wilson's songs that was released this summer on Silent Planet. *Making God Smile* features contributions from Sixpence None The Richer, dc Talk's Kevin Max, Randy Stonehill and others. Pictured (l-r) are Carrie Wilson, Brian Wilson, Shore and West.

## THE STORY BEHIND THE SONG

### Out Of The Grey

#### 'I Want Everything'

Sometimes, it's tough to obey when God says, "Yes, take my many offered gifts and relish them," but that treasure-filled challenge sculpts several of the core themes on *Out Of The Grey's* 2001 release 6.1 — and the track "I Want Everything" shouts an adoring "Yes!" back to God.



Out Of The Grey

At first, "Everything" co-writer Christine Denté thought the title sounded sort of "grabby and selfish." She says, "My husband, Scott, and I had both been reading *The Sacred Romance*, a book by John Eldredge and Brent Curtis, plus *Desiring God* by John Piper. We were absolutely moved, and both of us had a lot we wanted to say."

She continues, "We glorify God by enjoying Him. When we desire God, that's a way of enjoying Him. But these are scary ideas for a lot of people, especially if the ideas aren't housed in the Christian terms we're safe with. It's risky to tell God right out that you desire Him and the things He wants to give. But faith overall necessitates huge risks."

Christine still relishes anecdotes about the risk-taking involved in creating 6.1. She recalls, "I was a little concerned with the song's line that names coffee as one of God's gifts to be savored. [Album producer] Monroe Jones and Scott convinced me to leave it in."

I'm sure there are many who thank God for coffee every morning.

— Laura Fissinger

## WORTH QUOTING

"When one door closes, another opens. But we often look so regretfully at the closed door that we don't see the one that has opened for us."

— Alexander Graham Bell

## SPINWORTHY

### Hip-Hop For A Nation

Grits

*The Art Of Translation* (Gotee)

File under: Rap/hip-hop

The bar has just been raised for hip-hop — and who better to elevate it than the Nashville-based duo Grits? On their fourth album seasoned rappers Coffee and Bonafide dish out heady rhymes and transcend standard hip-hop by fusing funk, rock and vintage R&B. Well-executed cameos from Toby Mac, Knowdaverbs, Jennifer Knapp and others augment the already stout recording.



From the get-go, Grits lay down irresistible bass-heavy rhythms, tight hooks and fresh narratives. Eschewing such predictable subject matter as drugs and thugs, the twosome boldly confront issues like the degradation of women ("Video Girl") and the shallow nature of mainstream rap ("Seriously").

Elsewhere, spiritually grounded tracks, like the hypnotic "Believe" and conga-splashed "Ooh Ahh," affirm the duo's commitment to making a positive mark on the culture.

— David McCreary

## In The News....

• **Salem Communications**, the leading radio broadcaster focusing on religious and family-themed programming, has changed the name of its CCM Communications to Salem Publishing. The name change reflects the publishing division's expanded scope and includes Salem Communications operations CCM MAGAZINE, *Youth Worker*, *Faith Talk Magazine*, *Worship Leader*, *Half Time* and *Guideposts for Teens*.

Salem President/CEO Edward Atsinger II said, "The renaming of CCM Communications to Salem Publishing further strengthens the Salem brand. This name change reflects a more synergistic and holistic approach to the publishing business as we further develop the complementary bond between our radio and publishing businesses."

Additionally, Salem Publishing promotes CCM Exec. Editor **Rick Edwards** to Assoc. Publisher/Editorial & Operations and CCM Creative Ventures Director **Roberta Cruteau** to Assoc. Publisher/Marketing & Business Development.

• VanliereWilcox appoints **Bernadette Benavente** Management Coordinator. Benavente, whose experience includes stints at Muse & Associates and Ray Ware Management, is a graduate of California State University at Sacramento, where she majored in media communications.

• **Barry Landis**, President of Warner Bros. Records' Christian division, was recently recognized by Western Kentucky University's Communication Department with its 2002 Distinguished Alumnus award. Landis, who received a master's degree in communication from Western Kentucky in 1976, was awarded this special honor in recognition of his outstanding professional accomplishments.

**CHR Top 30**

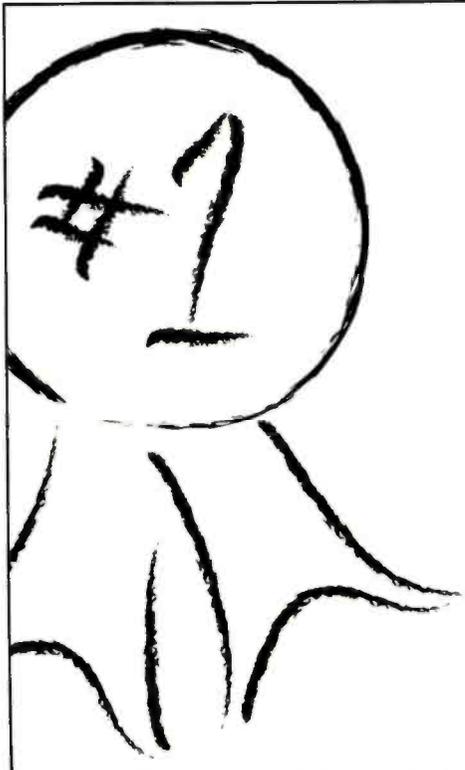
LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART
2	1	SIXPENCE NONE THE RICHER Breathe... (Squint/Curb/Reprise)	941	+27	9
1	2	AUDID ADRENALINE Ocean Floor (Forefront)	926	-30	18
5	3	JEFF DEYO More Love, More Power (Gotee)	886	+64	12
6	4	LIFEHOUSE Spin (Sparrow/DreamWorks)	822	+20	11
9	5	NICHOLE NORDEMAN Holy (Sparrow)	787	+56	11
10	6	THIRD DAY 40 Days (Essential)	784	+71	10
3	7	SOULJAHZ All Around... (Squint/Curb/Warner Bros.)	759	-129	18
12	8	JOY WILLIAMS Surrender (Reunion)	733	+50	10
8	9	ZOEGIRL Even If (Sparrow)	729	-30	12
13	10	BEBO NORMAN Great Light Of The World (Essential)	722	+39	11
14	11	GINNY OWENS With Me (Rocketown)	673	+1	9
17	12	PAUL COLMAN TRIO Run (Essential)	668	+88	5
4	13	SARAH SADLER Beautiful (Essential)	665	-195	14
16	14	EVERYDAY SUNDAY Stand Up (Flicker)	646	+39	12
7	15	NEWSBOYS Million Pieces (Sparrow)	645	-116	22
11	16	LARUE Peace To Shine (Reunion)	621	-74	14
20	17	DC TALK Let's Roll (TMB)	578	+120	8
19	18	JEREMY CAMP Understand (BEC)	574	+44	6
15	19	AVALON Undeniably You (Sparrow)	572	-100	15
25	20	TREE 63 No Words (Inpop)	442	+109	4
22	21	MERCY ME Spoken For (INO)	406	+34	4
23	22	RELIENT K Less Is More (Gotee)	389	+19	5
24	23	STEVEN CURTIS CHAPMAN Jesus Is Life (Sparrow)	375	+16	4
27	24	SUPERCHICK So Bright (Stand Up) (Inpop)	362	+49	5
18	25	AARON SPIRO Sing (Sparrow)	343	-227	16
28	26	ELMS Speaking In Tongues (Sparrow)	334	+28	3
Debut	27	OUT OF EDEN This Is Your Life (Gotee)	310	+71	1
29	28	KJ-52 Dear Slim (Uprok)	308	+16	3
21	29	JARS OF CLAY Fly (Essential)	275	-181	25
Debut	30	PHIL JOEL I Adore You (Inpop)	270	+32	1

29 CHR reporters. Songs ranked by total plays for the airplay week of Sunday 11/10-Saturday 11/16. © 2002 Radio & Records.

**Rock Top 30**

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART
1	1	LIFEHOUSE Spin (Sparrow/DreamWorks)	406	-5	9
2	2	DC TALK Let's Roll (TMB)	351	0	9
4	3	12 STONES The Way I Feel (Wind-up)	345	+11	5
3	4	PILLAR Echelon (Flicker)	301	-50	13
6	5	P.O.D. Satellite (Atlantic)	289	+8	7
8	6	NEWSBOYS Fad Of The Land (Sparrow)	285	+16	9
10	7	KUTLESS Run (BEC)	273	+42	3
5	8	THIRD DAY 40 Days (Essential)	273	-13	11
9	9	CADET Change My Name (BEC)	266	+22	5
7	10	SUPERCHICK So Bright (Stand Up) (Inpop)	257	-17	12
11	11	PAX217 I'll See You (Forefront)	243	+20	7
14	12	BENJAMIN GATE Lift Me Up (Forefront)	227	+10	5
19	13	SANCTUS REAL Say It Loud (Sparrow)	213	+40	3
18	14	DC SUPERTONES Superfly (Tooth & Nail)	206	+31	2
12	15	BLEACH We Are Tomorrow (BEC)	199	-21	16
13	16	TOBYMAC Get This Party Started (Forefront)	197	-21	12
30	17	JUSTIFIDE To Live (Ardent)	192	+59	2
17	18	DENISDN MARRS What Life Has (Floodgate)	187	+1	14
16	19	RELIENT K Sadie Hawkins Dance (Gotee)	174	-13	5
15	20	EVERYDAY SUNDAY Mess With Your Mind (Flicker)	172	-34	11
20	21	BLINDSIDE Pitiful (Elektra)	157	-4	5
Debut	22	ELMS Speaking In Tongues (Sparrow)	156	+30	1
24	23	TREE 63 The Glorious Ones (Inpop)	155	+10	9
21	24	EAST WEST Superstar (Floodgate)	152	-4	5
25	25	TINMAN JONES Axis (Independent)	150	+6	2
26	26	AM DRIVE Stones (Independent)	146	+3	9
22	27	GS MEGAPHONE Electric (Spindust)	139	-13	9
23	28	LADS Supersonic (Cross Driven)	137	-10	5
-	29	AUDIO ADRENALINE Summertime (Forefront)	133	+1	12
28	30	BY THE TREE Change (Fervent)	131	-11	17

47 Rock reporters. Songs ranked by total plays for the airplay week of Sunday 11/10-Saturday 11/16. © 2002 Radio & Records.



**Communication Graphics Inc.**

**The Premier Printer of Radio Decals Since 1973**

Creativity. Quality. Reliability. Trustworthiness. These words describe why more radio stations choose Communication Graphics for high quality decal and static promotions than any other printer! Call today.

**DECALS / BUMPER STICKERS / STATICS / SIGNAGE / FULL SERVICE DESIGN STUDIO**



1765 N. JUNIPER, BROKEN ARROW, OK 74012  
(800) 331-4438 WWW.CGILINK.COM

November 22, 2002

**AC Top 30**

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART
1	1	NICHOLE NORDEMAN Holy (Sparrow)	2006	+11	15
2	2	MERCY ME Spoken For (INO)	1838	+52	10
3	3	JODY MCBRAYER To Ever Live Without Me (Sparrow)	1717	+60	11
4	4	BEBO NORMAN Great Light Of The World (Essential)	1572	+21	13
7	5	POINT OF GRACE Yes, I Believe (Word/Curb/Warner Bros.)	1339	+2	16
9	6	4HIM I Know You Now (Word/Curb/Warner Bros.)	1259	+140	8
6	7	PAUL COLMAN TRIO Fill My Cup (Essential)	1257	-94	16
8	8	JOY WILLIAMS Surrender (Reunion)	1249	+93	9
5	9	AVALON Undeniably You (Sparrow)	1217	-246	18
12	10	JANNA LONG Greater Is He (Sparrow)	1139	+152	6
10	11	SARA GROVES First Song That I Sing (INO)	1072	-46	17
13	12	THIRD DAY Nothing Compares (Essential)	1047	+66	8
14	13	MARK SCHULTZ Think Of Me (Word/Curb/Warner Bros.)	1012	+61	7
11	14	NEWSBOYS Million Pieces (Sparrow)	940	-70	23
15	15	GINNY OWENS With Me (Rockettown)	937	+37	11
17	16	SARAH SADLER Beautiful (Essential)	889	+29	12
22	17	SIXPENCE NONE THE RICHER Breathe... (Squint/Curb/Reprise)	776	+195	3
16	18	TRUE VIBE See The Light (Essential)	737	-131	20
20	19	CHRIS RICE The Other Side Of The Radio (Rockettown)	720	+115	3
18	20	CAEDMON'S CALL We Delight (Essential)	632	-91	21
23	21	AUDIO ADRENALINE Ocean Floor (Forefront)	553	-9	27
19	22	J. HANSON & S. GROVES Traveling... (Creative Trust Workshop)	548	-93	20
24	23	CHRIS TOMLIN Enough (Sixsteps/Sparrow)	528	+42	5
28	24	MICHAEL W. SMITH Lord Have Mercy (Reunion)	493	+72	2
21	25	RACHAEL LAMPA I'm All Yours (Word/Curb/Warner Bros.)	479	-113	21
29	26	JEFF DEYD More Love, More Power (Gotee)	453	+35	3
26	27	PHIL JOEL I Adore You (Inpop)	448	-3	2
27	28	BIG DADDY WEAVE In Christ (Fervent)	426	-2	23
	29	<b>Debut</b> JIM WITTER Forgiveness (Curb)	420	+19	1
25	30	JARS OF CLAY Fly (Essential)	400	-61	24

60 AC reporters. Songs ranked by total plays for the airplay week of Sunday 11/10-Saturday 11/16. © 2002 Radio & Records.

