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R&R

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JUNE 14, 2002

Welcome To R&R Convention 2002!

If you're in Beverly Hills, get ready to rock! Aerosmith's Steven Tyler and Tom Hamilton are just two of the special guests appearing this week. A complete schedule of events begins on Page 18. If you're home, you can follow each day's events on the R&R website: www.radioandrecords.com.



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The second part of John Parikhal's "Four Pillars of Radio Success" focuses on the customer — the most important person to any business. Are the radio and record industries satisfying their customers these days? John makes a case that they're not. But he has some suggestions on how they can turn that trend around. Our Management, Marketing & Sales section this week also features essays from consultants Ed Shane and Dave Van Dyke. And a popular radio executive is in our GM spotlight — Infinity/Phoenix Market Manager Clancy Woods.

Pages 8-14

CONVENTION MEMORIES!

Assuming you didn't kill too many brain cells at previous R&R Conventions, you've no doubt racked up quite a few great memories of striking up new friendships, attending inspiring sessions and listening to great music. Carol Archer asks friends in the Smooth Jazz community for their favorite convention memories, and Jim Kerr consulted his archives to present you with a year-by-year retrospective of the Alterna-action at recent meetings.

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IN THE NEWS

- Michael Powell predicts ownership-limit review will be done by 2003
- XM execs confronted by protesters over content diversity
- Pete Rosenblum named Elektra VP/Alternative Promotion
- Earl Jones becomes GM of WJLB & WMXD/Detroit

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THIS #1 WEEK

- CHR/POP**
 - VANESSA CARLTON A Thousand Miles (A&M/Interscope)
- CHR/RHYTHMIC**
 - NELLY Hot In Here (Fo' Reel/Universal)
- URBAN**
 - CAM'RON Oh Boy (Roc-A-Fella/IDJMG)
- URBAN AC**
 - JFHEIM Anything (Divine Mill/WB)
- COUNTRY**
 - GEORGE STRAIT Living And Living Well (MCA)
- AC**
 - CE:LINE DION A New Day Has Come (Epic)
- HOT AC**
 - SH:RYL CROW Soak Up The Sun (A&M/Interscope)
- SMOOTH JAZZ**
 - JEFF GOLUB Cut The Cake (GRP/MG)
- ROCK**
 - KRCEGER & SCOTT Hero (Roadrunner/Columbia/IDJMG)
- ACTIVE ROCK**
 - GOC:SMACK I Stand Alone (Republic/Universal)
- ALTERNATIVE**
 - KRO:GER & SCOTT Hero (Roadrunner/Columbia/IDJMG)
- TRIPLE A**
 - JACK JOHNSON Flake (Enjoy/Universal)



EXCLUSIVE

Teens Say Downloading Music For Free Not Morally Wrong

Edison/R&R study uncovers disturbing trend, but industry can still work to change behavior

By FRANK CORREIA
R&R MUSIC EDITOR
fcorreia@radioandrecords.com

LGS ANGELES — Recent first-week sales booms from such artists as Eminem and Ashanti may have brightened the skies for some industry executives, but a recent study by Edison Media Research for R&R shows that clouds continue to loom both overhead and on the horizon for the recording industry overall.

According to the results of the national survey, revealed here at R&R Convention 2002, 74% of 12-17-year-olds answered no when asked if there is anything morally wrong about downloading music for free off the Internet.

Another statistic unearthed in Edison's "Ultimate Record Buyer Study II": 10% of 12-17s who actively download music from the Internet and previously purchased music have not purchased a single CD or cassette in the past 12 months. And, when it comes to copying, the percentage goes much higher: 53% of the same age group have burned someone else's copy of a CD rather than purchasing the CD themselves.

Such findings point to a disturbing trend among younger music fans and suggest that record labels haven't framed the downloading issue in a manner that can change

"People pay millions to have artists endorse their products. The recording industry needs to use that power."
— Larry Rosin

EDISON/See Page 28

Bortnick Becomes Westwood One COO

Chuck Bortnick has been appointed COO of Westwood One, effective July 1. Bortnick will continue as President/COO of Westwood One subsidiary Metro Networks/Shadow Broadcast Services, a post he was given in 1999 following Metro's merger with Shadow. "Chuck has done a tremendous job of building the Metro Networks business and integrating Metro and Shadow," said Westwood One President/CEO Joel Hollander, to whom Bortnick reports. "He's a talented executive, and I look forward to his continued contributions



Bortnick

BORTNICK/See Page 22

Radio Is Forever!

Clarke Brown looks ahead

Tony Novia
R&R CHR EDITOR
tnovia@radioandrecords.com

In these days when much of the attention is on the big companies like Clear Channel and Infinity, Jefferson-Pilot Radio Division President Clarke Brown, who also happens to be a former employer of this editor, is quite proud that he knows the names of all his GMs, their wives and their kids. "We don't need 'Hello, my name is' badges at our meetings," he says, proudly.

Brown is also proud that his little company continues to do quite well. The radio division represents about

10% of the parent company, Jefferson-Pilot Financial, an insurance and financial services company that has total assets of more than \$26 billion.

Jefferson-Pilot bought its first radio station in 1922 and now owns 17, all in top 50 markets. Brown, who oversees all of these stations, began his radio career 37 years ago

as an account executive at WQXI-AM & FM/Atlanta. With a law degree in hand, Brown, widely respected for his Southern hospitality, charming personality and business savvy, rose through



Brown

See Page 40

Logan Set As OM Of WUSN/Chicago

Lon Helton
R&R COUNTRY EDITOR
lhelton@radioandrecords.com

Eric Logan has been named to the newly created OM position at Infinity's Country WUSN/Chicago. Logan, who is also Infinity's Country Format Captain and who currently works in Tampa as OM of the company's Sports WQYK-AM, Country combo WQYK-FM & WYUU and Buccaneers Radio Network, is expected to take on his new duties by early July.

"Leaving behind my friends in Tampa, who are really more like

LOGAN/See Page 22



Logan

Univision Makes Play For HBC

TV giant gets radio company for \$3.5 billion

By ADAM JACOBSON
R&R RADIO EDITOR
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A Spanish-language television giant has agreed to a marriage with a giant of Spanish-language radio. As of R&R's Tuesday-evening deadline, Univision Communications — owner of the Univision, Telefutera and Galavisión television networks and the Univision Music Group — was expected to



Tichenor

agree to a \$3.5 billion merger with Hispanic Broadcasting.

News of a probable deal between the two companies was first announced by the Wall Street Journal and the Miami Herald, both of which cited sources close to the negotiations. R&R additionally confirmed that a deal was

UNIVISION/See Page 22

BMG To Acquire Zomba For \$3 Billion

Deal includes Jive's 'N Sync, Britney Spears

By RON RODRIGUES
R&R EDITOR-IN-CHIEF
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Zomba Music Group, the high-flying music organization that includes the Jive Records label, is selling out to BMG for nearly \$3 billion. When the deal closes, BMG will have in its stable such artists as 'N Sync, The Backstreet Boys and Britney Spears to go with the likes of Whitney Houston, Pink and The Dave Matthews Band.

Until now BMG has owned 25% of Zomba's publishing business and 20% of its label operations. When those deals were consummated, 12 years ago, Zomba head and founder Clive Calder agreed to a "put" option to sell the remainder of his company to BMG in 2002. With the option expiring at the end of this year, Calder has exercised the option, triggering the sale to BMG.

ZOMBA/See Page 22

Citadel Files For \$575 Million IPO

Company plans to trade on NYSE as 'CDL'

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

Less than a year after being acquired by Forstmann Little for \$2.1 billion and going private, Citadel has announced that it is returning to the public sector. The company filed to raise \$575 million in an initial public offering on the New York Stock Exchange.

In a June 5 SEC filing Citadel, which previously used the ticker symbol "CITC," proposed use of the ticker symbol "CDL" for its next life as a publicly



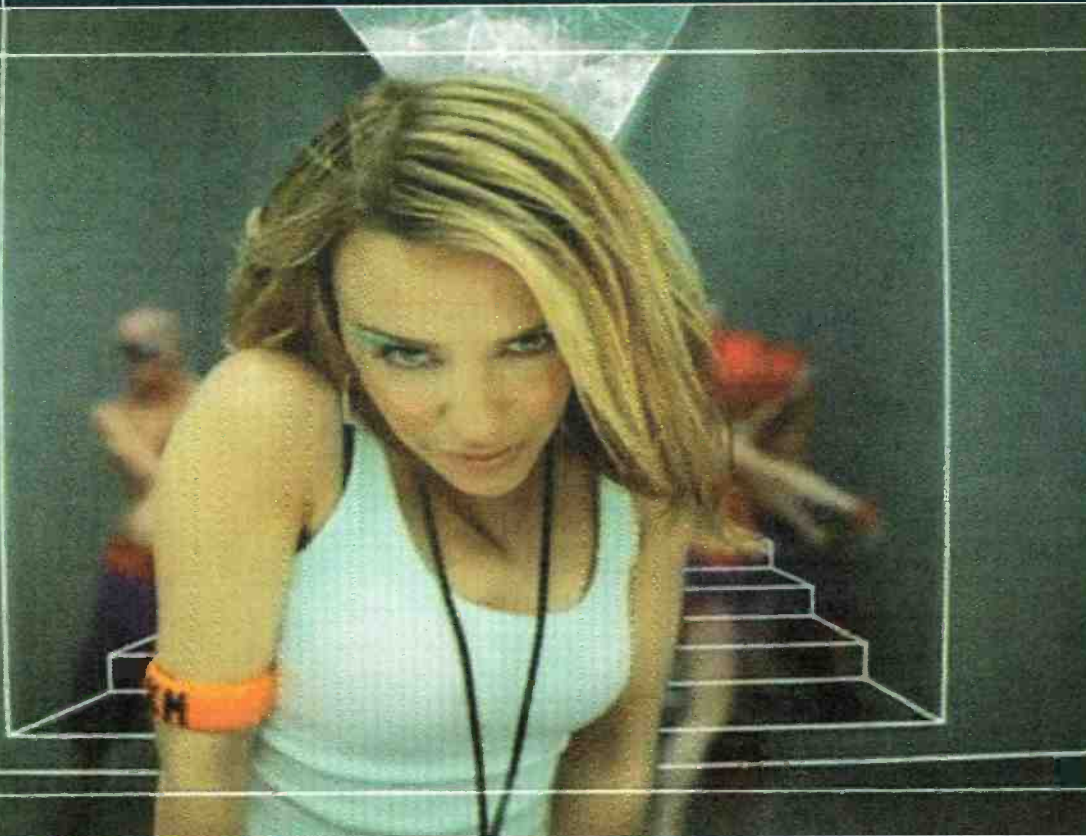
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CITADEL/See Page 28

love at first sight



Lylee



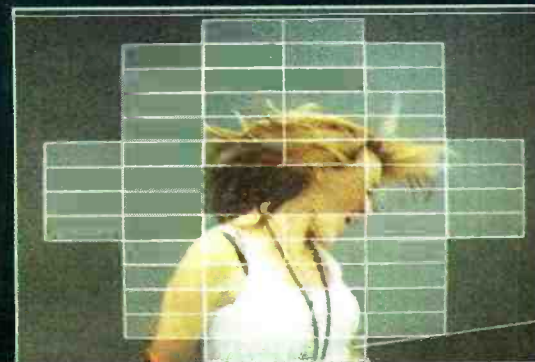
the follow-up to the #1 international smash single
"can't get you out of my head,"
from her album Fever.



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Rosenblum Rejoins Elektra As VP/Alternative Promo

Pete Rosenblum has been named VP/Alternative Promotion at Elektra Entertainment Group. The appointment marks Rosenblum's second tour of duty at the label, he served as Elektra's National Director/Alternative Promotion in 1998.

"It's great to have Pete back in the Elektra family," said Elektra Sr. VP/Promotion Dennis Reese.

"He has the vision and passion to break all of our exciting new signings, as well as a tremendous ability to help us take our superstars to the next level."

Rosenblum was previously VP/Promotion at Mammoth Records. Before that he served as Sr. Director/Alternative & Rock Promotion for Arista Records. Rosenblum began his career in the music business in 1992, running the college department for EastWest Records.

Jones Joins CC/Detroit As GM Of WJLB & WMXD

Earl Jones has been promoted to GM at Clear Channel's Urban-Urban AC combo WJLB & WMXD/Detroit, replacing Terry Arnold. Jones was most recently GSM of Clear Channel's WGST/Atlanta and the Georgia News Network, as well as Director/Sports Marketing for the Atlanta Falcons Radio Network.

"Earl has the experience, personality and drive to hit the ground running in Detroit," Clear Channel Regional VP Dave Pugh said. "WJLB and WMXD are great Urban signals with strong audience shares. Earl will be a strong addition to our already very successful operations in Detroit."

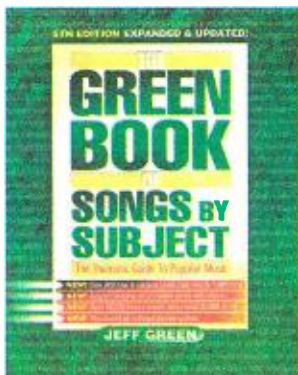
Clear Channel Sr. VP Dave Crowl said, "When Dave Pugh moved to Detroit last month, I had great faith that he'd assemble a top-notch team to move the market to the next level. Bringing in Earl Jones is his first step toward that goal. Earl will add a great deal to the cluster."

Jones — who will begin his new duties later this month — started his broadcast career 20 years ago after five years as a player for the Falcons. He has worked in radio and TV sales in Atlanta and Washington, DC. "I am really excited about

JONES/See Page 28

Apply Topically

Seven years in the making, the new, 1,569-page fifth edition of *The Green Book of Songs By Subject* classifies 35,000 songs in all musical genres and on nearly 1,800 subjects. Green Book author (and R&R Executive Editor) Jeff Green came up with the idea for the compilation during an airshift 25 years ago on the occasion of Elvis Presley's death, when Green honored Elvis by playing songs about him and on related topics. The thematic collection grew from a recipe-card holder to a three-ring binder to the book's first edition, published in 1982. Read R&R Rock Editor Cyndee Maxwell's review and interview with Green on Page 85.



Media-Ownership Review To Be Completed By Summer '03

■ Powell: Time needed to analyze marketplace

Although there's no firm date for broadcasters to mark on their calendars, FCC Chairman Michael Powell has set next summer as the target for completion of the commission's media-ownership review. The FCC is currently reviewing its radio market-ownership limits, its newspaper-broadcast cross-ownership rule and its 35% nationwide TV ownership cap.

Powell told Bloomberg earlier this week that the commission needs time to make sure media-ownership rules for each industry are consistent and will withstand court chal-



Powell

lenges. "We're shooting for a pretty comprehensive solution in which the majority, if not all, of the major proceedings are done before the summer of 2003," he said. "We are taking a slightly more skeptical eye than some commissions have in the past about having an absolute rule or prophylactic rule against certain combinations."

He added that companies, investors and analysts are unrealistic if they expect the FCC to deregulate the media industry quickly, because

POWELL/See Page 28

Sharpton Group, Protesters Confront XM About Including Diverse Content

By MOLLIE ZIEGLER
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More than 60 protesters from the National Association of Black Organizations and Al Sharpton's National Action Network shouted "No justice, no peace" as they gathered in front of XM Satellite Radio's national headquarters in Washington, DC on June 6.

At the same time, leaders from the two organizations were inside, negotiating with XM executives in a bid to get the satcaster to air programming from religious programmer the Word Network. The protesters, predominantly African-American, also shouted, "XM Radio, do the right thing," while police and passers-by looked on.

NAN consultant Sam Riddle told R&R the purpose of the meeting was to encourage XM to offer more "value-positive programming." He said most mainstream Urban programming is "disgusting, misogynistic material about 'bitches' and 'hos'" that contains "debasing language and a high incidence of violence." He continued, "We want a channel for the Word's programming."

NABO CEO Rev. Horace Sheffield, who also runs NAN's Detroit office, told R&R he's not happy with the results of the meeting. He exhorted protesters to be ready to go to the Motor City to encourage General Motors to pull XM from

XM/See Page 28

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The Back Pages 114

Dalesio Promoted To Nassau EVP/COO

Don Dalesio has been promoted to Exec. VP/COO of Nassau Broadcasting, which operates 11 stations in New Jersey and Pennsylvania. He has been VP/Shore Group for Nassau since 1997, overseeing WADB, WOBN-AM & FM, WBBO & WJLK/Monmouth-Ocean.

Nassau, in June 2001, agreed to sell those stations to Millennium

Radio Group for \$90 million, and Millennium assumed control of the cluster on Tuesday. Nassau will continue to operate Manahawkin Communications' Classic Rock WCHR-FM/Monmouth-Ocean — which Dalesio helped launch — via an LMA.

DALESIO/See Page 21

Alpert Now WRRD/Milwaukee Ops Dir.

Dick Alpert has been named Operations Director at Christian Talk WRRD (The Word)/Milwaukee, which was WYLO before Salem acquired it from Catholic Family Radio last year. Alpert was recently the primary voice for a national realty-related technology company.

Alpert worked mornings at WEZW/Milwaukee (now Clear Channel's WXSS) seven years ago. He has been in the market since 1981, having also worked at WISN and WLTV. Early in his radio ca-

reer Alpert was on staff at various stations in the Wisconsin markets of La Crosse and Fond du Lac.

"The people here at the station have been refreshing to me," Alpert told R&R. "Salem is amazing and a super company to work for. They are bringing the word to Milwaukee. There is a lot of quality Christian programming out there that we will be sharing within our market. I'm excited to help build a station at this level that people are going to want to listen to."

HOW TO REACH US

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Emmis, HBC, Entravision Close Deutsche Bank Conference

Company leaders discuss bold news ways to grow business

By Joe Howard
R&R WASHINGTON BUREAU
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Although they aren't the biggest players in the game, the companies that closed out the three-day Deutsche Bank Media 2002 Conference, held June 2-5, had big things to say to investors about where their companies and the radio industry are heading.

"We said we were going to get it done this year, and we're going to get it done," Emmis Communications Chairman/CEO Jeff Smulyan told investors, referring to the company's plan to split its radio and television divisions.

Smulyan told the *Los Angeles Business Journal* last week that Emmis will spin off its TV group later this year to appease investors who want to focus on radio, and he said at the conference, "We think there are people who see what we see in television and want to invest in it, but most radio people do not."

When it comes to radio, Smulyan told investors, Emmis resists the cookie-cutter approach and looks to handle many different formats. "If a market hole is there," he said, "we'll

find a way to do the format, do the programming and do it well."

Instead of separating the two, Entravision Communications is exploring ways to cross-promote its radio and TV holdings. "We're starting to look at ways to sell radio and television together, particularly on a national platform," Entravision Chairman/CEO Walter Ulloa told investors at the conference. He noted that, while the company has done some cross-selling on a local level, "That's not where we've seen the synergies so far."

Ulloa said Entravision is testing cross-promotional strategies in a few markets now, using the same national sales managers to sell both media. "If that works successfully," he said, "we'll roll it out to the remaining mar-

kets where we own television and radio."

While Hispanic Broadcasting's recently announced acquisition by Univision (see story, Page 1) could lead to myriad cross-promotional opportunities, that deal hadn't been announced when HBC CFO Jeff Hinson told investors at the Deutsche Bank gathering his thoughts on the importance of money management. He told investors that the money the company has spent recently in trying to increase ratings and defend its position in Los Angeles probably resulted in the best ratings HBC has ever had.

"We think we spent the money wisely," Hinson said, adding that he's also proud of how HBC managed costs for its online effort, Netnio.com. "We never got out of hand with it, so we didn't have to cut it back." Hinson said these and other aspects of how the company handles its funds have had a lot of impact on its bottom line.

Added Ad Spending Set To Boost Radio Fortunes

By Adam Jacobson
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All signs are pointing to a formidable surge in media advertising, particularly for radio. Several analysts note that things are picking up significantly throughout the U.S. and that most companies are poised to benefit as the nation's economy continues its growth trend.

In fact, a recent PricewaterhouseCoopers forecast predicts that total U.S. ad spending will grow at an annual compound rate of nearly 5% through 2006. That's reason to cheer, considering the 8% drop in spending in 2001 and the meager 1.6% improvement seen so far this year.

The report estimates that global media and entertainment spending will reach \$1.4 trillion by 2006, after creeping past the \$1 trillion mark in 2001. For the radio industry in particular, PricewaterhouseCoopers predicts that

digital radio will begin to stimulate radio advertising by 2004 and that Internet radio will provide a new advertising medium for the Canadian radio industry during that same year.

According to Wachovia Securities analyst Jim Boyle, radio's share of local advertising has risen from 9% in 1995 to an estimated 11.8% this year, driving the medium's revenue growth and free-cash-flow pace. He added that local radio ad dollars are "stickier" and less vulnerable to economic slowdowns than major-market TV and

newspaper ad dollars and pointed out that, while radio revenues were down 1% in Q1 — compared to a 7% overall drop in 2001 — newspaper revenues were down 6% in Q1.

Meanwhile, Merrill Lynch's Jessica Reif Cohen said May "started in a gallop but finished in a trot." Despite the slow finish, the month's strong paces are further signs of a recovery in radio advertising. "Demand for national and local advertising has firmed," Cohen said, adding that stations in New York, Los Angeles and Chicago are now faring as well as those in midsized markets.

May's strength, she pointed out, was due in part to increased television ad dollars during the May sweeps. Cohen

ANALYSTS/See Page 6

BUSINESS BRIEFS

WSJ, USA Today Cover Radio-Label Controversies

An article in the June 10 *Wall Street Journal* delved into the controversy surrounding the role of independent promoters in the relationship between radio stations and record labels, claiming companies like Clear Channel Communications are trying to "exploit their growing heft and take more control in their relationships with record labels." In mentioning Clear Channel's annual gathering of programmers, set for this week in Los Angeles, *WSJ* said the labels' access to the programmers comes with a \$40,000 price tag — that's what record labels pay to sponsor a portion of the corporate meetings and showcase their music for the Clear Channel programmers. J Records President/CEO Charles Goldstruck told the paper "something has to give" in the excessive cost of dealing with independent promoters as the overall industry revenue base continues to fall, while Tri-State Promotions' Bill Scull noted that the radio and record industries "need to sit down and get together to find better ways to do business — kind of like Pakistan and India need to do."

On June 5 *USA Today* declared in a front-page feature that "the music biz is in trouble." The story by Edna Gundersen covered what other publications have been reporting for some time, saying that music piracy and a perceived lack of product, combined with high CD prices and what the writer called the "narrow, unimaginative playlists" that have come with radio consolidation, led to the recording industry's first sales slump in more than 10 years. The lead article and four related stories did not include comments from radio- and record-industry executives. Many of the comments that did appear were from former *Spin* Editor Alan Light, who lamented that today's artists have not been given an opportunity to develop. Additionally, SoundScan CEO Mike Shalett told *USA Today* that downloading may not be taking a significant bite out of record profits but noted that it "definitely has the opportunity to become a bigger problem as more households have CD burners."

Disney Strikes \$1 Billion Ad Deal

According to the *Los Angeles Times*, Disney has struck a deal with ad-buying firm OMD USA that will include all of Disney's divisions, including its 53 radio stations and the Radio Disney and ESPN Radio networks. Among the companies represented by OMD are PepsiCo, McDonald's Corp., Apple Computer, Universal Pictures, Gillette Co. and Visa. Although she declined to comment on the reported price tag, ABC spokeswoman Julie Hoover told *R&R* the one-year deal is set to begin Oct. 1 and will expire on Sept. 30, 2003. She added, "There's never been a deal of this size and scale before. It's a really big deal."

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				
	6/7/01	5/31/02	6/7/02	5/31/01	5/31/02-6/7/02
R&R Index	240.57	267.22	259.38	+8%	-3%
Dow Industrials	11,090.09	9925.25	9589.67	-13%	-3.4%
S&P 500	1276.96	1067.14	1027.53	-19%	-3.7%

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Many business people talk about the importance of "Customer Relationship Management." With John, it's more about managing "Listener" relationships. Ask him how many ways he can reach an audience beyond traditional on-air activity, and he'll rattle off a list that includes website interaction, broadcast e-mails, a monthly family magazine, and more! You see, John is

responsible for managing and building profitability into a multi-faceted direct marketing program for two Cincinnati radio stations. It's a job he loves. As John says, "You have a new challenge each day, there's always a hill to climb... and Susquehanna Radio Corp.

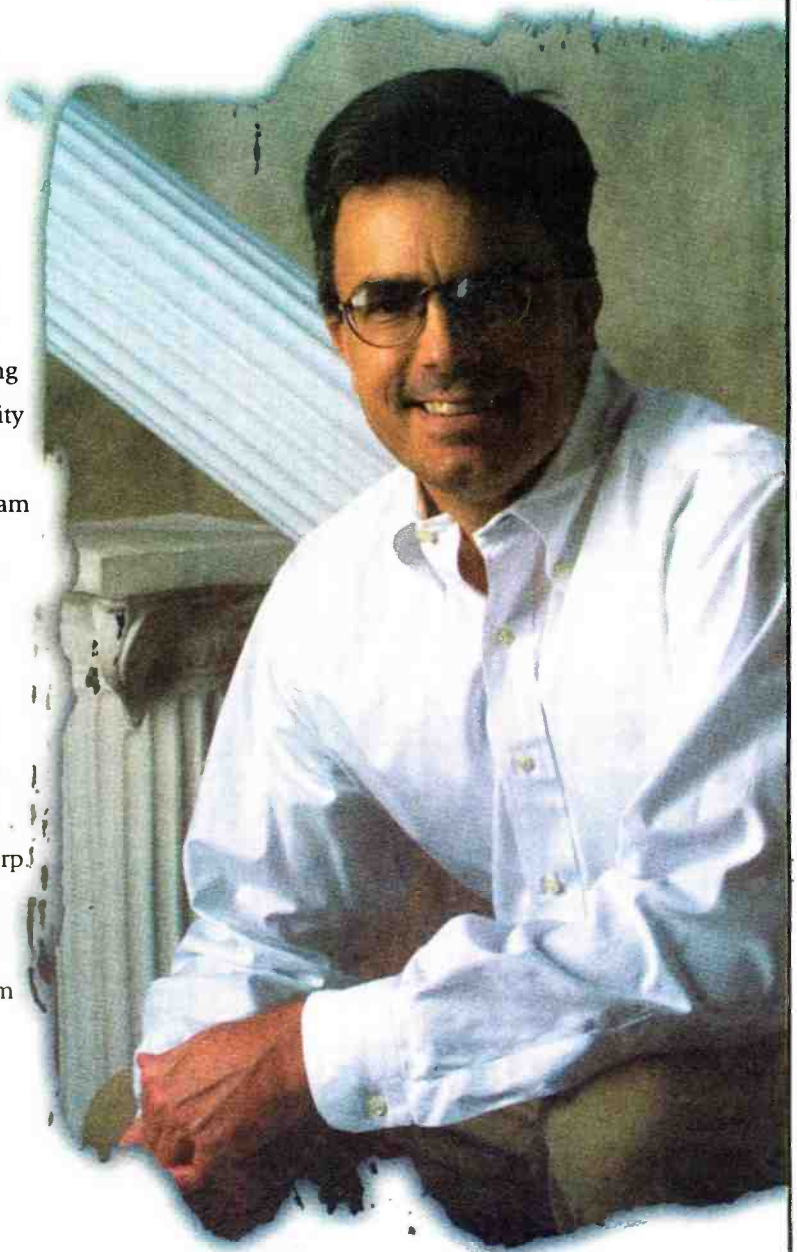
is the kind of company that gives you the right tools, support, and local decision-making authority that permits you to act quickly and outperform the competition!"

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DEAL OF THE WEEK

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2002 DEALS TO DATE

Dollars to Date: **\$865,203,185**
(Last Year: \$3,863,725,728)

Dollars This Quarter: **\$476,434,459**
(Last Year: \$315,436,435)

Stations Traded This Year: **338**
(Last Year: 1,053)

Stations Traded This Quarter: **182**
(Last Year: 151)

TRANSACTIONS AT A GLANCE

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

- **WBIB-AM/Centreville, AL** \$146,397
- **WASZ-FM/Ashland and WZZX-AM/Lineville, AL**
\$2.88 million
- **KAPZ-AM & KKSX-FM/Bald Knob, KAWW-AM & FM/Heber Springs (Batesville) and KWCK-AM & FM/Searcy (Batesville), AR** \$2.65 million
- **KOZX-FM/Cabool and KELE-AM & FM/Mountain Grove, MO**
\$800,000
- **KWOW-FM/Clifton (Waco), TX** \$2 million
- **KOKE-AM/Pflugerville (Austin), TX** \$3 million

Super Signal For 'Super Estrella' In Big D

- **Entravision gets KTCY from SBS in \$35 million deal; Momentum gains momentum in Texas with two deals**

Deal of The Week

Texas

KTCY-FM/Pilot Point
(Dallas-Ft. Worth)

PRICE: \$35 million
TERMS: Asset sale for cash
BUYER: Entravision Communications Co. LLC, headed by Chairman/CEO Walter Ulloa. Phone: 310-447-3870. It owns 52 other stations, including KZMP-AM & KRVA-AM & FM/Dallas.
SELLER: Spanish Broadcasting System, headed by President Raul Alarcon Jr. Phone: 305-441-6901
FREQUENCY: 104.9 MHz

POWER: 16kw at 1,755 feet
FORMAT: Spanish Contemporary
COMMENT: Entravision on June 10 moved its "Super Estrella" format from KRVA & KRVA-FM/Dallas to KTCY. KRVA & KRVA-FM were scheduled to receive new formats on June 13.

Alabama

WBIB-AM/Centreville

PRICE: \$146,397
TERMS: Assumption of liabilities
BUYER: Bibb Broadcasting Corp., headed by President Dennis Littleton. Phone: 205-926-9100. It owns no other stations.
SELLER: Sides-Robinson Broad-

casting Inc., headed by President John Sides. Phone: 205-664-1500
FREQUENCY: 1110 kHz
POWER: 1kw
FORMAT: Country

WASZ-FM/Ashland and
WZZX-AM/Lineville

PRICE: \$2.88 million
TERMS: Asset sale for cash
BUYER: Williams Communications Inc., headed by President Walton Williams Jr. Phone: 256-523-1059. It owns four other stations. This represents its entry into the market.
SELLER: Perry Communications, headed by President Robert Perry. Phone: 256-354-4600

FREQUENCY: 95.5 MHz; 780 kHz
POWER: 2kw at 617 feet; 5kw
FORMAT: Country; Country

Arkansas

KAPZ-AM & KKSX-FM/
Bald Knob, KAWW-AM
& FM/Heber Springs
(Batesville) and KWCK-
AM & FM/Searcy
(Batesville)

PRICE: \$2.65 million
TERMS: Asset sale for cash
BUYER: Caldwell Broadcasting LLC, headed by Managing Member Larry Crain Sr. Phone: 501-537-0720. It owns no other stations.
SELLER: Equity Broadcasting Corp., headed by VP Gordon Heiges. Phone: 501-219-2400
FREQUENCY: 710 kHz; 107.1 MHz; 1370 kHz; 100.7 MHz; 1300 kHz; 99.9 MHz
POWER: 250 watts; 19kw at 305 feet; 3kw; 50kw at 328 feet; 5kw; 50kw at 492 feet
FORMAT: News/Talk; AC; Adult Standards; Adult Standards; News/Talk; Country
COMMENT: Searcy Radio has been operating these stations via an LMA with Class Inc.

No phone listed. It owns no other stations.
SELLER: Debco Productions Inc., headed by owner R. William Jones. Phone: 417-926-4650
FREQUENCY: 98.1 MHz; 1360 kHz; 92.5 MHz
POWER: 3kw at 220 feet; 1kw; 3kw at 299 feet
FORMAT: Country; Christian Talk; Country
BROKER: Ron Kempff of Ron Kempff Communications

Texas

KWOW-FM/Clifton (Waco)

PRICE: \$2 million
TERMS: Asset sale for cash
BUYER: Momentum Media Capital, headed by Chairman Jim Anderson. No phone listed. It owns no other stations.
SELLER: M&M Broadcasters Ltd., headed by President Gary Moss. Phone: 817-645-6643
FREQUENCY: 104.1 MHz
POWER: 16kw at 459 feet
FORMAT: Country

KOKE-AM/Pflugerville
(Austin)

PRICE: \$3 million
TERMS: Asset sale for cash
BUYER: Momentum Media Capital, headed by Chairman Jim Anderson. No phone listed. It owns no other stations.
SELLER: Jamar Media, headed by sole proprietor William Jamar. No phone listed.
FREQUENCY: 1600 kHz
POWER: 5kw day/700 watts night
FORMAT: Religious

Missouri

KOZX-FM/Cabool and
KELE-AM & FM/
Mountain Grove

PRICE: \$800,000
TERMS: Asset sale for cash
BUYER: Quorum Radio Partners.

Ridge Commends Broadcasters' Unselfishness

- **Emmis receives NAB award for service**

Delivering the keynote address at Monday's NAB Service to America Summit, U.S. Director of the Office of Homeland Security **Tom Ridge** applauded broadcasters for rising to the challenge of covering the events of Sept. 11, 2001 but warned them that reporting on homeland security initiatives and the war against terrorism may present a new set of challenges.

Ridge praised the stations that went all-news in the days after Sept. 11, saying, "You accepted the reality of lost ad revenues at a time when advertising was already scarce. No matter the cost, you continued to get the news out." Ridge also credited the crowd assembled at the Ronald Reagan Building in Washington, DC for providing comprehensive coverage in the wake of the terrorist attacks. "Most of what we have learned," he said, "we

have learned through you."

However, Ridge pointed out that covering the Bush administration's homeland security initiatives will be much more difficult than covering the terrorist attacks that spawned them. "It doesn't have very good sound or visuals," he said. "It's complicated. There are a lot of gray areas."

He also noted that judging what to report may also pose a challenge: "It can be underreported, breeding false

confidence, or overreported, stoking unnecessary fears." But Ridge said that covering homeland security initiatives going forward is "one of the most important — if not the most important — story of our lifetimes."

Ridge continued, "Broadcasters have an important role in informing and educating the American people. After Sept. 11, you just didn't report the news, you helped calm fears and answer questions. I hope and believe you'll give the same attention to homeland security."

Ridge's speech was followed by a panel of journalists who agreed that, while the media has a responsibility to keep the public informed about

NAB/See Page 22

Analysts

Continued from Page 4
forecasts radio-revenue increases of 5%-7% in Q2 and 7%-9% in Q3.

Hispanic Sector To
Outperform Industry

The best news about radio's long-term growth can be found in the Spanish-language sector. Morgan Stanley's Michael Russell said in a report that Spanish-language broadcasters will easily outpace the growth of the media business overall in the next decade, thanks to what he called their "attractive niche demographics, compelling nature as largely underutilized advertising mediums and indisputable business models." He anticipates sectorwide revenue and EBITDA growth of 14%-21% over the next five years.

Still, Russell prefers the Spanish-language TV business to Hispanic radio, reasoning that limited competition on the TV side has helped such broadcasters as Univision to boost ratings and revenues. That's led the Spanish TV sector to outgrow its English-language counterpart by 1,000 basis points, while Hispanic radio has outgrown the radio business by 300 basis points.

Additionally, while Hispanics represent 13% of the U.S. population, at present just 2% of total advertising spending is directed to users of Spanish-language media — a \$3.6 billion TV and radio advertising gap that Russell said Hispanic media can begin to exploit over the next decade.

Also, now that Univision is merging with **Hispanic Broadcasting,**

which Russell singled out as the "beachfront" radio play (see story, Page 1), a plethora of dynamic synergies can be expected between Univision's television holdings, its music-recording and -publishing business and HBC's 53-station group.

Viacom's Success
May Benefit Infinity

The "robust demand for [TV] network advertising" means that Viacom's other advertising-driven assets are poised to benefit, according to Banc of America Securities analyst Timothy Wallace. He added that Viacom's stronger-than-expected upfront ad sales for the upcoming fall TV season imply improved visibility and have led to a shift in advertiser psychology. Wallace set a "strong buy" rating on Viacom and

a target price of \$63 per share.

Meanwhile, UBS Warburg analyst Christopher Dixon said Viacom's strong performance in the upfront market lessened any downside risk associated with a delayed economic recovery. He assigned a "buy" rating to Viacom stock at a price target of \$60.

While Infinity is expected to see residual remuneration from Viacom's CBS Television, investor concerns over the leadership at Walt Disney Co. may mean a difficult year ahead for ABC Radio and ABC-TV. Stockholder disappointment over the salary and bonuses paid to Disney Chairman/CEO Michael Eisner and a perceived lack of independence on the part of the company's board of directors led Guzman & Co.'s David Joyce last week to cut Disney shares from "attractive"

to "neutral" and lower his target price on the issue from \$28 to \$24.

Joyce fears that pending NYSE and Nasdaq overhauls of their rules on corporate governance could result in further investor discontent and said, "Disney is the one stock in our coverage universe that could continue to face such a skeptical investor overhang on its shares for at least several months." Joyce also cited ABC-TV's "dismal performance" this season as a prime reason Disney's turnaround may take longer than originally thought.

Since 1990 Disney has underperformed both the Dow Jones index and the S&P500, sometimes dramatically, thwarting the company's overall growth since Eisner was chosen to lead Disney in 1984.



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- Ed Shane on managing attention, Page 14

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"It starts with respect. If you respect the customer as a human being, and truly honor their right to be treated fairly and honestly, every thing else is much easier."

—Doug Smith

PART TWO OF A FIVE-PART SERIES

THE FOUR PILLARS OF RADIO SUCCESS: THE CUSTOMERS STRIKE BACK

■ *To survive, you must learn from — and about — your customers*

By John Parikhhal



JOHN
PARIKHHAL

This is the second in a series of five columns based on what I've learned during 25 years in the entertainment business. This time the focus is on customers, the most important people to any business. In this time of great change, how do you get customers and keep them? What are you doing that might be driving them away?

For almost 30 years this publication has been called *Radio & Records* — acknowledging the historical relationship that generated customers for radio, measured in ratings, and records, measured in sales. Until recently, we all understood what *radio* and *records* meant.

Records were any form of recorded music that customers bought, such as vinyl, 8-tracks, cassettes and CDs. Radio was a highly competitive, localized business that worked hard to balance its revenue goals with listeners' needs, including lots of great songs and stations that related to their emotional wants. But during the past several years radio and records have both changed their attitudes toward their customers.

The customer — either the radio listener or the record buyer — is no longer a fan with a face. Instead, for many in the radio and record businesses, customers have become inconvenient numbers that can prevent the new conglomerates from achieving their damn-the-customer profits.

CUSTOMERS FIGHT BACK

But customers are fighting back. Radio listening continues to decline. Station loyalty is declining. During the past year Joint Communications research has shown that about one-third of all listeners say they just push buttons looking for songs they like, rather than sticking with a favorite station. Other issues plague the record companies. File sharing has increased. Listeners are rebelling against mediocre product that is released one track at a time to homogenized radio stations.

Rather than acknowledging these symptoms of unhappy customers, many in the radio and record businesses blame the customers for their industries' problems, rather than looking at themselves and recognizing that they have to change.

Business genius Peter Drucker said it best: "The only purpose of a business is to create customer value and to innovate." Where's the innovation in radio? Voicetracking? Where's the innovation in the record business? Copy protection?

As I said in my last column (*R&R*, 5/3), experience in business is useless if you can't adapt, and today the rules have changed. The old entertainment economy is ending, and the new entertainment economy is beginning. Recognizing this is a first step to really serving your customers.

THE CLASH OF NEW AND OLD

When I started in the entertainment business, we all lived in the old entertainment economy (for details on the relationship between the new and old economies, see my articles in *R&R*, April 15 & 27, 2001). In the old

entertainment economy, control was in the hands of manufacturers and distributors.

On the TV side, there were only a few channels, so you watched what they offered or found something else to do. On the radio side, the government controlled radio licenses, so the options for listeners were limited. Even when FM came to the fore, the average market didn't sustain more than 15 different formats.

On the record side, you received music in the format offered — vinyl, 8-track, cassette, etc. You couldn't select your favorite songs; you had to buy the package the way it was offered. In every aspect of the old entertainment economy, prices were fixed.

In the new entertainment economy, things are turned on their heads. The consumers control what they get and the format in which they get it. That's why there's such a fierce battle around digitization by today's entertainment consumers, particularly young ones.

Radio and records consolidation is an attempt to reassert the old entertainment economy. When most of the transmitters or labels are in just a few hands, control



is returned to the old model, generating the same abuse of and contempt for the customer that the old entertainment economy perpetuated.

DVDs VS. CDs

The current problem these industries are having with their customers has come about because the consolidated entertainment economy has given customers neither value nor innovation — except in the area of DVDs. With a DVD, the customer gets extra scenes, behind-the-scenes footage, alternate endings and much more. As a result, DVD sales are exploding.

This is in sharp contrast to the record business, where customers are in a state of disbelief when they're asked to pay the same amount for 12 tracks of music on a CD as they do for a full movie and two hours of extras on a DVD. The record companies have not innovated or provided customer value. The movie companies have.

Music listeners want convenience, connection and control in the new entertainment economy. This is what the customers are asking for. Record companies (and the RIAA) are responding with a simple "No." They want to keep control, and the consequences of that attitude are going to be ugly for the music business.

So, if radio and records really want to create customer value and innovate, where should their focus be?

TYPES OF CUSTOMERS

For radio, there are six customers: listeners, advertisers, Wall Street, regulators, employees and record companies. For record companies there are three key customers: music buyers, artists and radio stations.

For the past few years, radio has been doing an excellent job with its regulatory customers at the FCC. The commission has allowed unprecedented consolidation (after fierce lobbying by the NAB and some well-placed campaign contributions). With advertisers, radio has been hit-and-miss. Some companies have aggressively held their rates and treated advertisers very well. Others have dumped inventory, sold their listener bases as a commodity and given advertisers the feeling that radio isn't such a special advertising medium after all.

As for the listeners, they hear music they don't want to hear and are forced to endure some of the heaviest commercial loads in the history of the business. Given these things, it would be easy to think that some parts of the radio industry don't care about serving the very customers who make their medium worthwhile to advertisers.

Unfortunately, these days the same indifference to customers is also apparent in the record business. Record companies don't want to give their buyers control over the way in which they use music. The labels want to stop file sharing, digitization and any technology that takes away the companies' ability to control format and price. Where is the customer value in that? Where is the innovation?

Record companies began getting into trouble the very first time they decided to go for adds on a specific week. They tried to synchronize the rollout of music. They stopped listening to program directors about which single to release from an album and allowed internal corporate politics to drive the release schedule. As a result, many weak songs were released first, weakening the public perception of the value of recorded music.

In the past, when the record companies paid close attention to one of their great customers, radio, they got much better results. It was radio PDs who picked songs like "Stairway to Heaven" and told the record companies about them. When the relationship went both ways, it was better for everyone.

HOW TO GET CUSTOMERS

So, in this rapidly merging new entertainment economy, what is the best way to get customers? Simple. Answer three questions:

1. Who are the customers?
2. What do they want?
3. How do I give them what they want?

The best way to find customers is through smart segmentation research. In other words, use research to create a map of the entertainment category in which your customers live. Such a map is the first tool for learning about your customers.

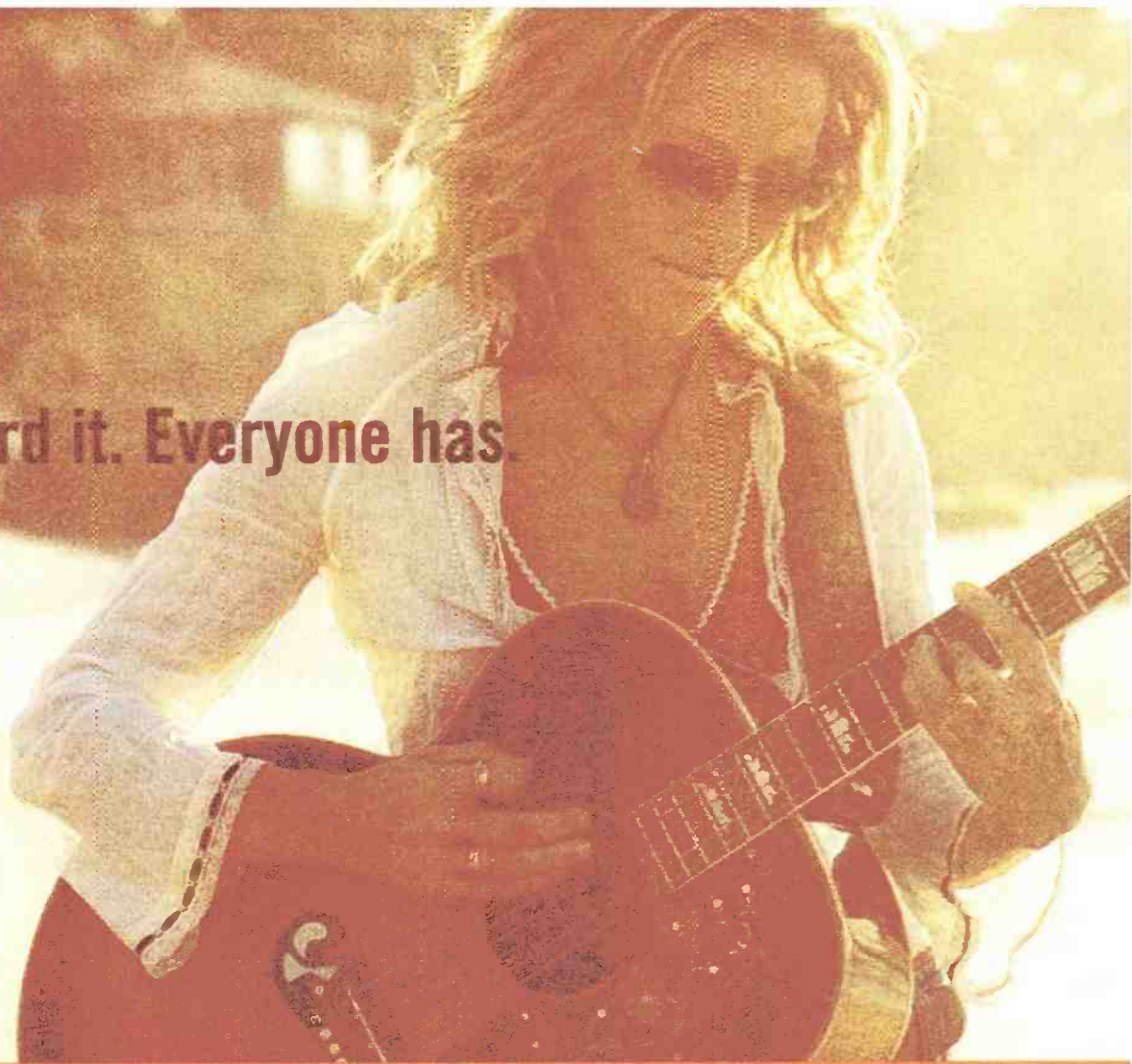
Once you know the lay of the land, find out what your customers want. And listen to them — even if you think what they want can't be done.

For example, for years listeners have complained that there are too many commercials on the radio. Radio's response has been, "That's just life." But now comes a new rival, satellite radio, with few or no commercials. If you focus too much on the past and

Continued on Page 14

John Parikhhal, 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 parikhhal@aol.com.

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R&R GM spotlight

CLANCY WOODS
 VP/Phoenix Market Manager:
 KOOL, KMLE & KZON (Infinity)



■ Strategic planning and finding the right people are keys to achievement for this GM

One of our industry's most accomplished GMs is Clancy Woods, VP/Market Manager in Phoenix for Infinity's market-leading KOOL-FM, as well as winter '02 Country leader KMLE and Alternative KZON, which posted its best book ever this past winter and which, after the first spring monthly, is ranked second in the market 12+.

When Western Cities Broadcasting, led by Clancy's early mentors Bill and Rick Phalen, was bought by Nationwide, Clancy advanced with the new owners as a GM in Tucson and Houston before shifting to Shamrock in Atlanta and, ultimately, to WHTZ (Z100)/New York in 1994. Returning to Nationwide in 1996 as VP/Radio, Western Region, Clancy rode the M&A period through Nationwide's sale to AMFM, that company's merger with Clear Channel and Infinity's purchase in 2000 of the three very successful stations that he now manages. Congratulations!

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

"It was by accident. In 1980 Western Cities Broadcasting owner Rick Phalen was moving his company to Santa Barbara, CA from Las Vegas and was having a problem getting his phones turned on. My mother, who ran the local phone company, helped him and set up a meeting for me with him, as I had just graduated from the University of California, Santa Barbara with a communications degree. Rick sent me down to Tucson to interview with [then-KRQ GM] Mike Cutshall, and I started as a seller at \$1,500 a month. Mike is still a dear friend to this day.

"As a small company, we had no promotion or big TV budgets. Everything we wanted to do resulted from creativity and ingenuity. I didn't know it at the time, but it was a great laboratory

for development. Those experiences have proven helpful to me in later situations."

How were the roots of your business and management strategy established?

"The first two product guys I ever knew and hung with were Dave Van Stone and Guy Zapoleon, who are brilliant product people. We had an immediate connection, and I spent a lot of time understanding what it was that was important on the product and content side. As I went to other places, I was always cognizant that it's much easier to create systems, procedures, sales operations and initiatives to follow a great product than it is to create a great sales system to prop up an insufficient product. It can be done, but you solve a lot of problems if you've got a product that can stand the test of time and is built on a solid foundation."

How would you describe your management style?

"To recruit the best people, communicate to them what the expectations are and give them a lot of rope to do their jobs. I'm far from a micromanager. I like to give people the opportunity to shine and have their own spheres of influence and success. We like to win, and I think all the people who work for me know that I'm always supportive of them. I take management very personally. If you invest time to develop people in enough places — and that's ultimately what our job is, to develop success in people that they never would have imagined they were capable of — success will happen."

How do you celebrate success?

"We recognize the processes that cause the ratings to happen, as opposed to celebrating the ratings. In our cynical world, all it really means is that we're geniuses for 30 days. We try to take out the peaks and valleys of the ratings. I learned a long time ago that I'm not going to let a ratings service or monthly trends

determine my level of happiness or belief in my products. As a result, we've created a process that is built upon strategic fundamentals based upon the needs of our target audiences.

"Our celebrations are muted, but they're validations that our customer-focused approach to creating products is correct. We are doing — at least, at this point in time — a very good job of identifying and meeting the needs of our target audience. But that's all it means. Tomorrow's a hell of a lot more important than yesterday."

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

"I see opportunities, not challenges. There are minor day-to-day obstacles, but, as part of the Viacom enterprise, we have a remarkable collection of assets. Finding a way to integrate and leverage those into benefits for local consumers is where I spend a lot of my time. If there's a challenge, it's having the time for the personal interaction with everybody that I'd like to have."

I'm most proud of....

"Certainly, my family is the first. I'm blessed with a great wife and four kids who are terrific people and who have a sense of adventure. We've had great experiences everywhere we've been. On a professional level, it's been the ability to contribute to the development of other people's success. But I really see that as part of my job."

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

"I was an extra in two films: One was an ABC *Movie of the Week* called *Murder at the World Series*, filmed at the Astrodome in 1976. The other was *A Player to Be Named Later*, which I don't think was ever released."

The GM Spotlight is selected by your nominations. Acknowledge the GM who made a difference in your career! E-mail nominations to jgreen@radioandrecords.com.

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Coleman's New *FACT with TSL Max*[™] Solves Radio's Biggest Programming Issue

THE PROBLEM

Most radio stations already know that library music testing is essential if they want to stay on top of the music tastes of their audience. But, as many have discovered, music testing has the potential to backfire – to hurt rather than help the ratings. How? "Hyper focus" is most often the culprit. You know the symptoms. You drill down on your P1 listeners to the point that you get a library that is overly focused. The station sounds exactly like what your P1s want, but you've ignored the Cume. It's fine if you have no competition, but when you do, watch out.

With any level of competition "hyper focus" feeds on itself driving the station in a downward spiral. P1 focus backfires. At first your

Cume erodes. Then you get so narrow that your TSL falls apart. Modern AC, Hot AC, Rhythmic CHR, Country, Alternative — every format has fallen victim. In the search for TSL, stations who over focus lose the balance between maximizing Cume and TSL.

Some stations do the opposite. Their test is too broad. Cume oriented or "montage" screened studies yield a list of songs that are liked in the market, but is too broad for "reining in" or "focusing" the sound of the station.

You get people to Cume the station only to find that you've produced a TSL nightmare. Without TSL, radio stations simply cannot achieve strong ratings.

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Learn more about *FACT with TSL Max* from (left to right) Warren Kurtzman, John Mönninghoff, Jon Coleman and Chris Ackerman at (919) 571-0000 or info@ColemanInsights.com.

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ATTENTION MANAGEMENT

By Ed Shane

What do you and Bill Gates have in common?



ED SHANE

If you said, "Billions," congratulations! You can stop reading now. Thank you for your time and your past few seconds' attention. But for the rest of us, time and attention are exactly what we have in common with Gates. We all have as much — or, if your life is like mine — as little as he has. He can't buy more than 60 minutes in an hour. He can't focus more than 100% of his attention.

No one has enough time or attention. They are resources that are distributed equally, no matter who you are. And I can't think of one of my friends or contacts who hasn't said, "Where does the time go?"

RECENT REMINDERS

While everyone in our business is sensitive to time pressure every day, that came home to me recently during a study I conducted among market managers and sales directors at radio stations in markets from the largest to the smallest. My questions were about the software they use, but their answers gave me insight into the pressures on their time.

Early on, there were refusals to participate. Voice-mails that would have prompted return calls in the past went unheeded. Several interviews that were scheduled had to be rescheduled. Two participants were interrupted during interviews by fires that had to be put out. I spoke to a sales manager who said he had "only a half-hour to 45 minutes to prepare for a presentation" and to a manager who was "running short-staffed." A most telling expression of the situation came from a Director of Sales in the Midwest: "That's how slammed I am."

They were all slammed for time.

Not that many years ago the answer to their dilemma would have been better time management. The conversations I had with them made me think of those time-honored time-management techniques we all learned in seminars.

REMEMBER TIME MANAGEMENT?

"Divide the task," the time-management experts said. They used mnemonic devices like "slice the sausage" or, "the Swiss cheese theory." They said, "Cut a big project into tiny slices and attack one element at a time," or, "Punch holes in the big project and attack the holes."

"Set priorities," the experts said. "Start on your No. 1 priority and work only on that until the project is complete, then move to No. 2 and stay with that until completion."

"Set up flag points," the experts said. "That's the way to know how far along you are in a project."

Great theories. But do they help to get things done?

Prioritization is undone by multitasking and electronic acceleration of deadlines. And how many of us get to tackle more than one little pepperoni slice of the big projects? It's comforting to feel you can "punch holes in the big project," but today's environment calls for station people to manage the holes while the company manages the cheese. Setting "flag points" cannot comfort a sales director who has 30 minutes to complete a presentation or risk the budget. Flag points don't solve the problem of who's at the fourth remote this week-end when the third one stretched the staff thin.

These time-honored theories seem quaint now, in the midst of the daily flood of e-mail, phone calls, requests for sales promotions and "Got a minute?" interruptions that never take just a minute. The flood is exacerbated by pressures to outperform last quarter and outdistance the market — and to do it all with fewer people. In other words, there's no time for time management!

Even Steven Covey, known for *The Seven Habits of Highly Effective People*, calls it "life management" rather than "time management" and urges us to take control of life's priorities, like building relationships, writing a personal mission statement, long-range planning, exercising, preventive maintenance, preparation — all those things we know we need to do but, somehow, seldom do because they aren't urgent.

"But, wait!" you say. "Life's priorities are one thing. We work on Randy's or Me's or Lew's priorities!" That's why I focus on *attention*, not time, and stress attention management rather than time management.

I recently wrote about "the attention economy" (in *Disconnected America*; M.E. Sharpe, 2001) as a counter to what some call "the information economy." We have a glut of information, but economies are not built on glut. They're based on scarcity: Scarcity of bread creates a baking economy, scarcity of money creates a dollar economy, and so on. There's no scarcity of information. What we face is a scarcity of time to pay needed attention to information.

ATTENTION VAMPIRES

Attention vampires are all around you — little distractions that eat away at your ability to focus your attention on what you're doing. When you hear "You've got mail!" or that little bell that alerts you to e-mail, do you stop, read and respond? If so, you're in the clutches of an attention vampire that entices you away from what you're doing under the guise of immediacy and urgency.

Drive a stake into the heart of the attention vampire by assigning times to pay attention. Set several periods during the day when you respond to e-mail. At all other times, ignore your e-mail or shut it off entirely. This is the same technique most busy people use for phone calls, and it's even more effective in managing e-mail.

Is your cell phone a control system or a capture system? If you respond to every message as it arrives, it's a control system, and it's controlling you. If you turn it off and use the phone as a convenient holding device for calls, it's a capture system, and you're controlling it. That's much healthier for your attention.

With wireless technology like Palm and BlackBerry, PDAs are becoming instant-messaging devices and attention vampires. Unless you practice the discipline to ignore a wireless device until you're ready to respond, the PDA is controlling you.

Your open-door policy is also an attention vampire, because it invites those spur-of-the-moment interruptions that could be handled more effectively if you weren't so accessible. On the other hand, sealing yourself behind a closed door can have the same effect. People who have waited for you to emerge overwhelm you the moment you're visible, hoping for just a shard of your attention.

And not all attention vampires are negative. In fact, the more time pressure you face, the more likely you are to allow things you really enjoy to get in your way because they're in such stark contrast to the jobs you hate. For example, the AE who spends more time on presentations than on follow-through is the victim of an attention vampire. The music director who hones a day's log for hours on end is probably avoiding a less-than-pleasant encounter elsewhere.

The attention economy is real because attention is such a valuable commodity. Taking full control of your attention resources gives you a tremendous tool in managing time.

After all, you have as much time and attention as there is. Not even Bill Gates can make more.

Ed Shane is Chief Executive of Shane Media Services, a Houston-based programming and research company working with all formats. He can be reached at 713-952-9221, eshane@shanemedia.com or via www.shanemedia.com.

Countdown To The People Meter



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

THE PEOPLE METER SOUNDS OFF

Q: Tell us about the People Meter codes. What are they composed of? How many code combinations are possible? How often are they transmitted?

A: Think of the PPM codes like a Morse code signal. The Arbitron signature code, which is the initial "symbol" in the overall code sequence, is broadcast first to alert the PPM that a station code is coming. Next, the PPM receives the station's unique code, which is assigned by Arbitron and exclusive to that audio source. The station code contains three basic symbols, so the PPM receives four code parts, including the signature code. The symbols are then repeated in a specific time offset to ensure that only the correct codes are recorded by the meter.

The codes take about four seconds to transmit and are sent out continuously. The PPM receives these codes and records them in 30-second cycles, then stores the last complete code in each 30-second segment. Right now Arbitron can use about 50,000 unique codes, but that number will increase over time as the code-generating software is improved.

Q: How can the People Meter pick up "inaudible" frequencies?

A: The PPM employs something called "psycho-acoustic masking," which makes use of the fact that your ear hears what is loudest in a group of sounds on the same audible frequency or on adjacent frequencies. In this case, Arbitron's encoding system "hides" the PPM codes in a frequency very close to the ones used by music or spoken words coming from a radio. As long as any audio is being broadcast, the PPM system will be able to transmit and receive codes without the panelists' hearing them.

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



TAKE THAT TO THE BANK

Cliff Freeman & Partners VP Adam Chasnow (l) and writer Ian Reichenthal accept the \$100,000 Radio-Mercury Award grand prize check for their "60-Second Theater: Hannibal" spot for Hollywood Video from RAB President/CEO Gary Fries (r), who also serves as co-Chairman of the Radio Creative Fund, the governing body of the Mercury Awards for advertising excellence. The presentation took place June 6 at the Waldorf-Astoria Hotel in New York City. Cliff Freeman & Partners also took the grand prize in 1995.

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ARE YOU MANAGING BY THREATS?

□ *Even if you don't think so, your employees may feel threatened*

By Dave Van Dyke



DAVE VAN DYKE

In terms of motivation, the average workplace is about midway between the extremes of high threat and high opportunity. While threats can be motivating, the personal stakes are relatively low. The danger is nothing like that imposed by a mugger or a sweatshop boss. Unless your company is faced with a major disaster, there is no way you can create survival threats sufficient to sustain a high level of motivation, even if you wanted to. And you don't.

Motivation by threat is a dead-end strategy. We are naturally more attracted to opportunities as motivation than to threats.

But it is also an unfortunate truth that most supervisors make casual use of threats, forgetting that they do not have, or want, the coercive power to motivate by fear alone. Threats, of course, move people toward the survival side of the motivation curve and away from the opportunity side. Threats tend to move people away from the high motivation of genuine opportunities — but they generally fail to move them to the survival side of the motivation curve sufficiently to create high fear-based motivation. So threats are generally counterproductive. In fact, it can be stated as a general rule that, in any civilized workplace, threats are always demotivating.

MANAGERS VS. EMPLOYEES

Do you use threats in a misguided effort to motivate your staff? Of course not! Threats are not nice, and you see yourself as a fundamentally nice person (and I bet you're right). Most managers say they never or rarely use threats.

But most employees say their supervisors do hold threats over them on a routine basis. Most employees feel that their bosses use their power to withhold opportunities and rewards and, on occasion, to actively punish and do harm. If your employees think you use threats, then you do. What matters in motivating (or trying to motivate) people is what they perceive. Their understanding of the situation drives their behavior. Therefore, your understanding of the situation is quite irrelevant.

You need to get into employees' heads and understand how they see you, so you can manage the impression you make, not just your intentions. Ken Blanchard, a wonderful trainer who says his goal is "to take the B.S. out of behavioral science," often tells his audiences, "Motivation is a six-inch job. It all comes down to the space between your ears."

The truth is that most people understand the following as threats:

- Annual performance reviews in which the supervisor tells them what they did wrong and how much of a raise they will or won't get. The link between the manager's judgment of long-past events and the manager's control over compensation is powerful in employees' minds, so formal performance reviews are actually the worst place to review performance. Many managers sense this and tend to over-report performance so as to minimize the damage their people feel from the reviews. Then

companies say they have a problem because managers won't report employee performance accurately enough. But it's a much bigger problem than that — it's threat-based management.

- Cash rewards and incentives in which managers have control over the allocation of rewards, whether the rewards are based on individual supervisors' judgments or committee decisions. Employees often focus on who didn't get the rewards. And they may feel there is a veiled threat of withholding rewards from those who don't "kiss ass" or "suck up to the supervisors." It is sad but true that employees will often view a well-intentioned reward program in a contrary and negative light.

- Bonus programs, which often degenerate into threat-based motivation. When employees see it as a case of "If you don't do X, you won't get a bonus," then it's a threat, not a reward. And that is what happens all too often — especially in our business, because employees come to see bonuses as if they're due, not something out of the ordinary. I speak to general managers every week who are trying to manage managers who didn't reach their goals but expected bonuses. When the GM doesn't pay the bonus, the employee in question becomes less motivated and their attitude suffers a direct hit.

DECISIONS FROM ON HIGH

In today's radio management environment, there is another built-in threat that on-site managers don't understand. Whenever decisions are handed down from on high — as happens so much in consolidated radio and under cluster management — those affected by the decisions tend to see them as attacks. Lacking access to the dialogue behind decisions, employees immediately worry about the personal impact of any changes. Arbitrary and apparently random and heartless change reduces their sense of control and creates resistance and fear. The result is the exact opposite of the optimism and helpfulness that characterizes the truly motivated individual.

Additionally, managers who lose their tempers with difficult employees tend to resort to direct personal threats: "This will go in your file," or "I'm keeping track of the number of days you've been late this month." These are direct threats, of course, and even the supervisor giving them perceives them as negative. If we see them that way, and we know the employee does, it shouldn't be hard to kick the habit.

But does that mean you have to be a pushover? Not a bit of it. The ultimate sign of strength is to make no threats and to take firm, appropriate action only when necessary. If someone really messes up, just make the proper note of it for his or her file. But never threaten to do so. Then, if your positive approach to motivation brings your employee around, you can make a note of that improvement for his or her file too.

So rethink your own behavior as a manager or supervisor in order to ferret out any intentional or unintentional uses of threats. Threats don't motivate, opportunities do. Move the employees toward the positive side of the motivation curve, not the negative side. All threats do is create distrust and fear.

Dave Van Dyke is a former VP/GM of KCBS-FM/Los Angeles and currently advises GMs through his company, Radio Mentor Inc. He is also President/COO of finology, a Los Angeles-based investment banking firm with broadcast interests.

RADIO SUCCESS

Continued from Page 8

don't look to the future, you will ultimately lose touch with your customers.

Giving the customers what they want requires courage. It requires openness to new ideas and a willingness to change old economic rules. And that's very hard for anyone in an industry where compensation is based on yesterday's rules and where the Wall Street casino has created unrealistic expectations about the relationship between profit, reinvestment and customer value.

BRAINSTORM CREATIVELY

In the end, the best way to break old-fashioned thinking is to use modern creative tools. Brainstorm. Do formal brainstorming using a trained moderator. Focus on strategy. If you have to tell your boss that he or she is wrong or that you don't agree, do it. Use research wisely (not just to measure images). Ask your customers how you are doing for them. And if they tell you they have a problem, don't ignore it — do something about it.

GET CUSTOMERS, KEEP CUSTOMERS

Getting customers is easier than keeping them. To keep customers, give them real service. Use your imagination, innovation and creativity to provide what they're looking for. Whenever you find yourself cutting back on customer service because it costs too much, you are doing yourself, your company and your customers a disservice. You're better than that.

MMS PROS on the MOVE

Miles Sexton is named to the newly created position of COO for Point Broadcasting and High Desert Broadcasting, licensee of KKZZ-AM, KUNX-AM, KVTA-AM, KCAQ-FM, KKBE-FM & KOCP-FM/Oxnard-Ventura, CA and KUTY-AM, KWJL-AM, KGMX-FM, KKZQ-FM & KLKX-FM/Lancaster-Palmdale, CA. Sexton, who will also serve as President of Point subsidiary Gold Coast Broadcasting, was previously GM of McDonald Media Group's KVEN-AM, KBBY-FM & KHAY-FM/Oxnard-Ventura and KMGQ & KKSJ-FM/Santa Barbara, CA. His background also includes management positions for Merrill Lynch in Orange County, CA and with CBS O&Os in Houston and Los Angeles.

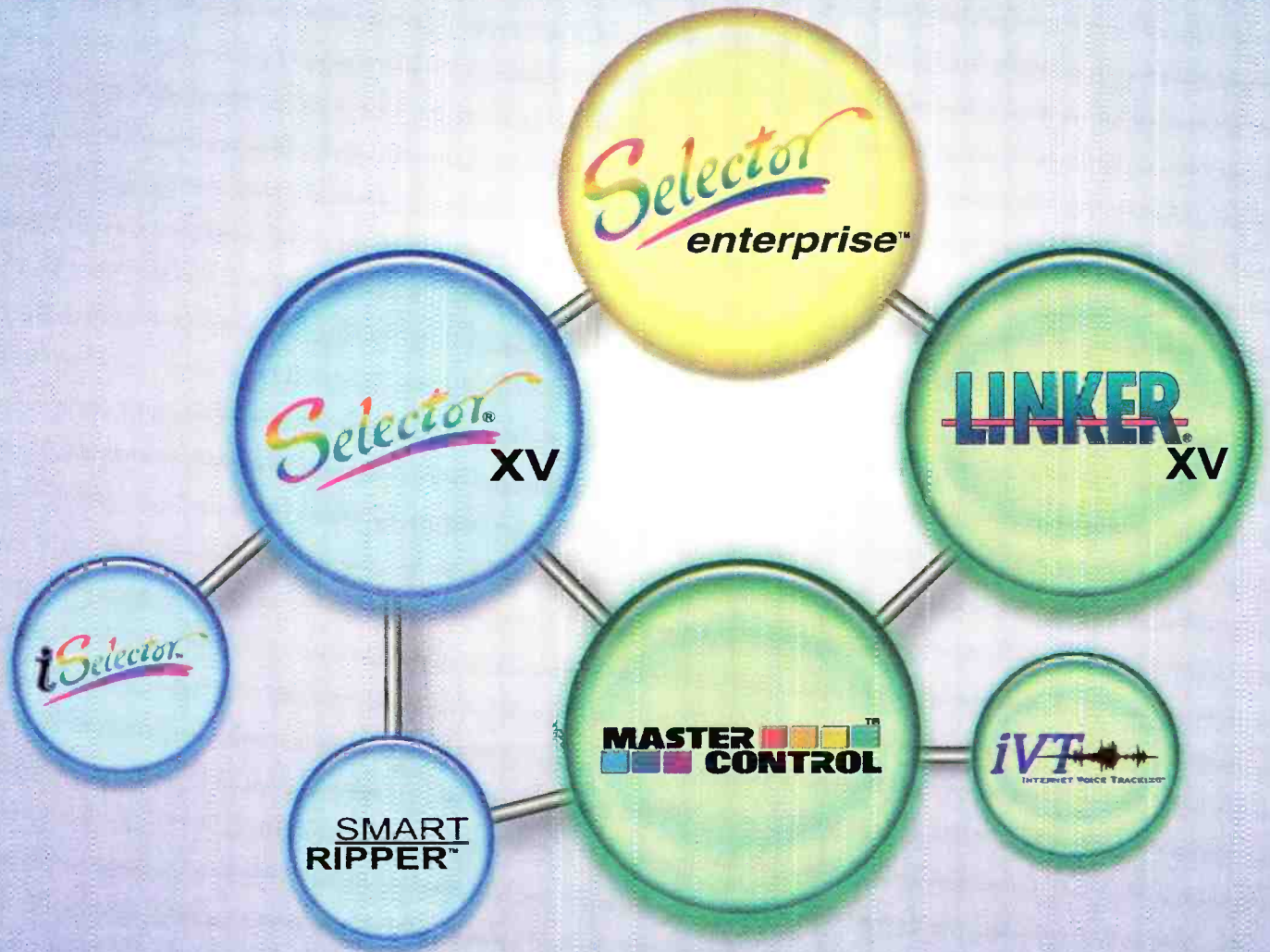
Stephen Youlios is named GSM of KFWB/Los Angeles, replacing Dina Silverman, who retires from the broadcast industry after 16 years. Youlios comes to the Southern California market after five years as owner of Netcom Sales Strategies in New York. He previously served as GSM at WGST-AM & FM/Atlanta, where he also directed sales efforts for the Georgia News Network, the Atlanta Braves Radio Network and the Atlanta Hawks Radio Network. He has also managed KAZY-FM/Denver and spent eight years as Director of Sales at CBS Radio Networks/New York.

Mark Warlaumont is the new Director/Sports Sales at KFWB/Los Angeles. He arrives from Infinity/Tampa, where he most recently oversaw the Infinity Sports Marketing program for WQYK-AM & FM and the Tampa Bay Buccaneers Radio Network. He is a former VP/GM of WKIX-AM & WYLT-FM/Raleigh and has served as VP/GM for a three-station group in Orlando. KFWB begins a five-year deal to carry the Los Angeles Dodgers in 2003.

Tim Robisch is tapped as Director of Sales for Susquehanna/Kansas City. Robisch has more than 20 years of media sales management experience, including five years with Cox Radio/Orlando and 15 years with Katz Media/Detroit.

Barbara Grosiak rises to Sr. VP/GSM of Katz Dimensions' Network Dimensions. Grosiak, who rises from VP/GSM, is a 30-year industry veteran who joined the Katz family when Blair Radio was purchased by Katz in 1987.

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Replay Users Sue

Robin Gross wants you to have a commercial-free viewing experience. And she's willing to sue every studio in Hollywood for you to get it.

Gross, a lawyer for the Electronic Frontier Foundation, has teamed up with San Francisco technology lawyer Ira Rothken and five plaintiffs from around the country to sue every content provider from Turner to Sony to MGM, asking a judge to declare the ability to skip commercials a virtual right. Also on the lawyers' radar screen: time-shifting, space-shifting (moving a show you want to watch from your TV or cable system to your personal computer) and personal, one-on-one sharing of shows among friends. Gross says, "The studios are going to have to face the fact that commercials aren't something we have to watch anymore."



David Lawrence

Why don't we have to watch those commercials? The ReplayTV 4000 and 4500 dramatically change the way one can manipulate TV. Those devices, made by Sonicblue, are themselves the target of a lawsuit brought by the very studios being sued by Gross and Rothken. The studios' claim: Watching a television show with a preference set to globally skip commercials is tantamount to theft of the show's content. If we watch television shows and don't watch the commercials, we're "stealing" the content because we're violating the implicit agreement among networks, advertisers and viewers: Ads pay for the TV you watch so you don't have to pay directly.