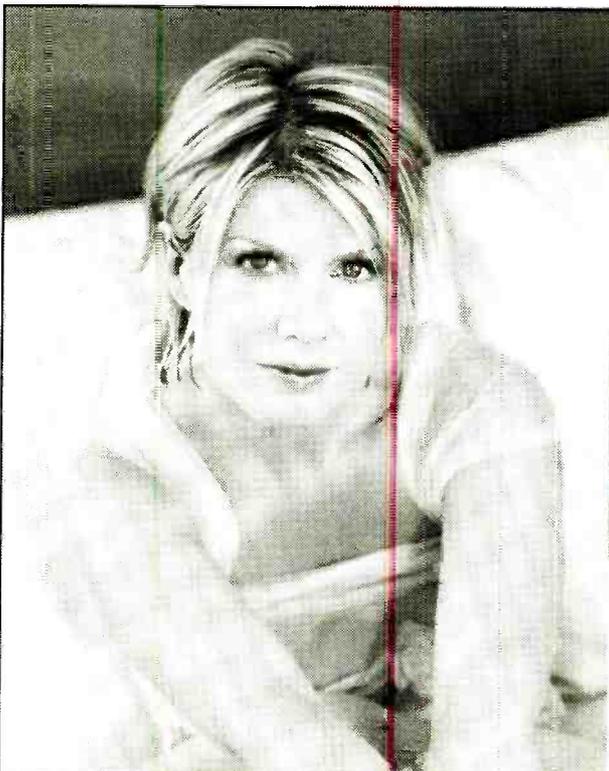
**Inspo Top 20**

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART
2	1	MERCY ME Spoken For (INO)	308	+23	8
1	2	STEVE GREEN If We Answer (Sparrow)	280	-12	13
4	3	WATERMARK Friend For Life (Rockettown)	268	-5	13
9	4	4HIM Who You Are (Word/Curb/Warner Bros.)	243	+45	6
3	5	POINT OF GRACE Yes, I Believe (Word/Curb/Warner Bros.)	235	-50	17
8	6	NICHOLE NORDEMAN Holy (Sparrow)	232	+12	8
6	7	KATHY TROCCOLI All For The Life Of Me (Reunion)	232	-20	11
12	8	MARTINS You Are Holy (Spring Hill)	199	+19	7
13	9	GINNY OWENS All I Want To Do (Rockettown)	195	+19	7
10	10	BROTHER'S KEEPER In His Love (Ardent)	191	+2	9
7	11	SARA GROVES First Song That I Sing (INO)	184	-37	18
5	12	FERNANDD ORTEGA Sing... (Word/Curb/Warner Bros.)	183	-80	17
14	13	KATINAS Eagle's Wings (Gotee)	179	+4	5
15	14	MARK SCHULTZ Holy One (Word/Curb/Warner Bros.)	168	-2	5
11	15	TOMMY COOMES BAND My Hope (Vertical)	167	-20	7
16	16	SCOTT KRIPPAYNE My Everything (Spring Hill)	161	+13	4
	17	<b>Debut</b> BROOKLYN TABERNACLE CHOIR This Is How... (M2.0)	129	+21	1
	18	<b>Debut</b> CHARLES BILLINGSLEY The Way... (Discovery House)	124	+22	1
	19	<b>Debut</b> MICHAEL W. SMITH Lord Have Mercy (Reunion)	121	+23	1
19	20	RIVER You Remind Me (Ingrace)	120	+3	2

20 Inspo reporters. Songs ranked by total plays for the airplay week of Sunday 11/10-Saturday 11/16. © 2002 Radio & Records.

**Rhythmic Specialty Programming**

RANK	ARTIST TITLE LABEL(S)
1	KNOWDAVERBS What You Rock Now (Gotee)
2	KJ-52 Dear Slim (Uprok)
3	GRITS Here We Go (Gotee)
4	PLAYDOUGH Seeds Of Abraham (Uprok)
5	TRIN-I-TEE 5:7 Dance Like Sunday (Gospo Centric)
6	T-BONE Blazing Microphones (Flicker)
7	MICHELLE WILLIAMS Heart To Yours (Columbia)
8	SOULJAHZ All Around The World (Squint/Curb/Warner Bros.)
9	RAPHI Connect (Uprok)
10	TRIN-I-TEE 5:7 Holla (Gospo Centric)



**NATALIE GRANT "I Will Be"**

The first of many smash singles from her new album  
**"Deeper Life"** in stores 2/11/03

Special package on your desks now...  
**GOING FOR ADDS TODAY!!**

Nataliegrantonline.com  
 rippleeffect.com  
 curb.com

Contact: Curb Records 615-321-5080 ext. 347 for more information





**JACKIE MADRIGAL**  
jmadrigal@radioandrecords.com

## The Power Of Regional Mexican

□ Program directors talk about the largest format in Spanish-language radio

**T**he largest format in Spanish-language radio is Regional Mexican. It's *la música del pueblo*, or the music of the people. And, as radio and the record labels acknowledge, it is the largest format because it not only appeals to Mexicans, the largest Hispanic population in the United States, it's also highly appealing to Central Americans and some South Americans. It's even started to score fans in the Caribbean.

With so many radio stations focused on this genre and its high record and concert-ticket sales, it's understandable that more and more artists would want to participate in it. However, several questions arise: Are non-Regional Mexican artists releasing Mexican product in a simple attempt to sell records — something they couldn't achieve in their own genres? With playlists so tight, how does radio feel about the flood of new artists trying to break into Regional Mexican? Is there a need for new and real talent for radio to support, or are there too many new acts? What is the state of the Regional Mexican format?

The four program directors we speak with this week about these topics have much to say. Their answers are as diverse as the music itself. They have their own unique points of view on the format they program, the artists who make up the foundation of the genre and the new talents trying to make a name for themselves, and they have their own reasons for programming or not programming a song or an artist.

### Alfredo Rodríguez KHJ/Los Angeles

The format isn't being hurt in any way by so many people wanting to be part of it. On the contrary, with more artists interested in recording Mexican music, it creates a bigger buzz. This is nothing new. There have always been performers who are not Mexican who enjoy singing Mexican music.



**Alfredo Rodríguez**

I remember that Rafael did it. Julio Iglesias did a record, with wonderful arrangements, dedicated to Mexican music, with songs by Agustin Lara, José Alfredo Jiménez and other Mexican composers. José Luis Rodríguez also has two albums with mariachi. Recently, Charlie Zaa recorded ranchera music. Instead of hurting the genre, it makes it even more valuable, because artists like the ones I mentioned guarantee quality.

On the other hand, new artists are simply trying to take advantage of the most popular genre to introduce themselves to the business. They understand the power of this music. Their success, however, will ultimately depend on the promotion backing the product and on how the audience receives or accepts it. It could go either way; the public may or may not like them. Furthermore, not only is there room for new talent, but we are in desperate need of it.

There are very few superstars left. In ranchera, we have Vicente Fernández, who is still the king, his son Alejandro, Pepe Aguilar and Joan Sebastian, and that's it. We need new talent. If we continue on this road, in 10 years we won't have a music catalog — no oldies — because we aren't creating one. We need new talent who will become superstars so that in 10 years their music will be the oldies we can go back to.

Radio's playlists are tight. The truth is that, after 1996, when one company was allowed to own so many radio stations, it created monopolies. There are a couple of large companies in the country that own an incredible number of stations. Because they control so many stations in so many markets, programming is being decided by a small group of people who choose what songs are played on all their stations, in all their markets.

I don't think it's fair, only because not all markets are the same. They only add two to four new songs a month. They hide behind their research, which, although a useful resource, is not the Bible.

There's much more to programming. Each market is unique, and there are songs that can be programmed in one market that won't work in others. These monopolies are deciding the lives of the artists. They program three new songs a month, and what happens to the others? They end up on the outside.

There are many talented artists who never get the opportunity to be heard on the radio. On the other hand, there are those with no talent at all — who can't sing, who sing out of tune — who are getting played on the radio. I hope this is just a phase and that it

ends soon, because all it's doing is diminishing the quality of radio.

### Chayan Ortuno KLNO/Dallas

My very personal opinion — nothing to do with the company I work for — is that there is a lot of garbage out there. As a very good example, in Mexico they have these reality television shows, like *Operación Triunfo* and *La Academia*, where they are trying to make artists out of kids at all costs. Will some stations program their music, for one reason or another? Probably.



**Chayan Ortuno**

Will it sell? Probably, because publicity and promotion sell.

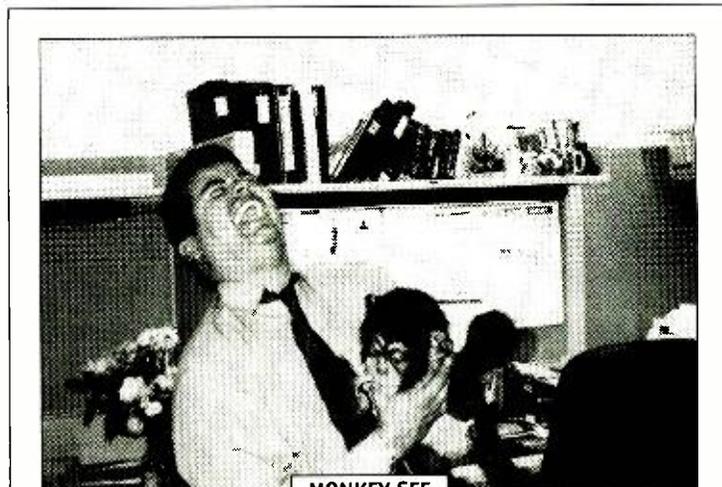
Without mentioning names, these people are investing money and promotion, but, at the end of the day, all they're showing for it are artificial artists, fake artists who don't know anything about music, and it's garbage. They will get out of it what they put into it — but, again, promotion sells.

Our company gives us a large budget for music, for promotions, so we don't depend on anyone else and aren't influenced by anyone else to make programming decisions. I do believe in giving opportunities to new artists, and I do so. Some aren't even signed to a label, but they sound good.

For example, Beto Y Sus Canarios is a band that wasn't signed, but everyone was asking for them. They were recently signed to Disa. Although no one knew who the band was, they proved their talent and are now on their way. We give opportunities to new artists, but we look for talent, for good music.

### Manuel Sepúlveda Radio Tricolor

Is the flood of non-Regional Mexican artists releasing Mexican music affecting the format? I think so, because there are artists like Vicente Fernández or Banda El Recodo who only do Mexican music and aren't all



**MONKEY SEE**

KLNO/Dallas PD Chayan Ortuno is seen here monkeying around with his adopted son, Chayango. Get it? In Spanish, it's a hoot!

over the place, trying to see if they get a hit.

If there's a very well-known pop artist who is releasing a Mexican version of a song, we give them a certain amount of time. We may talk about their song on the air as something new and such, but that's it. Ultimately, the record labels do these Mexican versions because they want to sell. If the song is really good, then, yes, we may program it, but we look for quality before putting it on the air.

We don't want to be arrogant or unprofessional either. If we get a record by someone like Aracely Arámbula, for example, we give it due mention and let the audience know that the Mexican actress released a record, but that's it. It's the public who decide whether they want to hear the song or not.

We don't program anything that doesn't fit within the Regional Mexican format. Most stations have tight

est audience in the United States. It is a fact that most stations are Regional Mexican.

Can this benefit the format? It depends on the station. To me, that a pop artist releases a banda version of a pop hit is not a priority, and I certainly won't be persuaded to program the song because of it. Programming on the stations that I consult has an artist base. There may be an interesting Mexican version of a pop song, but it's not a priority for us. I don't think it has any effect on the format at all.

A few years ago there was a music movement called *quebradita*, and artists of all genres made versions of their songs in this style. The overflow of *quebradita* hurt the music, because there was quantity but not quality. It could happen again. I understand that the record labels put out these Mexican versions to get programming and to generate plays. Again, we face quantity and not quality.

Although our programming is based on research, we do give opportunities to new talent, but we're very careful about it. In a market like Los Angeles, we can't afford not to be. We can't go around trying to break new artists every day, because there's too much competition. However, if there is a new artist and their product is interesting, we take him or her into consideration.

In Los Angeles we add new songs every two to three weeks. Depending on the spots available, we add songs. If the research shows that no new songs are needed, we don't add anything. Sometimes we have only two spots and 10 great songs, so we have to choose the best.

**"We don't program anything that doesn't fit within the Regional Mexican format."**

Manuel Sepúlveda

playlists. We try to play the hits, and it's difficult to open spots. There are too many artists, and some are very good. Unfortunately, we have to make choices, and we have to choose the best songs.

On the other hand, I try to create opportunities for new talent. If the song is worth it, we play it. It doesn't matter if the artist is a superstar; if the song doesn't fit within the format, we don't play it.

### Juan Carlos Hidalgo KLAX/Los Angeles

The interest that artists have shown in Mexican music is very positive, because they realize how much the format has grown. They now understand that it's the format with the large



**Juan Carlos Hidalgo**

### TALK BACK TO R&R!

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

Call me at 310-788-1670 or e-mail:

jmadrigal@radioandrecords.com

# RADIO MÚSICA™

## This Week In Spanish-Language Music

### News And The Winner Is....

Premio Lo Nuestro will once again honor Latin music, on Feb 5, 2003, announced Univision, the largest Spanish-language television network. Thalía, Luis Miguel, Paulina Rubio, Pilar Montenegro, Alejandro Montaner, Enrique Iglesias, Doble Fiilo, Elvis Crespo and Carlos Vives are among the nominees.

The awards show, established in 1989, will honor Latin artists and Spanish-language music in 32 categories with 170 nominations for records released between Oct. 1, 2001 and Sept. 30, 2002. Spanish-language radio's program directors vote on the nominees, with such artists as Celia Cruz, Marc Anthony, Juanes, Celso Piña and Germán Lizárraga leading the way.

The awards ceremony, broadcast on Univision, has become one of the most-watched award shows and is a premier event for Hispanics in the U.S. Pop, rock, tropical, regional Mexican and urban artists will be the stars of the night. One of the most popular and coveted awards is the People's Internet Award, which fans decide the winner of by voting at [www.univision.com](http://www.univision.com).



Alejandro Sanz

(Sin Bandera), Thalía (Thalía)

• Best Male Artist: Chayanne, Cristian, Enrique Iglesias, Juanes, Luis Miguel



Thalía

This year's Premio Lo Nuestro nominees are:

- Best Album, Performer: *Hijas del Tomate* (Las Ketchup), *MTV Unplugged* (Alejandro Sanz), *Quizás* (Enrique Iglesias), *Sin Bandera*

- Best Female Artist: Alejandra Guzmán, Jennifer Peña, Laura Pausini, Shakira, Thalía, Pilar Montenegro

- Best Duo or Group: Kabah, Las Ketchup, OV7, Sin Bandera
- Best New Artist of the Year: Alejandro Montaner, Area 305, Las Ketchup, Sin Bandera

- Song of the Year, Performer: "A Dios Le Pido" (Juanes); "Entra En Mi Vida" (Sin Bandera); "Quitame Ese Hombre" (Pilar Montenegro); "Suerte" (Shakira), "Y Tú Te Vas" (Chayanne)

- People's Internet Award: Pop: Alejandro Sanz, Chayanne, Enrique Iglesias, Jennifer Peña, Luis Miguel, Thalía; Rock: Cabas, El Tri, Juanes, Maná, Shakira; Tropical: Carlos Vives, Celia Cruz, Elvis Crespo, Ilegales, Marc Anthony; Regional Mexican: Ana Bárbara, Banda El Rocodo, Aracely Arámbula, Vicente Fernández, Los Tigres del Norte; Urban: Big Boy, El General, Locos Por Juana, Proyecto Uno, Vico C.