ReplayTV uses a combination of video black, audio silence and stopset timing to know when to return to a show, and it's hardly perfect. Watching a recent episode of *E.R.* with "Skip Commercials" engaged would have left you scratching your head as the device skipped over vignettes that faded to silence and black.

You've been able to hit the fast-forward button on VCRs for years, zip through the commercials and get back into the show you're watching. Maybe, if an image from a spot catches your eye, you'll stop and watch. The Replay devices reduce that process to a check box.

Think that can't happen to you in radio or online streaming? Think again. People are already fast-forwarding through streamed spots where they can, and the rewind and fast-forward options that will eventually be available with digital services like XM, Sirius and iBiquity may land our industries squarely in the same boat. And that's a potential disaster if advertisers demand that the rates we charge for advertising drop as fast-forwarding reduces the effectiveness of ads. That's just the sort of nightmare Robin Gross and Ira Rothken are looking to create.



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

e-charts

CHR/Pop

LWTW	ARTIST	CD/Title
2 1	EMINEM	<i>The Eminem Show</i> /"Without"
1 2	ASHANTI	<i>Ashanti</i> /"Foolish"
15 3	CHAD KROEGER	<i>Spider-Man</i> /"Hero"
10 4	PUDDLE OF MUDD	<i>Come Clean</i> /"Blurry"
6 5	NICKELBACK	<i>Silver Side Up</i> /"Bad"
4 6	SHERYL CROW	<i>C'mon, C'mon</i> /"Sun"
3 7	PINK	<i>Missundaztood</i> /"Don't"
7 8	SHAKIRA	<i>Laundry Service</i> /"Clothes"
9 9	CELINE DION	<i>A New Day Has Come</i> /"Day"
5 10	VANESSA CARLTON	<i>Be Not Nobody</i> /"Miles"
13 11	FAT JOE	<i>J.O.S.E.</i> /"Luv"
— 12	P. DIDDY	<i>P. Diddy & Bad Boy Records...</i> /"Need"
— 13	JOHN MAYER	<i>Room For Squares</i> /"Such"
12 14	NO DOUBT	<i>Rock Steady</i> /"Hella"
19 15	MICHELLE BRANCH	<i>The Spirit Room</i> /"Wanted"
14 16	CRAIG DAVID	<i>Born To Do It</i> /"Walking"
— 17	BRANDY	<i>Full Moon</i> /"Full"
17 18	LINKIN PARK	<i>Hybrid Theory</i> /"End"
20 19	GOD GOD DOLLS	<i>Gutterflower</i> /"Gone"
— 20	JIMMY EAT WORLD	<i>Bleed American</i> /"Middle"

Urban

LWTW	ARTIST	CD/Title
3 1	EMINEM	<i>The Eminem Show</i> /"Without"
1 2	ASHANTI	<i>Foolish</i> /"Foolish"
2 3	ALICIA KEYS	<i>Songs In A Minor</i> /"How"
— 4	P. DIDDY	<i>P. Diddy & Bad Boy Records...</i> /"Need"
5 5	JENNIFER LOPEZ	<i>J. Lo</i> /"Funny," "Alright"
17 6	MUSIQ	<i>Justisen</i> /"Halfcrazy"
4 7	MARY J. BLIGE	<i>No More Drama</i> /"Rainy"
6 8	LUDACRIS	<i>Word Of Mouf</i> /"Saturday," "Move"
9 9	USHER	<i>8701</i> /"Call"
— 10	CAM'RON	<i>Come Home With Me</i> /"Oh"
7 11	ANGIE STONE	<i>Mahogany Soul</i> /"Wish"
14 12	JAY-Z	<i>Blackprint</i> /"Song"
8 13	FAITH EVANS	<i>Faithfully</i> /"Love"
12 14	JAHEIM	<i>Ghetto Love</i> /"Anything"
10 15	ANN NESBY	<i>Put It On Paper</i> /"Paper"
11 16	JA RULE	<i>Pain Is Love</i> /"Down"
— 17	B2K	<i>B2K</i> /"Gots"
— 18	AVANT	<i>Exstasy</i> /"Good"
13 19	GLENN LEWIS	<i>World Outside My Window</i> /"Forged"
— 20	BRANDY	<i>Full Moon</i> /"Full"

Country

LWTW	ARTIST	CD/Title
1 1	ALAN JACKSON	<i>Drive</i> /"Drive"
3 2	BRAD PAISLEY	<i>Part II</i> /"Miss"
2 3	KENNY CHESNEY	<i>No Shoes, No Shirt...</i> /"Young," "Stuff"
5 4	EMERSON DRIVE	<i>Emerson Drive</i> /"Sleeping"
4 5	GEORGE STRAIT	<i>The Road Less Traveled</i> /"Living"
7 6	CAROLYN DAWN JOHNSON	<i>Room With A View</i> /"Want"
6 7	TRAVIS TRITT	<i>The Road I Go</i> /"Modern"
— 8	DARRYL WORLEY	<i>I Miss My Friend</i> /"Miss"
13 9	KELLIE COFFEY	<i>When You Lie Next To Me</i> /"Lie"
8 10	TOBY KEITH	<i>Pull My Chain</i> /"List"
15 11	LONESTAR	<i>I'm Already There</i> /"Day"
20 12	GARY ALLAN	<i>Alright Guy</i> /"One"
13 13	RASCAL FLATTS	<i>Rascal Flatts</i> /"Movin'"
— 14	CHRIS CAGLE	<i>Play It Loud</i> /"Breathe"
11 15	TRICK PONY	<i>Trick Pony</i> /"Just"
12 16	STEVE AZAR	<i>Wailin' On Joe</i> /"Don't"
14 17	KEVIN DENNEY	<i>Kevin Denney</i> /"Jessie"
9 18	TOMMY SHANE STEINER	<i>Then Came The Night</i> /"Angel"
18 19	BROOKS & DUNN	<i>Steers & Stripes</i> /"Heart"
17 20	WILLIE NELSON	<i>The Great Divide</i> /"Mendocino"

Smooth Jazz

LWTW	ARTIST	CD/Title
1 1	CELINE DION	<i>A New Day Has Come</i> /"Day"
3 2	ENYA	<i>A Day Without Rain</i> /"Time"
2 3	NORAH JONES	<i>Come Away With Me</i> /"Why"
4 4	BRIAN CULBERTSON	<i>Nice And Slow</i> /"About," "Without"
8 5	RICHARD ELLIOT	<i>Crush</i> /"Shotgun"
7 6	CRAIG CHAQUICO	<i>Shadow & Light</i> /"Luminosa"
10 7	DAVID BENOIT	<i>Fuzzy Logic</i> /"Snap"
6 8	KIM WATERS	<i>From The Heart</i> /"Down," "House"
9 9	ALFONSO BLACKWELL	<i>Reflections</i> /"Shuffle"
11 10	CHRIS BOTTI	<i>Night Sessions</i> /"Through"
14 11	JOYCE COOLING	<i>Third Wish</i> /"Daddy-D"
13 12	WAYMAN TISDALE	<i>Face To Face</i> /"Hide"
12 13	STEVE COLE	<i>Between Us</i> /"Into"
15 14	PIECES OF A DREAM	<i>Acquainted With The Night</i> /"Vision"
16 15	BRAXTON BROTHERS	<i>Both Sides</i> /"Whenever"
17 16	PAUL TAYLOR	<i>Hypnotic</i> /"Hypnotic"
18 17	RUSS FREEMAN	<i>To Grover With Love</i> /"East"
20 18	RICK BRAUN	<i>Kisses In The Rain</i> /"Night," "Use"
— 19	HRIPPINGTONS	<i>Life In The Tropics</i> /"Caribbean"
— 20	BONEY JAMES	<i>Ride</i> /"RPM"

Hot AC

LWTW	ARTIST	CD/Title
1 1	VANESSA CARLTON	<i>Be Not Nobody</i> /"Miles"
2 2	SHERYL CROW	<i>C'mon, C'mon</i> /"Soak"
3 3	NICKELBACK	<i>Silver Side Up</i> /"Remind," "Bad"
6 4	LINKIN PARK	<i>Hybrid Theory</i> /"End"
4 5	MICHELLE BRANCH	<i>The Spirit Room</i> /"Wanted"
8 6	PUDDLE OF MUDD	<i>Come Clean</i> /"Blurry"
7 7	GOD GOD DOLLS	<i>Gutterflower</i> /"Gone"
10 8	AVRIL LAVIGNE	<i>Let Go</i> /"Complicated"
9 9	CELINE DION	<i>A New Day Has Come</i> /"Day"
11 10	JOHN MAYER	<i>Room For Squares</i> /"Such"
13 11	CREED	<i>Weathered</i> /"Sacrifice"
12 12	CHAD KROEGER	<i>Spider-Man</i> /"Hero"
20 13	JIMMY EAT WORLD	<i>Bleed American</i> /"Middle"
— 14	COURSE OF NATURE	<i>Superkala</i> /"Caught"
15 15	NO DOUBT	<i>Rock Steady</i> /"Baby," "Hella"
16 16	DISHWALLA	<i>Opaline</i> /"Somewhere"
14 17	SHAKIRA	<i>Laundry Service</i> /"Clothes"
15 18	PINK	<i>Missundaztood</i> /"Party," "Get"
19 19	JACK JOHNSON	<i>Brushfire</i> /"Fairytale"/"Flake"
3 20	ALANIS MORISSETTE	<i>Under Rug Swept</i> /"Hands"

Alternative

LWTW	ARTIST	CD/Title
4 1	CHAD KROEGER	<i>Spider-Man</i> /"Hero"
6 2	WEEZER	<i>Maladroit</i> /"Dope"
1 3	PUDDLE OF MUDD	<i>Come Clean</i> /"Blurry," "Drift"
2 4	SYSTEM OF A DOWN	<i>Toxicity</i> /"Toxicity"
10 5	P.O.D.	<i>Satellite</i> /"Youth," "Boom"
3 6	NICKELBACK	<i>Silver Side Up</i> /"Bad"
— 7	EMINEM	<i>The Eminem Show</i> /"Without"
— 8	MOBY	<i>18</i> /"Stars"
7 9	LINKIN PARK	<i>Hybrid Theory</i> /"Papercut"
9 10	JIMMY EAT WORLD	<i>Bleed American</i> /"Middle," "Sweetness"
5 11	STAINO	<i>Break The Cycle</i> /"You," "Epiphany"
8 12	BLINK-182	<i>Take Off Your Pants And Jacket</i> /"First"
11 13	HIVES	<i>Veni Vidi Vicious</i> /"Hate"
— 14	INCUBUS	<i>Morning View</i> /"Warning"
12 15	HOOBASTANK	<i>Hoobastank</i> /"Crawling," "Running"
14 16	UNWRITTEN LAW	<i>Elva</i> /"Red"
15 17	KORN	<i>Untouchables</i> /"Stay"
16 18	JACK JOHNSON	<i>Brushfire</i> /"Fairytale"/"Flake"
— 19	CREED	<i>Weathered</i> /"Breath"
18 20	311	<i>From Chaos</i> /"Amber"

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



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

DIGITAL TOP 50

LW	TW	ARTIST	Album Title	Weeks On
1	1	EMINEM	<i>The Eminem Show</i>	4
2	2	LINKIN PARK	<i>Hybrid Theory</i>	80
3	3	SYSTEM OF A DOWN	<i>Toxicity</i>	40
8	4	CREED	<i>Weathered</i>	29
7	5	ALICIA KEYS	<i>Songs In A Minor</i>	50
6	6	BEATLES	<i>One</i>	73
5	7	ASHANTI	<i>Ashanti</i>	10
4	8	MOBY	<i>18</i>	4
25	9	NORAH JONES	<i>Come Away With Me</i>	7
6	10	NICKELBACK	<i>Silver Side Up</i>	39
9	11	CELINE DION	<i>A New Day Has Come</i>	11
—	12	DAVID BISBAL	<i>Corazon Latino</i>	1
11	13	SHAKIRA	<i>Laundry Service</i>	30
12	14	UZ	<i>All That You Can't Leave Behind</i>	86
14	15	ENYA	<i>A Day Without Rain</i>	66
21	16	P.O.D.	<i>Satellite</i>	25
22	17	PINK	<i>Missundaztood</i>	23
13	18	ORIGINAL SOUNDTRACK	<i>Spider-Man</i>	6
19	19	PUDDLE OF MUDD	<i>Come Clean</i>	27
18	20	BLINK-182	<i>Take Off Your Pants & Jacket</i>	52
16	21	JOHN MAYER	<i>Room For Squares</i>	10
20	22	LIMP BIZKIT	<i>Chocolate Starfish And...</i>	87
23	23	LUDACRIS	<i>Word Of Mouf</i>	28
37	24	JENNIFER LOPEZ	<i>J. Lo</i>	48
38	25	TOOL	<i>Lateralus</i>	51
26	26	STAINO	<i>Break The Cycle</i>	55
17	27	BOX CAR RACER	<i>Box Car Racer</i>	3
30	28	ORIGINAL SOUNDTRACK	<i>Moulin Rouge</i>	32
34	29	PINK FLOYD	<i>Echoes (The Best Of Pink Floyd)</i>	31
31	30	LENNY KRAVITZ	<i>Greatest Hits</i>	87
—	31	RAMMSTEIN	<i>Mutter</i>	1
35	32	ORIGINAL SOUNDTRACK	<i>O Brother...</i>	26
29	33	JA RULE	<i>Pain Is Love</i>	36
36	34	ENRIQUE IGLESIAS	<i>Escape</i>	23
42	35	VARIOUS ARTISTS	<i>Now That's What I...</i>	12
46	36	SADE	<i>Lover's Rock</i>	39
28	37	USHER	<i>8701</i>	35
39	38	KYLIE MINOUGE	<i>Fever</i>	15
32	39	CRAIG DAVID	<i>Born To Do It</i>	26
49	40	INCUBUS	<i>Morning View</i>	25
—	41	JOSH GROBAN	<i>Josh Groban</i>	2
40	42	BRITNEY SPEARS	<i>Britney</i>	31
15	43	MR. CHILDREN	<i>It's A Wonderful World</i>	3
—	44	P. DIDDY...	<i>We Invented...</i>	3
27	45	NO DOUBT	<i>Rock Steady</i>	17
—	46	THE STROKES	<i>Is This It</i>	11
50	47	GORILLAZ	<i>Gorillaz</i>	42
—	48	B'Z	<i>Atsuki Kodo No Hate</i>	1
—	49	DIANA KRALL	<i>The Look Of Love</i>	4
—	50	VANESSA CARLTON	<i>Be Not Nobody</i>	3

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The NAB Radio Show Keynote
Friday, September 13

Bill O'Reilly

Host, The Radio Factor with Bill O'Reilly

WESTWOOD ONE



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NAB National Radio Award Recipient
Radio Luncheon
Saturday, September 14

Dick Ferguson

Vice President/Co-CEO, Cox Radio, Inc.

THE NAB
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R&R convention: 2002

★ The Beverly Hilton Hotel ★ Beverly Hills, California ★

June 13-15

AGENDA

WEDNESDAY, JUNE 12, 2002

Noon-6:00PM

REGISTRATION OPEN

Rodeo Room, West Lobby Level
Sponsored by PARADE RadioFax

4:00-6:00PM

THE ULTIMATE RECORD BUYER STUDY II

Versailles Room, Lobby Level
Sponsored by MIS/Mediabase

Presenters: Larry Rosin, Edison Media Research
Jayne Charneski, Edison Media Research

What is on the minds of America's music consumers? Artist loyalty, downloading, video impact and other hot-button issues will be examined at this exclusive session commissioned by R&R for Convention 2002. Last year's research identified The Red Hot Chili Peppers as the hottest group on the radio. With their next album not too far off, will they continue to hold that honor? R&R and Edison Media promise to deliver a results-based session of critical information for both record company and radio executives.

6:00-8:00PM

AWRT GENI RADIO AWARDS SHOW

Stardust Room, 8th Floor Penthouse Level
Performance by Sophie B. Hawkins

All Convention attendees are welcome to join this legendary awards show honoring women who excel in the radio business. This year's recipient is Edie Hilliard, President/COO of Jones Radio Networks.

THURSDAY, JUNE 13, 2002

9:00AM-8:00PM

REGISTRATION OPEN

Rodeo Room, West Lobby Level
Sponsored by PARADE RadioFax

12:15-1:45PM

ALTERNATIVE & ACTIVE ROCK R&R INDUSTRY ACHIEVEMENT AWARDS LUNCH

Grand Ballroom, Lobby Level
Sponsored by Locomotive Music

Performance by Medication
Emcees: Bill Burrs, RCA Records
Matt Smith, DreamWorks Records

Presentation of R&R Industry Achievement Awards for **ALTERNATIVE** and **ACTIVE ROCK**:

Station of the Year
PD of the Year
MD of the Year
Personality/Show of the Year
Platinum Label of the Year
Gold Label of the Year
Label Executive of the Year

2:00-5:30PM

JACOBS MEDIA ROCK SUMMIT

Versailles Room, Lobby Level
R&R is pleased to once again welcome the Jacobs Media Rock Summit. Speakers include Chris Ackerman of Coleman, Andrew Hill, author of *Be Quick But Don't Hurry*, and Scott Musgrave of Arbitron. The Executive Roundtable includes Rick Cummings of Emmis Communications, Carl Gardner of the Journal Broadcast Group, Deborah Kane of Entercom and Erica Farber, R&R Publisher/CEO.

4:00-5:30PM

CHR/RHYTHMIC

The Big Ass Music Meeting
Grand Ballroom, Lobby Level
Sponsored by Big 3 Entertainment and National Music Marketing

Performances by Prymary Colorz and Amanda Perez featuring Preemo
We're taking your weekly music meeting and bringing it right here to this year's R&R Convention, baby! Every programmer or music head likes to think they can find the hits, but it can be difficult when you get a new record that sounds different and goes against the grain. With radio stations relying on research rather than instinct, how do you educate your listener into embracing those different-sounding records? Our panel of music leaders in the radio industry will discuss some of their philosophies on finding that next big record or sound and what they consider when deciding to give a record airplay. Panelists will then get a chance to hear and comment on upcoming projects from various record companies.

Moderators: John "Horse" McMahon, Atlantic Records
Gary Marella, Universal Records

Panelists: Jazzy Jim Archer, KMEL & KYLD/San Francisco
John E. Kage, KQKS/Denver
E-Man, KPWR/Los Angeles
Pattie Moreno, KBOS/Fresno
Orlando, WLLD/Tampa
Julie Pilat, KUBE/Seattle
Baka Boyz, Baka Boyz, Inc.
Greg Williams, KDGS/Wichita
Jeff Z, WKTU/New York

6:00-8:00PM

OPENING COCKTAIL PARTY

A CELEBRATION OF SOUTHERN CALIFORNIA RADIO
Aqua Star Pool & Griff's Restaurant, Cabana Level
Sponsored by Interscope/Geffen/A&M

8:00PM-Midnight

CLUB R&R

Versailles Room, Lobby Level
Sponsored by: Rhino Records
Performance by Violent Femmes

FRIDAY, JUNE 14, 2002

8:00AM-8:00PM

REGISTRATION OPEN

Rodeo Room, West Lobby Level
Sponsored by PARADE RadioFax

8:00-8:45AM

FRIENDS OF BILL W.

Palm Room, West Lobby Level

9:00-11:00AM

GENERAL SESSION

International Ballroom, Lobby Level
Sponsored by Jeff McClusky & Associates

Presentation of R&R National Industry Achievement Awards:

National Radio Awards:
Group Executive of the Year
Stations of the Year
GMs of the Year
Marketing/Promotion Director of the Year
Syndicated Personality/Show of the Year
National Record Awards:
Platinum Label of the Year
Gold Label of the Year
Senior Promotion Executive of the Year
Local Promotion Executive of the Year
Independent Promotion Firm of the Year

Announcement of R&R Industry Achievement Award Winners for **CLASSIC ROCK** and **OLDIES**:
Station of the Year
PD of the Year
Personality of the Year

Radio: State Of The Industry

Moderator: Erica Farber, R&R Publisher/CEO

Panelists: Clarke Brown, President, Jefferson-Pilot Communications, Radio
Rick Cummings, President, Emmis Radio
Jim De Castro, President, AOL Interactive
Randy Michaels, CEO, Clear Channel Radio

Clive Davis In The Morning!

The one and only Clive Davis will share his unparalleled secrets of success with convention attendees in this unique session. His talent, vision and strategies have made J Records an out-of-the-box winner. Don't miss it!

Performances by J Records recording artists Mario and R&B sensation Monica

11:30AM-1:00PM/CONCURRENT SESSIONS

ALTERNATIVE

The 4th Annual Alternative Rate-A-Record*

International Ballroom, Lobby Level
It's about radio programmers presenting new music they've discovered. In four short years, the R&R Rate-A-Record panel has

* "Rate-A-Record" is a service mark of dick clark productions
Agenda subject to change.



created a name for itself as a source for discovering future stars. Three years ago a niche artist/DJ named Moby introduced the first song off his future-Platinum *Play* at this panel. Two years ago two radio programmers independently brought in an unsigned band named Linkin Park for the panel to hear. Last year, a relatively unknown independent release from a band called The Strokes was debuted. What will we discover this year? Well, attend the panel and hear it for yourself.

Moderator: Jim Kerr, R&R Alternative Editor
 Panelists: Bruce Flohr, RCA Records
 Cruze, WFNX/Boston
 Bill Gamble, WZZN/Chicago
 Mark Hamilton, KNRK/Portland, OR
 Damian Kulash, OK Go
 Scott Jameson, WRZX/Indianapolis
 Melody Lee, KROX/Austin
 Bryan Schock, XTRA/San Diego
 Alan Smith, WOCL/Orlando
 Chris Williams, WNNX/Atlanta

HOT AC

Presentation of R&R Industry Achievement Awards for **HOT AC**:

Station of the Year
 PD of the Year
 MD of the Year
 Personality/Show of the Year
 Platinum Label of the Year
 Gold Label of the Year
 Label Executive of the Year

Trailblazers: Breaking Today's Hot AC Barriers

Versailles Room, Lobby Level

Sponsored by **DreamWorks Records**

Performance by Dana Glover

Like living on the edge? Like taking chances or taking a calculated risk to assure you'll win a solid position for your station in your marketplace? Well, so do the folks at this session. Learn where the format has been, where it is now and, most importantly, where it is going.

Moderators: Barry James, WTMX/Chicago
 Greg Strassell, WBMX/Boston
 Panelists: John Ivey, KYSR/Los Angeles
 Mike Kaplan, KRBZ/Kansas City
 Paul Marszalek, VH1
 Steve McKay, WPTN/Norfolk
 Tom O'Brien, WDVJ/Detroit
 John Peake, KLLC/San Francisco

11:30AM-1:00PM/CONCURRENT SESSIONS

SMOOTH JAZZ

Presentation of R&R Industry Achievement Awards for **SMOOTH JAZZ**:

Station of the Year
 PD of the Year
 MD of the Year
 Personality/Show of the Year
 Platinum Label of the Year
 Gold Label of the Year
 Label Executive of the Year

Ratings, The Golden Egg

Whittier Room, West Lobby Level

Sponsored by **Vanguard Records**

Performance by Julia Fordham

Ratings are the golden egg that generates radio revenues, and programmers face more challenges than ever to get them: dwindling or nonexistent dollars for crucial resources, like marketing and research; threats presented by satellite radio, the Internet and other new technologies; and a paradigm shift in audience measurement with the PPM. A distinguished panel of programmers behind Smooth Jazz's most dramatic ratings accomplishments explore the survival skills needed to win in radio's brave new world.

Moderator: Allen Kepler, Broadcast Architecture
 Panelists: Chris Brodie, KTWV/Los Angeles
 Paul Goldstein, KKSF/San Francisco
 Shaun Holly, KYOT & KESZ/Phoenix
 Bob Kaake, WNUA & WLIT/Chicago
 Mike Vasquez, KIFM/San Diego
 Steve Williams, KJCD/Denver

1:15-2:45PM/CONCURRENT SESSIONS

SMOOTH JAZZ

Smooth Jazz R&R Industry Achievement Awards Lunch

Whittier Room, West Lobby Level

Co-Sponsored by **Red Ink Entertainment** and **Regina Records**

Performances by Pamela Williams and Victor Fields

Speaker: Frank Cody, Just Koz Entertainment

1:15-2:45PM/CONCURRENT SESSIONS

ALTERNATIVE/ACTIVE ROCK

Lessons Learned: The Mentors Panel

Versailles Room, Lobby Level

A mentor is an esteemed educator or counselor who bestows his or her knowledge and experience upon a worthy student. The overwhelming positive feedback for recent columns on mentors in Rock and Alternative has underscored the value of mentors in our industry. It takes extra time and effort to guide, teach and advise others, and not everyone has a heart for mentoring. This panel will explore the vital role of mentors in our industry.

Moderator: Jeff Pollack, Pollack Media Group

Panelists: Leslie Fram, WNNX/Atlanta
 Keith Hastings, WLZR/Milwaukee
 Curtiss Johnson, KRXQ/Sacramento

3:30-5:00PM/CONCURRENT SESSIONS

AC

Presentation of R&R Industry Achievement Awards for **AC**:

Station of the Year
 PD of the Year
 MD of the Year
 Personality/Show of the Year
 Platinum Label of the Year
 Gold Label of the Year
 Label Executive of the Year

How To Connect With Women

Versailles Room, Lobby Level

Sponsored by **Narada Records**

Performance by Kathy Mattea

Some of the entertainment industry's leading ladies explain how to make the sought-after connection with women that most male PDs and air talent only dream of. Get firsthand, exclusive tips from this intimate and informative panel.

Moderators: Jhani Kaye, KOST/Los Angeles

Panelists: Jim Ryan, WLTW/New York
 Leeza Gibbons, Premiere Radio Networks
 Sherri Lynch, WLNK/Charlotte
 Karen Sharp, KOST/Los Angeles
 Laurie Sanders, KOIT/San Francisco

CHR/POP

Meet CHR's 15 Most Important People

International Ballroom, Lobby Level

These people are the reason you're in the business. They influence you, they inspire you, and you wouldn't be where you are today without them. Join us for a no-holds-barred discussion about the elements that can make your stations and your personalities successful, the music that will put you over the top this summer and just about anything else you can think of asking.

Moderators: Jayne Charneski, Edison Media Research

Larry Rosin, Edison Media Research

ROCK/ACTIVE ROCK

Presentation of R&R Industry Achievement Awards for **ROCK**:

Station of the Year
 PD of the Year
 MD of the Year
 Personality/Show of the Year
 Platinum Label of the Year
 Gold Label of the Year
 Label Executive of the Year

The 2nd Annual Rate-A-Record*, Rate-A-Wine

Featuring the wines of Del Dotto Vineyards

Grand Ballroom, Lobby Level

It's back by popular demand! We will be alternating between listening to and rating new music and tasting and rating the fabulous wines of Napa Valley's Del Dotto Vineyards. Once again Broadcast Architecture's MixMaster ratings device will be used to help us keep track of the scores. Wine educator Ryan Waugh will present six different wines. Sign up for the Del Dotto mailing list or purchase your favorite wine after the session.

Moderator: Cyndee Maxwell, R&R Rock Editor

Panelists: Mark Abramson, Roadrunner Records
 George Cappellini, Elektra Entertainment
 Warren Christensen, Volcano Records/Q Prime Management
 Mitch Cry, WCPR/Biloxi, MS
 Laura Curtin, DreamWorks Records
 Shanon Leder, KIOZ/San Diego
 Raymond McGlamery, Reprise Records
 Mike Rittberg, Warner Bros. Records
 Rick Schmidt, WXTB/Tampa

(Continued on Page 20)

*"Rate-A-Record" is a service mark of dick clark productions
 Agenda subject to change.

R&R convention: 2002

★ The Beverly Hilton Hotel ★ Beverly Hills, California ★

June 13-15



AGENDA Continued

URBAN

Presentation of R&R Industry Achievement Awards for **URBAN & URBAN AC:**

Station of the Year
PD of the Year
MD of the Year
Personality/Show of the Year
Platinum Label of the Year
Gold Label of the Year
Label Executive of the Year

The Future Of The Urban World

Whittier Room, West Lobby Level

Sponsored by **Motown Records**

The future of the Urban world has been the topic of many conversations within the radio and record industries. Where is Urban radio headed? What's the future going to be like for urban promotion departments at record companies? This session brings together some of the greatest minds in the industry to contribute their thoughts on this powerful topic.

Moderator: Garnett March, DreamWorks Records

Panelists: Gary Bernstein, Superadio Networks
Carla Boatner, Clear Channel/New Orleans
Vinny Brown, WBLS/New York
Tiffany Green, WGCI/Chicago
Michael Johnson, Motown Records
Sherman Kizart, Interep
Benny Pough, MCA Records
Rodney Shealey, Epic Records
Johnnie Walker, Def Jam/Def Soul Records

5:00-6:30PM

GENERAL SESSION

International Ballroom, Lobby Level

An Afternoon With Columbia recording artists

Aerosmith's **Steven Tyler** and **Tom Hamilton**

Moderated by *Rolling Stone's* David Wild

5:00-7:00PM

REPRISE'S ROCKAHOLICS ANONYMOUS

Royal Suite, Lobby Level

A 12-track program featuring new music from Filter and Disturbed.

6:30-7:30PM

Presentation of R&R Industry Achievement Awards for **CHR/POP:**

Station of the Year
PD of the Year
MD of the Year
Personality/Show of the Year
Platinum Label of the Year
Gold Label of the Year
Label Executive of the Year

R&R CHR/POP INDUSTRY ACHIEVEMENT AWARDS SHOW

International Ballroom, Lobby Level

Sponsored by **Tri-State Promotions**

Special presenter Jive recording artist singer-songwriter

Jennifer Love Hewitt

7:30-10:30PM

Presentation of R&R Industry Achievement Awards for **CHR/RHYTHMIC:**

Station of the Year
PD of the Year
MD of the Year
Personality/Show of the Year
Platinum Label of the Year
Gold Label of the Year
Label Executive of the Year

R&R AND LAWMAN PROMOTIONS CHR/RHYTHMIC INDUSTRY ACHIEVEMENT AWARDS SHOW

Grand Ballroom, Lobby Level

It's one of R&R's most anticipated annual events. This year, Lawman Promotions brings Las Vegas to Los Angeles for a night of gambling, spirits, prizes, the best mixers in the business, the ultimate in power from KPWR (Power 106)/Los Angeles and big-name live performances. If you were there last year you witnessed a star being born in Alicia Keys; and just wait until you see what Lawman has up his sleeve this year. We top it all off with the announcement of the winners of the CHR/Rhythmic R&R Industry Achievement Awards for radio and record nominees. Don't miss the party of all parties at R&R Convention 2002!

10:00-11:15AM

ARBITRON

Arbitron's PPM: True Life Stories

Versailles Room, Lobby Level

Sponsored by **Arbitron**

Radio stations have been eagerly awaiting results of Arbitron's Philadelphia test of its Portable People Meter. Now, in an eye-opening session, R&R Convention attendees will have the opportunity, available nowhere else, of getting a sneak peek this new and exciting data. Hear true-life stories on what the PPM says about stations, formats and how people really listen to radio.

Presenter: Bob Michaels, Arbitron

11:30AM-1:00PM/CONCURRENT SESSIONS

MULTIFORMAT

Cluster Mentality: How To Program Multiple Stations Without Losing Your Sanity

Versailles Room, Lobby Level

It's a new world order in radio. Life in a postconsolidation world means fewer people are doing more. The luxury of one PD programming only one station is largely gone. Today overseeing two, three or more stations is the rule rather than the exception. Come hear several of the industry's most noteworthy PDs who are doing just that. Compare notes on how they've been able to adapt (or not) to this rapidly changing radio landscape.

Moderators: Kevin Carter, R&R Street Talk Daily Editor

Tom Zarecki, Radio Computing Services

Panelists: Mark Adams, KXJM/Portland, OR

Joe Bevilacqua, WHJY/Providence

Curtiss Johnson, KRXQ-KSEG/Sacramento

Jimmy Steal, Emmis Communications

SMOOTH JAZZ

Rate-A-Record*, Rate-A-Wine

Grand Ballroom, Lobby Level

Sponsored by **Hillsboro Music**

Performance by Mark Douthit

Join Smooth Jazz's finest in this fun and exciting session! Let's relax and let our ears and palates vote on the best in wine and new music!

Moderator: Bob Kaake, WNUA/Chicago

Panelists: Carl Anderson, WNUA/Chicago

Kelly Cole, KIFM/San Diego

Rosalyn Joseph, Broadcast Architecture

Bernie Kimble, WNWV/Cincinnati

Dianna Rose, KWJZ/Seattle

1:15-2:45PM/CONCURRENT SESSIONS

SMOOTH JAZZ

Will The Circle Be Unbroken?

Grand Ballroom, Lobby Level

Inevitably, the Smooth Jazz session that deals candidly with the relationship between the radio and record communities is among the R&R Convention's most passionate. This year's dialogue, moderated by veteran record executive Mark Wexler, deepens the discussion in an open forum for which the audience itself acts as the panel of experts.

Moderator: Mark Wexler, i.e. music

ROCK/ACTIVE ROCK

The Artists Panel

Versailles Room, Lobby Level

Without the artists, there would be no music on the radio. But, all too often, artists are treated like a commodity. They have many spokesmen, from labels to managers to booking agents, who all play vital roles in their careers. But what would they want to say on their own behalf? This panel will strive to bridge the gap between artists and radio. Topics will include how the artists view promotions and radio station competitions, their thoughts about radio interviews and other insights from their own unique perspective.

Moderator: Roxy Myzal, United Stations Radio Networks

Panelists: David Drیمان of Disturbed

Tommy Lee

Butch Walker, formerly of Marvelous 3,

now a producer and solo artist

*"Rate-A-Record" is a service mark of Dick Clark Productions
Agenda subject to change.

SATURDAY, JUNE 15, 2002

9:00AM-1:00PM

REGISTRATION OPEN

Rodeo Room, West Lobby Level

Sponsored by **PARADE RadioFax**

9:00-9:45AM

FRIENDS OF BILL W.

Palm Room, West Lobby Level

Hollywood Makes Savage SVP/Sales, Mktg. & Synergy

Industry veteran Daniel Savage has been promoted to Sr. VP/Sales, Marketing & Synergy at Hollywood Records. Savage, who joined the label in 1999 as Sr. VP/Sales & Marketing, will be responsible for synergistic opportunities between Hollywood and other Disney units, including ABC, ESPN, Radio Disney and the company's theme parks and movie studios. He'll also continue to oversee sales and marketing for the label.



Savage

"In this age of multifaceted marketing campaigns, Daniel's expertise and experience in strategizing film, TV and corporate synergies make him an integral part of Hollywood's success." Hollywood Sr. VP/GM Abbey Konowitch said. "This is a well-deserved promotion. Daniel's efforts will ensure Hollywood Records' unique and competitive marketing position."

SAVAGE/See Page 22

Mallace Made GM At Sierra/Phoenix

Michael Mallace, most recently PD of KMIK (Radio Disney)/Phoenix, has joined Sierra Broadcasting's Urban Oldies-Classics Hits combo KAJM & KAZL/Payson, AZ as GM. While both stations' principal coverage areas are located in the Flagstaff-Prescott, AZ market, KAJM operates a translator at 99.3 MHz in Phoenix, and KAZL can be heard on a translator at 92.7 MHz that serves the Phoenix suburbs of Tempe and Chandler, AZ.

MALLACE/See Page 28

The Boyz Go Worldwide



Arista recording artists Boyz II Men are filming an ambitious video for their new single "The Color of Love." The video involves the group members' recording segments in locations around the world, including India, Ghana, Japan and Puerto Rico. Taking a break from shooting in New York — where the video will culminate — are (l-r) Boyz Shawn Stockman and Nathan Morris, video director Little X and group members Wanya Morris and Michael McCary.

CC/Las Vegas Names Kibler Market Mgr.

Kelly Kibler has been named Market Manager for Clear Channel's four Las Vegas stations — CHR/Pop KFMS (Kiss FM), Oldies KQOL (Kool 93.1), AC KSNE (Sunny 106.5) and Country KWNR (New Country 95.5). The appointment is effective June 17.

Kibler comes from the Director/Sales post at Clear Channel's six-station Dallas cluster. She succeeds

Mike Ginsburg, who is no longer with the company, and reports to Sr. VP/Southwest J.D. Freeman.

"Kelly and I have worked together before, and I'm extremely pleased to promote her to the Market Manager position in Las Vegas," Freeman told R&R. "Under her leadership and talent, I look forward to continued and even greater success in the market."

Dalesio

Continued from Page 3

Dalesio has been associated with Nassau since 1996, when he took a GM role at WOBM-AM & FM. He will now have overall responsibility for WCHR-FM, as well as WEEX & WODE/Allentown; WILT/Wilkes Barre; WVPO & WSBG/Stroudsburg, PA; WCHR-AM, WNJO & WPST/Trenton, NJ; and WHWH & WTTM/Princeton, NJ.

"The Nassau stations enjoy the top position in their respective markets and demographic targets," the

company said in a press release.

"Don brings to the corporate staff an operating and financial discipline that will allow Nassau to continue to build upon their market positions, as well as take advantage of an underleveraged balance sheet post-sale in seeking out opportunistic acquisitions."

In related news, Peter Tonks has risen from Nassau Exec. VP/Chief Accounting Officer to Exec. VP/CFO. Tonks has been with Nassau since 1993 and before that was the company's outside auditor.

EXECUTIVE ACTION

So. CA Broadcasters Assn. Elects New Leaders

Emmis/Los Angeles Sr. VP/Market Manager Val Maki-Candido has been elected Chairman of the Southern California Broadcasters Association. The board of directors has also elected crosstown KTWV VP/GM Tim Pohlman as Vice Chairman for the fiscal year beginning July 1.

"The SCBA has achieved success through the efforts of a dedicated professional staff and supportive member stations," Maki-Candido said. "We have collectively focused our efforts to better educate the advertising community about the unique benefits of radio throughout Southern California. I look forward to continuing to serve on the board and helping to fulfill the goals of the SCBA."

Rounding out the 2002-03 executive board are Clear Channel's KYSR/L.A. VP/Station Manager Paul O'Malley, who will serve as Secretary; Hispanic Broadcasting/L.A. VP/GM Ken Christensen, Treasurer; and Entravision/L.A. VP/GM David Haymore, Immediate Past Chairman. In related news, SCBA's General Sales Managers Council elects Emmis/L.A. Director/Sales Jeff Federman Chairman for the 2002-03 fiscal year.

Wolfe Takes New Position At WTOP-AM & FM/DC

Lisa Wolfe has been promoted to the newly created position of PD at Bonneville's News WTOP-AM & FM/Washington. Wolfe, who has spent the past two years as Asst. News Director for the stations, will work as part of a newly restructured management team that also includes News Director Mike McMearty.

Wolfe and McMearty will report to WTOP VP/News & Programming Jim Farley, who said Wolfe will focus on the coaching and critiquing of the station's 60-person news and programming staff while also overseeing the packaging, production and overall stationality of WTOP. "Lisa is an energetic and dynamic leader," Farley told R&R. "I'm confident that, by working with me and Mike, she will take WTOP to even greater heights."

Prior to joining WTOP in 2000, Wolfe was Director/Operations for Metro Networks/Shadow Broadcast Services in DC, where she presided over the merger of the two former competitors and oversaw construction of the new Metro/Shadow bureau in Silver Spring, MD.

JRN Appoints Ketchel, Jones To Promo Posts

Jones Radio Networks has upped Kim Ketchel to Marketing & Promotions Manager for its Denver-based programming products. Ketchel will be responsible for supporting JRN's 24-hour formats and research and prep offerings in conjunction with the JRN/Seattle marketing team. She joined JRN in May 2001 and currently handles the company's local avails ad-sales project and contributes on-air work to the "Rock Classics" format.

"We're very fortunate to have someone of Kim's caliber heading up our marketing and promotion," said JRN/Denver VP/GM Phil Barry. "What's unique here is that she will be working closely with both prospective and current affiliates, as well as our advertisers, on a day-to-day basis. We're very excited."

In related news, JRN has named Melissa Jones Promotions Manager. She most recently worked in promotions at Interscope/Geffen/A&M and has also worked at Sony Music and KNDD/Seattle. Jones replaces Jean Lange, who resigned after four years to start her own business.



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WSB Atlanta 3P-6P

A 25-54 9.0 share Ranks 1st!
M 25-54 9.7 share Ranks 1st!

WTIC Hartford

A 35-54 7.0 share ranks 5th
M 35-54 9.6 share ranks 2nd!

Clark Howard Show Monday-Friday (Live) 1pm-4pm, re-feed 4pm-7pm (ET)



Source: Arbitron, Wednesday, 11/24/01. All share rates listed are subject to standard printed format.

Univision

Continued from Page 1

likely to be announced as early as Wednesday, although the *Journal* said it was still being hashed out the day before and that it could easily have fallen apart.

According to the *Herald*, HBC's two largest shareholders — the Tichenor family and Clear Channel Communications — agreed to vote in favor of the acquisition. A. Jerrold Perenchio, Chairman and President/CEO of Univision, also agreed to the deal, the *Herald* reported. Univision's purchase of HBC would be a stock-for-stock deal, with 0.85 shares of Univision exchanged for each share of HBC. The deal is subject to regulatory and shareholder approval.

When contacted by R&R, an HBC spokesperson said President/CEO McHenry Tichenor Jr. was traveling and that the company had no comment at this time about the deal. Univision representatives did not return R&R's calls.

The combination of Univision and HBC represents the largest merger in the history of U.S. Spanish-language media. A combination of HBC's 55 radio stations with Univision's vast array of multimedia entities creates an industry behemoth that controls the dominant Spanish-language TV network, a popular Spanish-language Internet portal and the Fonovisa record label, a giant in the Regional Mexican music community. HBC's current executives, including Tichenor, will remain in their roles after the merger.

While Univision does not own any radio stations, it has become involved in the industry thanks to its 40% non-voting stake in Entravision Communications. In addition to Entravision's 55 owned-and-operated radio stations, the company operates the largest group of Univision network affiliates, outdoor displays in New York and Los Angeles and *El Diario*, the dominant Spanish-language daily newspaper in New York.

The Univision-HBC deal is almost certain to raise the ire of other Span-

ish-language radio operators, most of which are much smaller than Hispanic Broadcasting. But there may be little the FCC can do to stop the transaction. "The FCC has never looked at a specific group of listeners [such as the Spanish-language media audience]," said Nathaniel Hardy, an associate with Washington-based law firm Irwin, Campbell & Tannenwald. "Ownership concentration is usually based on geographic issues. It is usually a market-by-market analysis. But if the FCC doesn't make it an issue, I'm sure people will file comments with the FCC that will make it aware of any sort of potential market domination."

Hardy added that the FCC doesn't like to get involved in issues regarding possible monopolies and doubted that a Univision-HBC union would be red-flagged by the commission. "It's a very interesting wrinkle, but I'm not sure how much it affects the FCC," he said. "It would be required to consider complaints, but the FCC right now is leaning toward a 'let business grow' attitude."

HBC, originally Hefel Broadcasting, has become perhaps the nation's most-dominant Spanish-language broadcaster. Although Hefel's roots date back to 1974, HBC's 1997 merger with Tichenor Media Systems provided the company with a rich history of serving Hispanics. Tichenor's KGBT/McAllen has been continuously operated since company founder McHenry Tichenor Sr. purchased the high-powered AM in 1949.

Savage

Continued from Page 21

Savage said, "It has been a pleasure working with Bob Cavallo, Abbey and the fantastic team at Hollywood. I look forward to taking on these added responsibilities and helping contribute to Hollywood Records' success."

Prior to joining Hollywood Savage was Sr. VP/Marketing for Island Records. He has also been VP/Product Development for Atlantic Records and Director/Marketing for Mercury Records.

Logan

Continued from Page 1

family, is very difficult," Logan told R&R. "But the opportunity to program Infinity's largest Country station — and the No. 1-billing Country station in the nation — is exciting and challenging. I look forward to working with VP/GM Steve Ennen and PD Justin Case."

Logan joined Infinity/Tampa in July 1998 after almost three years at the company's KYCY/San Francisco, where he was PD. His programming background also includes stints at KYCW-FM/Seattle and KEBC/Oklahoma City.

While Ennen was not available for comment, Infinity/Tampa VP/GM

Tom Rivers said, "WUSN is not only Infinity's largest Country station, it is the largest Country station in the nation. It is a testament to Eric's abilities, creativity and work ethic that the company has selected him to lead that staff and help improve its performance."

Rivers added that he is seeking a Director/Programming for Infinity's Tampa properties, a job that also includes serving as OM for the Buccaneers network. He said he is looking for someone who can use the combo to grow the Country lifegroup and handle WQYK-FM, "one of the most promotionally active heritage Country stations in America." Send T&Rs to tom.rivers@infinitybroadcasting.com.

Bortnick

Continued from Page 1 and success in this expanded role."

Bortnick, who will be based in New York, remarked, "I am excited about the opportunity to work more closely with Joel Hollander and the entire Westwood One team to help Westwood One reach new levels of success."

Bortnick joined Metro in February 1993 as Director/Marketing and ascended to President in 1996. Before joining Metro Bortnick was VP/GM of WHK & WMMS/Cleveland. He also held VP/GM posts for WSRF & WSHE/Miami and KKHT/Houston during the 1980s.

— Adam Jacobson

CHRONICLE

CONDOLENCES

Journalist Elizabeth Shanov, 49, June 10.
KIRO-AM & TV/Seattle sportscaster Wayne Cody, 66, June 7.

Zomba

Continued from Page 1

BMG indicated in its annual report that the Zomba shares it did not own were worth around \$2.83 billion.

"While the exercise of this option will undoubtedly be a surprise to many in the music industry, this is a

natural culmination of many years of close business ties and a complex series of agreements negotiated 12 years ago," Calder said.

According to some news reports, Jive earned a profit of \$300 million last year on \$1 billion worth of records. BMG said it will issue bonds to fund the Zomba purchase.

NAB

Continued from Page 6

sensitive issues like terrorist threats, it walks a fine line. "The public has a right to know," said WNBC-TV/New York GM Dennis Swanson, "but we shouldn't be in a position where we're just running with every piece of information, confirmed or unconfirmed."

About how broadcasters should respond to government alerts about threats of future terrorist attacks, Swanson said, "It does create a huge challenge for news organizations to sift through and report responsibly."

Concerning members of the media's urge to beat the competition, Swanson said, "I hope people are more reasoned and check out information and don't run willy-nilly with every rumor that comes down the pike."

Pentagon Deputy Director/Press Operations Bryan Whitman told broadcasters, "You play a vital role in our ability to inform the American

people of what their military is doing and about the progress on this war on terrorism. It will take the commitment of broadcasters like you to continue to keep the focus on what the nation and the military are doing to protect the American way of life."

NAB Honors Emmis, People Of New York

At the Service to America banquet, held in conjunction with the June 10 summit, *Emmis Communications* was honored with the NAB's Hubbard Award for "the service it provides in communities served by its radio and television stations and city and regional magazines."

At the black-tie affair, held in the elegant central rotunda of the Ronald Reagan building, the NAB also presented its Leadership Award to the people of New York. The award was accepted by former New York Mayor Rudy Giuliani, who, in his acceptance speech, said that New Yorkers man-

aged to overcome the tragedy of 9/11 not because they're New Yorkers, but because they're Americans.

The NAB also honored two radio stations for their humanitarian efforts. KGO-AM/San Francisco was presented with the Friend in Need award for raising almost \$425,000 to help pay the medical bills of a 10-year-old boy who was attacked by three pit bull dogs. KGO host Pete Wilson launched an on-air campaign to raise funds for the child as soon as the story broke.

KIXI-AM/Bellevue, WA was presented with the Partnership Award for its Blitz Build: 20 Homes in 12 Days project, completed in conjunction with Habitat for Humanity. KIXI recruited 125 listeners who volunteered 3,000 hours to help build a home, dubbed "The House That KIXI Built," for a single mother. The station also raised \$16,000 for Habitat for Humanity.

— Joe Howard

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— Stu Herrera
Head Chef, KLOS-FM Los Angeles

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20on20 (XM20)

Kane
ENRIQUE IGLESIAS Don't Turn Off The...
MARIO Just A Friend
PINK Just Like A Pill

BPM (XM81)
Blake Lawrence
FAITHLESS /DIDD One Step Too Far
KOSHEEN Hungry
OAKENFOLD Southern Sun

Real Jazz (XM70)
Maxx Myrick
ANNA LISA Shade Of Blue
BRIAN BROMBERG Wood
CURTIS STIGERS Secret Wood
EDDIE PALMIERI La Perfecta 2
JOEY DEFRANCESCO The Philadelphia...
LAVERNE BUTLER A Foolish Thing To...
PATTI AUSTIN For Ella
PETER ELDRIDGE Stranger In Town
REBECCA MARTIN Middlehope
RUSSELL GUNN Blue On The D.L.
TOM HARRELL Live At The Village...
VIKki TRUE Bout Time
YA YA 3 Ya Ya 3

The Boneyard (XM41)
Charlie Logan
ADEMA Freaking Out
RED HOT CHILI PEPPERS By The Way
RUSH Ceiling Unimitec
RUSH Secret Touch
RUSH Sweet Miracle
RUSH Vapor Trails

The Loft (XM50)
Mike Marrone
NEIL YOUNG Be With You
NEIL YOUNG When I Hold You In My Arms
PATTY GRIFFIN Rain
PAUL WESTERBERG Baby Learns To Crawl

Watercolors (XM71)
Steve Stiles
LARRY CARLTON Morning Magic
PAUL ROZMUS Alligator Walk
SPECIAL EFX Cruise Control

X Country (XM12)
Jessie Scott
FRED EAGLESMITH Falling Stars & Broken...
GLORY FOUNTAIN The Beauty Of 23
JASON RINGEBERG All Over Creation
KENNEDYS Get It Right
LAURA MINOR Salesman's Girl
MIKE MCCLURE Twelve Pieces
TERRI HENDRIX The Ring

XM1M (XM42)
Eddie Webb
DECEMBER WOLVES Blisterpiece Theatre
INSISION Beneath The Folds Of Flesh
LOLLIPOP LUST KILL My So Called Knife
W.A.S.P. Dying For The World

20on20 (XM20)
VANESSA CARLTON A Thousand Miles
ASHANTI Foolish
EMINEM Without Me
P. OIDDY (USHER) I Need A Girl
NO DOUBT Hella Good
DIRTY VEGAS Oays Go By
JIMMY EAT WORLDO The Middle
FAT JOE /ASHANTI What's Luv
CRAIG DAVID Walking Away
DEFAULT Wasting My Time
KROEGER & SCOTT Hero
AALIYAH More Than A Woman
SHAKIRA Underneath Your Clothes
MICHELLE BRANCH All You Wanted
USHER U Don't Have To Call
PINK Don't Let Me Get Me
JENNIFER LOPEZ /MAS I'm Gonna Be...
PAULINA RUBIO Don't Say Goodbye
NICKELBACK Too Bad
SHERYL CROW Soak Up The Sun
GOO GOO DOLLS Here Is Gone
PUDDLE OF MUDD Blurry
MARY J. BLIGE Rainy Dayz
BRANDY Full Moon
CALLING Adrienne
SOLUNA For All Time
COURSE OF NATURE Caught In The Sun
AVRIL LAVIGNE Complicated
JDHN MAYER No Such Thing
CREED One Last Breath
'N SYNC Girlfriend
KELLY OSBOURNE Papa Don't Preach
JENNIFER LOPEZ /JA RULE Ain't It Funny
BUSTA RHYMES Pass The Courvoisier
MARC ANTHONY I've Got You
LUDACRIS Saturday (Oooh! Oooh!)
IAN VAN DAHL Wii I
DJ SAMMY & YANDU Heaven
EMINEM Business
EMINEM Soldier
EMINEM Hailie's Song
B2K Uh-Huh



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JENNIFER LOPEZ Alive
MICHELLE BRANCH All You Wanted

R&B HITS

Damon Williams
DAVE HDLLISTER Keep Lovin' You
JAEHEIM Anything For You
MUSIQ Newness
P. DIDDY /GINUWINE I Need A Girl (Pt. II)

RAP

Damon Williams
RAW-N-TELLECT The Game
TRICK DADDY In Da Wind

BODY AND SOUL

Damon Williams
DONELL JONES Life Goes On
KEITH SWEAT What Is It
TWEET Best Friend

ROCK

Adam Neiman
EPIDEMIC Walk Away
RED HOT CHILI PEPPERS By The Way
TRUST CDMPANY Downfall

ALTERNATIVE

Adam Neiman
30 SECONDS TO MARS Capricorn
CHEMICAL BROTHERS The Test
HDWIE DAY Sorry So Sorry
MY VITRIOL Always Your Way
PRODIGY Baby's Got A Temper
RED HOT CHILI PEPPERS By The Way
SIMPLE MINDS Cry
THURSDAY Cross Out The Eyes
WAYNE Whisper

TODAY'S COUNTRY

Liz Opoka
LEE ANN WOMACK Something Worth...

PROGRESSIVE

Liz Opoka
ALANA DAVIS I Am Free
CHRIS ISAAK One Day
HASSAN HAKMOUD /PAULA COLE This Gift
JEB LOY NICHOLS They Don't Know
RYAN ADAMS La Cienega Just Smiled

LITE JAZZ

Gary Susalis
DOWN TO THE BONE Crazy Vibes And Things
JOE SAMPLE Pecan Tree
JUAN CARLOS QUINTERO Los Musicos
JULIA FORDHAM Concrete Love



WEST

- MARIO Just A Friend
- AALIYAH More Than A Woman
- COUNTING CROWS American Girls
- JOSH GROBAN To Where You Are
- OUTKAST Land Of A Million Drums

MIDWEST

- JOSH GROBAN To Where You Are
- MARIO Just A Friend
- COUNTING CROWS American Girls
- LMNT Juliet
- DJ ROBERTS JR. Lonely Girl

SOUTHWEST

- AALIYAH More Than A Woman
- MARIO Just A Friend
- JOSH GROBAN To Where You Are
- DUTKAST Land Of A Million Drums
- LMNT Juliet

NORTHEAST

- MARIO Just A Friend
- JOSH GROBAN To Where You Are
- COUNTING CROWS American Girls
- AALIYAH More Than A Woman
- TRACY LYONS Love Hurts

SOUTHEAST

- JOSH GROBAN To Where You Are
- MARIO Just A Friend
- COUNTING CROWS American Girls
- AALIYAH More Than A Woman
- OUTKAST Land Of A Million Drums



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JOHN MAYER Your Body Is A Wonderland
LAURYN HILL I Get Out
VANESSA CARLTON Sway
FROU FROU Breathe In
SHELIA NICHOLS Wake
ASHANTI Happy
KEKE WYATT Nothing In This World
RABANES Everybody
SIN BANDERA Entra En Mi Vida

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

CHR/POP

Jack Patterson
ANASTACIA One Day In Your Life
CALLING Adrienne

CHR/RHYTHMIC

Mark Shands
NELLY Country Grammer 2
DEEP SIDE Shook
CAM'RON Oh Boy

URBAN

Jack Patterson
SLUM VILLAGE Tainted
4TH AVE. JONES Move On

ALTERNATIVE

Dave Sloan
DOVES Caught By The River
WEEZER Keep Fishin'
BEN KWELLER Wasted & Ready
EPIDEMIC Walk Away

ROCK

Stephanie Mondello
ADEMA Freaking Out

ADULT ALTERNATIVE

Stephanie Mondello
JULIA FORDHAM /ANDIA,ARIE Concrete Love
PET SHOP BOYS Home And Ory
INDIGO GIRLS Become You
SHELIA NICHOLS Faith
MAROON 5 Harder To Breathe
TREY ANASTASID Alive Again

ADULT CONTEMPORARY

Jason Shift
SHELIA NICHOLS Faith
PET SHOP BOYS Home And Ory
BBMAK Out Of My Heart

INTERNATIONAL HITS

Mark Shands
FLOETRY Poetic
SHAKIRA Djejection

COUNTRY

Leanne Clark
KENNY CHESNEY The Good Stuff
TOBY KEITH Courtesy Of...

DANCE

Danielle Ruyschaert
DIRT DEVILS The Drill (Lisa Pin Up Remix)
ORIGENE Suddenly Silently
APRHODITE All Over Me
DESERT I See The Light

RAP/HIP-HOP

Mark Shands
KHIA My Nets-R-Back
KHIA My Neck, My Back...
NELLY Country Grammar 2
RATED R In Here Tonight
MR. KEE Tequila Body Shots
LUDACRIS Move Blitch



Phil Hall • 972-991-9200

StarStation

Peter Stewart
HALL & OATES Do It For Love



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

Alternative

Steve Young/Kristopher Jones
APEX THEORY Apossibly
JERRY CANTRELL Anger Rising
DAKENFOLD Ready Steady Go
RIDDDLIN' KIDS I Feel Fine

Active Rock

Steve Young/Kristopher Jones
RED HOT CHILI PEPPERS By The Way

Heritage Rock

Steve Young/Kristopher Jones
HDBASTANK Running Away
ROBERT PLANT Darkness, Darkness
RED HOT CHILI PEPPERS By The Way

Hot AC

Steve Young/Josh Hoisler
CREED One Last Breath

Rhythmic CHR

Steve Young/Josh Hoisler
IRV GOTTI PRESENTS THE INC Down 4 U
ANGIE MARTINEZ H I Could Go
NAPPY ROOTS Po' Foks

Mainstream AC

Mike Bettelli
SHERYL CROW Soak Up The Sun

Dave Wingert Show

Mike Bettelli
SHERYL CROW Soak Up The Sun

CD COUNTRY

Rick Morgan
TY HERNDON A Few Short Years
ALAN JACKSON Work In Progress
RASCAL FLATTS These Days
TOMMY SHANE STEINER Tell Me Where It Hurts

US COUNTRY

Penny Mitchell
GARTH BROOKS Thicker Than Blood
ALAN JACKSON Work In Progress

GREAT AMERICAN COUNTRY

Jim Murphy • 303-784-8700
MARIE SISTERS Real Bad Mood
SIXWIRE Look At Me Now

WAITT RADIO NETWORKS

Alternative
Chris Reeves • 970-949-3339
N.E.R.D. Rock Star
SINCH Something More



Artist/Title	Total Plays
CHRISTINA MILIAN Call Me, Beep Me	75
BAHA MEN Move It Like This	74
'N SYNC Pop	74
LIL BOW WOW Take Ya Home	73
PLUS ONE Going Crazy	72
PLAY I'm Gonna Make You Love Me	72
BRITNEY SPEARS Overprotected	70
PINK Get The Party Started	69
LMNT Juliet	69
A*TEENS Can't Help Falling In Love	37
VANESSA CARLTON A Thousand...	34
DREAM STREET They Don't...	33
JUMPS God Bless The USA	33
BAHA MEN Who Let The Dogs Out	32
AARON CARTER I'm All About You	31
DREAM STREET It Happens Every...	31
Lil' ROMEO My Baby	31
NINE DAYS Absolutely (Story...)	30
PINK Most Girls	29
MICHELLE BRANCH Everywhere	28



Playlist for the week ending June 8.



Pos.	Artist	Avg. Gross (in 000s)	Among this week's new tours:
1	PAUL MCCARTNEY	\$2,638.1	
2	'N SYNC	\$1,104.5	
3	CROSBY, STILLS, NASH & YOUNG	\$901.7	COAL CHAMBER
4	DAVE MATTHEWS BAND	\$827.9	DEFAULT
5	GREENDAY/BLINK-182	\$404.0	GEORGE STRAIT
6	BROOKS & DUNN'S NEON...	\$348.2	GOOD GOO DOLLS
7	ROBIN WILLIAMS	\$344.1	MICHAEL FRANTI & SPEARHEAD
8	BARRY MANILOW	\$320.7	SOULFLY
9	ALAN JACKSON	\$293.9	
10	KENNY CHESNEY	\$230.8	
11	KID ROCK	\$225.8	
12	INCUBUS	\$220.7	
13	ENRIQUE IGLESIAS	\$220.0	
14	DIANA KRALL	\$205.9	
15	LORD OF THE DANCE	\$202.3	

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



AL PETERSON
alpeterson@radioandrecords.com

Los Angeles Talks!

News, Talk and Sports are alive and kickin' in the City of Angels

As music-radio and recording-industry executives converge on Los Angeles this week for R&R Convention 2002, it seems like an opportune time to point out that the state of *nonmusic* radio in L.A. is very healthy these days.

First, let's look at a few statistics about the market. All numbers quoted come from **R&R's Ratings, Industry Directory and Program Supplier Guide**, Volume 1, 2002, and are based on information provided by Arbitron.

Los Angeles is America's No. 2 radio market, with a population of 10,304,900. African-Americans represent 7.9% of the population, while the market's Hispanic population stands at 39% and growing. Spanish-language radio commands the market's largest AQH share (22.6), followed by News/Talk (16). That's a pretty healthy share, considering that nearly half of the market's population is made up of minorities, traditionally not the heaviest users of News, Talk and Sports radio stations.

No matter where your nonmusic-radio tastes lie, the L.A. radio dial offers something for just about everyone. There's traditional issues-oriented News/Talk, lifestyle FM Talk, Sports/Talk, Spanish News/Talk and two 24/7 News stations. Local personalities abound, and just about every major syndicated Talk show can be found airing somewhere on Los Angeles radio. So drop the top on that rented convertible, head on out to the freeway,

and cruise the dial for a "listen" to some of Los Angeles' Talk radio winners.

KFI: 'More Stimulating Talk Radio'

Clear Channel's KFI is unquestionably L.A.'s leading Talk radio station today. With a solid lineup of local and syndicated personalities, it has been the station of record for Talk radio in Southern California for most of the past decade.



Robin Bertolucci

KFI is programmed by Clear Channel Director/AM Programming, Los Angeles **Robin Bertolucci**, who took over the reins of the station earlier this year from longtime PD David Hall. With a five-year run as CC/Denver Dir./Programming (for KOA, KHOW and KKZN) and a long stint as Exec. Producer for legendary San Francisco News/Talker KGO, Bertolucci is certainly no novice when it comes to programming a winning Talk station. "KFI's slogan is 'More Stimulating Talk Radio,' and we try to fulfill that mission with every single

word that we utter," she says.

Bertolucci says that mission also applies to the station's marketing efforts. "Right now we have a billboard campaign where the first word of every board is crossed out and replaced by another word scrawled over it to better reinforce to listeners what KFI is all about," she explains. "For example, 'Pushing the Envelope' became 'Shoving the Envelope.' 'Crossing the Line' was replaced by 'Ignoring the Line,' and 'Reporting the News' became 'Exposing the News.'"

"The campaign is a visual reminder of how KFI strives to achieve the goal of always offering a more stimulating, more exciting and more entertaining high-energy presentation of information."

KFI's current on-air lineup includes local morning host Bill Handel (6-9am), Rush Limbaugh (9am-noon), Dr. Laura Schlessinger (noon-3pm), local afternoon drivers John and Ken (3-7pm), Phil Hendrie (7-10pm) and Art Bell (late nights and overnights).

KLAC: 'We Respect Your Intelligence'

The other Talk station Bertolucci oversees is KLAC. A recent convert to Talk, KLAC has long been the spot on the radio dial for fans of the Los

L.A.'s Talk Radio Roster

If it's Talk you're looking for, Los Angeles radio has plenty of choices for you. Here's a handy reference guide to tell you who's talking and where to find them on your radio.

AM		
Calls	Format	Frequency
KLAC	News/Talk/Sports	570
KFI	News/Talk/Sports	640
KABC	News/Talk	790
KPLS	Talk	830
KRLA	Talk	870
KFWB	News	980
KNX	News	1070
KSPN	Sports/Talk	1110
KXTA	Sports/Talk	1150
KWKU	Spanish News/Talk	1220
KWKW	Spanish News/Talk	1330
KMPC	Sports/Talk	1540
KBLA	Spanish News/Talk	1580
FM		
Calls	Format	Frequency
KPCC	NPR, News/Talk	89.3
KLSX	Entertainment Talk	97.1
KKLA	Christian Talk	99.5

Angeles Lakers and Anaheim Angels. "Obviously, KLAC as a Talk station is very new and still evolving," says Bertolucci. "It really didn't become a full-fledged Talk station until Sept. 11, when whatever elements that were left of the station's Nostalgia format were jettisoned for good."

Defining the goals of the station, Bertolucci says that KLAC offers a somewhat more mature approach overall than its more famous Talk partner, KFI. "We're trying to do a strong, credible and informative presentation," she says. "KLAC is probably a little gentler to listen to than other Talk stations in town. We don't tell you what to think or how to think, and we don't yell at you. It's a radio station that respects people's intelligence — that's the position we'd like to occupy with KLAC."

Bertolucci says that she's very pleased with and optimistic about the potential for success with the product the station currently airs. "KLAC is

the home of veteran L.A. talk host Michael Jackson, and I think his loyal audience is really cluing in to the fact that he's back on the air in mid-days in the market," she says.

Jackson is joined in the lineup by Gil Gross (mornings), Suze Orman and Jim Cramer (afternoons) and Clark Howard and Michael Reagan (early evenings). Most nights are filled by the Lakers' or Angels' games or other sports, depending on the season.

KLSX: 'The FM Talk Station'

One of the first FM stations to convert from music to a Talk format, KLSX made the switch from Classic Rock to Talk in 1994. Although



Jack Silver

Continued on Page 26

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*Source: Arbitron Fall 2001 Nationwide DMA, MF 12n-12mid., Persons 12+

Los Angeles Talks!

Continued from Page 25

buoyed out of the box by the strength of Howard Stern anchoring morning drive, the station went through some less-than-successful casts of characters in other dayparts prior to the arrival of current PD Jack Silver.

In an R&R interview from June 12, 1998, Silver said it was obvious to him what needed to be done to build the station into the FM Talk success story it has become today. "When I arrived at KLSX, the mission was clear: Upgrade the talent after morning drive," he said. "My background made me want to build a station that features morning-show-level talent all day and then make a Talk station out of that."

Over the past several years Silver has diligently fine-tuned KLSX's on-air lineup to achieve that goal of morning-show-level talent all day long. "KLSX's mission statement is to be the No. 1 radio station for adult men in the market while also attracting high-income, English-speaking women through personality talk," he says.

"The unique quality that the station brings to the market is the talk content of our personalities. In addition, high-

impact promotions, personal appearances and on-premise events serve to set the station apart."

KLSX's current on-air lineup includes Howard Stern (3-11am); Sam Rubin (11am-noon); Frosty, Heidi and Frank (noon-3pm); Tom Leykis (3-8pm); Conway & Steckler (8-11pm); and John and Jeff (11pm-3am).

KABC: 'Talk Radio 790'

ABC Radio's Southern California flagship has struggled of late through some of its most ratings-challenged years. But today — after a couple of highly publicized GM and PD changes, not to mention numerous host shuffles — current station management has given KABC a much more focused and consistent on-air lineup than it has had in recent memory.

Describing the current incarnation of KABC, PD Erik Braverman says, "Our mission is simple: to provide the most informative and entertaining Talk platform in Los Angeles. We are



Erik Braverman

a place where different ideas and opinions come together for provocative and lively discussion and debate. You may not always agree with what you hear, but we offer balance by allowing all viewpoints to call in and participate in the discussions.

"We talk about issues of national relevance, intertwining local stories and maintaining a strong sense of community. As proud recipients of the 2002 NAB Crystal Radio Award for Community Service, we always put our listeners and the Southern California community first."

Braverman refers to KABC's on-air lineup as Talk radio all-stars. "Our station is made up of some of the most well-known and respected voices in the country," he says. "We have the two biggest personalities from the FOX News Channel — Bill O'Reilly and Sean Hannity — as well as the market's longest-running afternoon talk personality, Larry Elder, and a morning show with two personalities who are familiar to Southern Californians by way of their more than 20 years in morning radio in Los Angeles: Ken Minyard and Dan Avey.

"And we have, arguably, the most visible feminist attorney in the country, Gloria Allred. There is no deny-

Choices Abound For Talk Radio In L.A.

Although Los Angeles' major Talk radio players are all highlighted on these pages, there are a few other nonmusic stations you may want to check out.

• **KPLS (870 AM):** This former L.A. flagship of the Catholic Radio Network, licensed to Orange County, CA, now features traditional-issues Talk programming, including syndicated shows hosted by Don Imus, Laura Ingraham, Tom Martino and Neal Boortz along with "80-something" local Talk radio legend George Putnam.

• **KSPN (1110 AM):** ESPN Radio for Los Angeles features local sports heavyweights Joe McDonnell and Doug Krikorian in afternoons along with ESPN network hosts such as Dan Patrick and Tony Kornheiser. KSPN is also the play-by-play home of the NHL's Los Angeles Kings.

• **KXTA (1150 AM):** FOX Sports Radio for Los Angeles has a wide array of the network's hosts and features Premiere Radio Networks heavy hitter Jim Rome. KXTA is the current play-by-play home of L.A. Dodgers baseball.

• **KMPC (1540 AM):** The Southern California flagship of the Sporting News Radio Network features network hosts such as James Brown, Papa Joe Chevalier and Chet Coppock, among others.

ing that this station is home to some very high-profile locally and nationally popular personalities."

KABC's current lineup is *Ken and Company* (5-9am), Bill O'Reilly (9-11am), Allred and Taylor (11-11:45am), *Paul Harvey News and Comment* (11:45am-noon), *Sean Hannity* (noon-3pm), Larry Elder (3-7pm), Al Rantel (7-10pm), Mr. KABC (10pm-1am), and *Red Eye Radio With Doug McIntyre* (1-5am).

KRLA: 'SmartTalk 870'

Salem's L.A. Talk station, the former KIEV-AM, adopted the heritage call letters KRLA and moved them to a new spot on the AM dial in 2001. With a lineup featuring mostly talents syndicated by Salem's own radio network, KRLA takes a different approach to Talk than its competition in town.

"Our goal is to impact the culture in Southern California in a positive way and to generate as many listeners and dollars as possible," KRLA Dir./Programming **Chuck Tyler** says. "The goal of impacting the culture makes us unique from the other Talk players in the market. Across the street the programming goal is to do whatever it takes to generate as many listeners as possible, regardless of the effect on listeners and the community.

"We take our responsibility to influence and impact the culture very seriously. It's a completely different thought process from most other Talk stations' and very different from what I have been involved in at past radio stations. It's a very positive and refreshing environment to be a part of."

The current Monday-Friday on-air lineup at KRLA includes Mike Gallagher (6-9am), Dennis Prager (9am-noon), Michael Medved (noon-3pm), Hugh Hewitt (3-7pm) and a replay of Dennis Prager (7-9pm). Various other programs and "best of" shows round out KRLA's late-night and overnight programming. The station's programs are also simulcast to the Inland Empire on co-owned KRLH-AM/Riverside.

KFWB & KNX: All News, No Frills

L.A. is one of the few cities with two News radio stations, and both are unique in sound and presentation. While the competitive rivalry that has existed for decades between the two stations may have lessened a bit in these days of consolidated ownership (Infinity owns both outlets), both stations continue to retain distinct styles and sounds even as they deliver the news 24/7 along with all the service elements that any commuter, sports fan or businessperson could ever need.

KNX, presided over by recently named News Director **Ed Pyle**, is the undisputed longevity leader when it comes to News radio in the market. With its instantly recognizable CBS Radio News signatures and familiar "All You Need to Know" slogan and jingles, KNX pumps out a traditional News product with unparalleled consistency and very few frills. Its monster 50kw signal can be heard just about as far as you can drive in any direction in one day, so you'll never lose touch with what's happening back in L.A., no matter how lost you get on the freeways.

Over at KFWB, PD **Crys Quimby** has been instrumental over the past couple of years in returning the station to its roots following some less-than-successful attempts to broaden its boundaries beyond the 24/7 news image for which it was known.

KFWB is once again an easy-to-understand radio station, and its familiar slogan says it all: "All News, All the Time." While the anchors on KFWB tend to sound a little looser and a bit more personable than the newspeople you'll hear on KNX, KFWB remains a solid "utility" News radio station.



Ed Pyle



Chuck Tyler

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Sabo Media Busts Myths About FM Talk.

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- A:
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- A:
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 - You'll have full demo control because you're not putting on random talk shows. Stations that just put on a bunch of shows fail. Sabo Media's Targeted-talk format wins.

Q: Can we sell this FM talk thing?