The rest of the categories can be found on Univision's website.

#### A Private Person

A letter to the media recently arrived from Mexico from one of the most prolific singer-songwriters of Latin music, Ricardo Arjona, who is currently going through a divorce. In response to the release of many scandalous details of the proceeding that have recently come to light, Arjona writes that he has not and will not make any comments about the situation that might



BRAVO!

Ana Bárbara belts out a tune for the upcoming Univision Christmas special, which is scheduled to air in mid-December.

"negatively affect the emotional state" of his wife and his children, who, unwillingly, have been caught up in the affair.

Arjona asks the media to respect his privacy, which it did during his 10 years of marriage. "As a public man, I'm willing to take responsibility for what a case like this represents," he wrote. "However, I sincerely ask that comments about my children and wife are kept out of this situation for their own well-being."

Arjona claims the nasty details saw the light of day because the divorce papers, filed in the U.S., are public record.

#### Merry Christmas

Emilo Estefan Jr. recently got together with some of Latin music's greatest artists to produce a Christmas special for Univision. The show was taped in Miami Beach and hosted by Adal Ramones of the weekly entertainment show *Otro Rollo*. Ana Bárbara, Banda El Recodo, Rogelio Martínez, Kabah, Kumbia Kings, Los Rabanes, Las Ketchup, Cabas, Elvis Crespo, Jon Secada and Jaci Velásquez all joined in the festivities.



Adal Ramones and Jaci Velásquez

As part of the show, three young kids were given the opportunity to make their dreams come true. Byron, from Puerto Rico, joined Rabanes on the drums; William sat in with Crespo on the güiro; and Leily, from Guatemala, sang with Velásquez.

### Rock/Alternative

LW	TW	ARTIST Title Label(s)	Points	Total Stations
1	①	<b>VOLUMEN CERO</b> Hollywood (Warner M.L.)	2130	20
2	②	<b>JAGUARES</b> Te Lo Pido Por Favor (BMG)	1980	8
3	③	<b>MANU CHAO</b> Bienvenido A Tijuana (Virgin)	1680	7
4	④	<b>PANTEON ROCOCO</b> La Cencia (BMG)	1670	22
6	⑤	<b>MANA</b> Angel De Amor (Warner M.L.)	1200	13
7	6	<b>JUANES</b> Es Por Ti (Universal)	1000	9
10	⑦	<b>ENRIQUE BUNBURY</b> Lady Blue (EMI Latin)	900	21
9	⑧	<b>INSPECTOR</b> Amnesia (Universal)	890	15
11	⑨	<b>JUANES</b> A Dios Le Pido (Universal)	790	34
5	10	<b>VICTIMAS DEL DR. CEREBRO</b> Ella Se Muere (Oso)	780	18
8	11	<b>RABANES</b> Bam Bam (Crescent Moon)	730	13
—	⑩	<b>CABAS</b> Himno A La Mamita (EMI Latin)	600	1
15	⑪	<b>MANA</b> Eres Mi Religión (Warner M.L.)	580	6
13	14	<b>BABASONICOS</b> Los Calientes (DLN)	560	17
12	15	<b>ENRIQUE BUNBURY</b> Sí (EMI Latin)	550	5

Songs ranked by total number of points. 24 Rock/Alternative reporters. Total Stations is equal to number of stations reporting the song. Bullets are awarded to songs up or flat in chart position.

### Record Pool

LW	TW	ARTIST Title Label(s)	Points	Total Stations
1	①	<b>GILBERTO S. ROSA</b> Por Más Que Intento (Sony Discos)	1030	11
4	②	<b>MAGIC JUAN</b> Meneando La Pera (J&N)	860	10
3	③	<b>LAS KETCHUP</b> Aserejé (Sony Discos)	830	13
6	④	<b>LA MAKINA</b> Celosa (J&N)	680	11
2	5	<b>TITO NIEVES</b> La Salsa Vive (Warner M.L.)	670	5
5	6	<b>FRUKO Y SUS TESOS</b> Tabaco Y Ron (Fuentes)	560	5
11	⑦	<b>THALIA</b> No Me Enseñaste (EMI Latin)	550	12
10	⑧	<b>MARC ANTHONY</b> Viviendo (Sony Discos)	490	16
9	9	<b>TITO ROJAS</b> Pensarás En Mí (MP)	480	10
7	10	<b>EL GENERAL</b> La Mecedora (Mock & Roll)	470	4
8	11	<b>TULILE</b> El Tornillo (Cedeño Records)	460	13
10	12	<b>ELVIS CRESPO</b> Bésame En La Boca (Sony Discos)	450	6
13	⑬	<b>DJ JOE</b> A Mover (Cutting)	410	5
—	⑭	<b>VICO C</b> Los Perros (EMI Latin)	310	18
12	15	<b>TOÑO ROSARIO</b> Yo Kuli, Yo Kula (Warner M.L.)	300	4

Songs ranked by total number of points. 24 Record Pool reporters. Total Stations is equal to number of record pools reporting the song. Bullets are awarded to songs up or flat in chart position.

November 22, 2002

## Contemporary Top 25

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL POINTS	WEEKS ON CHART
1	1	<b>SIN BANDERA</b> Entra En Mi Vida (Sony Discos)	6510	34
3	2	<b>CRISTIAN</b> Cuando Me Miras Así (BMG)	5980	8
2	3	<b>LAS KETCHUP</b> Aserejé (Sony Discos)	5710	14
5	4	<b>THALIA</b> No Me Enseñaste (EMI Latin)	4970	14
6	5	<b>PAULINA RUBIO</b> Todo Mi Amor (Universal)	4860	11
4	6	<b>JUANES</b> A Dios Le Pido (Universal)	4760	27
8	7	<b>JENNIFER PEÑA</b> El Dolor De Tu Presencia (Univision)	4440	16
7	8	<b>CHAYANNE</b> Y Tú Te Vas (Sony Discos)	4380	34
11	9	<b>RICARDO ARJONA</b> El Problema (Sony Discos)	4040	3
9	10	<b>MANA</b> Angel De Amor (Warner M.L.)	3980	17
10	11	<b>ENRIQUE IGLESIAS</b> Mentiroso (Universal)	3830	16
13	12	<b>JERRY RIVERA</b> Vuela Muy Alto (BMG)	3170	15
15	13	<b>MANA</b> Eres Mi Religión (Warner M.L.)	3030	4
12	14	<b>JUANES</b> Es Por Ti (Universal)	3000	5
14	15	<b>MARCO A. SOLIS</b> Cuando Te Acuerdes De Mi (Fonovisa)	2890	32
16	16	<b>RICARDO MONTANER</b> Si Tuviera Que Elegir (Warner M.L.)	2720	8
19	17	<b>JOAN SEBASTIAN</b> Qué Bonita Pareja (Balboa)	2180	12
20	18	<b>JON SECADA</b> Si No Fuera Por Ti (Crescent Moon)	1770	5
21	19	<b>SHAKIRA</b> Que Me Quedes Tú (Sony Discos)	1580	2
22	20	<b>MARCO A. SOLIS</b> Dónde Está Mi Primavera (Fonovisa)	1550	5
23	21	<b>LUIS FONSI</b> Te Vas (Universal)	1380	8
24	22	<b>LUIS MIGUEL</b> Hasta Que Vuelvas (Warner M.L.)	1310	2
25	23	<b>ALBERTO Y ROBERTO</b> Tu Forma De Ser (Disa)	1160	2
—	24	<b>RICARDO CASTILLON</b> Esclavo De Tu Piel (Melody Latina)	1130	1
—	25	<b>EDNITA NAZARIO</b> Tú Sabes Bien (Sony Discos)	1000	1

Songs ranked by total number of points. 40 Spanish Contemporary reporters. Total Stations is equal to number of stations reporting the song. Bullets are awarded to songs up or flat in chart position.

© 2002 Radio &amp; Records.

### Going For Adds

**CAROLINA** Prefeiro Esta Sola (Warner Music Latina)  
**GIAN MARCO** Al Otro Lado De La Luna (Crescent Moon)  
**JORGE MORENO** Mi Sufrimiento (Maverick)  
**ODALYS** Globo Sin Gas (Univision)

## Tropical Top 25

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL POINTS	WEEKS ON CHART
1	1	<b>TITO NIEVES</b> La Salsa Vive (Warner M.L.)	4860	8
2	2	<b>JERRY RIVERA</b> Vuela Muy Alto (BMG)	3810	18
5	3	<b>VICTOR MANUELLE</b> En Nombre De Los Dos (Sony Discos)	3500	5
4	4	<b>MARC ANTHONY</b> Viviendo (Sony Discos)	2700	24
3	5	<b>GILBERTO S. ROSA</b> Por Más Que Intento (Sony Discos)	2630	16
8	6	<b>LAS KETCHUP</b> Aserejé (Sony Discos)	2570	8
6	7	<b>GRUPO MANIA</b> Un Beso (Universal)	2380	11
7	8	<b>AVENTURA</b> Obsesión (Premium)	2180	15
10	9	<b>DOMINGO QUIÑONES</b> A Que No Te Atrevas (Universal)	1990	6
11	10	<b>THALIA</b> No Me Enseñaste (EMI Latin)	1610	12
9	11	<b>PAULINA RUBIO</b> Todo Mi Amor (Universal)	1600	4
13	12	<b>JENNIFER PEÑA</b> El Dolor De Tu Presencia (Univision)	1570	14
14	13	<b>ENRIQUE IGLESIAS</b> Mentiroso (Universal)	1400	14
12	14	<b>EL GRAN COMBO</b> Se Nos Perdió El Amor (Combo Records)	1360	3
15	15	<b>MONCHY &amp; ALEXANDRA</b> Dos Locos (J&N)	1350	17
19	16	<b>CRISTIAN</b> Cuando Me Miras Así (BMG)	1200	4
18	17	<b>MILLY QUEZADA</b> Tanto Que Dije (Sony Discos)	1150	5
20	18	<b>TITO ROJAS</b> Pensarás En Mi (MP)	1080	6
22	19	<b>JUANES</b> Es Por Ti (Universal)	1020	6
21	20	<b>GILBERTO S. ROSA</b> Como El Que No Quiere (Sony Discos)	1000	4
24	21	<b>AREA 305</b> Si No Estás (Univision)	980	2
—	22	<b>ENRIQUE IGLESIAS</b> Quizás (Universal)	880	1
—	23	<b>MANA</b> Eres Mi Religión (Warner M.L.)	850	1
—	24	<b>INDIA</b> Sedúceme (Sony Discos)	810	1
—	25	<b>TOÑO ROSARIO</b> Yo Kuli, Yo Kula (Warner M.L.)	800	1

Songs ranked by total number of points. 27 Tropical reporters. Total Stations is equal to number of stations reporting the song. Bullets are awarded to songs up or flat in chart position.

© 2002 Radio &amp; Records.

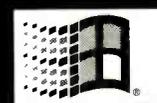
### Going For Adds

**FRANKIE NEGRON** No Quiero Verte Llorar (Warner Music Latina)  
**JAIME CAMIL** Muriendo Por Ti (Univision)  
**JON SECADA** Si No Fuera Por Ti (Crescent Moon)

**"At Zimmer Radio group, Powergold has made our Program Directors' lives so much easier in regards to achieving the balance and flow we want in our music product, on-air. Powergold's features are flexible, user-friendly and the product support is awesome! I'm glad that Powergold is in our programming arsenal of weapons!"**

— Tony Richards, Regional Director Of Operations/Zimmer Radio Group

# Powergold 2002



Designed For Microsoft  
Windows 95/98/ME/NT/2000/XP

THE LEADERS IN ADVANCED MUSIC SCHEDULING SOFTWARE FOR WINDOWS

Call us and we'll make it **EASY** for you to switch.

Sales: 1-800-870-0033 • Support: 501-821-1123

Download a free trial version at [www.powergold.com](http://www.powergold.com) • email: [info@powergold.com](mailto:info@powergold.com)

November 22, 2002

**Regional Mexican Top 25**

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL POINTS	WEEKS ON CHART
1	1	CONJUNTO PRIMAVERA Perdóname Mi Amor (Fonovisa)	8160	16
3	2	LOS TIGRES DEL NORTE La Reyna Del Sur (Fonovisa)	5750	6
2	3	LOS TUCANES DE TIJUANA La Chica Sexy (Universal)	5100	6
6	4	INTOCABLE Sueña (EMI Latin)	4800	5
7	5	RAMON AYALA Quedó Triste El Jacal (Freddie)	3940	9
4	6	GERMAN LIZARRAGA Estoy Sufriendo (Disa)	3720	17
8	7	JENNIFER PEÑA El Dolor De Tu Presencia (Univision)	3710	15
5	8	BANDA EL RECODO No Me Se Rajar (Fonovisa)	3580	20
9	9	LA ONDA Aserejé (EMI Latin)	3260	4
10	10	LUPILLO RIVERA Te Solté La Rienda (Sony Discos)	3170	12
14	11	LOS TEMERARIOS Comer A Besos (Fonovisa)	3000	3
11	12	SOCIOS DEL RITMO Amor De Internet (I.M.)	2930	10
13	13	EL COYOTE El Amor No Tiene Edad (EMI Latin)	2830	9
18	14	BANDA EL RECODO Las Vías Del Amor (Fonovisa)	2390	3
15	15	BETO Y SUS CANARIOS Mi Derrota (Disa)	2280	5
12	16	LOS TEMERARIOS Una Lágrima No Basta (Fonovisa)	1660	25
17	17	CONTROL No Que No (EMI Latin)	1530	7
24	18	LIMITE Papacito (Universal)	1500	2
23	19	ADOLFO URIAS Corazón Chiquito (Platino)	1460	2
20	20	AROMA Querido Ladrón (Fonovisa)	1440	4
19	21	LIBERACION Niña Y Mujer (Disa)	1310	8
22	22	NICO FLORES Yo Te Seguiré Queriendo (BMG)	1270	9
—	23	CUISILLOS Eres Imposible De Olvidar (Balboa)	1270	1
—	24	TRINI Y LA LEYENDA El Amor De Mi Vida (Musimex)	1230	1
—	25	INTACTO No Se Lo Digas A Ella (Disa)	1200	1

Songs ranked by total number of points. 64 Regional Mexican reporters. Total Stations is equal to number of stations reporting the song. Bullets are awarded to songs up or flat in chart position. © 2002 Radio & Records.

**Going For Adds**

- PAQUITA LA DEL BARRIO Verdad Que Duele (Balboa)
- BANDA ALAMEDA Tengo Miedo (Balboa)
- BANDA MACHOS La Suegra (Warner Music Latina)
- JOEL ELIZALDE Malamente (Univision)

**Tejano Top 25**

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL POINTS	WEEKS ON CHART
1	1	JENNIFER PEÑA El Dolor De Tu Presencia (Univision)	3490	21
2	2	GRUPO IMAN Me Has Robado El Corazón (Univision)	2930	18
4	3	INTOCABLE Sueña (EMI Latin)	2880	8
3	4	LOS PALOMINOS No Debes Llorar (Fonovisa)	2510	19
6	5	DUELO El Amor No Acaba (Univision)	2010	18
5	6	BOBBY PULIDO Vanidosa (EMI Latin)	1980	24
7	7	KUMBIA KINGS La Cucaracha (EMI Latin)	1770	5
8	8	CONTROL No Que No (EMI Latin)	1620	11
9	9	BIG CIRCO Yo No Fui (EMI Latin)	1410	21
12	10	SIGGNO Sin Tu Amor (Crown)	1250	5
11	11	JIMMY GONZALEZ Yo Quería (Freddie)	1150	13
13	12	FRIJOLES ROMANTICOS No Me Asustan (Río Grande)	1090	7
10	13	JAY PEREZ Quiero Ser Viejo (Sony Discos)	1050	11
14	14	RAMON AYALA Del Otro Lado Del Portón (Freddie)	1030	33
15	15	INTOCABLE Más Débil Que Tú (EMI Latin)	1000	20
20	16	RAMON AYALA Quedó Triste El Jacal (Freddie)	890	3
24	17	LOS DESPERADOZ La Bailadora (Tejas)	800	2
22	18	LA ONDA Aserejé (EMI Latin)	780	3
—	19	EMILIO A Medias De La Noche (BMG)	660	1
—	20	LA CONTRA Por Amarte A Ti (Univision)	650	1
25	21	PRISCILA Y SUS BALAS DE PLATA Corazoncito (Univision)	640	2
—	22	MICHAEL SALGADO Mi Ultima Parranda (Sony Discos)	600	1
—	23	HOMETOWN BOYS Echame A Mi La Culpa (Tejas)	550	1
—	24	BIG CIRCO La Maquinita (EMI Latin)	540	1
—	25	LATIN BREED Sin Tu Amor (Tejas)	520	1

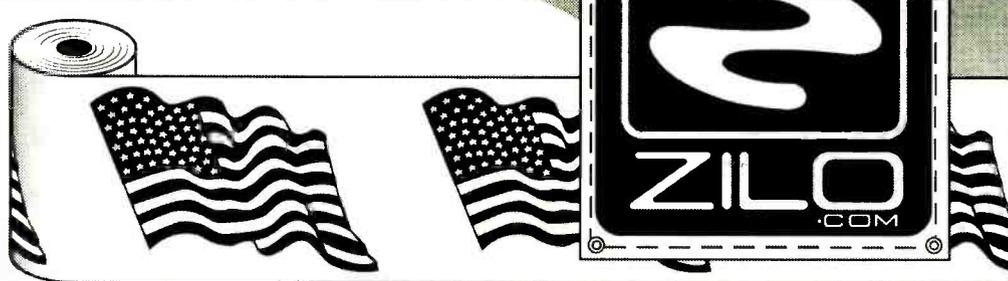
Songs ranked by total number of points. 25 Tejano reporters. Total Stations is equal to number of stations reporting the song. Bullets are awarded to songs up or flat in chart position. © 2002 Radio & Records.

**Going For Adds**

- CARLOS Y LOS CACHORROS Me Dejaste Solo (Univision)
- PATTY LOPEZ Vete (Univision)
- PESADO Lástima Me Das (Warner Music Latina)
- RUBEN VELA Me Estoy Volviendo Loco (Crown)

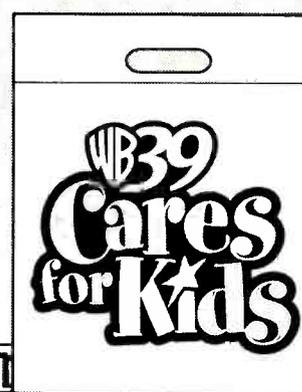
# EXPOSE YOURSELF

- EventTape®
- BunchaBanners™
- FlashBags™
- BumperStickers
- Ponchos
- KeyTags
- StadiumCups











## FirstFlash!

LINE®

6528 Constitution Drive • Fort Wayne, Indiana 46804  
 Fax: (260) 436-6739 • www.firstflash.com

# 1-800-21 FLASH

1-800-213-5274

# Opportunities

## OPENINGS

### NATIONAL

**MANAGEMENT, PROGRAMMING AND NEWS**  
 Albright & O'Malley Country Radio Specialists are assisting clients in search of

- \* Major, medium and small market morning individuals & teams
- \* Medium Market Promotions Manager
- \* Country Program Directors
- \* Air Personalities
- \* Small Market News Director

Ask anyone. Albright & O'Malley consults with some of the best companies and stations in country radio. Please forward a sample of your work and a resume to: Jaye Albright, 7699 Fletcher Bay Rd NE, Bainbridge Island, WA 98110. www.radioconsult.com EOE.

### EAST

**LOCAL SALES MANAGER- BOSTON WRKO, THE TALK STATION IN BOSTON**

Here are the Qualities we are looking for in our Local Sales Manager:

1. **ENERGY** - Do you have the Drive and Will to **MAKE IT HAPPEN?**
2. **EXECUTION** - Do you and your team deliver **RESULTS?**
3. **ENERGIZE** - Do you bring a high level of **ENTHUSIASM** to your Team?
4. **EDGE** - Do you make tough, solid **BUSINESS DECISIONS?**

If you have a proven track record with these qualities, your best career move may be with us, NOW! We're **WRKO, THE Talk Station in Boston**. "America's Legendary Talk Station with 21 years in the making in Boston", and home to Rush Limbaugh and Howie Carr; and **Entercom Communications**, One of America's most respected broadcasting companies. We've created a Local Sales Manager position to take us from "good to GREAT." Ideal candidates should have at least 3-5 years Sales Management Experience and proven success in NTR, Business Development, Direct Retail Sales, as well as, proven success in leading a team of highly motivated, eager to grow, Account Executives.

Interested candidates please contact in confidence Jim Rushton, Director of AM Sales, WRKO, THE Talk Station in Boston at 617-779-3505 or jrushton@entercom.com. You can also fax your resume in confidence to 617-779-5483. Entercom Communications Boston is an Equal Opportunity Employer.

## OPENINGS

### SOUTH

**DJ - fulltime position.** Small market Country radio. Experience required. Send T&R: WUCZ/WRKM, P.O. BOX 179, Carthage, TN 37030. EOE (11/22)

**MUSIC PUBLISHING EXECUTIVE POSITION**

International music publishing administration company seeking dynamic executive manager. If you possess a working knowledge of the administrative aspects of music publishing, have significant contacts in the music community and are able to aggressively promote and market quality services to publishers, we would like to meet with you. Please send your resume to:

Music Publishing Executive Position  
 9 Music Square South  
 P.O. Box 225  
 Nashville, TN 37203  
 EOE

**Director Programming and News**

We're currently assisting a client station in search of an experienced News/Talk programmer. The radio station is a heritage AM in a Top-75 market east of the Mississippi. It boasts a great signal, supportive ownership and a fully staffed local news department. Applicants should have at least three years experience programming news and information radio. The position also includes a week-day news shift. Please forward a station composite, along with a sample of your own delivery and a resume, to News Opening, Harker Research, 1616 East Millbrook Road, Suite 230, Raleigh, 27609. EOE

**RADIO & RECORDS**  
 10100 Santa Monica Blvd., Third Floor, Los Angeles, CA 90067

R&R is published weekly, except the week of December 25. Subscriptions are available for \$325.00 per year (plus applicable sales tax) in the United States, \$320.00 in Canada and Mexico, and \$495.00 overseas (U.S. funds only) from Radio & Records Inc., at 10100 Santa Monica Blvd., 3rd Floor, Los Angeles, California 90067. Annual subscription plan includes the weekly newspaper plus two R&R Directories issues and other special publications. Refunds are prorated based on the actual value of issue received prior to cancellation. Nonrefundable quarterly rates available. All reasonable care taken but no responsibility assumed for unsolicited material. R&R reserves all rights in material accepted for publication. All letters addressed to R&R or its Editors will be assumed intended for publication reproduction and may therefore be used for this purpose. Letters may be edited for space and clarity and may appear in the electronic versions of R&R. The writer assumes all liability regarding the content of the letter and its publication in R&R. Nothing may be reproduced in whole or in part without written permission from the Publisher.

© Radio & Records, Inc. 2002  
 POSTMASTER: Send address changes to R&R, 10100 Santa Monica Blvd., Third Floor, Los Angeles, California 90067

## OPENINGS

### MIDWEST

**Classic Rock PD And Morning Show Host**

Midwest Radio Network is looking for a Morning show host / Program Director for our Classic Rock station in Ashland, Wisconsin. The selected individual will live in a very nice small town with plenty of recreational activities. This position is perfect for someone who wants that first Morning Show/Programming opportunity. Send T&R to Rich Collins, VP/Programming - Midwest Radio Network, 807 West 37th Street, Hibbing, Minnesota 55746 or e-mail to richc@midwestradionetwork.com EOE

### WEST

**PRODUCTION DIRECTOR NEEDED ASAP** for KZZO The Zone and KYMX Mix 96, Sacramento.

Responsibilities include all daily production, imaging and interaction with sales staff, management and clients. 5 years of radio production a must. Experience with Soundforge and RCS. If you are creative, intelligent and highly motivated, we need to talk now! EOE. Please send resume and production/imaging tape to: Bryan Jackson c/o KYMX 280 Commerce Circle, Sacramento, CA 95815.

**Spanish Language Program Director**

AND Afternoon Drive personality for Radio Tricolor Albuquerque. PD will handle music scheduling with Selector. Entravision Communications. Excellent benefits. Tape and resume to ME Merrigan, 3451 Candelaria NE, ABQ, NM 87107. EOE.

### POSITIONS SOUGHT

**Large market vet** seeking a quality spot in large/medium market. Standard/Smooth Jazz or full service. Team player with pipes. RICHARD: 636-394-5190. (11/22)

**LIZ WILDE**, nationally syndicated Morning/afternoon show seeks next home. Available now. Any market, Rock, Talk, Adult, CR, Alt.formats. Formerly of WMMS, WLUP, WPLL, WINZ, WAAF. Lizwilde@aol.com 503-848-3776. (11/22)

## OPENINGS

### POSITIONS SOUGHT

**Air personality!** Jay-Diamond one hot rookie DJ seeking radio gig. On-air or production. Call LARRY. 918-402-6634. (11/22)

**Major market talent** seeks position. Also interested in part time in Atlanta. Contact BOOMER (Steve Sutton) 770-932-5467. (11/22)

**Jack of all trades** - News/PD/Production/Imaging/Air Talent/Voice/track. Experienced. Relocate anywhere for right \$\$\$, tcoording@nycap.rr.com. (11/22)

**Seeking Sports Director/PBP/Sales** position. JOE: 1-888-327-4996. (11/22)

**Detroit, Michigan** -13 years in this radio biz. ready for a new challenge - PD JOB! I eat, sleep and dream of radio! Please e-mail me: djmartin88@hotmail.com or more info! (11/22)

**Rock/Alternative Pro.** 10 years of on-air and programming. Put me on your team, you won't regret it. SCOTT: 775-379-0544 JobhuntDJ@aol.com. (11/22)

**R&R Opportunities Advertising**

<b>1x</b> <b>\$175/inch</b>	<b>2x</b> <b>\$150/inch</b>
--------------------------------	--------------------------------

Rates are per week (maximum 35 word per inch in cluding heading). Includes generic border. If logo, custom border or larger heading are required, add 1/2 inch (\$60 for 1x, \$50 for 2x). In addition, all ads appear on R&R's website. ([www.radioandrecords.com](http://www.radioandrecords.com)).

**Blind Box: add \$50**

The R&R address and your box number adds 12 words to your ad. Regular Opportunities rates apply to Blind Box ads, but a \$50 service charge is added for shipping and handling

**Positions Sought: \$50/inch**

Individuals seeking employment may run ads in the Positions Sought section at the special rate of \$50/inch.

**Payable In Advance**

Opportunities Advertising orders must be typewritten on company/station letterhead and accompanied by advance payment. Ads are accepted by fax: (310-203-8727) or mail. Visa, MC, AmEx or Discover card accepted. Include card number, name as it appears on credit card, expiration date and phone number. Blind box responses are sent to advertisers every Friday by first-class mail.

**Deadline**

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.

**R&R Opportunities Free Advertising**

**Radio & Records** provides free (20 words maximum) listings to radio stations ON A SPACE AVAILABLE BASIS in Opportunities. Free listings of the same length are also available to individuals seeking work in the industry under Positions Sought.

**Deadline**

To appear in the following week's issue, your ad must be received by **Thursday noon (PST)**, eight days prior to issue date. Free Opportunities listings should be typewritten or printed on 8 1/2" X 11" company/station letterhead and are accepted only by mail or fax: 310-203-8727. Only free positions sought ads are accepted by e-mail to: [linares@radioandrecords.com](mailto:linares@radioandrecords.com) Address all 20-word ads to R&R Free Opportunities, 10100 Santa Monica Blvd., Third Floor, Los Angeles, CA 90067.