- A:
- Look at these clients and non-clients that are often number 1 local billers: KLSX Los Angeles, WTKS Orlando, New Jersey 101.5, WJFK Washington, WCKG Chicago.
 - Highest conversion ratios in the industry, often 2 : 1.

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Powell

Continued from Page 3

the agency needs time to analyze the media marketplace.

Powell said media-ownership rules are the FCC's fourth priority, after broadband, competition difficulties and spectrum allocation. In an interview with the *Los Angeles Times*, Powell responded to critics who say the commission has been moving too slowly on new ownership rules by pointing out the appeals courts' admonitions to the FCC to "empirically defend" any rule changes.

"I've been very careful about not letting industry players tell public policymakers what the time frame is," Powell said. "If I'm going to get rid of a rule, I'm going to take responsibility for making that judgment."

Powell also said he wants to craft transparent rules for industry players to follow for mergers. "We need to do this, because when it's open-ended, so are the lobbying and the pressure."

Powell wants the industries to know what the FCC will be looking

for so they can better evaluate their decisions as they propose mergers. As for his ongoing disagreements with Sen. Fritz Hollings, Powell said the disputes aren't major. "It's more remarkable that there aren't more conflicts," he said.

Cross-Ownership Ban Called 'Outdated'

While it didn't come from Hollings, Powell did receive a letter from two Capitol Hill lawmakers who aren't happy with one of the FCC's media-limit rules. Representatives Billy Tauzin and Fred Upton believe the cross-ownership ban is outdated and asked for expeditious elimination of the rule that prevents common ownership of a broadcast station and a daily newspaper in the same market.

"We believe the explosion of media sources should eliminate any concern regarding a lack of diversity of views in the marketplace and competition, which have been the principal justifications for the rule," they wrote. Tauzin is Chairman of the House Energy and Commerce Com-

mittee, while Upton chairs the House Subcommittee on Telecommunications and the Internet.

And while he already has a working group looking into the media marketplace, Powell announced on June 6 the formation of a Spectrum Policy Task Force that will assist the commission in identifying and evaluating changes in spectrum policy. The cross-bureau and multidisciplinary task force will be headed by Sr. Spectrum Policy Advisor/Office of Engineering & Technology Paul Kolodzy and will include senior staff from several FCC bureaus and offices.

But Commissioners Kevin Martin and Michael Copps are unhappy that the task force is seeking comment on formulating policy on fundamental spectrum-management issues without direct input or oversight by the commission. "Spectrum management is one of the commission's most important functions," they said. "It requires full commission attention every step of the way."

— Mollie Ziegler & Julie Gidlow

XM

Continued from Page 3

cars. "We're not pleased with the progress we made at the meeting, but we're going to go back to the drawing board and come back in a couple of weeks," Sheffield said. He claims that his negotiations with XM hit a wall due to the satcaster's assertion that it has an exclusive contract for Urban programming with African-American-owned Radio One.

That didn't satisfy Sheffield, who noted that Radio One only provides gospel music and not gospel preach-

ing. He told the protesters, "You don't go through pagans for religious broadcasting. You don't throw pearls before swine. We don't want the Radio One company representing the Christian community because they don't represent the Christian community."

The satellite broadcaster responded to the racially charged protests by noting XM's outreach to and investments in the African-American community. XM emphasized that its programming partnership with Radio One calls for Radio One to program five channels, including a Gospel channel and an Af-

rican-American Talk channel.

XM also pointed to its recognition by two African-American Washington, DC lawmakers — Congresswoman Eleanor Holmes Norton and Mayor Anthony Williams — as well as the location of its headquarters, which the company said is in a "blighted, predominantly African-American neighborhood." XM further cited programming options provided by Black Entertainment Television and special-event programming highlighting achievements by African Americans.

Citadel

Continued from Page 1

traded entity. The filing did not specify how many shares will be sold or for how much, but it did say that each eligible director of the company will be granted an option to acquire 50,000 shares once the offering price is set. The Citadel IPO will be managed by Goldman Sachs Group and Credit Suisse First Boston.

CIBC analyst Jason Helfstein told R&R that the reason for Forstmann's decision to sell so soon may be the

ever-improving market for radio stocks. "There seems to be strong investor demand for radio stocks," he said. "Forstmann probably sees an opportunity to go out and continue consolidation and pay down debt. Having public capital makes that easier."

Also in the SEC filing, Citadel reported that Q1 2002 revenues declined less than 1%, to \$72.6 million, but that revenues for the second half of 2001 — after the company went private — were 8% better than the first half of the year. From Jan. 1-June 25, 2001, net revenues were \$155.3 million; from June 26-Dec. 31, rev-

enues were \$168.1 million.

In other news, Citadel CEO Farid Suleman — also a director of Westwood One — recently sold about 100,000 shares of WW1 stock. According to an SEC filing, Suleman valued the shares at \$4 million and listed May 15 as the approximate date of the sale. Suleman was President/CEO of Infinity Radio before joining Citadel in February.

Mallace

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Mallace takes duties previously held by Sierra co-owner Ken Brentlinger, who will continue to help operate the stations on an as-needed basis. Mallace said, "I'm very excited to be working with a great group of people who have true passion for radio."

Jones

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heading north," he said. "I will certainly miss Atlanta and the great relationships I've developed through my football days and into my radio and TV career, but managing two powerhouses in a top 10 market is too good to pass up. I'm looking forward to getting started."



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A Perry Capital Corporation

Edison

Continued from Page 1

behavior. Focusing on the moral and ethical questions surrounding downloading, Edison President Larry Rosin said that industry is being crushed by the notion among teenagers that there's nothing wrong with downloading music for free.

There are, however, opportunities for the industry to change attitudes about downloading. Edison VP Jayne Chameski noted that a majority of all downloaders do feel some guilt about downloading music for free. Downloaders are also more sympathetic to musicians than they are to labels.

While the highly publicized efforts

of artists such as Metallica's Lars Ulrich to fight illegal downloads have failed for the most part, a more concerted effort among musicians and redoubled efforts by the industry and the RIAA could help change the attitude that downloading music for free doesn't hurt artists. "People pay millions to have artists endorse their products," Rosin tells R&R. "The recording industry needs to use that power."

The full results of Edison's "Ultimate Record Buyer Study II" will be recapped in future Sound Decisions columns in R&R. They will also be made available at www.radioandrecords.com.



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The Bone Rocks Dallas Radio

□ PD Scott Strong recalls the strong debut of KDBN

On Jan. 3, KKMR/Dallas unceremoniously said goodbye to a concept that many in the industry said was ahead of its time. A few years earlier the Susquehanna station decided to fully integrate an FM station and the wonders of the Internet by relaunching the current-driven Triple A as "Merge93.3.net." PD Scott Strong acknowledges that Merge was a good station, but it simply wasn't attracting the ratings and revenue management hoped to see.

Susquehanna/Dallas management, sensing a need to start from scratch, commissioned a huge research project in late 2001 to help point KKMR in the right direction. As the data came in, the path for KKMR became very clear: The research showed a huge need for a hard-charging Classic Rocker that would embrace the likes and wants of listeners proud to call the Lone Star State home. Thus, the foundation for what is now KDBN (The Bone) was laid.

While Clear Channel's KZPS had the Classic Rock market to itself and sister Active Rocker KEGL (The Eagle) kept upper-demo listeners happy by playing harder-edged classics, a large body of music from 20 to 30 years ago remained untouched by those two stations.

"In the late '70s through the mid-'80s, there were five Rock stations in the market," Strong says. "A lot of that music was familiar but not being played in this market." Such artists as AC/DC, Lynyrd Skynyrd, Styx and ZZ Top were receiving top scores with potential listeners in music tests, so, when all was said and done, Susquehanna looked to



Scott Strong

a sister station in San Francisco and put the finishing touches on what was to become "93.3 The Bone."

Unique Choice

While KDBN's nickname was lifted from Susquehanna's Bay Area Classic Rocker KSAN (107.7 The Bone), Strong is quick to point out that his company did not take a cookie-cutter approach

when launching the Dallas station. In fact, the only similarity between the two stations is the moniker they share.

"We didn't name our station in Dallas The Bone because we had a Bone in San Francisco," Strong says. "But it was nice to have a big brother to look at and see what would and would not work. We have the Dallas attitude. And, just like the comedians say, Texas is like its own country. It's got its own audience. The Bone in San Francisco has a San Francisco attitude, and I don't think you'll ever mix up Dallas with San Francisco."

On the air KDBN uses the slogan "Classic Texas Rock That Rocks," and a brief listen to the station reveals that the Dallas version of The Bone speaks to the Texas rock fan. "We play classic

rock that is very familiar to people in this area," Strong says. "It's a radio station that is very lifestyle-oriented and in touch with the community." Hence, the heavy dose of Stevie Ray Vaughan that can be heard on The Bone.

"To get your driver's license in the state of Texas, you have to name at least two Stevie Ray Vaughan songs," Strong says. "He's a god here, and there was never really an outlet to hear him." On a serious note, The Bone is working on getting a statue of Vaughan erected in Big D.

The Harder Side

The Bone quickly made a name for itself in Dallas, as seen in its first-ever ratings finish. In the winter 2002 Arbitrons, KDBN debuted at a 3.1 12+, KZPS finished down 3.1-2.5, while KEGL slumped 3.2-2.1. How did Susquehanna manage to torpedo its way to first among Dallas Rockers in just a few months? Perhaps the answer lies in its music variety.

Strong calls KZPS "very Classic Hits-oriented." According to Mediabase 24/7, the median year of release for songs played on the station is 1975. KZPS has embraced the upper end of the 25-54 male demo, and on one recent morning played such tracks as

"To get your driver's license in the state of Texas, you have to name at least two Stevie Ray Vaughan songs."

The Beatles' "While My Guitar Gently Weeps," Buffalo Springfield's "For What It's Worth" and The Byrds' "Eight Miles High."

During those same hours, The Bone played such tracks as Van Halen's "Drop Dead Legs," Soundgarden's "Spoonman" and Def Leppard's "Rock of Ages." The median release year for songs on The Bone is 1980.



"Being from St. Louis, I was used to hearing a Classic Rock station with a bite to it," Strong says. "I came here and heard 'ZPS and saw that it was a lighter station. The Eagle still plays a lot of currents. If they play AC/DC, the next song could very well be Metallica."

Interestingly, Mediabase data shows that KEGL's gold content makes up a little more than half of its playlist. In fact, '80s cuts from the likes of Ratt, Dio, Motley Crue and AC/DC can regularly be heard on The Eagle. Nonetheless, both The Eagle and KZPS are now lagging in the ratings to an upstart.

Asked about the passion for '80s titles in Dallas and the success The Bone has had with those songs, Strong says, "We looked at the '80s stuff, and with the research we did, we determined that, if it rocks, it rocks. Remember, Twisted Sister are huge testers, and the audience finds them compatible with Styx and Rush and those types of bands.

"You have to look at this market. If you were looking at this from the perspective of a Classic Rocker in L.A., you'd say, 'You've got to be nuts!' It all depends on the background of the market, and here in Dallas

there's a huge history of Classic Rock."

Perfect Timing

Perhaps the biggest reason The Bone made such a big impact on Dallas in such a short time lies in the timing of its launch. In June 2001, KZPS's heritage morning jock, Bo Roberts, was let go for what station owner Clear Channel called "economic reasons." When he was fired, Roberts and longtime partner Jim White had No. 1 25-54 numbers. That opened up a tremendous opportunity for Susquehanna when it decided on a Classic Rock format for the former KKMR.

"Roberts couldn't go on the air until March 1, but we had promos on every morning promoting his arrival on The Bone, and it was a great campaign for us right from the start," Strong says. Meanwhile, some of the airstaff of the old Merge remained for The Bone. "We had very good talent on Merge," Strong comments. "Rather than firing everybody, we kept a couple of people who are really good radio people. Yvonne Monet is in mid-days, and [MD] Jeff K is in afternoons. They did their homework and made a great transition."

What did Strong think of the winter book, which reflects just a few weeks of Roberts' presence at the radio station? "I'm a humble guy, and there's no way I thought we would be No. 1 18-49 and 25-54," he says. "I'd hoped for a top 10 finish that would set up the station for a move up the ladder.

"Remember," he says, "less than a month of the morning show is factored in to the numbers. We're all excited and surprised to see just how well The Bone did. The most satisfying thing is that we took the research, and we took the attitude, and now we can look back and say, 'Hey, we did everything right!'"

80's Party Rock Lives!

Guns 'n' Roses, Aerosmith, Poison, Ozzy, Scorpions, Def Leppard, Ratt, Motley Crue, AC/DC, Van Halen ...

"When I think of The Tour Bus listener, I think of the 35 year old man, who makes a good salary, who is possibly married with a child or two. And that's right where my demographic needs to be. The Tour Bus has done well in every demo that is important to WDHA. It has outperformed itself from year to year and I couldn't be more pleased."

Terrie Carr
Program Director
WDHA FM 105.5
Morristown NJ

Welcome Aboard

KMGN FM Flagstaff AZ	WGLX FM Wisconsin Rapids WI
WQNQ FM Asheville NC	KZPR FM Minot ND
WQNS FM Asheville NC	KLKK FM Mason City IA
WRCZ FM Albany NY	WOSC FM Salisbury MD
KYGL FM Texarkana AR	WNGZ FM Elmira NY
WHDQ FM Claremont NH	WACL FM Harrisonburg VA
KMOM FM Colorado Springs CO	KXLP FM Mankato MN
WKLT FM Traverse City MI	KRXL FM Kirksville MO
WKLZ FM Traverse City MI	KZMT FM Helena MT

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gilbert@radioandrecords.com

The Best Of The Best

□ Industry Achievement nominees show Oldies' diversity

With R&R Convention 2002 underway in Los Angeles, it's prime time to again call attention to the Oldies nominees for our annual Industry Achievement Awards, which are being presented this week.

A station's true magic is found between the music, but this week we'll take a look at the music that defines our Oldies Station of the Year nominees: WMJI/Cleveland, WMXQ/Jacksonville, WRBO/Memphis, WGLD/Indianapolis, WCBS-FM/New York and KKSJN/Portland, OR.

Before that, though, we'll congratulate this year's Oldies Program Director of the Year nominees: KONO/San Antonio's Roger Allen, KCMO/Kansas City's Chris Hoffman, WCBS-FM/New York's Joe McCoy, WRBO/Memphis' Henry Nelson, WMJI/Cleveland's Dave Popovich

and KFRC/San Francisco's Brian Thomas. Hearty congratulations also go to KLUV/Dallas' Ron Chapman, KOOL-FM/Phoenix's Bill Gardner, WCBS-FM/New York's Harry Harrison, KRTH/Los Angeles' Shotgun Tom Kelly, WJMK/Chicago's John Records Landecker and WMJI/Cleveland's John Lanigan and Jimmy Malone, the nominees for Oldies Personality of the Year.

When we contacted WRBO's Henry Nelson about his PD and Station of the Year nominations, he was extremely gracious while noting that his station's "Soul Classics" positioning was somewhat different from the tra-

ditional programming provided by some of the other Oldies Station of the Year nominees. He's right, of course, and the '80s approach taken at WMXQ/Jacksonville illustrates yet another direction.

Both these stations show the diversity of today's Oldies programming. In breaking down the music played by the stations, we've set aside WMXQ while we look at the other five stations whose music falls solidly within the '60s and '70s.

Based on vintage ratios secured from Mediabase 24/7, here are the year-by-year percentages for those five stations.

Year	WMJI	WCBS-FM	WGLD	KKSJN	WRBO	Year	WMJI	WCBS-FM	WGLD	KKSJN	WRBO
1980	0.0	1.2	0.0	0.0	0.5	1966	11.2	9.7	11.8	13.2	3.1
1979	0.3	0.9	0.0	0.0	4.1	1965	11.4	10.9	13.1	15.3	2.2
1978	0.7	1.8	0.0	0.0	6.8	1964	8.2	9.1	11.2	12.7	1.2
1977	0.7	1.5	0.0	0.0	7.8	1963	5.3	4.4	7.3	6.7	0.2
1976	0.9	2.5	0.1	0.0	7.5	1962	2.6	3.4	6.0	6.0	0.5
1975	0.8	2.3	0.6	0.0	9.0	1961	2.6	2.3	4.1	5.7	0.3
1974	2.2	2.4	1.2	0.1	7.6	1960	2.1	1.9	3.5	4.4	0.3
1973	2.1	2.5	1.2	0.1	8.0	1959	0.6	1.5	1.2	1.8	0.0
1972	4.2	3.5	3.3	2.3	9.9	1958	1.1	1.8	1.7	3.3	0.0
1971	3.7	4.0	3.0	2.5	8.1	1957	0.7	1.2	1.3	3.4	0.1
1970	8.5	4.3	4.5	3.3	4.4	1956	0.4	0.5	0.3	0.7	0.1
1969	8.7	6.1	7.1	3.4	5.9	1955	0.1	0.3	0.1	0.1	0.0
1968	8.0	6.0	5.0	3.6	4.4	1954	0.0	0.0	0.1	0.2	0.0
1967	12.4	9.3	12.2	11.1	5.1						

Jacksonville Listeners Get 'The Point'

In terms of its playlist, WMXQ (102.9 The Point)/Jacksonville is about two decades ahead of traditional Oldies stations. With PD Cat Thomas at the helm, the Cox station is one of the nation's most successful '80s stations, from both ratings and programming standpoints.

According to data from Mediabase 24/7, post-1990 music represents less than 2% of The Point's playlist, with pre-1980 material making up less than 9%. The primary focus is on music from 1982 (13.5%), 1983 (13.5%) and 1984 (12.6%). The most-played artists are The Police, Pat Benatar, Journey, John Mellencamp, Cars, Bryan Adams, Huey Lewis & The News, Prince, Van Halen and Phil Collins.

WMXQ's website displays the station's hour-by-hour music log. Here's a look at what was being played during three hours of a recent day.

10am

- STRAY CATS Rock This Town
- HUEY LEWIS Stuck With You
- PAT BENATAR Fire And Ice
- FRANKIE GOES TO HOLLYWOOD Relax
- MADONNA Live To Tell
- DON HENLEY Boys Of Summer
- BLONDIE Call Me
- GLENN FREY Smuggler's Blues
- U2 With Or Without You
- S. NICKS/T. PETTY Stop Draggin' My Heart Around
- LOVERBOY Turn Me Loose

3pm

- ROMANTICS What I Like About You
- JOURNEY Send Her My Love
- JOHN PARR St. Elmo's Fire
- CARS You Might Think
- RICK SPRINGFIELD I've Done Everything...
- JOHN COUGAR MELLENCAMP Pink Houses
- PETER GABRIEL In Your Eyes
- STEVE MILLER Abracadabra
- JOHN WAITE Missing You
- STEVIE NICKS Stand Back
- MEN AT WORK Down Under
- BILLY SQUIER Everybody Wants You
- PAT BENATAR Love Is A Battlefield

7pm

- HUEY LEWIS & THE NEWS I Want A New Drug
- POLICE Every Little Thing She Does Is Magic
- ZZ TOP Gimme All Your Lovin'
- BILLY JOEL Keepin' The Faith
- KENNY LOGGINS I'm Alright
- TOM PETTY Free Fallin'
- HALL & OATES Out Of Touch
- U2 Sunday Bloody Sunday
- DON HENLEY Dirty Laundry
- B-52s Love Shack
- FOREIGNER Urgent

Who's Hot These Days?

Even a cursory glance at a station's list of most-played artists and songs shows the differences in local tastes. The information below reflects airplay so far this year, according to Mediabase 24/7.

WMJI/Cleveland

Most Played Artists: Beatles, Beach Boys, Supremes, Elvis Presley, Rolling Stones, Temptations, Creedence Clearwater Revival, Four Tops, Four Seasons, Neil Diamond.

1. VAN MORRISON Brown Eyed Girl
2. CLASSICS IV Spooky
3. MUNGO JERRY In The Summertime
4. TURTLES Happy Together
5. BRUCE CHANNEL Hey! Baby
6. B.J. THOMAS Hooked On A Feeling
7. ROY ORBISON Only The Lonely
8. ELVIS PRESLEY Suspicious Minds
9. ROLLING STONES (I Can't Get No) Satisfaction
10. TOKENS The Lion Sleeps Tonight

WCBS-FM/New York

Most Played Artists: Beatles, Supremes, Four Seasons, Beach Boys, Four Tops, Stevie Wonder, Rolling Stones, Temptations, Elvis Presley, Smokey Robinson & The Miracles.

1. ARETHA FRANKLIN Respect
2. ROY ORBISON Oh! Pretty Woman
3. SIMON & GARFUNKEL Mrs. Robinson
4. OTIS REDDING (Sittin' On) The Dock Of The Bay
5. ISLEY BROTHERS This Old Heart Of Mine
6. ROLLING STONES (I Can't Get No) Satisfaction
7. TEMPTATIONS My Girl
8. BLOOD, SWEAT & TEARS You've Made Me So Very Happy
9. RASCALS I've Been Lonely Too Long
10. SPIRAL STARECASE More Today Than Yesterday

WGLD/Indianapolis

Most Played Artists: Beatles, Beach Boys, Elvis Presley, Supremes, Four Seasons, Neil Diamond, Johnny Rivers, Herman's Hermits, Creedence Clearwater Revival, Dave Clark Five.

1. CREEDENCE CLEARWATER REVIVAL Proud Mary
2. FOUR TOPS I Can't Help Myself
3. ROY ORBISON Oh! Pretty Woman
4. MANFRED MANN Do Wah Diddy Diddy
5. SONNY & CHER I Got You Babe
6. FOUNDATIONS Build Me Up Buttercup
7. SEARCHERS Love Potion Number Nine
8. TEMPTATIONS My Girl
9. RIGHTEOUS BROTHERS You've Lost That Lovin' Feelin'
10. TOMMY JAMES/SHONDELLS Hanky Panky

KKSJN/Portland, OR

Most Played Artists: Beatles, Beach Boys, Elvis Presley, Supremes, Johnny Rivers, Four Seasons, Righteous Brothers, Creedence Clearwater Revival, Ricky Nelson, Turtles.

1. ROY ORBISON Oh! Pretty Woman
2. BETTY EVERETT Shoop Shoop Song
3. MARY WELLS My Guy
4. BOX TOPS The Letter
5. LOS BRAVOS Black Is Black
6. TEMPTATIONS My Girl
7. TURTLES Happy Together
8. TOMMY JAMES/SHONDELLS I Think We're Alone Now
9. WILSON PICKETT In The Midnight Hour
10. RIGHTEOUS BROTHERS Unchained Melody

WRBO/Memphis

Most Played Artists: Al Green; O'Jays; Stevie Wonder; Isley Brothers; Temptations; Earth, Wind & Fire; Marvin Gaye; Aretha Franklin; Gladys Knight & The Pips; Barry White.

1. MCFADDEN & WHITEHEAD Ain't No Stoppin' Us Now
2. EDWIN HAWKINS SINGERS Oh Happy Day
3. STAPLE SINGERS I'll Take You There
4. FIVE STAIRSTEPS O-o-h Child
5. GLADYS KNIGHT/PIPS If I Were Your Woman
6. JOHNNIE TAYLOR I Believe In You (You Believe In Me)
7. BARRY WHITE It's Ecstasy When You Lay Down ...
8. BROTHERS JOHNSON I'll Be Good To You
9. ARETHA FRANKLIN Until You Come Back To Me...
10. AL GREEN Love And Happiness

TELL US WHAT YOU THINK!

Share your opinion about this column — go to www.radioandrecords.com and click the Message Boards button.

Purtan And His People

Tipp O'Neill said politics are local. Well, for the most part, radio is too.

By Bob Shannon

Six degrees of Kevin Bacon, or six degrees of separation.

Whatever it's called, the game supposes that no matter who you are, you're only six people away from anyone else in the world.

Wanna play?

Here goes. John Lennon (1) toured with Roy Orbison (2), who was at Sun Records with Elvis Presley (3), who met Richard Nixon (4) at the White House, where Spiro Agnew (5) — Nixon's Vice President — seldom went because he was busy attacking the media.

Agnew was Governor of Maryland before he became Vice President. In the spring of 1968, he called Al Burke (6), the GM of WBAL/Baltimore, to complain about Dick Purtan, WBAL's new morning man.

"Fire that son of a bitch!" demanded Agnew. "He made fun of me."

Purtan had always done parodies of social and political types, and in Detroit, his targets got the joke, but not Agnew. When Burke fired Purtan, he'd only been at WBAL for five weeks.

Of course, that's not how the story ends.

Purtan returned to Detroit and became a legend while Agnew went to Washington and became an embarrassment. Looking back, one can't help but wonder if Dick wishes he'd never heard the Agnew name.

Purtan, not Nixon.

OK, both.

BUFFALO

The Statler Hotel was in downtown Buffalo. Before elementary school started he'd hop the bus and try not to look too excited. But when you're going to see your hero — and Clint Beuhlman, longtime WBEN/Bufalo morning man, was little Dick Purtan's hero — well, you figure nervous shakes are part of it. Blame it on the cold.

The station was on the 18th floor. Purtan would ride up the elevator and ring the bell. "If Clint didn't answer himself," he says, "I'd just sit in the hallway and listen on the P.A."

Another Buffalo hero was Frank Ward. "In my teens Frank did *Spotlight Serenade* on WKBW," Purtan recalls. "He had a great voice and a great style. He wasn't funny, just smooth — not *mellow* smooth, but *hip* smooth."

Purtan still insists Frank Ward is the best he ever heard.

THE BUCKAROO SANDMAN

Jocks came and went, but stations owned their names. At WOLF/Syracuse, Purtan joined a long line of jocks

who'd been *The Buckaroo Sandman*. "Dick Clark was the Buckaroo Sandman, too," he reveals.

Then Purtan returned to Buffalo and became "Guy King" on WWOL. Other guys included Tom Clay, Bruce Bradley and his hero, Frank Ward. In 1958 Purtan became the new King for \$50 a week.

WARM LOVE

Buffalo was cold, but Syracuse University was colder.

"It was 23 below zero and half the windows in the dorm had no glass," says Purtan. When he awoke freezing, he flashed on a way to get warm: "I'll propose to my girlfriend."

Her answer was yes, and yes, it was the beginning of a warm relationship. "Even hot at times," Purtan told me. "And to prove it, we have six daughters."

For the most part, his parents were supportive of his radio ambitions, but his new in-laws were a bit more skeptical. Purtan stayed focused.

"I want to be a disc jockey," he said. He had a brand new Master's degree in Telecommunications, and TV would have been the smart move.

Ask anyone, but Purtan didn't listen. He only wanted radio, and when a visiting lecturer named David Susskind asked Purtan what he wanted to do now that he had his degree, Purtan said radio.

As it happened, Susskind offered to help.

JACKSONVILLE AND CINCINNATI

Ben Strauss owned WWDC/Washington, DC and Susskind suggested Purtan send him a tape. Strauss responded, "I've got nothing in Washington, but I've got a station in Richmond and one in Jacksonville, and Jacksonville might be better for you."

In 1960, Dick Purtan and his bride Gail headed south to sunny Jacksonville, where God's own humidity co-existed with Spanish moss, sulfur water and a radio station so pathetic that Purtan forgot to tell me the calls.

"We were Top 40," he says. "A CBS affiliate with news at the top of the hour and a five minute show at the bottom." The competition, he says, was "The Big Ape," WAPE/Jacksonville, and it was barely a fight.

Within a year, Purtan was at WSAI/Cincinnati. "A fabulous radio station," he says. "We had 42 share in the pulse ratings."

Then Detroit called.

DETROIT

In 1965, the year Purtan joined WKNR/Detroit to do mornings, Motown Records had four No. 1 hits, and the radio battleground was Top 40.



Dick Purtan

When The Drake format came to CKLW/Detroit in '67, Purtan's morning numbers held, but the rest of the day went up in flames. The fireman called to the rescue was consultant Mike Joseph. "Joseph told everyone, including me, to shut up," says Purtan, "to do 10-second intros." Purtan refused. "You can't just play music in the morning."

Joseph threatened action, but Purtan didn't budge. Following a "come to Jesus" meeting with the GM, Purtan got his way, but Joseph got the rest of the day.

In 1968, ABC's WXYZ/Detroit offered Purtan afternoon drive, but he was a morning man now and turned down their \$40K offer. Instead, he went to WBAL/Baltimore. Although his morning shares increased by 10 points while he was there, by the time the book was released, he'd been *Spinn-ed* and was already back in Detroit doing afternoons for WXYZ at \$25K.

Behind the scenes, things were happening.

"Purtan had just arrived when Martin and Howard, the old-style MOR morning guys, went on vacation," recalls Bob Henabery, then ABC's Program Development Manager. "Chuck Fritz moved Purtan to mornings to do an 'audition' and asked me to listen in from New York. I laughed and laughed and laughed," he says.

Later that day Henabery told Fritz, "If you don't keep Purtan on in mornings, you're out of your mind."

"Poor Martin and Howard. They went on vacation and never came back," Purtan says.

Purtan stayed for 10 years.

A SWEETHEART OF A DEAL

On Valentines Day, 1996, Mel Karmazin flew to Detroit to offer Dick Purtan mornings on WOMC. Purtan accepted, but it almost didn't happen.

JP McCarthy owned the town. When he died, speculation was that Purtan would replace him on WJR, but Purtan wasn't so sure.

Finally, he did accept the WJR job offer, but got an 11th hour reprieve when ABC put WJR on the block.

Then Mel swooped in.

Today, five years later, Purtan has a new five-year deal with WOMC.

"I've been at five different radio stations in 36 years," Purtan told me. In Detroit: WKNR, WCYZ, CKLW, WKQI and now, WOMC. "Fortunately, I take my audience with me."

"His popularity stems from his originality," says Larry Lawson, a Detroit doctor, who's known Purtan for over 30 years. Lawson also believes Purtan should get more credit than he does for pioneering morning show political parodies.

Can you say Agnew?

And about that connection to John Lennon? In 1964, it was Dick Purtan who brought The Beatles to Cincinnati.

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

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Street Talk

Sweet Screen Stars Suck Up To Radio

Well, not exactly. But you'd have to salute both **Tom Cruise** and **Matt Damon** for being superstars and super-cool during a couple of recent events involving radio people.

Last week KLSY/Seattle MD **Darla Thomas** and morning host **Bruce Murdock** had the rare thrill of attending a press conference given by **Cruise** and **Steven Spielberg**, who were in town to promote the new film *Minority Report*.

Murdock brought along his minidisc recorder to tape the conference, and, as luck would have it, his foot got tangled in the recorder's



Matt Damon with some KLSY folks

wires while he was making his way back to his seat. As a result, Murdock fell head-first into **Cruise's** lap! "Of course, my first thought was, 'Why couldn't that have been me?'" **Thomas** tells **ST**. "Tom was so sweet! He helped Bruce up and asked him several times if he was OK." **Thomas** adds that, seconds afterward, some guy in the back yelled, "How typical — a radio person trying to take the attention away!"

Damon stopped by KLLC (Alice @ 97.3)/San Francisco to plug his new flick, *The Bourne Identity*. "He's a huge star, so we were all worried about how it was going to go," **Alice PD John Peake** tells **ST**. "His 'people' were patrolling the hallways, making sure no one interfered with him on his way to the studio." Those fears were quickly allayed, however, when **Damon** strolled into the **Alice** studio with a six-pack of **Mickey's Big Mouth** malt liquor. "It was an act of pure good will (hunting)," **Peake** says.

The camera-ready **Jacque Gonzalez-James**, veteran of both the radio and record industries, segues to TV as an on-camera host at QVC. "A job where I get to shop and talk. I was meant for this gig!" she tells **ST**. **Ms. G-J** has handled **Gotham** regional promotion for **Universal** for the last year and begins training for her TV gig July 8. Expect her to start hawking goods in August.

Hot AC WZPL/Indianapolis is going the amateur-film route in its quest to find a morning co-host. Recently arrived morning guy **Dave Smiley** is soliciting videotaped auditions from area women, and those with the best tapes will be selected for on-air auditions. The big winner scores an invite to join the *Smiley in the Morning* show.

Marv Albert To Host MNF

Veteran NBC-TV sportscaster **Marv Albert** will join **Boomer Esiason** and **Jim Gray** in the broadcast booth this fall for **Westwood One**/

CBS Radio Sports' coverage of *Monday Night Football*. He succeeds **Howard David**, who has joined **Beasley's WQAM/Miami** as the lead play-by-play announcer for **Miami Dolphins** broadcasts.

Speaking of **Westwood One**, **WJFK-FM**/Washington-based midday monsters **Don Geronimo** and **Mike O'Meara** returned to the air Monday to host their first complete show in more than a week. However, **WNEW/New York** was still running their show in "best-of" mode. Are the duo in danger of losing their **New York** affiliate, home to **WW1**-syndicated afternoon rivals **Opie & Anthony**? **O&A** made their own headlines, as the duo have attracted \$21,000 in possible fines from the **FCC** for three separate broadcasts deemed to be indecent. **WNEW** parent **Infinity** argued that **O&A's** show isn't offensive when judged against "contemporary community standards" and pointed out that the show is popular among men 25-44. The humor-impaired **FCC** responded that just because a segment of the population tunes in to the show doesn't mean that the material aired was not indecent.

WSTO/Evansville, IN has fallen victim to a serial contest pig, who took the station for \$15,000 in its fifth annual **Hands on Marathon**. Twenty-three contestants took part in the contest, which began May 30, with the intention of winning a three-year lease for a 2002 **Dodge Durango** (or a \$15,000 cash prize). Eighty-two hours later, **Brian Root** was declared the winner. It was later revealed by a local television station that **Root** is an **Alabama** resident who has won at least three other similarly themed contests around the country. **PD Dr. Dave Michaels** tells **ST** that next year's event will include a residency requirement, thus ensuring a local winner.

Doobies And Boobies

Clear Channel Rocker **WHJY/Providence** recently christened its new studios the all-American way: by saying it with skin. The station's new digs overlook **I-95**, and **PD Joe Bevilacqua** tells **ST**, "Now we have the opportunity to entertain our listeners stuck in the gridlock right outside the window." That job's been left to *The Geoff Charles Afternoon Show*, which presents "Get Naked 4:20 Fridays" — now in its second smash week! **Charles** and several listeners let it all hang out during the **June 7** installment, and **Bevilacqua** says several stalled commuters returned the favor by flashing right back. "Of



Continued on Page 34



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Street Talk

Continued from Page 32

course, we are not actively encouraging people to stop on the freeway," he says. "That would be unsafe."

In other news from ST's Nudity Desk, **Larry Wachs** — one half of *The Regular Guys* on Clear Channel Rocker WKLS (96 Rock)/Atlanta — is the guy to thank for our official eBay Item O' the Week: No. 1739836216 — "Feel Wife's Breasts If You Pay for Boob Job." The deal is rather self-explanatory. Wachs is attempting to score his wife, Kelly, bigger breasts, and he wants somebody else to pay for them. The bidding, which currently stands at \$600, closes Sunday. Wachs says he'll also supply the top bidder with a photo of the finished product. The offer is limited to those in the Atlanta metropolitan area. In a completely unrelated story, **Vito Gorinas** joins 96 Rock from WLZR/Milwaukee as Creative Services Director. He replaces Paul Bahr.

Across town, singer-actress **Courtney Love** spent the better part of June 7 at Susquehanna Alternative WNNX (99X)/Atlanta. Director/Programming (and *Morning X* co-host) **Leslie Fram** invited Love to come on the wakeup program to perform a new song, but Love expressed concern that her hometown station — KROQ/Los Angeles — would be upset if she debuted the song in Atlanta. Love asked Fram to call KROQ PD Kevin Weatherly to get his blessing, which he gave, and the *Morning X* agreed to stay on the air until Love's arrival. At 2pm Love showed up at 99X and began rehearsing in the production studio. The 99X crew then began interviewing Love, but the station was forced to evacuate midway through the questioning due to a fire alarm. Finally, at about 4:08pm, Love world-premiered her new composition, "Hold on to Me." Helping Love out as session musicians: Production Director **James Ferry** and *Morning X* member **Rich Shertenleib**.



Love (second from left), Atlanta style

Big Dumb Promotions We Love

Clear Channel Classic Rocker **WDVE/Pittsburgh** gives a whole new meaning to "collective contest" with its Fathers' Day promotion, the Three Spoozes. What's involved? Three guys report to the local sperm bank to make a deposit. The guy with the highest sperm count scores front-row Rolling Stones tickets, a limo ride and \$1,000 cash. **WDVE** Promotion Director **Kevin Battle** says, "We figure it's a win-win situation for the winner, since you're getting paid a grand for something you do every day for free."