**HOW TO REACH US** RADIO & RECORDS INC. / 10100 SANTA MONICA BLVD., THIRD FLOOR, LOS ANGELES, CA 90067 WEBSITE: [www.radioandrecords.com](http://www.radioandrecords.com)

	Phone	Fax	E-mail
<b>CIRCULATION:</b>	310-788-1625	310-203-8727	moreinfo@radioandrecords.com
<b>NEWS DESK:</b>	310-788-1699	310-203-9763	newsroom@radioandrecords.com
<b>R&amp;R ONLINE SERVICES:</b>	310-788-1635	310-553-4056	kmccabe@radioandrecords.com
<b>ADVERTISING/SALES:</b>	310-553-4330	310-203-8450	hmowry@radioandrecords.com

	Phone	Fax	E-mail
<b>OPPORTUNITIES/MARKETPLACE:</b>	310-788-1622	310-203-8727	linares@radioandrecords.com
<b>EDITORIAL, OTHER DEPTS:</b>	310-553-4330	310-203-9763	mailroom@radioandrecords.com
<b>WASHINGTON, DC BUREAU:</b>	301-951-9050	301-951-9051	rrdc@radioandrecords.com
<b>NASHVILLE BUREAU:</b>	615-244-8822	615-248-6655	lhelton@radioandrecords.com

## AIR CHECKS

### AUDIO & VIDEO AIRCHECKS

+CURRENT #269, WJMK/John Landecker, Z100/Cubby, WKTU/Bill Lee, WLIT/Melissa & Bill, WOSX/Joe Rosati, KXPT/Bird, Fox & Steph, KJR \$10 cassette.  
 +CURRENT #268, KRTH/Jojo Kincaid, WKFS/B J. Harris, KDWB/Scotty Davis, KROQ/Jed The Fish, KYLD/St. John, WOVE/Jim & Randy, WNOL/Doc & Tommy \$10 cassette  
 +PERSONALITY PLUS #PP-177, WTMX/Eric & Kathy, WDVN/Rocky Allen, WMGC/Jim Harper, KMPS/Ichabod Caine, \$10 cassette, \$13 CD  
 +PERSONALITY PLUS #PP-176, KZOK/Bob Rivers, KLSY/Lordock, Hunter & Alice, KIHT/Steve & D.C., WIL-FM/David, Elaine & Monica \$10 cassette.  
 +PERSONALITY PLUS #PP-175, WOMC/Dick Purtan, WRIF/Drew & Mike, KDWB/Dave Ryan & Angi Taylor, KEEY/Donna, Hines & Muss, \$10 cassette.  
 +ALL COUNTRY #CY-124, KIIM, WYCD, KWJ, KUPL, KMPS, \$10.00  
 +ALL AC #AC-102, WPLJ, WVRV, KYKY, KLSY, KPLZ \$10.00  
 +ALL CHR #CHR-94, KSLZ, WKFS, KBKS, KUBE, KOHT \$10.00  
 +PROFILE #S-470, SAN FRANCISCO! CHR AC AOC Gold Ctry, \$10.00  
 +PROFILE #S-471, CINCINNATI! UC CHR AOR Gold Ctry UC \$10.00  
 +PROMO VAULT #PF-50, promo samples - all formats, all marker sizes, Cassette, \$12.50.  
 +SWEEPER VAULT #SV-36, Sweeper & Legal ID samples, all formats, Cassette, \$12.50  
 +CHN-31 (CHR NIGHTS), #Q-24 (All Oldies) +MR-9 (All Rock), #F-27 (ALL FEMALE), #JO-1 (RHY. OLDIES), +T-8 (TALK) at \$10.00 each  
 +CLASSIC #C-261, WMCA Remembered 1960-70. Includes: B. Mitchell Reed, Harry Harrison, Dan Daniel, Gary Stevens & more. \$13.50 cassette, \$16.50 CD.  
 VIDEO #91, Detroit's WKQI/Buckhead, Chicago's WLIT/Melissa & Bill, St. Louis' WIL/David, Elaine & Monica, Tucson's KMXX/Bobby Rich, Palm Springs' KDES/Russ O'Hara, Cincy's WMOJ/Dwayne Luna. 2 killer hours on VHS \$30 DVD copy \$40.  
 +Tapes marked with + may be ordered on CD for \$3 additional

www.californiaaircheck.com  
**CALIFORNIA AIRCHECK**  
 Box 4408 - San Diego, CA 92164 - (619) 460-6104

## VOICEOVER SERVICES

# MARK DRISCOLL

DRISCOLL  
 VOICEOVER

www.markdriscoll.com

MARK DRISCOLL

# 1-310-229-8970

## Mark McKay Media

Proud to welcome  
**KFRC/San Francisco**  
 as a new client

**DRY TRAX or PRODUCED**

**AFFORDABLE!**

**CD or MP3**

PHONE DEMO: 913-345-2381  
 FAX 345-2351  
 WEB DEMO: mckaymedia.net

## VOICEOVER SERVICES

# SAM O'NEIL

VOICE IMAGING  
 "THE VOICE HEARD ABOVE THE REST"

Freshen Up  
 Smell Better

DEMO:  
 www.samoneil.com

1-877-4-YOURVO  
 (877-496-8786)

## THE RADIO PRODUCTION KIT

Radio's new on-line source for the production professional

**THE NEW ONLINE PRODUCTION SOURCE!**

- Original production music and effects.
- Produced liners/promos (ready to customize).
- Produced samples from the PROS!
- Promotional ideas (contests/sales).
- Production Director Profiles and much more!

**EVERYTHING READY TO DOWNLOAD AND USE NOW!**

CHECK IT OUT! SUBSCRIBE TODAY!

www.radioproductionkit.com

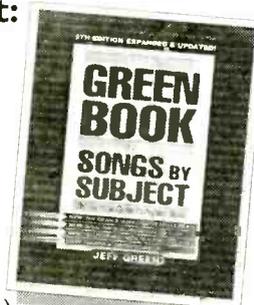
## MUSIC REFERENCE

# Find Songs About Almost Anything!

**New! 5th Edition Green Book Of Songs By Subject:  
 The Thematic Guide To Popular Music**

- 1,569 jam-packed pages
- 86,000 listings
- 35,000 songs
- 1,800 subjects
- All music formats
- 100 years of music

Order via R&R: Save 20% and get free UPS shipping! (\*on U.S. orders)  
 Discounted price: \$51.96 softcover/\$63.96 hardcover  
 (CA residents add sales tax)



Charge by phone: 310.788.1622 or send a check to:  
 R&R, 10100 Santa Monica Blvd., 3rd Floor, L.A., CA 90067

# BILLY MOORE

LOG ON FOR DEMOS AND INFORMATION  
 317.513.4853 www.billymoore.com

www.radioandrecords.com

**Meteorologist - Hodges Weather Services.**

Specializing in radio broadcast weather. Affordable weather support for your radio station. 24 years of continuous radio and television experience.

Phone (616) 538-5566.  
 E-mail dennis@hodgesweather.com.



**DAVE PACKER VOICEOVERS**

Get Real!  
 Imaging that brings out your station's personality!  
 Your sound on your budget.  
 www.davepacker.com 609-290-3333

## MARKETPLACE ADVERTISING

Payable in advance. Order must be typewritten and accompanied by payment. Visa/MC/AMEX/Discover accepted. One inch minimum, additional space up to six inches available in increments of one-inch.

Rates for R&R marketplace (per inch):	<b>1 time</b>	<b>\$95.00</b>
	<b>6 insertions</b>	<b>90.00</b>
	<b>13 insertions</b>	<b>85.00</b>
	<b>26 insertions</b>	<b>75.00</b>
	<b>51 insertions</b>	<b>70.00</b>

Marketplace (310) 788-1622  
 Fax: (310) 203-8727  
 e-mail: llinares@radioandrecords.com

## VOICEOVER SERVICES

# JEFF DAVIS

ID'S-LINERS-PROMOS  
 323-464-3500  
 WWW.JEFFDAVIS.COM

# CARTER DAVIS

www.CarterDavis.com  
 "the voice that cuts through!"  
 901.681.0650

Local Air Talent for \$100 a week!  
 For Details, go to  
**THEVOICETRACKER.COM**  
 First Month Free limited time offer

## X-MAS PROGRAMMING

# KRIS STEVENS ENTERPRISES

Holiday Specials for Every Format

The Magic of Christmas  
 Christmas in the Country

The 12 Hours of Christmas

(800) 231-6100 www.KrisErikStevens.com

### CHR/POP

LW	TW	ARTIST	SON	Label
1	1	EMINEM	Lose Yourself (Shady/Interscope)	
2	2	NO DOUBT F/LADY SAW	Underneath It All (Interscope)	
3	3	AVRIL LAVIGNE	Sk8er Boi (Arista)	
4	4	JENNIFER LOPEZ	Jenny From The Block (Epic)	
4	5	MAOONNA	Die Another Day (Maverick/WB)	
6	6	CAM'RON	Hey Ma (Roc-A-Fella/IDJMG)	
7	7	SANTANA F/MICHELLE BRANCH	The Game Of Love (Arista)	
5	8	JUSTIN TIMBERLAKE	Like I Love You (Jive)	
13	9	MISSY ELLIOTT	Work It (Gold Mind/Elektra/EEG)	
9	10	NELLY F/KELLY ROWLANO	Dilemma (Fo' Reel/Universal)	
10	11	CREED	One Last Breath (Wind-up)	
15	12	PINK	Family Portrait (Arista)	
12	13	ANGIE MARTINEZ	If I Could Go (EastWest/EEG)	
17	14	KELLY ROWLAND	Stole (Columbia)	
14	15	DANIEL BEDINGFIELD	Gotta Get Thru This (Island/IDJMG)	
11	16	KELLY CLARKSON	A Moment Like This (RCA)	
18	17	AVRIL LAVIGNE	Complicated (Arista)	
24	18	PUDDLE OF MUDD	She Hates Me (Flawless/Geffen/Interscope)	
21	19	O-TOWN	These Are The Days (J)	
35	20	CHRISTINA AGUILERA	Beautiful (RCA)	
26	21	NIVEA	Don't Mess With My Man (Jive)	
16	22	OAKENFOLD	Starry Eyed Surprise (Maverick/Reprise)	
23	23	MATCHBOX TWENTY	Disease (Atlantic)	
22	24	TLC	Girl Talk (Arista)	
19	25	EVE F/ALICIA KEYS	Gangsta Lovin' (Ruff Ryders/Interscope)	
28	26	JOHN MAYER	Your Body Is A Wonderland (Aware/Columbia)	
20	27	VANESSA CARLTON	Ordinary Day (A&M/Interscope)	
29	28	CRAIG DAVID	What's Your Flava? (Wildstar/Atlantic)	
27	29	NAPPY ROOTS	Po' Folks (Atlantic)	
31	30	LIFEHOUSE	Spin (DreamWorks)	

#### #1 MOST ADDED

AVRIL LAVIGNE I'm With You (Arista)

#### #1 MOST INCREASED PLAYS

CHRISTINA AGUILERA Beautiful (RCA)

#### TOP 5 NEW & ACTIVE

THICKE When I Get You Alone (NuAmerica/Interscope)

LL COOL J Luv U Better (Def Jam/IDJMG)

STEREO FUSE Everything (EO/Wind-up)

RED HOT CHILI PEPPERS Zephyr Song (Warner Bros.)

LASGO Something (Robbins)

CHR/POP begins on Page 25.

### CHR/RHYTHMIC

LW	TW	ARTIST	SON	Label
1	1	MISSY ELLIOTT	Work It (Gold Mind/Elektra/EEG)	
2	2	EMINEM	Lose Yourself (Shady/Interscope)	
4	3	SEAN PAUL	Gimme The Light (VP/Atlantic)	
3	4	LL COOL J	Luv U Better (Def Jam/IDJMG)	
6	5	JAY-Z F/BEYONCE	'03 Bonnie & Clyde (Roc-A-Fella/IDJMG)	
5	6	CAM'RON	Hey Ma (Roc-A-Fella/IDJMG)	
7	7	JENNIFER LOPEZ	Jenny From The Block (Epic)	
13	8	NELLY	Air Force Ones (Fo' Reel/Universal)	
10	9	NIVEA	Don't Mess With My Man (Jive)	
8	10	NELLY F/KELLY ROWLANO	Dilemma (Fo' Reel/Universal)	
9	11	ASHANTI	Baby (Murder Inc./IDJMG)	
11	12	CLIPSE	When The Last Time... (Star Trak/Arista)	
12	13	ISYSS	Single For The Rest Of My Life (Arista)	
15	14	LUDACRIS	Move Bitch (Def Jam South/IDJMG)	
20	15	AMANDA PEREZ	Angel (Powerhouse/Mad Chemistry)	
14	16	EVE F/ALICIA KEYS	Gangsta Lovin' (Ruff Ryders/Interscope)	
16	17	BIG TYMERS	Oh Yeah (Cash Money/Universal)	
17	18	N.O.R.E.	Nothin' (Def Jam/IDJMG)	
19	19	TLC	Girl Talk (Arista)	
18	20	NAPPY ROOTS	Po' Folks (Atlantic)	
27	21	EVE	Satisfaction (Ruff Ryders/Interscope)	
22	22	WC	The Streets (Def Jam/IDJMG)	
24	23	SMILEZ AND SOUTHSTAR	Tell Me (ARTISTdirect)	
21	24	ERICK SERMON F/REDMAN	React (J)	
25	25	XZIBIT	Multiply (Loud/Columbia)	
26	26	BABY F/P. DIDDY	Do That... (Cash Money/Universal)	
36	27	AALIYAH	Miss You (BlackGround/Universal)	
33	28	JA RULE	Thug Lovin' (Murder Inc./IDJMG)	
23	29	FABOLOUS F/P. DIDDY & JAGGED	Trade It All (Part II) (Epic)	
48	30	B2K AND P. DIDDY	Bump Bump Bump (Epic)	

#### #1 MOST ADDED

BLU CANTRELL Breathe (Arista)

#### #1 MOST INCREASED PLAYS

2PAC Thugz Mansion (Amaru/Death Row/Interscope)

#### TOP 5 NEW & ACTIVE

50 CENT Wanksta (Shady/Aftermath/Interscope)

TONI BRAXTON Hit The Freeway (Arista)

LIL' FLIP The Way We Ball (Suckafree/Loud/Columbia)

TYRESE How You Gonna Act Like That (J)

JAHEIM Fabulous (Divine Mill/WB)

CHR/RHYTHMIC begins on Page 32.

### URBAN

LW	TW	ARTIST	SON	Label
1	1	MISSY ELLIOTT	Work It (Gold Mind/Elektra/EEG)	
2	2	LL COOL J	Luv U Better (Def Jam/IDJMG)	
3	3	ERYKAH BAOU F/COMMON	Love Of My Life (Magic Johnson/MCA)	
4	4	MUSIQ	Dontchange (Def Soul/IDJMG)	
5	5	SEAN PAUL	Gimme The Light (VP/Atlantic)	
6	6	JAY-Z F/BEYONCE	'03 Bonnie & Clyde (Roc-A-Fella/IDJMG)	
11	7	NELLY	Air Force Ones (Fo' Reel/Universal)	
10	8	CLIPSE	When The Last Time... (Star Trak/Arista)	
9	9	GINUWINE	Stingy (Epic)	
7	10	NELLY F/KELLY ROWLANO	Dilemma (Fo' Reel/Universal)	
8	11	ASHANTI	Baby (Murder Inc./IDJMG)	
18	12	EMINEM	Lose Yourself (Shady/Interscope)	
16	13	JAHEIM	Fabulous (Divine Mill/WB)	
13	14	AALIYAH	I Care 4 U (BlackGround)	
14	15	TLC	Girl Talk (Arista)	
12	16	MARIO	Braid My Hair (J)	
17	17	ERICK SERMON F/REDMAN	React (J)	
15	18	NAPPY ROOTS	Po' Folks (Atlantic)	
24	19	R. KELLY	Ignition (Jive)	
28	20	JA RULE	Thug Lovin' (Murder Inc./IDJMG)	
20	21	AMERIE	Talkin' To Me (Rise/Columbia)	
25	22	DRU HILL	I Should Be... (Def Soul/IDJMG)	
19	23	CAM'RON	Hey Ma (Roc-A-Fella/IDJMG)	
23	24	JENNIFER LOPEZ	Jenny From The Block (Epic)	
31	25	BUSTA RHYMES	Make It Clap (J)	
33	26	EVE	Satisfaction (Ruff Ryders/Interscope)	
32	27	TONI BRAXTON	Hit The Freeway (Arista)	
49	28	B2K AND P. DIDDY	Bump Bump Bump (Epic)	
29	29	BABY F/P. DIDDY	Do That... (Cash Money/Universal)	
21	30	B2K	Why I Love You (Epic)	

#### #1 MOST ADDED

R. KELLY Ignition (Jive)

#### #1 MOST INCREASED PLAYS

B2K AND P. DIDDY Bump Bump Bump (Epic)

#### TOP 5 NEW & ACTIVE

COMMON F/MARY J. BLIGE Come Close To Me (MCA)

NEXT Imagine That (J)

SWIZZ BEATZ Bigger Business (DreamWorks)

NAS Made You Look (Columbia)

TANK Let Me Live (BlackGround)

URBAN begins on Page 39.

### AC

LW	TW	ARTIST	SON	Label
2	1	PHIL COLLINS	Can't Stop Loving You (Atlantic)	
1	2	VANESSA CARLTON	A Thousand Miles (A&M/Interscope)	
3	3	FAITH HILL	Cry (Warner Bros.)	
4	4	KELLY CLARKSON	A Moment Like This (RCA)	
6	5	SANTANA F/MICHELLE BRANCH	The Game Of Love (Arista)	
5	6	FIVE FOR FIGHTING	Superman (It's Not Easy) (Aware/Columbia)	
8	7	SHERYL CROW	Soak Up The Sun (A&M/Interscope)	
7	8	ENRIQUE IGLESIAS	Hero (Interscope)	
9	9	CELINE DION	A New Day Has Come (Epic)	
11	10	LEANN RIMES	Life Goes On (Curb)	
12	11	JOSH GROBAN	To Where You Are (143/Reprise)	
10	12	DARYL HALL & JOHN OATES	Do It For Love (BMG/Heritage)	
14	13	J. BRICKMAN F.J. KRAKOWSKI	You (Windham Hill/RCA Victor)	
13	14	JOHN MAYER	No Such Thing (Aware/Columbia)	
17	15	DARYL HALL & JOHN OATES	Forever For You (U-Watch)	
15	16	KELLIE COFFEY	When You Lie Next To Me (BNA)	
16	17	MARIAH CAREY	Through The Rain (Monarc/IDJMG)	
20	18	DIXIE CHICKS	Landslide (Monument)	
19	19	AVRIL LAVIGNE	Complicated (Arista)	
23	20	SHANIA TWAIN	I'm Gonna Getcha Good! (Mercury)	
18	21	NORAH JONES	Don't Know Why (Blue Note/Virgin)	
21	22	JAMES TAYLOR	Whenever You're Ready (Columbia)	
24	23	DJ SAMMY & YANOU	Heaven (Candlelight) (Robbins)	
22	24	CHRIS EMERSON	All Because Of You (Monomoy)	
—	25	ROD STEWART	These Foolish Things (J)	
29	26	TAMARA WALKER	If Only (Curb)	
—	27	PAUL SIMON	Father And Daughter (Nick/Jive)	
26	28	BENNY MARDONES	I Want It All (Crazy Boy/Go-Kart)	
—	29	GARFUNKEL/SHARP/MONDOLOCK	Bounce (Manhattan)	
28	30	KENNY G F/CHANTE MOORE	One More Time (Arista)	

#### #1 MOST ADDED

CELINE DION At Last (Epic)

#### #1 MOST INCREASED PLAYS

SHANIA TWAIN I'm Gonna Getcha Good! (Mercury)

#### TOP 5 NEW & ACTIVE

JOHN MAYER Your Body Is A Wonderland (Aware/Columbia)

GRAHAM NASH I'll Be There For You (Artemis)

UNCLE KRACKER In A Little While (Top Dog/Lava/Atlantic)

CELINE DION At Last (Epic)

NITA WHITAKER Heaven Holds The Ones I Love (LML)

AC begins on Page 52.

### HOT AC

LW	TW	ARTIST	SON	Label
1	1	SANTANA F/MICHELLE BRANCH	The Game Of Love (Arista)	
2	2	AVRIL LAVIGNE	Complicated (Arista)	
3	3	CREED	One Last Breath (Wind-up)	
4	4	NO DOUBT F/LADY SAW	Underneath It All (Interscope)	
5	5	JOHN MAYER	Your Body Is A Wonderland (Aware/Columbia)	
7	6	UNCLE KRACKER	In A Little While (Top Dog/Lava/Atlantic)	
6	7	DAVE MATTHEWS BAND	Where Are You Going (RCA)	
8	8	MATCHBOX TWENTY	Disease (Atlantic)	
10	9	JIMMY EAT WORLD	The Middle (DreamWorks)	
9	10	VANESSA CARLTON	A Thousand Miles (A&M/Interscope)	
11	11	JOHN MAYER	No Such Thing (Aware/Columbia)	
13	12	NORAH JONES	Don't Know Why (Blue Note/Virgin)	
14	13	CALLING	Wherever You Will Go (RCA)	
12	14	SHERYL CROW	Soak Up The Sun (A&M/Interscope)	
16	15	JOHN RZEZNIK	I'm Still Here... (Walt Disney/Hollywood)	
15	16	MICHELLE BRANCH	Goodbye To You (Maverick/WB)	
17	17	LIFEHOUSE	Spin (DreamWorks)	
18	18	SIXPENCE NONE THE RICHER	Breathe Your Name (Reprise/Curb)	
19	19	TORI AMOS	A Sorta Fairytale (Epic)	
20	20	RED HOT CHILI PEPPERS	Zephyr Song (Warner Bros.)	
27	21	DIXIE CHICKS	Landslide (Monument)	
23	22	DANA GLOVER	Thinking Over (DreamWorks)	
26	23	FAITH HILL	Cry (Warner Bros.)	
22	24	AVRIL LAVIGNE	Sk8er Boi (Arista)	
21	25	COLDPLAY	In My Place (Capitol)	
25	26	MADONNA	Die Another Day (Maverick/WB)	
24	27	PINK	Just Like A Pill (Arista)	
29	28	VANESSA CARLTON	Ordinary Day (A&M/Interscope)	
28	29	KELLY CLARKSON	A Moment Like This (RCA)	
40	30	KID ROCK W/SHERYL CROW	Picture (Lava/Atlantic)	

#### #1 MOST ADDED

AVRIL LAVIGNE I'm With You (Arista)

#### #1 MOST INCREASED PLAYS

DIXIE CHICKS Landslide (Monument)

#### TOP 5 NEW & ACTIVE

DEFAULT Live A Lie (TVT)

CREED Don't Stop Dancing (Wind-up)

COUNTING CROWS Big Yellow Taxi (Geffen/Interscope)

JULY FOR KINGS Normal Life (MCA)

3 DOORS DOWN When I'm Gone (Republic/Universal)

AC begins on Page 52.

### ROCK

LW	TW	ARTIST	SON	Label
1	1	3 DOORS DOWN	When I'm Gone (Republic/Universal)	
2	2	PUDDLE OF MUDD	She Hates Me (Flawless/Geffen/Interscope)	
4	3	STONE SOUR	Both (Roadrunner/IDJMG)	
3	4	NIRVANA	You Know You're Right (Geffen/Interscope)	
5	5	NICKELBACK	Never Again (Roadrunner/IDJMG)	
6	6	PEARL JAM	I Am Mine (Epic)	
7	7	AUDIOSLAVE	Cochise (Interscope/Epic)	
8	8	FOO FIGHTERS	All My Life (Roswell/RCA)	
11	9	DISTURBED	Prayer (Reprise)	
10	10	SYSTEM OF A DOWN	Aerials (American/Columbia)	
12	11	CHEVELLE	The Red (Epic)	
9	12	THEORY OF A DEADMAN	Nothing Could... (Roadrunner/IDJMG)	
16	13	SALIVA	Always (Island/IDJMG)	
13	14	TOM PETTY & THE HEARTBREAKERS	The Last DJ (Warner Bros.)	
15	15	RED HOT CHILI PEPPERS	By The Way (Warner Bros.)	
17	16	RED HOT CHILI PEPPERS	Zephyr Song (Warner Bros.)	
14	17	ROLLING STONES	Don't Stop (Virgin)	
—	18	CREED	Weathered (Wind-up)	
18	19	SAMMY HAGAR	Things've Changed (33rd Street)	
19	20	JACKYL	Kill The Sunshine (Humidity)	
20	21	SEETHER	Fine Again (Wind-up)	
21	22	TAPROOT	Poem (Velvet Hammer/Atlantic)	
22	23	DEFAULT	Live A Lie (TVT)	
26	24	GOV'T MULE	Drivin' Rain (ATO)	
28	25	CHRIS ROBINSON	Safe In The Arms Of Love (Redline)	
24	26	QUEENS OF THE STONE AGE	No One Knows (Interscope)	
—	27	EXIES	My Goddess (Virgin)	
30	28	AUDIOVENT	Looking Down (Atlantic)	
—	29	SYSTEM OF A DOWN	Inner Vision (American/Columbia)	
25	30	BON JOVI	Everyday (Island/IDJMG)	

#### #1 MOST ADDED

DEF LEPPARD Four Letter Word (Island/IDJMG)

#### #1 MOST INCREASED PLAYS

CREED Weathered (Wind-up)

#### TOP 5 NEW & ACTIVE

MUDVAYNE Not Falling (No Name/Epic)

KORN Alone I Break (Immortal/Epic)

TRUSTCOMPANY Running From Me (Geffen/Interscope)

VONRAY Inside Out (Elektra/EEG)

SOCIALBURN Down (Elektra/EEG)

ROCK begins on Page 72.

## Monitored Airplay Overview: November 22, 2002

### URBAN AC

LW	TW	
1	<b>1</b>	MUSIQ Dontchange (Def Soul/IDJMG)
2	<b>2</b>	GERALD LEVERT Funny (Elektra/EEG)
4	<b>3</b>	INDIA.ARIE Little Things (Motown)
5	<b>4</b>	HEATHER HEADLEY He Is (RCA)
3	<b>5</b>	RUFF ENDZ Someone To Love You (Epic)
8	<b>6</b>	ERYKAH EADU F/COMMON Love Of My Life (Magic Johnson/MCA)
6	<b>7</b>	ANGIE STONE More Than A Woman (J)
7	<b>8</b>	LUTHER VANDROSS I'd Rather (J)
10	<b>9</b>	AALIYAH I Care 4 U (BlackGround)
11	<b>10</b>	WHITNEY HOUSTON One Of Those Days (Arista)
9	<b>11</b>	JAHEIM Anything (Divine Mill/WB)
19	<b>12</b>	VIVIAN GREEN Emotional Rollercoaster (Columbia)
17	<b>13</b>	BRIAN MCKNIGHT Let Me Love You (Motown)
15	<b>14</b>	DAVE HOLLISTER Baby Do Those Things (Motown)
12	<b>15</b>	MAXWELL Lifetime (Columbia)
16	<b>16</b>	JAHEIM Fabulous (Divine Mill/WB)
14	<b>17</b>	TANK One Man (BlackGround)
25	<b>18</b>	SYLEENA JOHNSON Guess What (Jive)
18	<b>19</b>	GLENN JONES I Wonder Why (Peak)
20	<b>20</b>	BOYZ II MEN/FAITH EVANS Relax Your Mind (Arista)
22	<b>21</b>	DRU HILL I Should Be... (Def Soul/IDJMG)
24	<b>22</b>	KENNY LATTIMORE/CHANTE' MOORE Lcveable... (Arista)
26	<b>23</b>	TYRESE How You Gonna Act Like That (J)
23	<b>24</b>	AL JARREAU Secrets Of Love (GRP/VMG)
21	<b>25</b>	NELLY F/KELLY ROWLAND Dilemma (Fo' Reel/Universal)
28	<b>26</b>	GINUWINE Stingy (Epic)
30	<b>27</b>	THEO Get Your Groove On (TWP Productions)
—	<b>28</b>	WYCLEF JEAN Two Wrongs (Columbia)
—	<b>29</b>	MARIAH CAREY Through The Rain (MonarC/IDJMG)
—	<b>30</b>	SOUNDS OF BLACKNESS Don't You... (Sounds Of Blackness)

#### #1 MOST ADDED

BONEY JAMES Heaven (Warner Bros.)