Infinity CHR/Pop **WNKS (Kiss 95.1)/Charlotte** rips a page from today's supermarket-tabloid headlines by holding a Winona Ryder Shoplifting Weekend. The grand-prize winner gets picked up in a Ryder truck and taken to Warehouse Music. He or she then have 95 seconds to "shoplift" as many CDs as fit in a shopping bag. Winners also score passes for Winona's new movie, *Mr. Deeds*, starring Adam Sandler. The cue to call in? The Kiss "security alarm."

Lastly, **ST** and the **R&R** family thank and give much love to **Hollywood Hamilton**, host of *Hollywood Hamilton's Weekend Top 30*, and

RADIO RECORDS



1

- **Andy Gershon** selected as President of V2 Records North America.
- **Gary Krantz** promoted to Sr. VP/Operations for Premiere Radio Networks.
- **Tom Glade** joins Clear Channel/San Antonio as VP/Radio Market Manager.

5

- **Randy Goodman** named President of Lyric Street.
- **WBLS/New York** sets **Kernie Anderson** as VP/GM and **Lee Michaels** as PD.
- **Bruce Pollack** picked as Station Manager of **KBFB/Dallas**.
- **Jim Trapp** tapped as PD of **KTBZ/Houston**.

10

- **Mick Anselmo** upped to Regional VP for Malrite Communications.
- **Norm Winer** advances to VP/Programming at **WXRT/Chicago**.
- **Pat St. John** elevated to PD of **WNEW-FM/New York**.
- **Brian Krysz** accepts the PD chair at **KEGL/Dallas**.
- **Bubba The Love Sponge** (a.k.a. **Todd Clem**) receives a federal trademark for his name.

15

- **Peter Crawford** captures VP/GM duties at **WZOU/Boston**.
- **Hugh Surratt** selected as Manager/National Album Promotion-West for **RCA Records**.
- **Dr. Chuck Crane** chosen as PD of **KKHT/Houston**.
- **Dick Curtis** promoted to PD of **KVII/Seattle**.
- **Don Kelly** named PD of **WWMX/Baltimore**.



Norm Winer

20

- **Gary Berkowitz** rejoins **WROR/Boston** as Manager/Programming and Operations.
- **KULF/Houston** to go CHR with **John Lander** as PD.
- **WVWM/Cleveland** goes AC with **Mike McVay** as PD.
- **Bobby Ocean** returns to San Francisco, for middays at **KIOI**.



Mike McVay

25

- **Rich Fitzgerald** appointed VP/National Promotion for **RSO/Island**.
- **Bruce Holberg** named PD of **WIP/Philadelphia**.
- **Joel Denver** becomes PD of **WMJX/Miami**.



Joel Denver

Twin Cities legend **Van-O** for lending their talents to **R&R** Convention 2002 as the VJs of our closed-circuit video channels at the Beverly Hilton hotel. We appreciate it!

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

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EPISODE II - ATTACK OF THE PHONES

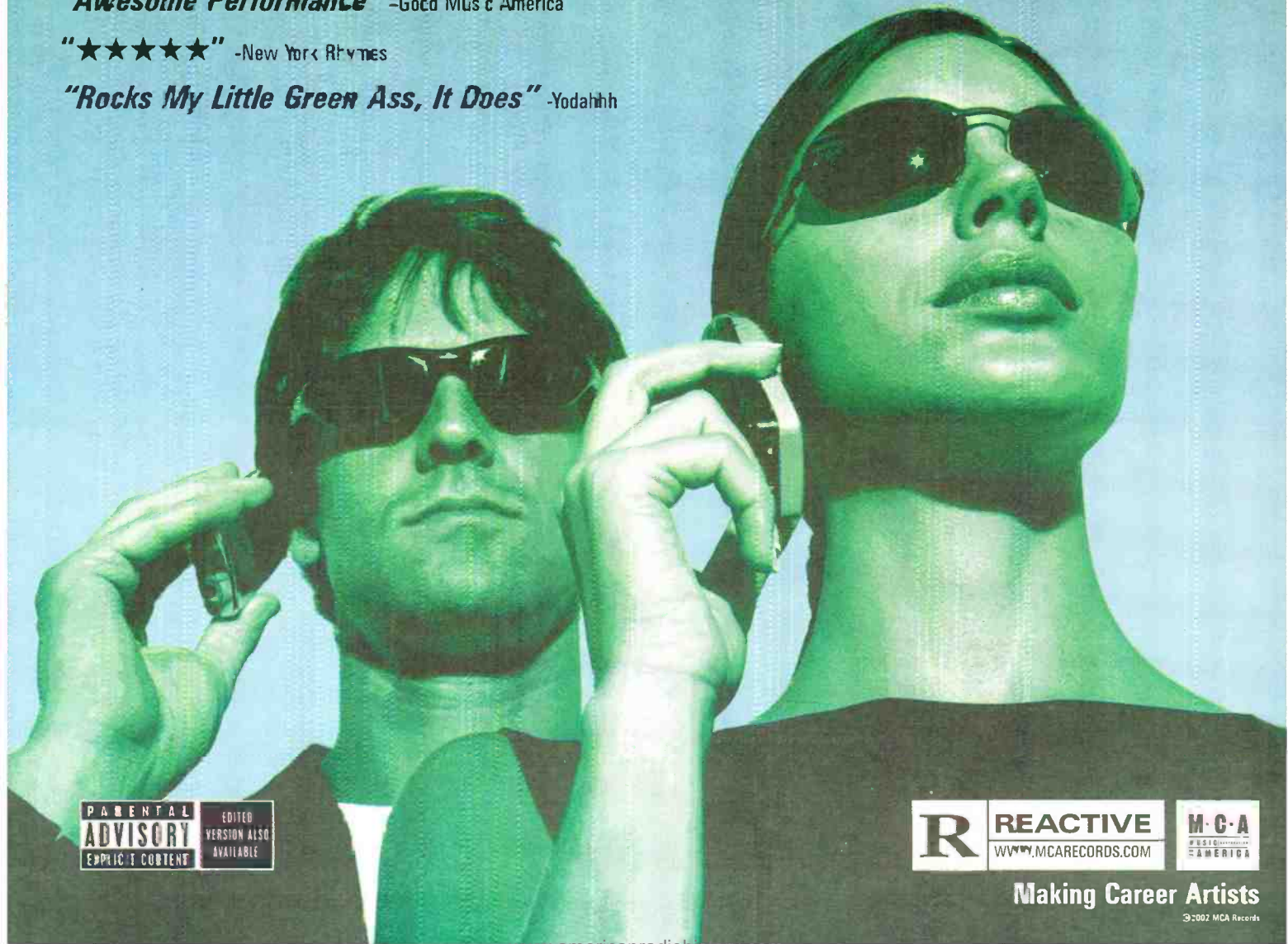
STARRING

- ★ Avant ★ Blackalicious
- ★ Box Car Racer
- ★ Finch ★ New Found Glory
- ★ nonpoint ★ Rayvon
- ★ Snoop Presents: Doggy Style Allstars
- ★ Something Corporate ★ Soundbombing III
- ★ Tommy Lee ★ Yasmeen

"Awesome Performance" - Good Music America

"★★★★★" - New York Times

"Rocks My Little Green Ass, It Does" - Yodahhh



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 For Country & Christian Please Contact: **Jessica Harrell (615) 244-8822 • jharrell@rronline.com**

LW	TW	ARTIST	ALBUM	LABEL	POWERINDEX	CHANGE
1	1	EMINEM	Eminem Show	Shady/Aftermath/Interscope	764,620	-45%
—	2	VARIOUS	Totally Hits 2002	WSM	121,661	—
2	3	P.DIDDY	We Invented The Remix	Bad Boy/Arista	90,266	-14%
—	4	DONELL JONES	Life Goes On	Untouchables/Arista	82,061	—
3	5	ASHANTI	Ashanti	Murder Inc./Def Jam/IDJMG	80,154	-5%
—	6	DIRTY VEGAS	Dirty Vegas	Capitol	75,663	—
7	7	KENNY CHESNEY	No Shoes, No Shirt, No Problem	BNA	65,562	+2%
—	8	AVRIL LAVIGNE	Let Go	Arista	64,368	—
6	9	SHERYL CROW	C'mon, C'mon	A&M/Interscope	62,635	-8%
4	10	MARC ANTHONY	Mended	Columbia	58,056	-18%
9	11	SOUNDTRACK	Spider-Man	Roadrunner/Columbia/IDJMG	57,592	-5%
11	12	BIG TYMERS	Hood Rich	Cash Money/Universal	56,554	-4%
8	13	VARIOUS	Now Vol. 9	UTV	52,878	-16%
10	14	CAM'RON	Come Home With Me	Roc-A-Fella/IDJMG	52,866	-13%
5	15	CELINE DION	A New Day Has Come	Epic	52,554	-23%
17	16	JOSH GROBAN	Josh Groban	143/Reprise	49,002	+3%
16	17	PINK	M!\$sundaztood	Arista	48,706	0%
12	18	MUSIQ	Juslisen	Def Soul/IDJMG	47,188	-12%
13	19	SHAKIRA	Laundry Service	Epic	46,146	-11%
—	20	VARIOUS	Soundbombing 3	Rawkus/MCA	45,303	—
19	21	SOUNDTRACK	O Brother, Where Art Thou?	Lost Highway/IDJMG	45,233	+2%
15	22	VARIOUS	Off The Hook	Columbia	41,636	-16%
—	23	DJ QUIK	Under Tha Influence	Ark 21	41,167	—
18	24	NDRAH JONES	Come Away With Me	Blue Note	40,223	-14%
20	25	JOHN MAYER	Room For Squares	Aware/Columbia	40,045	-8%
14	26	MOBY	18	V2	38,616	-22%
21	27	ALAN JACKSON	Drive	Arista	37,859	-5%
22	28	WEEZER	Maladroit	Geffen/Interscope	36,493	-8%
23	29	VANESSA CARLTON	Be Not Nobody	A&M/Interscope	35,618	-8%
27	30	NO DOUBT	Rock Steady	Interscope	34,891	+4%
30	31	NICKELBACK	Silver Side Up	Roadrunner/IDJMG	32,411	+2%
32	32	JIMMY EAT WORLD	Jimmy Eat World	DreamWorks	31,859	+5%
26	33	PUDDLE OF MUDD	Come Clean	Flawless/Geffen/Interscope	31,839	-5%
25	34	BOX CAR RACER	Box Car Racer	MCA	31,661	-8%
29	35	LINKIN PARK	Hybrid Theory	Warner Bros.	30,788	-3%
34	36	MICHELLE BRANCH	Spirit Room	Maverick/WB	29,640	+5%
43	37	TWEET	Southern Hummingbird	Gold Mind/Elektra/EEG	29,286	+21%
42	38	NAPPY ROOTS	Watermelon, Chicken & Gritz	Atlantic	28,172	+12%
38	39	SOUNDTRACK	Spirit: Stallion Of The Cimarron	Interscope	28,005	+5%
28	40	LUDACRIS	Word Of Mouf	Def Jam South/IDJMG	27,784	-13%
40	41	SYSTEM OF A DOWN	Toxicity	American/Columbia	27,745	+5%
46	42	CREED	Weathered	Wind-Up	27,062	+16%
33	43	JENNIFER LOPEZ	J To Tha L-O!: The Remixes	Epic	26,107	-11%
35	44	ENRIQUE	Escape	Interscope	25,862	-7%
—	45	SOUNDTRACK	Divine Secrets Of The Ya Ya...	Columbia	25,567	—
48	46	JACK JOHNSON	Brushfire Fairytales	Enjoy/Universal	24,318	+6%
24	47	LAURYN HILL	MTV Unplugged No. 2.0	Columbia	23,851	-38%
31	48	BRANDY	Full Moon	Atlantic	23,657	-25%
37	49	BARRY MANILOW	Ultimate Manilow	Arista	23,330	-15%
50	50	P.O.D.	Satellite	Atlantic	22,867	+8%

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ON ALBUMS

Em Dashes Along

If you enjoyed the Lakers' dismantling of the Nets or Lennox Lewis' demolition of Mike Tyson, then this week's chart is for you.

In his third straight week at the top of the heap, *Aftermath/Interscope* hip-hop hero Eminem once again trounces the opposition, selling



Avril Lavigne

over six times more than the next album, WSM's *Totally Hits 2002*. *Totally Hits* debuts this week at No. 2, one of four newcomers in the top 10.

Antonio "L.A." Reid's Arista scores a pair of top 10 debuts: Donell Jones, at No. 4, and promising young diva Avril Lavigne, who comes in at No. 8.



Dirty Vegas

Capitol's Dirty Vegas motor to a surprisingly strong first week, crossing the finish

line in sixth place on 75,000-plus as the label quickly closes Pop radio and that ubiquitous Mitsubishi spot keeps airing.

Rounding out the top 10: a third Arista entry, Bad Boy's P. Diddy remix album (No. 3); Murder Inc./IDJMG's Ashanti (No. 5); BNA's Kenny Chesney (No. 7); A&M/Interscope's Sheryl Crow (No. 9); and Columbia/CRG's Marc Anthony (No. 10).

Other newcomers to the Top 50 include Rawkus/MCA's rap compilation *Soundbombing 3* (No. 20), Ark21's DJ Quik (No. 23) and the *Divine Secrets of the Ya-Ya Sisterhood* soundtrack (No. 45). *Secrets*, on T Bone Burnett's DMZ label through Columbia/Sony Music Soundtrax, is the followup to the Burnett-produced IDJMG/Mercury Grammy

winner for Album of the Year, *O Brother, Where Art Thou?* — which is still on the chart, at No. 21.

And how about Blue Note's Norah Jones? The rookie phenom continues her roll, moving another 40,000 while living large at Triple A and making a move at Hot AC.

Next week: It's Epic's turn to harvest the new Korn record and check out the memories in *The Osbournes Family Album*.



Norah Jones

June 14, 2002

Keep That Funk Alive

The funk has been alive and kicking lately. The NBA's current commercial campaign takes us back to the '70s, while *Undercover Brother* transplants a little bit of that '70s style into the present. But with the NBA playoffs coming to a close and new movies coming out, it's up to Urban and Rhythmic radio to present something new and funky to the masses.

First up, we've got **Beyonce** of Destiny's Child fame going to Rhythmic and Urban next week with "Work It Out." This is the first single from the soundtrack to the upcoming film *Austin Powers in Goldmember*, hitting theaters July 26. In the third installment of the series, Myers' groovy title character goes back in time to thwart evil once again, but this time his destination is the '70s, where he hooks up with Foxy Cleopatra, played by Beyonce. You can also find "Work It Out" on Beyonce's forthcoming solo album, *Dangerously in Love*.



Beyonce

Things stay a little funky at Rhythmic with **Trick Daddy's** "In Da Wind." This track from the soon-to-be-released album *Thug Holiday* features Cee-Lo,

founding member of the group Goodie Mob, and Big Boi, one-half of the dynamic duo OutKast. Speaking of those two, Cee-Lo is hitting Urban next week with "Gettin' Grown," the second track off his album *Cee-Lo Green and His Perfect Imperfections*. **OutKast** happen to be moving on over to Pop with "Land of a Million Drums," the lead track from the soundtrack of the motion picture *Scooby-Doo*.

There's much more than the funk going on at radio as a couple of chart-topping songs prepare to conquer new formats. **Cam'ron's** "Oh Boy" becomes king of the Urban charts by going to No. 1 while keeping the heads nodding over at Rhythmic by moving up to the No. 4 spot. Its bid to become a hit over at Pop looks good: It debuts at No. 50 this week. Professional surfer **Jack Johnson** is riding the wave of popularity with "Flake," which goes to No. 1 at Triple A this week. The hit has also had strong showings on the Alternative and Hot AC charts, but now it's time for it to discover new shores: "Flake" also goes to Pop radio next week.



Allison Moorer

Triple A has a lot to offer next week, including **Allison Moorer's** "Cold in California." This track is from her upcoming third album, *Miss Fortune*, which follows 1998's *Alabama Song* and 2000's *The Hardest Part*. Moorer also made her acting debut last month, on Showtime's *The Chris Isaak Show*. **The Tragically Hip** present "It's a Good Life If You Don't Weaken" from their just-released album, *In Violet Light*. Check out the video, which was filmed at the old estate of former General Motors boss Sam McLaughlin up in Oshawa, Ontario. And don't forget to check out "Cry" by **Simple Minds**, who are best known for their 1985 hit "Don't You (Forget About Me)" from the cult classic *The Breakfast Club*.

Korn invade Rock, Active Rock and Alternative radio with "Thoughtless," the second single from their just-released album, *Untouchables*. The boys just had a big album premiere event in New York on June 10, where they broadcast their performance live to over 40 theaters in the U.S. and Canada, as well over the Internet in a partnership with MTV.com. They will be on tour with Deadsy and Puddle Of Mudd from June 20 to Aug. 1.

Got a little boo-boo? Let **Tommy Shane Steiner** kiss the pain away with "Tell Me Where It Hurts," the followup to his hit Country single "What If She's an Angel." Both tracks can be found on his album *Then Came the Night*, and Steiner can be found at Nashville's Fan Fair, the best place for music lovers to be this week. (Well, besides R&R Convention 2002!)



Tommy Shane Steiner

— Mike Trias

R&R Going For Adds

Week Of 6-17-02

CHR/POP

- CAM'RON Oh Boy (*Roc-A-Fella/IDJMG*)
- JACK JOHNSON Flake (*Enjoy/Universal*)
- LIL BOW WOW f/JD & FABOLOUS Basketball (*So So Def/Columbia*)
- OUTKAST Land Of A Million Drums (*Lava/Atlantic*)

CHR/RHYTHMIC

- ASHANTI Happy (*Murder Inc./Def Jam/IDJMG*)
- AZ I'm Back (*Motown*)
- BEYONCE Work It Out (*Columbia/CRG*)
- BRADSHAW You Remind Me (*BlackGround/Universal*)
- GINUWINE Stingy (*Epic*)
- LIL' WAYNE Way Of Life (*Cash Money/Universal*)
- SLUM VILLAGE Tainted (*Barak/Capitol*)
- TRICK DADDY f/CEE-LO AND BIG BOI In Da Wind (*Atlantic*)
- USHER Can U Help Me (*LaFace/Arista*)

URBAN

- ASHANTI Happy (*Murder Inc./Def Jam/IDJMG*)
- AVANT Don't Say No, Just Say Yes (*Magic Johnson/MCA*)
- BEYONCE Work It Out (*Columbia*)
- CEE-LO Gettin' Grown (*LaFace/Arista*)
- FAITH EVANS Burnin' Up (*Bad Boy/Arista*)
- GINUWINE Stingy (*Epic*)
- KNOC-TURN'AL Muzik (*LA Confidential/Elektra/EEG*)
- LIL' WAYNE Way Of Life (*Cash Money/Universal*)
- SLUM VILLAGE Tainted (*Barak/Capitol*)

URBAN AC

- KAREN CLARK-SHEARD Be Sure (*Elektra/EEG*)

COUNTRY

- JACK INGRAM One Thing (*Lucky Dog*)
- NEAL MCCOY What If (*Warner Bros.*)
- RASCAL FLATTS These Days (*Lyric Street*)
- TOMMY SHANE STEINER Tell Me Where It Hurts (*RCA*)

AC

No Adds

HOT AC

- DASHBOARD CONFESSIONAL Screaming Infidelities (*Vagrant*)

SMOOTH JAZZ

- FOURPLAY Rollin' (*Bluebird/RCA Victor*)
- JIM WILSON f/E. HARP River (*Hillsboro*)
- JOSEPH DIAMOND L.A. (*Basileus Music*)
- ST. GERMAIN Rose Rouge (*Blue Note*)

ROCK

- GEOFF TATE Off The T.V. (*Sanctuary/SRG*)
- KORN Thoughtless (*Immortal/Epic*)

ACTIVE ROCK

- KORN Thoughtless (*Immortal/Epic*)

ALTERNATIVE

- BEN KWELLER Wasted And Ready (*ATO/RCA*)
- EPIDEMIC Walk Away (*Elektra/EEG*)
- KORN Thoughtless (*Immortal/Epic*)
- MIX MOB Cruiser Love (*Suburban Noize*)

TRIPLE A

- ALLISON MOORER Cold In California (*Universal*)
- DAVID GRISMAN Slade (*Acoustic Disc*)
- DAVE PIRNER Never Recover (*Ultimatum*)
- GREY OE LISLE Showgirl... (*Hummin'bird*)
- JOE BONAMASSA Unbroken (*Medalist*)
- JOHN MCMULLAN Law School (*Kicktone*)
- SIMPLE MINDS Cry (*Eagle/Red Ink*)
- TRAGICALLY HIP It's A Good Life If You Don't Weaken (*Zoe/Rounder*)

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.



TONY NOVIA
tnovia@radioandrecords.com

Radio Is Forever!

Continued from Page 1

the ranks of Jefferson-Pilot, taking on the President/Radio Division title in 1991.

Prior to his flying out to R&R Convention 2002, Brown and I discussed the ever-changing radio environment, acquisitions, competing against large clusters and what's around the corner. If you are attending R&R Convention 2002, Brown will be one of the executives featured during the "State of the Industry" session on Friday morning at 9am.

R&R: *It's been six years since the Telecom Bill passed. What positive effects do you feel deregulation has had?*

CB: Deregulation has allowed consolidation of expenses in operating a cluster. Also, at the outset it brought a tremendous amount of attention to the medium, which allowed the positive messages of radio's benefits to be communicated to the business community. Not to mention the wealth-creation for many people.

R&R: *What about deregulation's negative effects?*

CB: The negative effect has certainly been the loss of jobs for many hard-working and qualified people. Also, the seemingly short-term thinking and risk-aversion that Wall Street rewards.

R&R: *Did Jefferson-Pilot's long-standing conservative position cost you by not allowing you to expand while other companies like Clear Channel and Infinity were gobbling up stations, especially in major markets, even if it meant overpaying?*

CB: Jefferson-Pilot Financial wholly owns our communications company. There is a big picture here, and how our contribution fits in is very different from how it is at most other companies. The parent company sets the priorities, and that is our reality. If we were to overpay, that would violate the one tenet that is sacred to our parent company, which is

shareholder value. It is also important to note that the parent company has invested well over a billion dollars in acquisitions since '96 that are being digested very favorably.

R&R: *As an active manager, has it been tough to sit on the sidelines during the acquisition frenzy of the past six years?*

CB: We never felt like we were on the sidelines. We have been diligent in trying to find opportunities that pass the parent company's criteria, and we have been "close but no cigar" on several occasions. The parent company has never said, "Don't," or, "You can't"; however, its criteria must be met.

"We must all be a little bit nuts, because we still think this business is a lot of fun."

R&R: *Many people don't know that Jefferson-Pilot Financial is a multibillion-dollar insurance company. How does the broadcast division fit into that model?*

CB: We represent about 10% of the profit of the parent company and have grown double digits every year since 1990, with the exception of last year. Our margins are very good, and on occasion we provide extraordinary comic relief for the parent company.

R&R: *Do you have a plan to expand the radio division?*

CB: Our priority is to continue to grow the basket of assets we currently have, and we continue to look for acquisition opportunities that fit our acquisition strategy.

R&R: *You have a strong relationship with Emmis President/CEO Jeff Smulyan. Have you discussed any plans for your companies to work to-*

gether in some fashion — outside of your Internet partnership — even if it isn't necessarily a sale?

CB: If there was a way to make that happen, I think it would be a perfect fit. Our relationship was born out of my admiration and respect for Jeff. He is really the poster child for doing it right.

R&R: *What do you see as an advantage of being a smaller company with fewer stations?*

CB: I know all my GMs, their wives and their kids. We don't need "Hello, my name is" badges at our meetings. We are able to maintain a family atmosphere, and we must all be a little bit nuts, because we still think this business is a lot of fun.

R&R: *What have you learned about competing against the huge clusters that operate against you?*

CB: Fundamentally, it is not that different from before. We have lost some battles to larger clusters, but we have also won many. Our Miller Kaplan performance is more than respectable across the board. We have well-positioned properties in great markets and the sales talent to bring it home.

R&R: *How is business, and where do you see it moving for the rest of 2002?*

CB: The glass is half full. We will be up double digits in Q2 and anticipate a sound Q3 and Q4. There is no doubt that the recovery is fragile, to quote [RAB President/CEO] Gary Fries, but we believe the year will be just fine.

R&R: *You have a reputation for being a manager who believes in research, live personalities, big morning shows and hefty promotion budgets. Have any of those philosophies changed in this new environment?*

CB: Not dramatically, and certainly not philosophically. We process the needs and expected results from these expenditures and proceed accordingly.

R&R: *What makes a great radio station today?*

CB: It's hard to answer this without the use of cliches, but the truth is, a great radio station is a reflection of a great staff with a vision and an understanding of the target audience. A great radio station is disciplined not to be self-indulgent. Many stations out-cool or out-hip themselves and, indeed, may be very cool or hip, yet they suffer in ratings and revenues. How cool is that? You can't be a great radio station without great financial results.

R&R: *What qualities do you look*



STAR SHINES IN ATLANTA

Over 100,000 people showed up when Jefferson-Pilot's WSTR (Star 94)/Atlanta sponsored Vanilla Coke's On the Bricks in Atlanta, a free concert featuring John Mayer, India.Arie, The Calling and Chrystina Lloreo.

for when searching for a new PD?

CB: Intelligence, energy, attitude, discipline and depth. Also, it is mandatory that they be quality people.

R&R: *WSTR (Star 94)/Atlanta is one of your two CHRs, and it's always leaned toward the adult side. Looking back, did the station make a mistake not covering the mainstream Top 40 hole, which may have allowed room for Susquehanna's WWWW and Cox's WBTS to come in on either side?*

CB: The Atlanta market has never seen a station really superserve both ends. You have to decide where you want to live and be prepared to sacrifice something. Remember WRBQ/Tampa? That's a *Harvard Business Review* poster child for what can happen. Don't forget that if World War II were not fought on sev-

erity; and two, we had a non-duplicated franchise with Bob & Sheri that did have a solid position and a dedicated P1 following. Rick Jackson, our GM, was convinced that the direction to take was to essentially find a way to export that concept to other dayparts in a relevant context.

This is far easier than it sounds, because the product is hard to find, expensive when you find it and can't be researched until it's been implemented. It's very easy to cover a music position, but personalities are far more unique. This move was an instinctive move as opposed to a "cover" of something else new or a carefully researched project.

R&R: *Are you also negotiating with Jay Thomas to do middays at WLNK?*

CB: We have had talks with Jay and his management in hopes that we would find a way to make this work. Jay has a lot of collateral opportunities — movies, TV, etc. — and the logistics need to be worked through. But we have no doubt that he could be a breakthrough personality on radio and a perfect fit with our direction.

R&R: *As a music junkie, what are your views on the current lull in record sales and this downloading-for-free problem?*

CB: You mean aside from the fact that John Lee Hooker died? I think the obvious factors that caused a 6% decline for the industry last year are mostly attributable to the economy overall and the lack of blockbuster multi-Platinum product. And, certainly, the downloading for free has to have had an impact. A couple of phenomenal "gotta have it" pieces of product would make a significant difference in the industry's numbers.

R&R: *There is a lot of discussion throughout the business about independent promoters acting as paid representatives to radio stations. What is your view of this?*

CB: My view is simple: The use of independents does not violate any existing laws or regulations. The abuse of this concept should not indict the industry. I have made the unpopular comment before that any abuse is indigenous to a few. For

Continued on Page 47

Jefferson-Pilot Radio Roster

WQXI-AM/Atlanta	KQKS/Denver
WSTR/Atlanta	WLYF/Miami
WBT-AM & FM/Charlotte	WMXJ/Miami
WLNK/Charlotte	WAXY-AM/Miami
KYGO/Denver	KBZT/San Diego
KCKK-AM/Denver	KIFM/San Diego
KJCD/Denver	KSON/San Diego
KKFN/Denver	KSON-AM/San Diego

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R&R Hot AC (37) - (34)

D37* Monitor Adult Top 40

New Believers:

WWZZ-DC

WFKS-Cincinnati

WMYX-Milwaukee

KPEK-Albuquerque

KLLY-Bakersfield

Dennis Miller - June 14th

Letterman - June 19th

Leno - July 8th

The accessibility of "Stars" isn't due to the dumbing down of his material. Rather, it's more accurately because the world has caught up to Moby's adventurous spirit. - Billboard Magazine

On tour all summer

Wed	7/10	Minneapolis, MN
Thu	7/11	Kansas City, MO
Fri	7/12	St. Louis, MO
Sun	7/14	Dallas, TX
Mon	7/15	Austin, TX
Tue	7/16	Houston, TX
Thu	7/18	Birmingham, AL
Fri	7/19	Columbus, OH
Sat	7/20	Knoxville, TN
Sun	7/21	Indianapolis, IN
Tue	7/23	Atlanta, GA
Wed	7/24	Charlotte, NC
Thu	7/25	Portsmouth, VA
Sun	7/28	Bristow, VA*
Tue	7/30	Camden, NJ*
Wed	7/31	Holmdel, NJ*
Fri	8/02	Wantagh, NY*
Sat	8/03	Mansfield, VA*
Mon	8/05	Teronto, ONT*
Tue	8/06	Clarkstown, MD*
Thu	8/08	Timber Park, IL*
Sat	8/10	Denver, CO*
Tue	8/13	Irvine, CA*
Wed	8/14	Mountain View, CA*
Fri	8/16	George, WA*

* AREAL: 2 Dates



WARNING: this may cause addiction

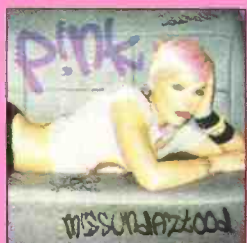
PINK

just
like
a pill

the follow up to her #1 hit
"don't let me get me"

**#1 MOST ADDED
AT CHR/Pop!**

**On Over 100 CHR/Pop Stations!
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"A" Rotation!

Headlining Tour Now!

**Opening for Lenny Kravitz
all summer!**

R&R CHR/Pop Top 50

June 14, 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	VANESSA CARLTON A Thousand Miles (A&M/Interscope)	8005	-395	855418	17	131/1
2	2	ASHANTI Foolish (Murder Inc./Def Jam/IDJMG)	7352	-446	775702	13	131/1
3	3	P. DIDDY F/USHER & LOON I Need A Girl (Part One) (Bad Boy/Arista)	7311	+187	842562	11	124/2
5	4	NO DOUBT Hella Good (Interscope)	7263	+223	719073	11	133/1
7	5	EMINEM Without Me (Shady/Aftermath/Interscope)	7224	+584	801318	6	128/1
9	6	JIMMY EAT WORLD The Middle (DreamWorks)	6775	+466	772499	13	131/1
4	7	FAT JOE F/ASHANTI What's Luv? (Terror Squad/Atlantic)	6703	-398	709738	15	122/2
10	8	NELLY Hot In Herre (Fo' Reel/Universal)	6558	+671	684000	8	125/2
6	9	PINK Don't Let Me Get Me (Arista)	6209	-525	622623	18	132/1
8	10	MICHELLE BRANCH All You Wanted (Maverick/WB)	5848	-679	664361	22	130/1
13	11	DIRTY VEGAS Days Go By (Capitol)	5804	+721	635358	8	133/3
15	12	JENNIFER LOPEZ F/NAS I'm Gonna Be Alright (Epic)	4966	+368	543832	8	129/1
11	13	SHAKIRA Underneath Your Clothes (Epic)	4835	-867	503597	17	130/1
12	14	DEFAULT Wasting My Time (TVT)	4828	-262	495783	16	122/1
17	15	C. KROEGER F/J. SCOTT Hero (Roadrunner/Columbia/IDJMG)	4796	+893	492209	5	128/6
14	16	PUDDLE OF MUDD Blurry (Flawless/Geffen/Interscope)	4514	-326	516232	21	130/0
19	17	CRAIG DAVID Walking Away (Wildstar/Atlantic)	3850	+224	396025	10	123/2
16	18	LINKIN PARK In The End (Warner Bros.)	3754	-260	421287	26	110/0
21	19	AALIYAH More Than A Woman (BlackGround/Virgin)	3613	+109	399170	8	114/3
26	20	AVRIL LAVIGNE Complicated (Arista)	3543	+1101	404832	4	127/8
22	21	SHERYL CROW Soak Up The Sun (A&M/Interscope)	3284	+329	293385	13	114/2
24	22	PAULINA RUBIO Don't Say Goodbye (Universal)	2666	+69	317604	9	113/1
23	23	WILL SMITH Black Suits Comin' (Nod Ya...) (Columbia)	2650	+79	270286	5	121/4
20	24	USHER U Don't Have To Call (LaFace/Arista)	2633	-852	285146	12	121/1
27	25	MARY J. BLIGE Rainy Dayz (MCA)	2491	+150	246291	7	102/7
30	26	BRANDY Full Moon (Atlantic)	2219	+121	227434	6	95/3
25	27	NICKELBACK Too Bad (Roadrunner/IDJMG)	2218	-303	174600	11	110/1
36	28	DJ SAMMY & YANOU Heaven (Robbins)	2158	+734	433183	3	91/22
28	29	ENRIQUE IGLESIAS Escape (Interscope)	1975	-187	238055	19	122/0
32	30	SOLUNA For All Time (DreamWorks)	1869	+222	169581	9	101/6
35	31	KELLY OSBOURNE Papa Don't Preach (Epic)	1767	+247	244228	3	90/5
29	32	GOO GOO DOLLS Here Is Gone (Warner Bros.)	1650	-450	137831	13	112/0
33	33	CALLING Adrienne (RCA)	1621	-1	185928	7	82/2
37	34	JOHN MAYER No Such Thing (Aware/Columbia)	1594	+246	174851	4	81/5
34	35	COURSE OF NATURE Caught In The Sun (Lava/Atlantic)	1592	+66	122583	9	71/2
38	36	CREED One Last Breath (Wind-up)	1502	+150	105018	3	81/6
31	37	B2K Uh Huh (Epic)	1494	-392	162773	13	107/0
39	38	MARC ANTHONY I've Got You (Columbia)	1376	+85	157880	6	83/0
41	39	ANASTACIA One Day In Your Life (Epic)	1329	+200	121789	4	100/8
42	40	ENRIQUE IGLESIAS Don't Turn Off The Lights (Interscope)	1131	+190	99312	2	85/6
40	41	INDIA.ARIE Video (Motown/Universal)	982	-292	105279	16	104/0
Debut	42	KYLIE MINOGUE Love At First Sight (Capitol)	923	+418	85454	1	89/17
44	43	SEVEN AND THE SUN Walk With Me (Atlantic)	912	+96	63973	3	75/10
Debut	44	PINK Just Like A Pill (Arista)	879	+381	155327	1	105/83
Debut	45	UNWRITTEN LAW Seein' Red (Interscope)	769	+123	56764	1	57/2
48	46	LUDACRIS Roll Out (My Business) (Def Jam South/IDJMG)	717	+55	47826	20	50/0
47	47	NAPPY ROOTS Awnaw (Atlantic)	705	+32	56365	2	46/4
Debut	48	TRUTH HURTS F/RAKIM Addictive (Aftermath/Interscope)	702	+152	66267	1	46/17
46	49	A1 Caught In The Middle (Columbia)	683	+26	57407	2	52/3
Debut	50	CAM'RON Oh Boy (Roc-A-Fella/IDJMG)	681	+218	75864	1	43/13

Most Added®

www.rradds.com

ARTIST TITLE LABEL(S)	ADDS
PINK Just Like A Pill (Arista)	83
CELINE DION I'm Alive (Epic)	35
DJ SAMMY & YANOU Heaven (Robbins)	22
KYLIE MINOGUE Love At First Sight (Capitol)	17
TRUTH HURTS F/RAKIM Addictive (Aftermath/Interscope)	17
NAUGHTY BY NATURE F/3LW Feels Good... (TVT)	17
MARIO Just A Friend 2002 (J)	14
DIANA KING Summer Breezin' (Maverick/WB)	14
CAM'RON Oh Boy (Roc-A-Fella/IDJMG)	13
BIG TYMERS Still Fly (Cash Money/Universal)	13

CAM'RON "OH BOY"

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#2 Most Increased!

Top 40 Crossover Monitor: **3* - 1!**

Top 40 Rhythm Monitor: **9* - 5!**

#1 Greatest Gainer!