#### #1 MOST INCREASED PLAYS

GERALD LEVERT Funny (Elektra/EEG)

#### TOP 5 NEW & ACTIVE

JEFF MAJORS Somebody Bigger (Music One)

NEXT Imagine That (J)

NICCI GILBERT My Side Of The Story (MCA)

WILL DOWNING Don't Talk To Me Like That (GRP/VMG)

MUL-TY Looking For Love (Universal)

URBAN begins on Page 35.

### ACTIVE ROCK

LW	TW	
1	<b>1</b>	DISTURBED Prayer (Reprise)
2	<b>2</b>	NIRVANA You Know You're Right (Geffen/Interscope)
3	<b>3</b>	AUDIOSLAVE Cochise (Interscope/Epic)
4	<b>4</b>	PUDDLE OF MUDD She Hates Me (Flawless/Geffen/Interscope)
5	<b>5</b>	STONE SOUR Bother (Roadrunner/IDJMG)
6	<b>6</b>	CHEVELLE The Red (Epic)
8	<b>7</b>	3 DOORS DOWN When I'm Gone (Republic/Universal)
9	<b>8</b>	FOO FIGHTERS All My Life (Roswell/RCA)
7	<b>9</b>	SYSTEM OF A DOWN Aerials (American/Columbia)
10	<b>10</b>	SALIVA Always (Island/IDJMG)
12	<b>11</b>	TAPROOT Poem (Velvet Hammer/Atlantic)
11	<b>12</b>	PEARL JAM I Am Mine (Epic)
13	<b>13</b>	NICKELBACK Never Again (Roadrunner/IDJMG)
17	<b>14</b>	MUDVAYNE Not Falling (No Name/Epic)
24	<b>15</b>	SYSTEM OF A DOWN Inner Vision (American/Columbia)
21	<b>16</b>	SEETHER Fine Again (Wind-up)
16	<b>17</b>	RED HOT CHILI PEPPERS Zephyr Scng (Warner Bros.)
22	<b>18</b>	QUEENS OF THE STONE AGE No One Knows (Interscope)
14	<b>19</b>	BLINDSIDE Pitiful (Elektra/EEG)
15	<b>20</b>	GODSMACK I Stand Alone (Republic/Universal)
23	<b>21</b>	KORN Alone I Break (Immortal/Epic)
29	<b>22</b>	RA Do You Call My Name (Republic/Universal)
26	<b>23</b>	CRAZY TOWN Drowning (Columbia)
28	<b>24</b>	TRAPT Headstrong (Warner Bros.)
27	<b>25</b>	EXIES My Goddess (Virgin)
19	<b>26</b>	THEORY OF A DEADMAN Nothing Could... (Roadrunner/IDJMG)
25	<b>27</b>	HOOBASTANK Remember Me (Island/IDJMG)
39	<b>28</b>	CREED Weathered (Wind-up)
33	<b>29</b>	TRUSTCOMPANY Running From Me (Geffen/Interscope)
32	<b>30</b>	CINDER Soul Creation (Geffen/Interscope)

#### #1 MOST ADDED

SOCIALBURN Down (Elektra/EEG)

#### #1 MOST INCREASED PLAYS

CREED Weathered (Wind-up)

#### TOP NEW & ACTIVE

SPARTA Air (DreamWorks)

ROCK begins on Page 72.

### COUNTRY

LW	TW	
1	<b>1</b>	KEITH URBAN Somebody Like You (Capitol)
2	<b>2</b>	RASCAL FLATTS These Days (Lyric Street)
3	<b>3</b>	DIXIE CHICKS Landslide (Monument)
4	<b>4</b>	GEORGE STRAIT She'll Leave You With A Smile (MCA)
7	<b>5</b>	TOBY KEITH Who's Your Daddy? (DreamWorks)
5	<b>6</b>	MONTGOMERY GENTRY My Town (Columbia)
9	<b>7</b>	TIM MCGRAW Red Ragtop (Curb)
8	<b>8</b>	SHANIA TWAIN I'm Gonna Getcha Good! (Mercury)
6	<b>9</b>	ALAN JACKSON Work In Progress (Arista)
15	<b>10</b>	MARK WILLS 19 Somethin' (Mercury)
11	<b>11</b>	EMERSON DRIVE Fall Into Me (DreamWorks)
12	<b>12</b>	TERRI CLARK I Just Wanna Be Mad (Mercury)
14	<b>13</b>	KENNY CHESNEY A Lot Of Things Different (BNA)
13	<b>14</b>	BROOKS & DUNN Every River (Arista)
16	<b>15</b>	TRAVIS TRITT Strong Enough To Be Your Man (Columbia)
10	<b>16</b>	REBECCA LYNN HOWARD Forgive (MCA)
17	<b>17</b>	BRAD PAISLEY I Wish You'd Stay (Arista)
18	<b>18</b>	AARON LINES You Can't Hide Beautiful (RCA)
23	<b>19</b>	BLAKE SHELTON The Baby (Warner Bros.)
20	<b>20</b>	JOHN MICHAEL MONTGOMERY 'Til Nothing... (Warner Bros.)
21	<b>21</b>	LONESTAR Unusually Unusual (BNA)
22	<b>22</b>	GARY ALLAN Man To Man (MCA)
25	<b>23</b>	KELLIE COFFEY At The End Of The Day (BNA)
24	<b>24</b>	CAROLYN DAWN JOHNSON One Day Closer To You (Arista)
26	<b>25</b>	TRICK PONY On A Mission (H2E/WB)
19	<b>26</b>	TAMMY COCHRAN Life Happened (Epic)
27	<b>27</b>	TRACE ADKINS Chrome (Capitol)
28	<b>28</b>	STEVE HOLY I'm Not Breakin' (Curb)
30	<b>29</b>	JENNIFER HANSON Beautiful Goodbye (Capitol)
29	<b>30</b>	STEVE AZAR Waitin' On Joe (Mercury)

#### #1 MOST ADDED

FAITH HILL When The Lights Go Down (Warner Bros.)

#### #1 MOST INCREASED PLAYS

BLAKE SHELTON The Baby (Warner Bros.)

#### TOP 5 NEW & ACTIVE

PINMONKEY I Drove All Night (BNA)

DIAMOND RIO I Believe (Arista)

KEITH URBAN Raining On Sunday (Capitol)

MICHAEL PETERSON Lesson In Goodbye (Monument)

SDXWIRE Way Too Deep (Warner Bros.)

COUNTRY begins on Page 44.

### ALTERNATIVE

LW	TW	
2	<b>1</b>	FOO FIGHTERS All My Life (Roswell/RCA)
1	<b>2</b>	NIRVANA You Know You're Right (Geffen/Interscope)
3	<b>3</b>	PUDDLE OF MUDD She Hates Me (Flawless/Geffen/Interscope)
4	<b>4</b>	DISTURBED Prayer (Reprise)
5	<b>5</b>	STONE SOUR Bother (Roadrunner/IDJMG)
7	<b>6</b>	CHEVELLE The Red (Epic)
8	<b>7</b>	SALIVA Always (Island/IDJMG)
6	<b>8</b>	RED HOT CHILI PEPPERS Zephyr Song (Warner Bros.)
10	<b>9</b>	AUDIOSLAVE Cochise (Interscope/Epic)
11	<b>10</b>	SEETHER Fine Again (Wind-up)
12	<b>11</b>	GOOD CHARLOTTE Lifestyles Of The Rich And... (Epic)
13	<b>12</b>	QUEENS OF THE STONE AGE No One Knows (Interscope)
9	<b>13</b>	SYSTEM OF A DOWN Aerials (American/Columbia)
15	<b>14</b>	EMINEM Lose Yourself (Shady/Interscope)
14	<b>15</b>	3 DOORS DOWN When I'm Gone (Republic/Universal)
17	<b>16</b>	TAPROOT Poem (Velvet Hammer/Atlantic)
19	<b>17</b>	SUM 41 Still Waiting (Island/IDJMG)
20	<b>18</b>	SR-71 Tomorrow (RCA)
16	<b>19</b>	PEARL JAM I Am Mine (Epic)
22	<b>20</b>	USED The Taste Of Ink (Reprise)
23	<b>21</b>	JIMMY EAT WORLD A Praise Chorus (DreamWorks)
27	<b>22</b>	SYSTEM OF A DOWN Inner Vision (American/Columbia)
25	<b>23</b>	OK GO Get Over It (Capitol)
26	<b>24</b>	HOOBASTANK Remember Me (Island/IDJMG)
21	<b>25</b>	WHITE STRIPES Dead Leaves And Dirty Ground (Third Man/V2)
28	<b>26</b>	VINES Outthaway (Capitol)
33	<b>27</b>	TRUSTCOMPANY Running From Me (Geffen/Interscope)
30	<b>28</b>	AUTHORITY ZERO One More Minute (Lava/Atlantic)
24	<b>29</b>	STROKES Someday (RCA)
31	<b>30</b>	BOX CAR RACER There Is (MCA)

#### #1 MOST ADDED

SOCIALBURN Down (Elektra/EEG)

#### #1 MOST INCREASED PLAYS

SYSTEM OF A DOWN Inner Vision (American/Columbia)

#### TOP 5 NEW & ACTIVE

RED HOT CHILI PEPPERS Can't Stop (Warner Bros.)

JURASSIC 5 What's Golden? (Interscope)

DAVE MATTHEWS BAND Grey Street (RCA)

SEV Same Old Song (Geffen/Interscope)

DISTILLERS City Of Angels (Hellcat/Epitaph)

ALTERNATIVE begins on Page 77.

### SMOOTH JAZZ

LW	TW	
3	<b>1</b>	FOURPLAY Rollin' (Bluebird/RCA Victor)
2	<b>2</b>	CHUCK LOEB Sarao (Shanachie)
1	<b>3</b>	EUGE GROOVE Slam Dunk (Warner Bros.)
5	<b>4</b>	RICHARD ELLIOT Q.T. (GRP/VMG)
8	<b>5</b>	STEVE OLIVER High Noon (Native Language)
6	<b>6</b>	BWB Groovin' (Warner Bros.)
4	<b>7</b>	NORMAN BROWN Just Chillin' (Warner Bros.)
7	<b>8</b>	NATALIE COLE Tell Me All About It (GRP/VMG)
9	<b>9</b>	GERALD ALBRIGHT Ain't No Stoppin' (GRP/VMG)
11	<b>10</b>	JEFF GOLUB Cold Duck Time (GRP/VMG)
12	<b>11</b>	PETER WHITE Who's That Lady? (Columbia)
13	<b>12</b>	DIANA KRALL Just The Way You Are (Verve/VMG)
10	<b>13</b>	LARRY CARLTON Morning Magic (Warner Bros.)
17	<b>14</b>	BONEY JAMES Grand Central (Warner Bros.)
16	<b>15</b>	BOB JAMES Morning, Noon & Night (Warner Bros.)
14	<b>16</b>	KENNY G F/CHANTE MOORE One More Time (Arista)
18	<b>17</b>	STEVE COLE Off Broadway (Warner Bros.)
20	<b>18</b>	N. BROWN & M. McDONALD I Still Believe (Warner Bros.)
19	<b>19</b>	DAVID BENOIT Then The Morning Comes (GRP/VMG)
21	<b>20</b>	MICHAEL MANSON Outer Drive (A440 Music Group)
24	<b>21</b>	MARION MEADOWS Tales Of A Gypsy (Heads Up)
23	<b>22</b>	JOAN OSBORNE I'll Be Around (Compendia)
22	<b>23</b>	MAYSA Friendly Pressure (N-Coded)
26	<b>24</b>	KENNY G Paradise (Arista)
25	<b>25</b>	AL JARREAU & JOE COCKER Lost And Found (GRP/VMG)
28	<b>26</b>	CRAIG CHAQUICO Afterglow (Higher Octave)
—	<b>27</b>	DAVE KOZ & JEFF KOZ Blackbird (Rendezvous/WB)
30	<b>28</b>	MICHAEL LINGTON Still Thinking Of You (3 Keys)
29	<b>29</b>	LEE RITENOUR Module 105 (GRP/VMG)
—	<b>30</b>	BONA FIDE Willie Don (N-Coded)

#### #1 MOST ADDED

DAVE KOZ & JEFF KOZ Blackbird (Rendezvous/WB)

#### #1 MOST INCREASED PLAYS

DAVE KOZ & JEFF KOZ Blackbird (Rendezvous/WB)

#### TOP 5 NEW & ACTIVE

PIECES OF A DREAM Turning It Up (Heads Up)

JEFF LORBER Chopsticks (GRP/VMG)

NORAH JONES Come Away With Me (Blue Note/Virgin)

RICK DERRINGER Jazzy Koo (Rock And Roll...) (Big3)

KEN NAVARRO Healing Hands (Shanachie)

Smooth Jazz begins on Page 59.

### TRIPLE A

LW	TW	
1	<b>1</b>	U2 Electrical Storm (Interscope)
2	<b>2</b>	WALLFLOWERS When You're On Top (Interscope)
3	<b>3</b>	RED HOT CHILI PEPPERS Zephyr Song (Warner Bros.)
5	<b>4</b>	PEARL JAM I Am Mine (Epic)
4	<b>5</b>	MATCHBOX TWENTY Disease (Atlantic)
6	<b>6</b>	BRUCE SPRINGSTEEN Lonesome Day (Columbia)
7	<b>7</b>	JOHN MAYER Your Body Is A Wonderland (Aware/Columbia)
8	<b>8</b>	DAVE MATTHEWS BAND Grace Is Gone (RCA)
12	<b>9</b>	TORI AMOS A Sorta Fairytale (Epic)
10	<b>10</b>	TRACY CHAPMAN You're The One (Elektra/EEG)
9	<b>11</b>	COUNTING CROWS Miami (Geffen/Interscope)
16	<b>12</b>	DAVID GRAY The Other Side (ATO/RCA)
11	<b>13</b>	COLDPLAY In My Place (Capitol)
14	<b>14</b>	NORAH JONES Don't Know Why (Blue Note/Virgin)
17	<b>15</b>	JACKSON BROWNE The Night Inside Me (Elektra/EEG)
13	<b>16</b>	SANTANA F/MICHELLE BRANCH The Game Of Love (Arista)
22	<b>17</b>	SUSAN TEDESCHI Alone (Tone-Cool/Artemis)
21	<b>18</b>	PRETENDERS Complex Person (Artemis)
19	<b>19</b>	TOM PETTY & THE HEARTBREAKERS The Last DJ (Warner Bros.)
20	<b>20</b>	ROLLING STONES Don't Stop (Virgin)
25	<b>21</b>	JACK JOHNSON Bubble Toes (Enjoy/Universal)
24	<b>22</b>	FEEL Won't Stand In Your Way (Curb)
18	<b>23</b>	SHERYL CROW Steve McQueen (A&M/Interscope)
23	<b>24</b>	RYAN ADAMS Nuclear (Lost Highway/IDJMG)
26	<b>25</b>	HOOBASTANK Running Away (Island/IDJMG)
—	<b>26</b>	COLDPLAY Clocks (Capitol)
28	<b>27</b>	NORAH JONES Come Away With Me (Blue Note/Virgin)
—	<b>28</b>	BECK Lost Cause (Geffen/Interscope)
30	<b>29</b>	BRAD Shinin' (Redline)
29	<b>30</b>	OUR LADY PEACE Somewhere Out There (Columbia)

#### #1 MOST ADDED

HOWIE DAY Sorry So Sorry (Epic)

#### #1 MOST INCREASED PLAYS

COLDPLAY Clocks (Capitol)

#### TOP 5 NEW & ACTIVE

GEORGE HARRISON Stuck Inside A Cloud (Capitol)

DELBERT MCCLINTON Same Kind Of Crazy (New West/Red Ink)

MARK KNOPFLER Why Aye Man (Warner Bros.)

RHETT MILLER Come Around (Elektra/EEG)

CHRIS ROBINSON Safe In The Arms Of Love (Redline)

TRIPLE A begins on Page 84.

# Publisher's Profile

By Erica Farber

## BRUCE LUNDVALL

CEO/President, Jazz & Classics, Capitol Records



**B**ruce Lundvall is the consummate record executive. His passion, enthusiasm and love for the product are as strong today as they were when he entered the business in 1960. The first place he knocked on the door, looking for a job, Blue Note Records, is one of the labels he now has the pleasure of heading.

With so many artists and genres of music attached to his name, Lundvall's jazz connection has always played an important role in his personal and professional life. Claiming to be a "failed" tenor saxman,

Lundvall started sneaking into jazz clubs at the age of 15 and is now guaranteed the best seat in the house.

**Getting into the business:** "When I was a kid, I was an amateur musician and a record collector. The one thing I wanted to do more than anything else when I realized that I wasn't a good enough musician was to be in the record business. In college I had interviews with Xerox and IBM, and I got so turned off. I wanted to work in an area that would interest me, and that was music. I got my first opportunity in 1960, when I got out of the Army. The first label I went to was Blue Note. No jobs. Then I went to Columbia. They hired me as a trainee in July 1960. That's when I started, and I have been doing it ever since."

**Vision for Blue Note:** "Blue Note is the oldest existing jazz label, started in 1939. I have to have a real dedication to the history of the label and to making sure that it continues to support the most adventurous and credible artists in jazz. I also have to have a commercial vision, because we work for a large company. It's a balancing act between some artists who are brilliant but don't sell, other artists who are brilliant and do sell and artists who sell but may not be brilliant."

"My vision is to make it parallel to and a little ahead of the time we live in. The idea is to find people who are cutting-edge and who are advancing the music. Then you have to have artists like a Cassandra Wilson or, obviously, a Norah Jones, someone who is selling millions of records. There are a lot of people in the world of jazz — as there are in every area of music or art — who have to pigeonhole everything and have a category that things fit into neatly. Artists don't think that way at all; they think anything but that. Jazz artists don't think of themselves as being narrowcast; they think of themselves as having a broad reach. Some do, some don't."

**State of the music business:** "It's driven by people who want instant gratification and instant success; it's certainly not driven by artistry. At the end of the day, only really great artists make this business continue. There's been too much concentration on finding something that looks like this or sounds like that. That's not what it's

about; it's about finding people who are original and who have something to say. We have a responsibility to our parent companies, because we are a business, but, more important, we have a responsibility to an art form. It happens to be called music.

"When you get the art form right, the business comes. People have forgotten that. You may sell a couple million records here and there, but what do you end up with? An artist who is going to cost you a great deal of money and not sell anymore. That's happened all too often. I'm not saying that you don't need some of that, but the emphasis has shifted a little too far that way.

"One of the issues for me is that there's a lack of loyalty on the part of employees to employer and vice versa. Great music companies used to be made up of people who were really a team. They'd never think of leaving. That seems to be something of the past. If you're going to really enjoy your life, most of your life is spent at work, so why not work with passion in a place where you have collaborators who work as a team and have loyalty to a label, as opposed to a corporation? It used to be that the label was the vision. EMI has a real chance at this, because we're still an independent and not part of some big conglomerate. There is still an independent spirit that I love."

**The relationship between the music industry and radio:** "My responsibility is to sign artists and then try to convince radio to acknowledge and support those artists. I never think of radio first; I never think of marketing first; I never think of hit singles. If you hear a hit single, great. More important, if there's an artist, the hits may or may not come, but a career could develop. I don't hear big hit singles with Norah Jones, but look what's happening. Radio's starting to play her current single, and at multiple formats. I didn't expect that, but those songs ran through my head for months and months before the record ever came out. I couldn't stop singing those songs. There's a kind of simple magic to that."

**State of radio:** "What I used to love was radio formats that would play lots of different things. Now it's so narrowcast and oriented toward numbers and demographics that I find it to be not a very positive thing, generally speaking. A lot of the reason that people tune in to News stations is because of what's going on at commercial radio with music. I'd love to see a free-form radio station again. I wonder what would happen with personality radio and all that stuff. It's very old-fashioned, but it was so wonderful. People just couldn't wait to turn on the radio."

**Something about his company that might surprise our readers:** "The history of contemporary jazz music is documented at Blue Note by the greatest artists of the genre, with the sole exception of, maybe, Charlie Parker, who never recorded for Blue Note. From 1939 to the present, the label has had the foremost practitioners of the music in their most pure state. Everything about the label, including the graphics, the photography, the recorded sound and the artists signed, is part of a whole fabric."

"There was a personalized approach to recording the music. There was a whole aura about a Blue Note record. When I was a kid, any time a Blue Note record came out, I had to listen to it and probably had to own it. When you say Blue Note, you're saying jazz. It may be the only label name or label look that instantly says jazz."

**Most influential individual:** "John Hammond was probably the greatest talent scout in the history of popular music. He signed everyone from Bessie Smith to Billie Holiday to Lester Young to Count Basie to Bob Dylan to Aretha Franklin to George Benson to Bruce Springsteen to Stevie Ray Vaughan. He was a record producer, but more than anything else he was a signer. He worked at Columbia the entire time I was there, from 1960 till I left. This guy was my hero."

"Also, Goddard Lieberson, the first President of

Columbia Records I worked for. He was an absolute genius and an extraordinary man, leader and music guy. And Alfred Lyons, the founder of Blue Note. I got to know him in the last several years before he passed away. He was still alive when we started Blue Note again in 1985. The first artist we signed was a guitar player named Stanley Jordan. His album was certified Gold last week, after 18 years. Lyons had the same point of view as Hammond: Find the guys who have that voice, that magic, that special something. It's hard to hear, but once you hear it, you know it."

**Career highlight:** "There are a number of signings I was proud of over the years. Willie Nelson would be one, when he was dropped from Atlantic and no one wanted him. Then someone utterly new, like Bobby McFerrin, whom no one was interested in because he didn't sing lyrics. Bringing back Dexter Gordon after he came back from Copenhagen was a highlight. He was a lifelong idol of mine. I signed Wynton Marsalis to Columbia Records after hearing him in a club, when he was still with Art Blakey. Norah Jones, obviously, is a major moment in my life."

**Career disappointment:** "There was a great original trumpet player named Woody Shaw, whom all the musicians will tell you was one of the last original trumpet players. He ended up killing himself with drugs, which is horribly disappointing. His reputation remains, but he never had the kind of success other people have had on his instrument. I lost Whitney Houston. I had her signed to Elektra and lost her to Clive and Arista. John Hammond brought me Stevie Ray Vaughan, and my boss at the time said, 'We don't need a blues guitar player.' But you don't regret those things."

**Favorite radio format:** "Jazz, and I listen to Classical too."

**Favorite television show:** "The Sopranos."

**Favorite book:** "The Blind Assassin by Margaret Atwood or Empire Falls by Richard Russo or the last book by William Kennedy, Roscoe. And The Master and Margarita by Mikhail Bulgakov."

**Favorite movie:** "Any Woody Allen movie, especially Broadway Danny Rose. And any W.C. Fields movie, particularly The Man on the Flying Trapeze. W.C. Fields is my hero."

**Favorite artist:** "One of my favorite artists would be Clifford Brown or Bud Powell or Charlie Parker."

**Favorite restaurant:** "Esca is my new favorite here in New York. It's a Southern Italian seafood restaurant, quite unique."

**Beverage of choice:** "Wine."

**Hobbies:** "I like to cook. In the last 10 years that's been my favorite hobby. I'm not very good, but it's the most fulfilling thing. I collect antiques, I'm an amateur photographer, I listen to music all the time, and I like to read."

**E-mail address:** "bruce.lundvall@capitolrecords.com."

**Advice for radio:** "Keep a very open mind, be as flexible as possible, and support real artists. We are a culturally deprived nation. We need quality. To really have fulfillment in life used to mean stepping up to things that might take a little bit of a challenge. Music was always something uplifting. Too often now the trash that's out there brings everyone down to the lowest common denominator. Is that what art is about? I don't think so."

**Advice for records:** "Be an initiator, not a responder. The most important thing is to be attuned to music as a main focus, as opposed to something that you're doing because it's part of the product you sell. The best people, in record companies are people who are music people, as opposed to people who work for music companies. People who are really involved in music listen to music all the time; they have a passion for it. The real word for working in any business is passion. Passion starts with whatever it is that you're selling or marketing or doing. In our case, it happens to be music."



# R&R

## TALK RADIO SEMINAR

**MARCH 6-8 2003**

## DON'T MISS THE MOST IMPORTANT ANNUAL EVENT IN TALK RADIO!

"R&R's Talk Radio Seminar is the most productive and beneficial management and programmer's event we attend in any given year." — *Mickey Luckoff, Pres/GM and Jack Swanson, OM KGO-KSFO/San Francisco*

"I left with five pages of notes about things I will use to make my station better. Maybe you should change the name of the convention – it's not just for talk stations." — *Jim Farley, VP News/Programming, WTOP AM & FM/Washington, DC*

"TRS is still the most valuable thing I go to each year and R&R works hard to make it so." — *Phil Boyce, OM/PD WABC/New York*

"By far the best and most productive broadcast seminar available today. TRS has always attracted the industry's best and brightest." — *Ken Kohl, OM/KFBK-KSTE/Sacramento and Clear Channel Regional Brand Mgr.*

**MARINA BEACH MARRIOTT  
LOS ANGELES, CA**

## REGISTER NOW!

### SEMINAR registration

**FAX THIS FORM BACK TO 310-203-8450**

**OR MAIL TO:**

R&R Talk Radio Seminar 2003  
P.O. Box 515408  
Los Angeles, CA 90051-6708

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

**OR REGISTER ONLINE AT [www.radioandrecords.com](http://www.radioandrecords.com)**

#### MAILING ADDRESS

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

#### SEMINAR FEES

BEFORE FEBRUARY 7, 2003 \$399  
FEBRUARY 8 - FEBRUARY 28, 2003 \$450  
AFTER FEBRUARY 28, 2003  
ON-SITE REGISTRATION ONLY \$500

There is a \$50.00  
cancellation fee.  
No refunds after  
February 14, 2003

#### METHOD OF PAYMENT

PLEASE ENCLOSE SEPARATE FORMS FOR EACH INDIVIDUAL REGISTRATION

Amount Enclosed: \$ \_\_\_\_\_

Visa  MasterCard  American Express  Discover  Check

Account Number \_\_\_\_\_

Expiration Date

Month \_\_\_\_\_ Date \_\_\_\_\_ Signature \_\_\_\_\_

Print Cardholder Name Here \_\_\_\_\_

**QUESTIONS?** Call the R&R Talk Radio Seminar 2003  
Hotline at **310-788-1696**

### HOTEL registration

#### Marina Beach Marriott, Los Angeles, CA

Thank you for requesting reservations at the Marina Beach Marriott. Our staff would like to take the opportunity to extend a warm welcome to you during your upcoming meeting.

- To confirm your reservation, your arrival must be guaranteed by charging two nights deposit to a major credit card, or you may send payment by mail. Deposits will be refunded only if reservation is cancelled at least 14 days prior to arrival.
- Reservations requested after February 10, 2003 or after the room block has been filled are subject to availability and may not be available at the Seminar rate.
- Check in time is 3:00 pm; check out time is 12noon.

TYPE OF ROOM	TALK RADIO SEMINAR RATE
Single / Double	\$179/night

FOR HOTEL RESERVATIONS, PLEASE CALL:  
**310-301-3000 or 800-228-9290**

Or mail to:

Marina Beach Marriott

4100 Admiralty Way, Marina del Rey, CA 90292

[www.marriotthotels.com/laxmb](http://www.marriotthotels.com/laxmb) (Group Code radrada)

# MARIAH CAREY Charmbracelet

THE NEW ALBUM featuring "THROUGH THE RAIN" 12.03.02



Over 1250 Pop spins

Top 5 Phones at: KRBE & WPRO

Top 10 Callout at: KIIS & WKRZ

New at: WSTR/Atlanta, B94/Pittsburgh, WNCI/Columbus

On over 130 Pop Stations including:

Z100	KIIS	KHKS	KRBV	WIOQ
WXKS	KRBE	WDRQ	Q100	WKQI
Y100	KBKS	KDWB	WBLI	WFLZ and many more!

Dec 3<sup>rd</sup> Oprah Winfrey & MTV Special  
Dec 10<sup>th</sup> Dateline NBC & BET Turnstyle  
December 11<sup>th</sup> Today Show



TRL #5



MONARC THE ISLAND DEF JAM MUSIC GROUP  
A UNIVERSAL MUSIC COMPANY

WWW.MARIAHCAREY.COM WWW.MONARC.COM WWW.IS.ANDCORDS.COM MANAGEMENT LOUISE MCHEALY FOR MAROON ENTERTAINMENT, INC.