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
AVRIL LAVIGNE Complicated (Arista)	+1101
C. KROEGER F/J. SCOTT Hero (Roadrunner/Columbia/IDJMG)	+893
DJ SAMMY & YANOU Heaven (Robbins)	+734
DIRTY VEGAS Days Go By (Capitol)	+721
NELLY Hot In Herre (Fo' Reel/Universal)	+671
EMINEM Without Me (Shady/Aftermath/Interscope)	+584
JIMMY EAT WORLD The Middle (DreamWorks)	+466
KYLIE MINOGUE Love At First Sight (Capitol)	+418
PINK Just Like A Pill (Arista)	+381
JENNIFER LOPEZ F/NAS I'm Gonna Be Alright (Epic)	+368

Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
JENNIFER LOPEZ Ain't It Funny (Epic)	3239
CALLING Wherever You Will Go (RCA)	2875
'N SYNC Girlfriend (Jive)	2600
NICKELBACK How You Remind... (Roadrunner/IDJMG)	2517
MARY J. BLIGE Family Affair (MCA)	1999
KYLIE MINOGUE Can't Get You Out Of My Head (Capitol)	1961
PINK Get The Party Started (Arista)	1504
CRAIG DAVID 7 Days (Wildstar/Atlantic)	1496
JA RULE F/ASHANTI Always... (Murder Inc./Def Jam/IDJMG)	1476
USHER U Got It Bad (LaFace/Arista)	1341
CREED My Sacrifice (Wind-up)	1286
SHAKIRA Whenever Wherever (Epic)	1250
TOYA I Do (Arista)	1191

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 6/2-6/8. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 20 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from the Arbitron Company (copyright 2002, The Arbitron Company). (C) 2002, R&R, Inc.

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EXCLUSIVE NATIONAL MUSIC RESEARCH ESTIMATES June 14, 2002

CALLOUT AMERICA® song selection is based on the top 25 titles from the R&R CHR/Pop chart for the airplay week of May 20-26.

HP = Hit Potential ©

ARTIST TITLE LABEL(S)	CHR/POP TOTAL AVERAGE FAVORABILITY ESTIMATE (1-5)				TOTAL % FAMILIARITY	TOTAL % BURN	DEMOGRAPHICS			REGIONS			
	TW	LW	3W	4W			WOMEN 12-17	WOMEN 18-24	WOMEN 25-34	EAST	SOUTH	MID- WEST	WEST
KROEGER & SCOTT Hero (Roadrunner/Columbia/IDJMG)	3.95	—	—	—	58.6	6.8	4.19	3.73	3.88	3.78	3.98	4.14	3.87
LINKIN PARK In The End (Warner Bros.)	3.89	3.82	3.70	3.84	70.7	22.3	4.00	3.60	4.08	3.91	3.91	4.04	3.72
JIMMY EAT WORLD The Middle (DreamWorks)	3.83	3.71	3.82	3.67	63.9	17.2	3.88	3.71	3.92	3.61	3.80	4.02	3.92
VANESSA CARLTON A Thousand Miles (A&M/Interscope)	3.79	3.82	3.80	3.79	65.4	17.2	3.97	3.63	3.74	3.74	3.67	3.88	3.87
NICKELBACK Too Bad (Roadrunner/IDJMG)	3.75	3.67	3.65	3.69	55.2	12.6	3.69	3.66	3.97	3.54	3.87	3.95	3.70
PINK Don't Let Me Get Me (Arista)	3.73	3.70	3.52	3.63	63.4	23.2	3.96	3.45	3.71	3.53	3.82	3.79	3.78
CALLING Wherever You Will Go (RCA)	3.72	3.54	3.61	3.55	73.1	24.0	3.67	3.55	3.94	3.61	3.79	3.75	3.72
PUDDLE OF MUDD Blurry (Flawless/Geffen/Interscope)	3.71	3.56	3.67	3.66	67.1	18.4	3.63	3.58	3.93	3.53	3.77	3.81	3.75
EMINEM Without Me (Shady/Aftermath/Interscope)	3.70	3.66	3.62	3.72	66.6	16.2	4.05	3.48	3.45	3.65	3.66	3.84	3.64
DEFAULT Wasting My Time (TVT)	3.68	3.53	3.54	3.60	67.1	19.4	3.65	3.52	3.87	3.49	3.63	4.03	3.56
MICHELLE BRANCH All You Wanted (Maverick/WB)	3.68	3.75	3.85	3.73	67.1	19.6	3.96	3.54	3.49	3.65	3.72	3.68	3.67
SHAKIRA Underneath Your... (Epic)	3.61	3.64	3.62	3.45	65.4	22.8	3.58	3.61	3.67	3.41	3.51	3.95	3.61
FAT JOE F/ASHANTI What's Luv? (Terror Squad/Atlantic)	3.60	3.75	3.66	3.65	69.5	23.5	3.62	3.52	3.66	3.50	3.49	3.62	3.78
P. DIDDY I/USHER & LOON I Need A Girl (Bad Boy/Arista)	3.60	3.45	3.41	3.58	55.0	15.5	3.80	3.49	3.47	3.47	3.51	3.84	3.62
NELLY Hot In Herre (Fo' Reel/Universal)	3.59	3.76	3.72	3.58	56.2	12.8	3.75	3.69	3.10	3.48	3.60	3.80	3.51
JENNIFER LOPEZ Ain't It Funny (Epic)	3.55	3.48	3.41	3.41	67.1	25.4	3.55	3.42	3.74	3.68	3.45	3.66	3.42
ASHANTI Foolish (Murder Inc./Def Jam/IDJMG)	3.53	3.60	3.64	3.58	64.9	25.7	3.60	3.52	3.42	3.55	3.43	3.68	3.44
JENNIFER LOPEZ F/NAS I'm Gonna Be Alright (Epic)	3.52	3.57	3.48	—	49.2	11.9	3.61	3.66	3.05	3.70	3.23	3.59	3.57
NO DOUBT Hella Good (Interscope)	3.50	3.38	3.24	3.49	62.0	19.4	3.53	3.28	3.74	3.32	3.63	3.40	3.66
AALIYAH More Than A Woman (BlackGround)	3.46	3.77	3.57	3.69	48.4	13.8	3.65	3.26	3.45	3.51	3.33	3.56	3.42
USHER U Don't Have To Call (LaFace/Arista)	3.43	3.48	3.39	3.41	54.2	17.7	3.58	3.47	3.07	3.31	3.51	3.42	3.50
'N SYNC Girlfriend (Jive)	3.38	3.51	3.46	3.29	61.0	24.0	3.32	3.56	3.19	3.45	3.18	3.47	3.40
SHERYL CROW Soak Up The Sun (A&M/Interscope)	3.34	—	—	—	56.4	13.3	3.26	3.13	3.64	3.22	3.33	3.43	3.37
DIRTY VEGAS Days Go By (Capitol)	3.25	3.18	—	—	64.4	21.3	3.24	3.05	3.45	3.21	3.41	3.15	3.23
TRUTH HURTS F/RAKIM Addictive (Aftermath/Interscope)	3.12	3.50	3.56	—	35.1	13.8	3.10	3.12	3.22	3.36	2.59	3.27	3.29

CALLOUT AMERICA® Hot Scores

By ANTHONY ACAMPORA

To those of you joining us in Los Angeles this week, welcome to **R&R Convention 2002**. For those who may be picking up your first issue of R&R at this year's gathering, we thought we'd explain **Callout America** and how it is done.

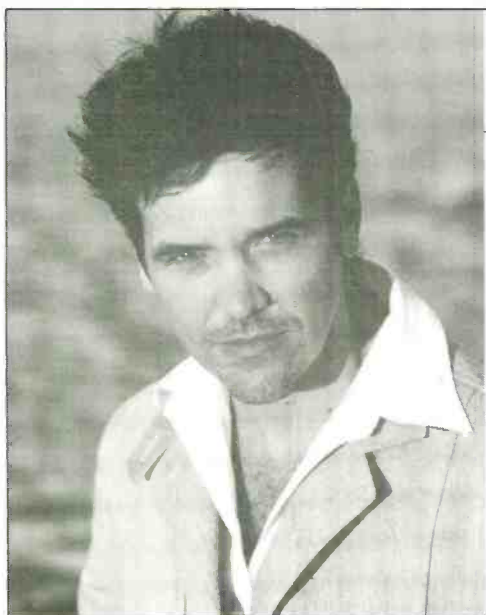
Callout America is the largest weekly national callout research study of its kind. For over seven years, R&R has commissioned weekly studies of 400 women ages 12-34 in the top 30 CHR/Pop markets. The calls are separated into East, South, Midwest and West regions and into three key demo cells: women 12-17, 18-24 and 25-34. Respondents are asked to rate songs on a scale of 1-5 (5 being best), then tell us whether they are tired of hearing the song on the radio (burned). Calls are conducted from Wednesday-Monday each week, with fresh data delivered to R&R on Tuesday.

On this week's survey, it's no surprise that the biggest movie of the year has spawned a No. 1 debut on **Callout America**. "Hero" by **Chad Kroeger & Josey Scott** (Roadrunner/Columbia/IDJMG), from the movie *Spider-Man*, enters in the top spot with a 3.95 total favorability score. The song ranks first with teens and women 18-24 and sixth 25-34.

Jimmy Eat World's "The Middle" (DreamWorks) has a strong week, ranking third overall with a 3.83, second 18-24 and fifth among women 25-34.

There are some key demo results to speak of this week: **Eminem's** "Without Me" (Shady/Aftermath/Interscope) ranks second with teens; **Jennifer Lopez's** "I'm Gonna Be Alright" (Epic) comes in a solid fourth 18-24; and **No Doubt's** "Hella Good" (Interscope) is No. 8 with women 25-34.

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



Michael Damian Shadows In The Night

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June 14, 2002

R&R'S EXCLUSIVE REPORTED OVERVIEW OF NATIONAL AIRPLAY

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (B)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	VANESSA CARLTON A Thousand Miles (A&M/Interscope)	2994	+49	88240	16	51/0
3	2	ND DOUBT Hella Good (Interscope)	2736	+20	79891	10	51/0
2	3	ASHANTI Foolish (Murder Inc./Def Jam/IDJMG)	2680	-172	81288	11	49/0
4	4	JIMMY EAT WORLD The Middle (DreamWorks)	2594	+187	77663	13	51/0
7	5	P. DIDDY F/USHER & LOON I Need A Girl (Part One) (Bad Boy/Arista)	2340	+171	67064	9	47/0
6	6	PINK Don't Let Me Get Me (Arista)	2077	-221	59601	16	44/0
5	7	MICHELLE BRANCH All You Wanted (Maverick/WB)	2062	-240	61649	21	44/0
9	8	DEFAULT Wasting My Time (TVT)	1963	+23	57505	16	46/0
10	9	EMINEM Without Me (Shady/Aftermath/Interscope)	1827	+22	53462	5	47/1
11	10	SHERYL CROW Soak Up The Sun (A&M/Interscope)	1821	+95	51957	13	50/0
12	11	CRAIG DAVID Walking Away (Wildstar/Atlantic)	1742	+37	51255	9	50/0
17	12	DIRTY VEGAS Days Go By (Capitol)	1730	+324	51622	5	48/1
16	13	C. KROEGER F/J. SCOTT Hero (Roadrunner/Columbia/IDJMG)	1693	+235	46927	4	48/0
8	14	SHAKIRA Underneath Your Clothes (Epic)	1693	-336	47033	15	41/0
15	15	NELLY Hot In Herre (Fo' Reel/Universal)	1611	+108	48887	6	47/0
13	16	PUDDLE OF MUDD Blurry (Flawless/Geffen/Interscope)	1511	-152	43649	21	42/0
14	17	FAT JOE F/ASHANTI What's Luv? (Terror Squad/Atlantic)	1476	-95	40213	15	40/0
20	18	JENNIFER LOPEZ F/NAS I'm Gonna Be Alright (Epic)	1356	+102	38419	6	44/0
22	19	AALIYAH More Than A Woman (BlackGround/Virgin)	1244	+151	36754	5	42/1
29	20	AVRIL LAVIGNE Complicated (Arista)	1222	+412	37191	3	46/3
23	21	WILL SMITH Black Suits Comin' (Nod Ya...) (Columbia)	1087	+16	30781	3	45/1
27	22	CREED One Last Breath (Wind-up)	1081	+173	30954	3	47/1
25	23	SOLUNA For All Time (DreamWorks)	1018	+92	32051	13	46/0
26	24	PAULINA RUBIO Don't Say Goodbye (Universal)	989	+65	29656	7	37/1
18	25	NICKELBACK Too Bad (Roadrunner/IDJMG)	980	-391	28430	10	37/1
28	26	CALLING Adrienne (RCA)	865	-33	24539	7	40/0
24	27	LINKIN PARK In The End (Warner Bros.)	857	-74	25147	24	30/0
21	28	GOO GOO DOLLS Here Is Gone (Warner Bros.)	815	-309	23616	12	26/0
30	29	JOHN MAYER No Such Thing (Aware/Columbia)	785	+38	22675	4	37/3
32	30	ENRIQUE IGLESIAS Don't Turn Off The Lights (Interscope)	783	+83	23469	2	45/1
19	31	USHER U Don't Have To Call (LaFace/Arista)	772	-589	21299	12	27/0
34	32	BRANDY Full Moon (Atlantic)	718	+118	19499	6	38/0
33	33	COURSE OF NATURE Caught In The Sun (Lava/Atlantic)	633	+4	18590	9	34/0
31	34	ENRIQUE IGLESIAS Escape (Interscope)	603	-101	16626	18	24/0
38	35	SEVEN AND THE SUN Walk With Me (Atlantic)	594	+116	17101	3	38/2
36	36	MARY J. BLIGE Rainy Dayz (MCA)	594	+41	14588	7	31/2
37	37	MARC ANTHONY I've Got You (Columbia)	562	+24	18730	6	32/0
41	38	KELLY OSBOURNE Papa Don't Preach (Epic)	495	+124	12520	2	32/2
39	39	UNWRITTEN LAW Seein' Red (Interscope)	490	+23	14143	3	40/0
40	40	DJ SAMMY & YANOU Heaven (Robbins)	472	+93	18398	2	28/9
48	41	KYLIE MINOGUE Love At First Sight (Capitol)	418	+179	14066	2	29/5
42	42	KACI Just An Old Boyfriend (Curb)	366	+11	10441	6	30/1
Debut	43	AEROSMITH Girls Of Summer (Columbia)	297	+137	8804	1	23/2
45	44	ANASTACIA One Day In Your Life (Epic)	293	+28	7807	2	17/0
49	45	DROPLINE Fly Away From Here (...Day) (143/Reprise)	284	+65	8311	2	17/0
Debut	46	PINK Just Like A Pill (Arista)	220	+161	8617	1	37/30
47	47	INDIA ARIE Video (Motown/Universal)	204	-39	5386	15	8/0
Debut	48	SOFIA LOELL Right Up Your Face (Curb)	192	+85	5207	1	26/5
43	49	B2K Uh Huh (Epic)	186	-111	3747	10	10/0
46	50	RUBYHORSE Sparkle (Island/IDJMG)	174	-80	3459	3	17/0

 51 CHR/Pop Indicator reports. Songs ranked by total plays for the airplay week of Sunday 6/2-Saturday 6/8.
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Most Added

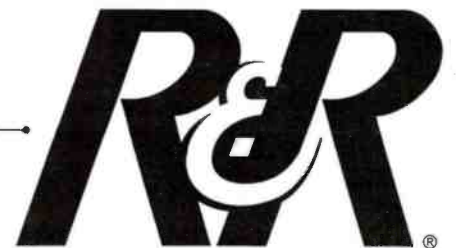
ARTIST TITLE LABEL(S)	ADDS
PINK Just Like A Pill (Arista)	30
TRUTH HURTS F/RAKIM Addictive (Aftermath/Interscope)	23
DJ SAMMY & YANOU Heaven (Robbins)	9
KHIA My Neck, My Back (Lick It) (Dirty Down/Artemis)	9
DIANA KING Summer Breezin' (Maverick/WB)	8
KYLIE MINOGUE Love At First Sight (Capitol)	5
SOFIA LOELL Right Up Your Face (Curb)	5
CELINE DION I'm Alive (Epic)	5
ALANIS MORISSETTE Precious Illusions (Maverick/Reprise)	4
MARIO Just A Friend 2002 (J)	4
B2K Gots Ta Be (Epic)	4
AVRIL LAVIGNE Complicated (Arista)	3
JOHN MAYER No Such Thing (Aware/Columbia)	3
M2M Don't (Atlantic)	3
SEVEN AND THE SUN Walk With Me (Atlantic)	2
KELLY OSBOURNE Papa Don't Preach (Epic)	2
MARY J. BLIGE Rainy Dayz (MCA)	2
AEROSMITH Girls Of Summer (Columbia)	2
NAPPY ROOTS Awnaw (Atlantic)	2
DAVE MATTHEWS BAND Where Are You Going (RCA)	2

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
AVRIL LAVIGNE Complicated (Arista)	+412
DIRTY VEGAS Days Go By (Capitol)	+324
C. KROEGER F/J. SCOTT Hero (Roadrunner/Columbia/IDJMG)	+235
JIMMY EAT WORLD The Middle (DreamWorks)	+187
KYLIE MINOGUE Love At First Sight (Capitol)	+179
CREED One Last Breath (Wind-up)	+173
P. DIDDY F/USHER & LOON I Need A Girl... (Bad Boy/Arista)	+171
PINK Just Like A Pill (Arista)	+161
AALIYAH More Than A Woman (BlackGround/Virgin)	+151
AEROSMITH Girls Of Summer (Columbia)	+137
KELLY OSBOURNE Papa Don't Preach (Epic)	+124
BRANDY Full Moon (Atlantic)	+118
SEVEN AND THE SUN Walk With Me (Atlantic)	+116
NELLY Hot In Herre (Fo' Reel/Universal)	+108
ALANIS MORISSETTE Precious... (Maverick/Reprise)	+107
JENNIFER LOPEZ F/NAS I'm Gonna Be Alright (Epic)	+102
SHERYL CROW Soak Up The Sun (A&M/Interscope)	+95
M2M Don't (Atlantic)	+95
DJ SAMMY & YANOU Heaven (Robbins)	+93
SOLUNA For All Time (DreamWorks)	+92
SOFIA LOELL Right Up Your Face (Curb)	+85
ENRIQUE IGLESIAS Don't Turn Off The Lights (Interscope)	+83
OUR LADY PEACE Somewhere Out There (Columbia)	+74
PAULINA RUBIO Don't Say Goodbye (Universal)	+65
DROPLINE Fly Away From Here (...Day) (143/Reprise)	+65
B2K Gots Ta Be (Epic)	+61
CANDY BUTCHERS You Belong To Me Now (RPM)	+60
KOSHEEN Hungry (Kinetic)	+50
VANESSA CARLTON A Thousand Miles (A&M/Interscope)	+49
MARY J. BLIGE Rainy Dayz (MCA)	+41

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The music on The Vibe right now can best be summed up in two words: alternative crossover. With top rotations, Chad Kroeger f/ Josey Scott's "Hero" and Jimmy Eat World's "The Middle" are receiving top phones. Default's "Wasting My Time" has also been huge for us, along with groups such as the The Calling with "Adrienne," Course Of Nature's "Caught in the Sun" and Creed's "One Last Breath." • On the other side of this trend is Dirty Vegas' "Days Go By," which is getting a tremendous reaction from our key demo. • New music that is already getting quite a reaction includes DJ Sammy's "Heaven," John Mayer's "No Such Thing" and Abandoned Pools' "Remedy." Add in the very strong Jennifer Lopez, Pink and P-Diddy f/Usher, then round out the mix with Craig David, Aaliyah and Will Smith. There's a bit of everything in CHR right now, which also offers something for everybody. • Coming soon: Our Lady Peace and Jack Johnson. The new Kylie is getting some good early reaction as well. It is truly a great time for CHR, especially if you're a fan of good music.

Cam'ron, featuring Juelz Santana, debuts at No. 50* with "Oh Boy" (Roc-A-Fella/Def Jam/IDJMG), while Truth Hurts, with Rakim on the mike, enters the chart at No. 48* with "Addictive." Interscope's Unwritten Law claim the No. 45* spot with "Seein' Red," and Pink stays in the spotlight with "Just Like a Pill," the third single from *Missundaztood*, which lands the No. 44* position. The fifth and final debut is Kylie Minogue's "Love at First Sight" (Capitol) at No. 42* ... The top three songs stay the same: Vanessa Carlton's "A Thousand Miles" (A&M/Interscope), Ashanti's "Foolish" (Murder Inc./Def Jam/IDJMG) and P. Diddy's "I Need a Girl" (Bad Boy/Arista) remain at Nos. 1, 2 and 3*, respectively. Scooting from 5-4* is No Doubt's "Hella Good" (Interscope), and Eminem's "Without Me" moves from 7-5* ... A 1,101-spin increase earns Most Increased Plays honors for Avril Lavigne's "Complicated," which moves from 26-20*. Chad Kroeger f/ Josey Scott's "Hero" from the *Spider-Man* soundtrack nets the second Most Increased Plays with an additional 893 spins. Rounding out the top three are DJ Sammy and Yanou with +734 on "Heaven" (Robbins) which moves from 36-28* in its third week on the chart. The duo also receive a pat on the back for the biggest chart move.

CHR/Pop ON THE RADIO

— Tanya O'Quinn/Asst. Editor

ON THE RISE

ARTIST: **Diana King**
LABEL: **Maverick/WB**

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



Diana King

It's that time again! It seems like only yesterday that we were basking in the sun, frolicking in the sand and wading in the water at the beach of our choice. Even those who can't get to the shore can imagine the feeling of the sun as it gently kisses their skin while a gentle breeze carries the aroma of the ocean through the air and the sight of kids building sand castles and collecting seashells becomes a precious, nostalgic memory of summer. (OK, so I should be writing for the Harlequin series, but I'm sure you know where I'm going with this, right?) As Will Smith said in his hit song "Summertime," it's time to sit back and unwind.

And what better way to do so than with a collection of music that reflects the carefree, lighthearted and festive feel of summer? A future summer classic is the latest by **Diana King**. Her single "Summer Breezin'" is a track that combines hip-hop influences with R&B rhythms. The melodies complement one another as they ride side by side on a melodic red wagon, which King's powerful and controlled vocals pull along on a Rastafarian journey through summer. This tune is worthy of a new pair of car speakers.

With influences like Aretha Franklin, Parti LaBelle and Chaka Khan, King's vocal styling possess the soul, passion and strength that those superstars exude in their songs. Singing in a Jamaican Baptist choir as a child gave King the opportunity to perform. Jamaican choirs aren't as boisterous as U.S. choirs, however, so King's voice could be exercised but not exalted. At the age of 13 she began singing in a nightclub in Kingston. Her parents disapproved, and, after two years of stifling her

passion, the rebellious and determined 15-year-old ran away from home. With no Thomas Guide in hand or destination in mind, the headstrong artist traveled to wherever she could sing the way she wanted — from the heart and with no volume control.

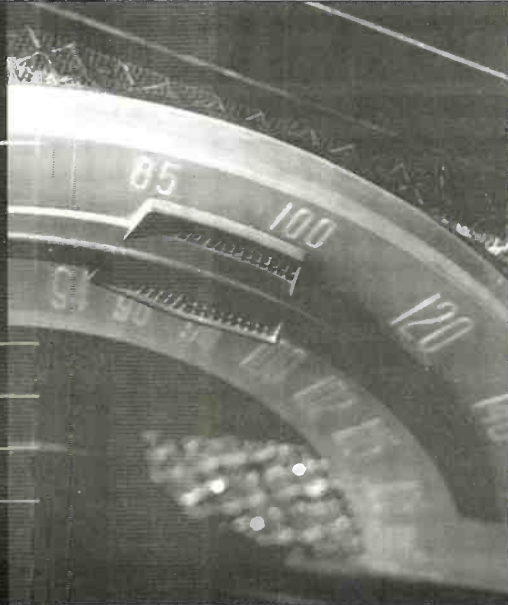
In 1995, as a Work recording artist, King released two albums: *Shy Guy* and *Tougher Than Love*. *Think Like a Girl* was released two years later. After contributing vocals to projects by Celine Dion (*Let's Talk About Love*), Kyle Eastwood (*From Here to There*), Ray Brown (*Some of My Best Friends Are...*) and Spanner Banner (*Real Love*), King is finally releasing her own joint! And the debut single is perfect for the most popular season of the year.

Chillin' in the sun, kissin' on the beach and flossin' in the streets are just some of the scenes King hits on in "Summer Breezin'." Describing what seems to be the good life — complete with G-strings and jerk chicken wings — she takes the listener on a summer vacation, reggae style. Although anyone with a carefree summer attitude can relate to this song, King's accent adds an exotic influence, and with a rap by Bounty Killer, you may want to get your passport ready for an international voyage. "Summer Breezin'" is more than a song; it's a way of life.

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America's Best Testing CHR/Pop Songs 12+
For The Week Ending 6/14/02.

Artist Title (Label)	TW	LW	Familiarity	Burn	TD	Familiarity	Burn
AVRIL LAVIGNE Complicated (Arista)	4.11	4.04	62%	7%	4.09	63%	7%
MICHELLE BRANCH All You Wanted (Maverick/WB)	4.09	4.13	95%	34%	4.03	95%	38%
CHAD KROEGER F/JOSEY SCOTT Hero (Roadrunner/Columbia/IDJMG)	4.05	4.11	71%	9%	4.10	72%	6%
JIMMY EAT WORLD The Middle (DreamWorks)	4.05	4.13	85%	23%	3.98	85%	22%
LINKIN PARK In The End (Warner Bros.)	4.00	4.07	97%	48%	4.04	97%	48%
VANESSA CARLTON A Thousand Miles (A&M/Interscope)	3.94	4.10	94%	38%	3.83	95%	46%
PINK Don't Let Me Get Me (Arista)	3.93	4.02	98%	43%	3.94	98%	43%
NICKELBACK Too Bad (Roadrunner/IDJMG)	3.90	3.96	78%	20%	3.93	80%	20%
CRAIG DAVID Walking Away (Wildstar/Atlantic)	3.90	3.88	78%	16%	3.84	74%	18%
CALLING Wherever You Will Go (RCA)	3.89	3.92	95%	47%	3.99	97%	46%
DEFAULT Wasting My Time (TVT)	3.87	3.91	82%	24%	3.91	85%	24%
PUDDLE OF MUDD Blurry (Flawless/Geffen/Interscope)	3.84	3.90	91%	38%	3.88	92%	37%
EMINEM Without Me (Shady/Aftermath/Interscope)	3.84	3.99	93%	23%	3.86	93%	22%
JENNIFER LOPEZ FEATURING NAS I'm Gonna Be Alright (Epic)	3.81	3.85	81%	17%	3.88	81%	14%
AALIYAH More Than A Woman (BlackGround/Virgin)	3.79	3.74	80%	20%	3.73	79%	21%
NO DOUBT Hella Good (Interscope)	3.78	3.94	92%	31%	3.75	94%	33%
JENNIFER LOPEZ Ain't It Funny (Epic)	3.77	3.79	96%	42%	3.79	95%	42%
ENRIQUE IGLESIAS Escape (Interscope)	3.75	3.75	95%	41%	3.77	95%	43%
DIRTY VEGAS Days Go By (Capitol)	3.70	3.71	70%	18%	3.66	69%	18%
FAT JOE F/ASHANTI What's Luv? (Terror Squad/Atlantic)	3.64	3.80	91%	44%	3.60	90%	47%
NELLY Hot In Herre (Fo' Ree'/Universal)	3.63	3.92	83%	23%	3.51	81%	23%
WILL SMITH Nod Ya Head (Columbia)	3.63	-	58%	10%	3.70	56%	8%
PAULINA RUBIO Don't Say Goodbye (Universal)	3.61	3.63	50%	10%	3.46	48%	10%
P. DIDDY F/USHER & LOON I Need A Girl (Part I) (Bad Boy/Arista)	3.60	3.77	90%	37%	3.66	89%	36%
SHERYL CROW Soak Up The Sun (A&M/Interscope)	3.60	3.63	87%	24%	3.42	89%	28%
SHAKIRA Underneath Your Clothes (Epic)	3.60	3.55	97%	47%	3.64	97%	49%
ASHANTI Foolish (Murder Inc./Def Jam/IDJMG)	3.57	3.69	89%	43%	3.62	88%	44%
USHER U Don't Have To Call (Arista)	3.48	3.61	88%	37%	3.45	86%	35%
MARY J. BLIGE Rainy Dayz (MCA)	3.47	-	75%	23%	3.38	71%	22%
BRANDY Full Moon (Atlantic)	3.37	-	68%	19%	3.28	65%	19%

Total sample size is 840 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

- MOBY** We Are All Made Of Stars (V2)
Total Plays: 536, Total Stations: 36, Adds: 1
- AEROSMITH** Girls Of Summer (Columbia)
Total Plays: 533, Total Stations: 47, Adds: 8
- DROPLINE** Fly Away From Here (...Day) (143/Reprise)
Total Plays: 524, Total Stations: 51, Adds: 2
- YING YANG TWINS** Say I Yi Yi (Koch)
Total Plays: 457, Total Stations: 16, Adds: 1
- BIG TYMERS** Still Fly (Cash Money/Universal)
Total Plays: 443, Total Stations: 25, Adds: 13
- NAUGHTY BY...** F3LW Feels Good (Don't Worry...) (TVT)
Total Plays: 421, Total Stations: 40, Adds: 17
- KHIA** My Neck, My Back (Lick It) (Dirty Down/Artemis)
Total Plays: 385, Total Stations: 32, Adds: 8
- KACI** Just An Old Boyfriend (Curb)
Total Plays: 355, Total Stations: 34, Adds: 0
- MARIO** Just A Friend 2002 (J)
Total Plays: 331, Total Stations: 49, Adds: 14
- B2K** Gots Ta Be (Epic)
Total Plays: 238, Total Stations: 40, Adds: 8

Songs ranked by total plays

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Radio Is Forever

Continued from Page 40

"play for play" to happen with major properties competing for ratings is too far-fetched. Just think of the filters a piece of product has to go through to get airplay: music director, program director and, finally, the Ayatollah Benson in our company [Don Benson, Sr. VP/Operations & Programming, Radio Division]. However, if the labels want to discontinue the use of indies, that's their call.

R&R: Jefferson-Pilot owns four stations in San Diego. Clear Channel now owns or operates a total of 12 — nine of them of them FM — and owns a piece of HBC, which also owns stations in San Diego. What is your opinion of Clear Channel's picking up the Mexican signals XHTZ and XHCR in San Diego, and what is your plan to compete against this lineup of stations?

CB: It looks a bit over-the-top to me; however, the DOJ or FCC has not sought my counsel on the matter. The

only way to compete is to win with product. No one but you can control what comes out of the speaker on your frequency. Then you need sellers who refuse to make excuses and don't have Chicken Little attitudes. The most problematic issue with any group with that many signals is that it will always have several "have-nots" that can be used as F.U. in order to compromise or mitigate your position.

R&R: Bonneville traded KZLA/Los Angeles because it was a standalone. On the flip side, would you ever consider a trade of some of your stations for the Los Angeles station that Infinity has to spin off, which would put you in the No. 1 revenue market, but as a standalone?

CB: I think a standalone, in certain instances, can be just fine. Look atWSTR in Atlanta. It's No. 3 in annual revenues behind WSB-AM [Cox] and WVEE [Infinity]. Ask Jerry Lee in Philadelphia. And there are more examples. But you really need to have a position. Would I like to

have a station in L.A.? Damn right! Problem is, we don't have anything we want to give up.

R&R: As someone who oversees an entire group of radio stations, what are some of the things that make you lose sleep at night?

CB: In a group of our size, if any of our properties are in difficulty, they may be able to be fixed, but the cure may be very expensive. It may have an impact on the whole group, and that might compromise how we would like to handle the challenge.

R&R: What are you most grateful for?

CB: My wife of 18 years, Debbie, my two kids and three grandchildren and my associates. I am also most grateful for every day that I have been gainfully employed in this fabulous industry.

R&R: What are your future goals, and, looking into your crystal ball, in what direction do you see terrestrial radio moving?

CB: My goals are to keep doing



HELLA GOOD CONCERT

WXKS/Boston sold out Kiss Concert 2002 before any artists were announced. The station donated \$50,000 to the Genesis Fund, bringing the total Kiss Concert contribution to close to a million dollars. Pictured here backstage are (l-r) No Doubt's Tony Kanal and Gwen Stefani, WXKS PD Cadillac Jack McCartney and No Doubt's Adrian Young and Tom Dumont.

what we have been doing and, hopefully, improving on that. I believe that when the right opportunity presents itself, we will grow the division. As for radio, we will continue to improve our percentage take of ad dollars at the expense of other media. Any problems we are perceived to have with time

spent listening, lack of diversity, etc., will be dealt with and overcome. I have lived through the alleged death of radio starting with TV, color TV, UHF, 8-track, cassette, CDs, the computer, the Internet, DVDs and, now, satellite radio. And I have no fear. Radio is forever.

Stations and their adds listed alphabetically by market

Table listing radio stations across various markets (e.g., Albany, Boise, Dallas-Ft. Worth, Grand Rapids, Knoxville, etc.) with their respective call letters, formats, and program details.

Monitored Reporters 185 Total Reporters 134 Total Monitored 51 Total Indicator 50 Current Indicator Playlists. New Reporters (2): WKFF/Albany, NY; XHTO/EI Paso, TX. Note: WKFF/Poughkeepsie, NY moves from CHR/Pop to CHR/Rhythmic Indicator. Did Not Report, Playlist Frozen (1): KRRG/Laredo, TX.

DONTAY THOMPSON

dthompson@radioandrecords.com



Are Your Relationships On Point?

□ How to properly work with a station's local label rep

It's the week of the R&R Convention in Beverly Hills, CA, and many programmers, record executives, artists and other industry types will be in attendance. It will be a great time for these record executives to bond with the programmers who have supported them over the past year. They'll show their appreciation by taking the programmers to a fancy dinner or setting up some kind of special meeting with an artist.

The execs do these cool things because the programmers have supported the record company and understand the big picture of how important the relationship between the radio and record industries is. What is this big picture? Well, it's pretty simple: The radio and record industries are partners in exposing people to music in any given market. There are many tasks that go into this partnership, but in order for both parties to be successful, they must first have a great relationship with each other.

A Strong Label Bond

Great relationships are commonly maintained through constant communication. But how can these two parties have good communication when programmers are wearing multiple hats at their stations, doing airshifts, managing a staff, attending sales meetings, handling promotions and, sometimes, doing appearances?

In a time of consolidation and less autonomy for programmers, it can be argued that good relationships are harder to come by than ever. I say that's a bunch of bullshit! With cell phones, two-way pagers, e-mails and instant messaging, there is no reason that we can't be in constant communication, therefore developing and maintaining good relationships with one another.

It really disturbs me that there are fewer and fewer good relationships between those in the radio and record industries. How many programmers really enjoy talking to record reps, or vice-versa? Record reps are trying to do their jobs by getting programmers to give them airplay on their records, but programmers may not take calls from certain record reps because they don't want to deal with getting worked on a record.

It's sad that a record rep may never hear from a programmer until that programmer wants to strike a deal on a promotion or wants an artist for his next station concert. If the label doesn't deliver what the programmer wants, the programmer may retaliate by not playing the label's records.

In a competitive situation, that programmer could be setting himself up for failure, because the station that has

Programmers need to understand the pressure that record people get daily from their bosses and artists. They need to make things easier for them by not brushing them off when they call.

the best relationship with the label almost always gets what it wants. When I worked in radio, I witnessed certain situations where labels were unfair to us. In the end, however, our good relationships with those labels turned those unfair situations into fair ones.

Right now record companies aren't allowed to do a lot of cool promotions with radio due to all the budget tightening. It's in times like these when your good relationships with record companies may be crucial in getting you that big promotion you want.

The Rules Of The Game

Everyone says you have to play the game to be successful in this industry, but what is the game? Record labels are constantly trying to convince programmers to add their records. In many cases the records get added to playlists with little or no airplay, and then the label has to convince the programmer to give more spins to a record the programmer probably shouldn't have added in the first place. Is that the game we're talking about? Regardless, if you keep the mindset of "If you give me your support, you will get mine in return," you don't have to play any games.

In most situations where the radio station has supported the label, the label will bend over backward and go the extra mile for the station to get it what it needs. As someone once said to me, "We can't win unless we all

work together." In talking to programmers, I've learned that most of the successful and great-sounding radio stations live by these words.

They have a team of players who work well together from top to bottom. These players spend a lot of time with each other outside of work, making their work relationship more enjoyable. When your staff is happy, a certain dynamic is created that is reflected on the air through the jocks and imaging of the station.

Radio stations that live by this motto need to apply it to their relationship with the record industry. Today, people have many other options besides radio for getting their music. With TSL down at most stations due to the popularity of the Internet and, now, satellite radio, radio and records must learn to work together more closely than ever before.

Put The Egos Aside

If we want our industry to survive, we must put our egos aside and work together to develop better relationships. I understand that the industry isn't the same as it was six years ago, and certain entities have made things more difficult for programmers and record executives. But this is still one of the best industries around. No matter how tough the times get, you've got to think about how blessed we are to be working in this business.

On the radio side, you're able to reach out and influence thousands of people by entertaining them, throwing a contest that allows them to win cool prizes and bringing superstars into their lives. On the records side, I know there are a tremendous amount of stressful situations to deal with, but most of you get paid very well to work with talented artists. Both the radio and record industries have to feel pride at being part of the development of a successful artist.

As I sit here writing this piece, I'm thinking about how fortunate I am to be working at R&R and to be developing relationships with people I would have never talked to before, when I was in radio. I was always told never to disrespect people in this industry because you never know who your next boss will be. And, with the



How sad is this R. Kelly fiasco? The stupid situations that many of these artists get themselves into continue to amaze me. I'm not saying that R. Kelly is guilty or innocent, but it seems that the authorities have evidence that's good enough to arrest the guy. As the situation gets worse, I'll be interested to see if his fans continue to embrace his music or if radio will even bother putting his records in rotation. Many stations have pulled his records from their music libraries. The whole thing really sucks, because now, whenever "Bump 'n' Grind" comes on, it just won't be the same for me.

Back to the topic of what's poppin' on the radio. I've got to start out by giving props to my people at Universal Records. With Nelly's "Hot in Herre" reaching the No. 1 position on the Rhythmic chart this week, the continued success of Big Tymers' "Still Fly" and the release of the hot new Lil' Wayne single "Way of Life," I borrow the words of Cash Money in telling the people at Universal they've "Got That Fire!"

How big is this Angie Martinez record? After a couple of weeks on the chart, we will soon find out. "If I Could Go!" shows early indications of being one of Angie's biggest records. How does this girl do it? She handles the afternoon shift at WQHT (Hot 97)/New York, she's doing an album, and I just found out that she's the station voice for a few Rhythmic stations on the East Coast. And since we're on the Elektra tip, how clever was it for the label to market Tweet and her new single "Call Me" on the new Verizon commercial. That's what you call marketing and promotion at its best. Shout-outs to the genius responsible for setting that up.

My boy Rick Sackhiem and the lovely Caroline Bazbaz at Arista are on fire with P. Diddy's "I Need a Girl (Pt. II)," Clipse's "Grindin'" and Lady May's "Round Up." Programmers and mixers alike cannot stop talking about the P. Diddy track, and its spins have increased in an incredible way. Don't expect the song to slow down anytime soon, but can somebody please get this man a girl? I don't think we need a Part III of this record.

It can be argued that a video doesn't make a song more likable, but I got to say that, after seeing the Wyclef Jean "Two Wrongs" video with him and fine-ass Claudette Ortiz from City High, I was hooked. This video added a whole new dimension to the song that made me enjoy it more than ever. If you haven't checked it out, hit up your local Columbia rep for a copy. I can almost guarantee that once you check out the video, you will like the song better than you did before.

Def Jam/Murder Inc. come in with another hit record with Irv Gotti Presents The Inc.'s "Down 4 U." You have the whole Murder Inc. posse of Ja Rule, Ashanti, Charli Baltimore and Vita on this track. Just when you thought you were done with a record with Ja Rule on it, up comes another one.

Other joints to be on the lookout for are Smilez And Southstar's "Who Wants This" (ARTISTdirect), Naughty By Nature featuring Pink's "What You Wanna Do" (TVT), N.O.R.E.'s "Nothin'" (Def Jam/IDJMG), Raphael Saadiq's "Faithful" (Universal) and Eminem featuring Hailie Jade's "Daddy's Gone Crazy" (Aftermath/Interscope). Holla!

strain our industry is going through right now, we should all try to focus on working to have better relationships.

Abolishing Call Times?

Record executives must try to understand a busy programmer's workload. They need to realize that programmers may not be able to talk to them when they call. If these programmers are good managers, as most great programmers are, they will get back to the record people and try to take care of them the best that they can.

At the same time, programmers need to understand the pressure that record people get daily from their bosses and artists. They need to make things easier for them by not brushing them off when they call.

Before I end this column, I want to bring up something that I've wondered about since my days as a

music director, and that is the purpose of call times. Can someone please tell me who came up with that bright idea? Can you imagine sitting at your desk with the phone ringing day after day, but you don't answer it because the calls don't fall within your call times? How does a person develop a good relationship with someone if they tell them they are only allowed to call at certain times and on certain days?

Call times make sense if the program director or music director is doing an airshift during business hours, but even then they should be able to talk to the record people before or after this shift. I've noticed that many successful programmers have an open-door policy with their staff and a "call me whenever you want" attitude toward record people. If you're a programmer, do you fall within this category?

LAWMAN PROMOTIONS

THE Rhythm Independent, would like to thank
Amanda Perez, Khia, Naughty By Nature, Fat Joe,
E-40, Fabolous, Truth Hurts, Usher, Busta Rhymes,
Ashanti and Ja Rule for helping to make KYLD's
THA BOMB 2002 an incredible success!

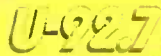


*you remind me
of a girl...*





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THE Rhythm Independent, and our
entire family welcome everyone to
the 2002 R&R Convention!**



**We would also like to welcome
Oklahoma City's KKWD Wild 97.9
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R&R CHR/Rhythmic Top 50

Powered By



June 14, 2002

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ADDS
2	1	NELLY Hot In Herre (Fo' Reel/Universal)	5060	+517	640892	8	78/2
1	2	ASHANTI Foolish (Murder Inc./Def Jam/IDJMG)	4584	-266	691719	20	78/0
3	3	EMINEM Without Me (Shady/Aftermath/Interscope)	4491	+156	558117	7	73/0
7	4	CAM'RON Oh Boy (Roc-A-Fella/IDJMG)	4058	+665	638713	10	77/0
5	5	TRUTH HURTS F/RAKIM Addictive (Aftermath/Interscope)	3980	+138	565518	11	77/0
4	6	P. DIDDY F/JUSHER & LOON I Need A Girl (Part One) (Bad Boy/Arista)	3814	-490	485289	16	79/0
10	7	BIG TYMERS Still Fly (Cash Money/Universal)	3231	+419	387867	9	73/3
6	8	FAT JOE F/ASHANTI What's Luv? (Terror Squad/Atlantic)	3185	-349	498346	21	76/0
11	9	JENNIFER LOPEZ F/NAS I'm Gonna Be Alright (Epic)	2916	+298	371075	10	62/0
9	10	JA RULE Down Ass Chick (Murder Inc./Def Jam/IDJMG)	2871	-13	455747	11	65/0
8	11	USHER U Don't Have To Call (LaFace/Arista)	2733	-307	400650	20	77/0
14	12	BRANDY Full Moon (Atlantic)	2312	+113	259356	10	71/1
15	13	AVANT Makin' Good Love (Magic Johnson/MCA)	2234	+148	251612	13	64/3
12	14	MARY J. BLIGE Rainy Dayz (MCA)	2233	-106	349020	14	68/0
18	15	YING YANG TWINS Say I Yi Yi (Koch)	1955	+85	214716	13	56/1
13	16	BUSTA RHYMES Pass The Courvoisier (Part II) (J)	1889	-303	326751	16	67/0
19	17	KHIA My Neck, My Back (Lick It) (Dirty Down/Artemis)	1881	+129	195922	11	62/1
28	18	P. DIDDY F/GINUWINE I Need A Girl (Part II) (Bad Boy/Arista)	1830	+719	363785	3	67/60
22	19	TWEET Call Me (Gold Mind/Elektra/EEG)	1787	+209	194269	7	67/0
17	20	LUDACRIS Saturday (Oooh! Oooh!) (Def Jam South/IDJMG)	1772	-124	221505	18	63/0
24	21	MARIO Just A Friend 2002 (J)	1671	+281	191550	7	63/3
23	22	MUSIQ Halfcrazy (Def Soul/IDJMG)	1635	+123	234289	12	52/1
16	23	NAUGHTY BY NATURE F/3LW Feels Good (Don't Worry...) (TVT)	1631	-277	138942	15	60/0
25	24	B2K Gots Ta Be (Epic)	1548	+278	170377	8	63/2
21	25	NAPPY ROOTS Awnaw (Atlantic)	1388	-189	132454	18	59/0
29	26	DIRTY VEGAS Days Go By (Capitol)	1189	+42	179926	8	35/2
38	27	ANGIE MARTINEZ If I Could Go (EastWest/EEG)	1166	+418	187518	3	55/5
26	28	NAS One Mic (Columbia)	950	-288	165424	12	52/0
48	29	IRV GOTTI Down 4 U (Murder Inc./Def Jam/IDJMG)	874	+367	208498	2	59/55
34	30	LUDACRIS Move Bitch (Def Jam South/IDJMG)	872	+99	85212	3	39/5
33	31	RAYVON My Bad (MCA)	862	+88	78476	8	40/4
40	32	AMERIE Why Don't We Fall In Love (Rise/Columbia)	852	+123	128500	4	45/3
42	33	N.O.R.E. Nothin' (Def Jam/IDJMG)	743	+118	199227	3	38/10
31	34	B2K Uh Huh (Epic)	737	-120	90897	15	35/0
30	35	'N SYNC Girlfriend (Jive)	714	-199	85675	18	41/0
35	36	ASHANTI Happy (Murder Inc./Def Jam/IDJMG)	712	-36	168340	5	11/2
39	37	FAITH EVANS I Love You (Bad Boy/Arista)	711	-26	103351	19	48/0
47	38	WYCLEF JEAN Two Wrongs (Columbia)	695	+146	78448	2	38/4
41	39	SCARFACE Guess Who's Back? (Def Jam South/IDJMG)	685	+12	79192	5	35/0
32	40	ISYSS F/JADAKISS Day + Night (Arista)	645	-143	58314	9	38/0
36	41	BEANIE SIGEL & FREEWAY Roc The Mic (Roc-A-Fella/IDJMG)	629	-110	112186	19	31/0
44	42	LADY MAY F/BLU CANTRELL Round Up (Arista)	626	+64	58847	2	47/1
37	43	WILL SMITH Black Suits Comin' (Nod Ya...) (Columbia)	625	-80	52439	4	39/1
43	44	CLIPSE Grindin' (Star Trak/Arista)	618	+25	118647	3	25/3
49	45	SMILEZ AND SOUTHSTAR Who Wants This? (ARTISTdirect)	532	+49	30210	3	44/2
46	46	NO DOUBT Hella Good (Interscope)	523	+9	40229	5	19/0
50	47	E-40 Automatic (Sick Wid' It/Jive)	515	+49	66442	2	26/2
45	48	JAHEIM Anything (Divine Mill/WB)	512	-74	76518	18	21/0
Debut	49	TRICK DADDY In Da Wind (Slip 'N Slide/Atlantic)	475	+75	49330	1	6/3
—	50	DJ QUIK Trouble (Bungalo)	463	+2	93557	2	17/0

Most Added

www.rradds.com

ARTIST TITLE LABEL(S)	ADDS
P. DIDDY F/GINUWINE I Need A Girl... (Bad Boy/Arista)	60
IRV GOTTI Down 4 U (Murder Inc./Def Jam/IDJMG)	55
YASMEEN Blue Jeans (Magic Johnson/MCA)	16
HER SANITY F/LOX Xclusive (Motown)	11
N.O.R.E. Nothin' (Def Jam/IDJMG)	10
NIVEA Don't Mess With My Man (Jive)	10
NAPPY ROOTS Po' Folks (Atlantic)	7
LIL BOW WOW FJD & FABOLOUS Basketball (So So Def/Columbia)	7

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
P. DIDDY F/GINUWINE I Need A Girl... (Bad Boy/Arista)	+719
CAM'RON Oh Boy (Roc-A-Fella/IDJMG)	+665
NELLY Hot In Herre (Fo' Reel/Universal)	+517
BIG TYMERS Still Fly (Cash Money/Universal)	+419
ANGIE MARTINEZ If I Could Go (EastWest/EEG)	+418
IRV GOTTI Down 4 U (Murder Inc./Def Jam/IDJMG)	+367
JENNIFER LOPEZ F/NAS I'm Gonna Be Alright (Epic)	+298
MARIO Just A Friend 2002 (J)	+281
B2K Gots Ta Be (Epic)	+278
NAPPY ROOTS Po' Folks (Atlantic)	+241

New & Active

JENE Get Into Something (Motown) Total Plays: 448, Total Stations: 32, Adds: 2
OUTKAST Land Of A Million Drums (Lava/Atlantic) Total Plays: 422, Total Stations: 13, Adds: 1
NAPPY ROOTS Po' Folks (Atlantic) Total Plays: 356, Total Stations: 40, Adds: 7
PAULINA RUBIO Don't Say Goodbye (Universal) Total Plays: 326, Total Stations: 20, Adds: 2
LIL' WAYNE Way Of Life (Cash Money/Universal) Total Plays: 255, Total Stations: 13, Adds: 4
LOVHER How It's Gonna Be (Def Soul/IDJMG) Total Plays: 249, Total Stations: 23, Adds: 0
ARCHIE EVERSOLE We Ready (MCA) Total Plays: 246, Total Stations: 11, Adds: 1
KEKE WYATT Nothing In This World (MCA) Total Plays: 240, Total Stations: 19, Adds: 0
SNOOP DOGG Undercova Funk (Give Up...) (Hollywood) Total Plays: 207, Total Stations: 16, Adds: 0
JERZEE MONET Most High (DreamWorks) Total Plays: 194, Total Stations: 22, Adds: 3

Songs ranked by total plays

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

I need a Girl
P.DIDDY & GINUWINE
FEAT. LOON, MARIO WINANS & TAMMI RUGGERI

Including: WQHT KPWR WBBM KYLD KMEL WPGC
WJMN KBXX KTHT KPTY WBTS WPOW
KUBE KZZP KTTB WERQ WXYV WLLD
KQKS KXJM KSFM KBMB KGGI KUUV
WWKX And Many More!



R&R RHYTHMIC: 28 - 18
#1 Most Increased +719



Ashanti

murder inc.'s princess
of hip-hop and r&b is

"happy"

new this week at
WBLO WJNH

already added at

Hot97 B96 WCHH
KKWD KTTB KYLD
KBTU WJMH KXME
(top 5 phones)

**Going For
Adds Next Week
6/17 & 18!**

R&B Monitor Debut 35* +98
R&R Urban **44** - **36** +114

Already over 1300 spins
Audience over 19 million!

BET Award Nomination for
**BEST NEW ARTIST &
VIEWERS CHOICE AWARD**
for "Always On Time"

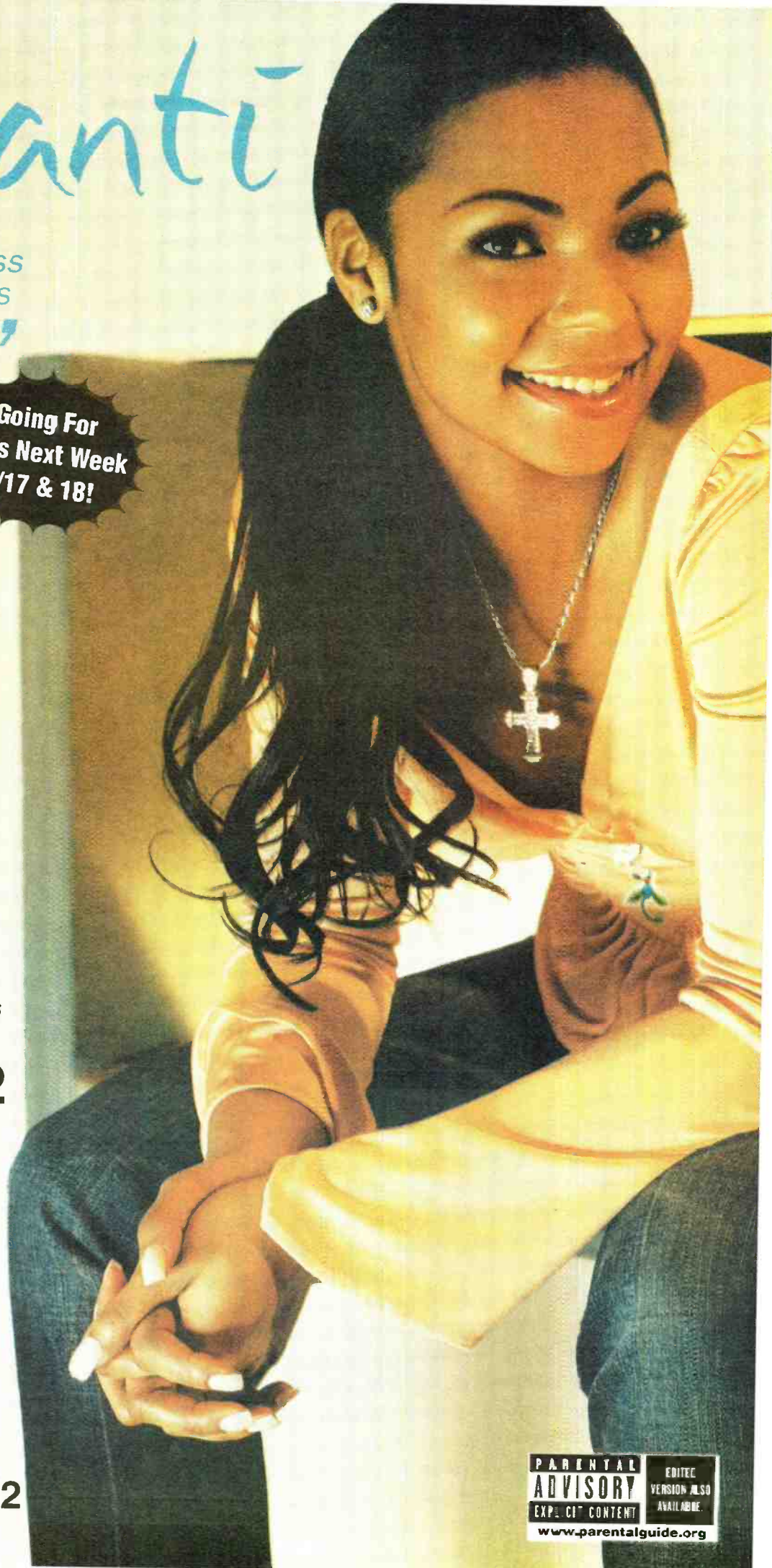
TEEN CHOICE AWARDS
4 Nominations

**Album sold another 82,000
(#3) this week, total over 1.6
million scanned!**



new single from her
double platinum album

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R&R Rhythmic Mix Show Top 30

June 14, 2002

RANK ARTIST TITLE LABEL

- 1 CAM'RON Oh Boy (Roc-A-Fella/IDJMG)
- 2 P. DIDDY f/GINUWINE I Need A Girl (Part 2) (Bad Boy/Arista)
- 3 TRUTH HURTS f/RAKIM Addictive (Aftermath/Interscope)
- 4 ASHANTI Foolish (Murder Inc./Def Jam/IDJMG)
- 5 NELLY Hot In Herre (Fo' Reel/Universal)
- 6 N.O.R.E. Nothin' (Def Jam/IDJMG)
- 7 BIG TYMERS Still Fly (Cash Money/Universal)
- 8 EMINEM Without Me (Shady/Aftermath/Interscope)
- 9 FAT JOE f/ASHANTI What's Luv (Terror Squad/Atlantic)
- 10 BUSTA RHYMES Pass The Courvoisier (J)
- 11 USHER U Don't Have To Call (LaFace/Arista)
- 12 YING YANG TWINS Say I Yi Yi (Koch)
- 13 P. DIDDY f/USHER & LOON I Need A Girl (Part 1) (Bad Boy/Arista)
- 14 CLIPSE Grindin' (Star Trak/Arista)
- 15 MARIO Just A Friend (J)
- 16 JENNIFER LOPEZ f/NAS I'm Gonna Be Alright (Epic)
- 17 BEANIE SIGEL f/FREEWAY Roc The Mic (Roc-A-Fella/IDJMG)
- 18 JA RULE Down A** Chick (Murder Inc./Def Jam/IDJMG)
- 19 SCARFACE Guess Who's Back (Def Jam South/IDJMG)
- 20 ANGIE MARTINEZ If I Could Go (EastWest/EEG)
- 21 IRV GOTTI PRESENTS Down 4 U (Murder Inc./Def Jam/IDJMG)
- 22 LUDACRIS Move Bi**h (Def Jam South/IDJMG)
- 23 ASHANTI Happy (Murder Inc./Def Jam/IDJMG)
- 24 AMERIE Why Don't We Fall In Love (Rise/Columbia)
- 25 DJ QUIK Trouble (Bungalow)
- 26 LUDACRIS Saturday (Oooh! Oooh!) (Def Jam South/IDJMG)
- 27 BRANDY Full Moon (Atlantic)
- 28 MARY J. BLIGE Rainy Dayz (MCA)
- 29 E-40 Automatic (Jive)
- 30 LIL WAYNE Way Of Life (Cash Money/Universal)

Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 5/26/02-6/1/02. (C) 2002, R&R, Inc.



PHAT MIX SIX

- IRV GOTTI PRESENTS THE INC. Down 4 U (Murder Inc./IDJMG)
- LIL' WAYNE Way Of Life (Cash Money/Universal)
- SMILEZ & SOUTHSTAR Who Wants This (ARTISTdirect)
- P. DIDDY f/GINUWINE I Need A Girl (Pt. 2) (Bad Boy/Arista)
- DANIEL BEDINGFIELD Gotta Get Through This (Def Jam/IDJMG)
- STYLES P. Good Times (Interscope)



What more can I say about Irv Gotti Presents The Inc.'s "Down 4 U"? I Gizzle [Irv Gotti] does it again on this hot joint. Slum Village take it back to the fundamentals of a hip-hop record on "Tainted"; it's a perfect summer record. And I think Trina has competition from Khia and "My Neck, My Back (Lick It)."

DJ Nyce, WERO/Baltimore

CORNERSTONE
1200 SQUAD



DJ Nyce



Jose Melendez

I'd like to start out with the biggest record I'm feeling and that's working for our station: Irv Gotti Presents The Inc.'s "Down 4 U" has gotten the biggest reaction for us. The Big Tymers' "Still Fly" is another record that's been doing well for us. Our biggest dance record right now is Daniel Bedingfield's "Gotta Get Through This." It kind of has a two-step beat to it, and it's huge for the station and clubs in the Bay.

Jose Melendez, KYLD/San Francisco

I'm definitely feeling Rated R's "In Here ta Nite." This song is off the chain! It's just one of those records in the Dirty South that causes people to go buck wild. This song is most definitely No. 1 on my list. Ludacris' "Move B**h" is another one of those songs that they have to ban from the clubs. It drives people crazy every time it comes on.

Trauma, WLLD/Tampa



Trauma



N.O.R.E. is back with "Nothin'," and you know that with The Neptunes by his side, he can't go wrong. The beat initially gets you, and it doesn't hurt when N.O.R.E. has the tight flows. Cipse's "Grindin'" is another Neptunes-blessed track that reminds you either of doing a step routine or checking out a Nike commercial. It's hot, and it looks like it will be a summer heater. Even though the beat on Lil' Wayne's "Way of Life" has been used a few times in the past, I'm diggin' what Cash Money has been able to do. It is actually taking strides to get back to the top. I think young-ass Lil' Wayne can help Cash Money do it with this new track.

DJ Mel, KWVV/San Luis Obispo, CA

IRV GOTTI PRESENTS THE INC.

THE HIGHLY ANTICIPATED FOLLOW UP ALBUM - FROM - THE WORLD'S MOST TALENTED RECORD LABEL

"DOWN 4 U" Featuring Ja Rule, Ashanti, Vita and Charli Baltimore

#1 Most Added at Urban and Most Added at Rhythm/Crossover!

New at over 110 Combined Stations Including: KMEL KYLD WJMN KPTY KTHT WPOW KUBE KKFR XHTZ 92Q WXYV and Many More!!

Already On:

Hot 97 32x KPWR 15x WBLO 28x KTTB

Top 5 Callout WJMN Top 5 Phones KMEL

Top 10 Phones KXHT

R&R Rhythmic: 48-29 +367 A MOST INCREASED!
Crossover Monitor: D36* +458 A GREATEST GAINER!
R&B Monitor: D36* +389 A GREATEST GAINER!

Already Over 1300 Spins....Combined Audience Over 19 Million



#8 TRL



2



25x



ON THE RECORD

This Week's Hottest Music

Liz Dixon

MD, WHHH/Indianapolis

Lil' Wayne's "Way of Life" (Cash Money/Universal): Lil' Wayne is back on the block, and the block is hot! This song is smokin'.

Irv Gotti Presents The Inc.'s "Down 4 U" (Murder Inc./IDJMG): Could this combo get any better? Ashanti, Charli Baltimore and Vita take Ja Rule to the next level. It's murder!

P. Diddy featuring Ginuwine's "I Need a Girl (Pt. 2)" (Bad Boy/Arista): This song has given me a different respect for Diddy. This song is bangerin'.

Cory Hill

PD, WWBZ/Charleston

Lil' Flip's "The Way We Ball" (Loud/Columbia): Flip's been doing it on the underground for years. This track will take him nationwide.

Archie featuring Pastor Troy & Rasheeda's "We Ready" (MCA): This record is a hit out here in South Carolina.

KRS-One's "Over Here" (Koch): How dare Nelly try to mess with the originator of hip-hop?

Jim Crow's "Holla at a Playa" (Interscope): Check me out in the video!

Jeff Z

MD, WKTU/New York

Enrique Iglesias's "Don't Turn Off the Lights" (Interscope): This is a perfect balance record for KTU.

Lasgo's "Something" (Robbins): No. 2 requests two weeks in a row, and it's starting to show good callout.

No Doubt's "Love to Love You Baby" (Interscope): This record is off the Zoolander soundtrack, and it's been getting top five callout and top five phones. It's a great upper-demo record, and it could be a secret weapon.

Thea Mitchem

PD, WXYV/Baltimore

Eminem's "Hailie's Song" (Shady/After-

math Interscope): I like this record, and I think Eminem singing will catch people's attention.

P. Diddy featuring Ginuwine's "I Need a Girl (Pt. 2)": This is the song of the summer.

Angie Martinez featuring Lil' Mo & Sacario's "If I Could Go" (East-West/EEG): Sounds like a hit to me! This is starting to get phones.

Diamond Dave

MD, KBTU/Monterey

Beyonce Knowles's "Work It Out" (Columbia): This is a cool record. It has an Aretha Franklin feel to it, and it stands out on the air.

3LW featuring Loon's "I Do" (Epic): I just want to meet Adrienne. This is a smash!

Yasmeen's "Blue Jeans" (Magic Johnson Music/MCA): This is a straight-ahead female record. This song cuts through.

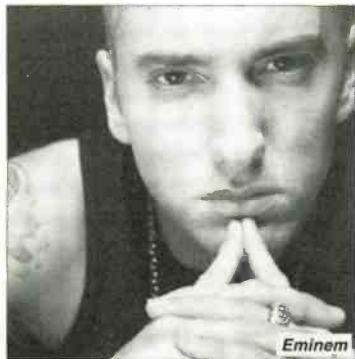
R Dub

Asst. PD/MD, KOHT/Tucson

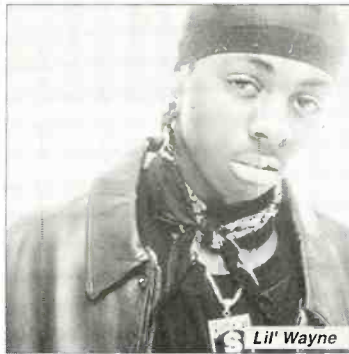
Avant's "Makin' Good Love (Thug Love Remix)" (MCA): This is already top five phones. The people are lovin' this. (Still can't understand Bone is saying, but they love it!)

Irv Gotti Presents The Inc.'s "Down 4 U": This got huge phones after just one spin. A sure future power for us.

Corey's "First Time" (Motown): This is a real cool slow jam. Makes you think of your first time (yep, last Friday).



Eminem



Lil' Wayne

Dion Summers

PD, WERQ/Baltimore

Wyclef Jean featuring Claudette Ortiz's "Two Wrongs" (Columbia): This is moving up to top five phones.

N.O.R.E.'s "Nothin'" (Def Jam/IDJMG): This is exploding for us.

P. Diddy featuring Ginuwine's "I Need a Girl (Pt. 2)": This is No. 3 phones in one week.

Preston Lowe

MD, KQBT/Austin

Angie Martinez featuring Lil' Mo & Sacario's "If I Could Go": This is a hot song for us. Huge early phones on this record.

Bradshaw featuring Tank's "You Remind Me" (BlackGround/Universal): This is a personal favorite of mine and a great song.

Robb Royale

PD, KYLZ/Albuquerque

Nappy Roots's "Po Folks" (Atlantic): This is a freakin' hot record!

B2K's "Gots to Be" (Epic): This gots ta be the joint!

Ludacris's "Move B***h" (Def Jam South/IDJMG): This is my favorite road rage song.

Bruce The Moose

MD, WBTT/Fl. Myers

E-40 featuring Fabolous's "Automatic"

(Live): This song went three nights in our "Beat Down," beating Jay-Z's "Song Cry," among others.

Irv Gotti Presents The Inc.'s "Down 4 U": If you think your audience is tired of Ja Rule and Ashanti, think again. This is a f***ing smash!

Daniel Bedingfield's "Gotta Get Through This" (Import): This has been getting top five phones. It's big in the clubs, and the record stores can't keep it in stock.

Angie Martinez featuring Lil' Mo & Sacario's "If I Could Go": This record gets reaction. It jumps out at you.

N.O.R.E.'s "Nothin'": This is blowing up on the streets of the Bay!

Boogie D

PD, WCHW/Charlotte

Amerie's "Why Don't We Fall in Love" (Rise/Columbia): I'm feeling this record.

N.O.R.E.'s "Nothin'": I think this is a hot record.

B. Rich's "Whoa Now" (Atlantic): Our listeners are starting to feel this record.



Ashanti

Tony Tecate

MD, KSFM/Sacramento

3LW featuring Loon's "I Do": It's a no-brainer. What are you waiting for?

Crooked I featuring Sisqo's "So Damn Hood" (The Row): I think The Row might be back with this one. Don't sleep.

P. Diddy featuring Ginuwine's "I Need a Girl (Pt. 2)": Definitely a good flava record.

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UNIVERSAL
MUSIC

NELLY HOT IN HERRE

Added at:

WKTU WPGC WKKF WPRO

#1 at R&R Rhythmic! +517x

#1 at Rhythm BDS! +264X

Crossover BDS 4*-2* +429x

R&R CHR/Pop 10 - 8 +671

Mainstream BDS: 10*-8* +603x

Urban BDS: 7*-6* +376x

Rap BDS: 4*-1* +640x

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at &

Audience 111 Million

Over 13,000 spins!

#1 Phones Nationwide!



Making Of
The Video

1st single from the highly anticipated sophomore album NELLYVILLE in stores June 25th!!!

8x PLATINUM SELLING ARTIST... "Hot in Herre"
Produced by the Neptunes!

RateTheMusic.com BY MEDIABASE

America's Best Testing CHR/Rhythmic Songs 12+ For The Week Ending 6/14/02.

Table with columns: Artist Title (Label), TW, LW, Familiarity, Burn, TD, Familiarity, Burn. Lists top 50 songs including Nelly, Eminem, Fat Joe, etc.

Total sample size is 532 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: Yasmeen LABEL: Magic Johnson/MCA



Twenty-year-old Yasmeen is set to hit the big time with "Blue Jeans," the first cut from her Aug. 20 release When Will It Be Me.

Born in Oakland, CA, Yasmeen Suleiman moved with her family to Hawaii at the age of 7. Her influences include R&B, opera, alternative, rock, Top 40, reggae and Hawaiian music.

When Will It Be Me is filled with strong songs, which is no surprise with producers like Diane Warren, Derek Bramble and Novel working on the project.

"Blue Jeans" is one of those songs that just screams summertime. The innocently flirtatious lyrics float upon catchy hooks, creating the perfect vehicle for Yasmeen's pure vocals.

Reporters section with columns for station names and reporter names. Includes stations like KYL/Albuquerque, WJBF/Myrtle Beach, etc.

Monitored Reporters 96 Total Reporters 82 Total Monitored 14 Total Indicator. Includes logos for WPMI, WMBX, and other stations.

Stations and their ads listed alphabetically by market

Reporters

Table listing radio stations and their reporters across various markets including Albany, TX, Cincinnati, Detroit, Jackson, Los Angeles, Nashville, Raleigh-Durham, St. Louis, Alexandria, LA, Boston, Buffalo, Charlotte, Chicago, Dallas, Denver, Detroit, Houston, Indianapolis, Jacksonville, Kansas City, Knoxville, Las Vegas, Little Rock, Louisville, Memphis, Miami, Milwaukee, Minneapolis, New Orleans, New York, Norfolk, Savannah, Shreveport, Tampa, Toledo, Tulsa, Virginia Beach, Washington, DC, and Wichita.

Most Played Recurrents

Table listing top recurrent songs and their artists, including 'TWEET Oops (Oh My)', 'FAITH EVANS I Love You', 'MR. CHEEKS Lights, Camera, Action', 'KEKE WYATT Nothing In This World', 'AALIYAH More Than A Woman', 'JENNIFER LOPEZ Ain't It Funny', 'HERMAINE DUPRI F/LUDACRIS Welcome To Atlanta', 'AALIYAH Rock The Boat', 'GLENN LEWIS Don't You Forget It', 'JA RULE F/ASHANTI Always On Time', 'MICHAEL JACKSON Butterflies', 'USHER U Got It Bad', 'BRANDY What About Us?', 'FAT JOE We Thuggin'', 'MYSTIKAL Bouncin' Back', 'GINUWINE Differences', 'MARY J. BLIGE Family Affair', 'JAGGED EDGE Where The Party At', 'LUDACRIS Roll Out', 'MISSY "MISDEMEANOR" ELLIOTT Take Away', and 'ALICIA KEYS A Woman's Worth'.

Indicator

Most Added

Table listing top added songs and their artists, including 'ALI Breathe In, Breathe Out', 'RAPHAEL SAADIQ Faithful', 'IRV GOTTI Down 4 U', 'YASMEEN Blue Jeans', 'BENZINDO Shine Like My Son', 'DEEP SIDE Shook', 'LIL BOW WOW F/D & FABOLOUS Basketball', 'P. DIDDY F/GINUWINE I Need A Girl', 'RAWBREAD Player Life', 'OUTKAST Land Of A Million Drums', 'NAPPY ROOTS Po' Folks', 'MARIO Just A Friend 2002', 'AMERIE Why Don't We Fall In Love', 'HER SANTY F/LOX Xclusive', 'ISYSS F/JADAKISS Day + Night', 'SNOOP DOGG Undercova Funk', 'CLIPSE Grindin'', 'KHIA My Neck, My Back', 'N.O.R.E. Nothin'', and 'CONYA DOSS Coffee'.



KASHON POWELL
kpowell@radioandrecords.com

The Three M's

□ Music, mornings and marketing — three vital components

Know there are many air personalities who swear that their radio stations can't function without them. That may be true, in part, but there is a little more to a radio station than just the jocks. There are three things every successful radio station needs that I like to call the three M's: music, mornings and marketing.

The music is, of course, very significant to a radio station; but if you're not playing the correct songs for your particular market, you may as well have dead air. The music you play must be what your listeners want to hear, and it must represent what your station is about. This means you must research, research and research some more — and not just with standard hook tests.

Great research is available at your local mom-and-pop record stores. There, you get a chance to see what people are buying or asking about. You can also do research within your radio station. The interns, people in the sales department, the receptionist, etc., can provide great info. They usually won't hesitate to tell you what their favorite songs are — which is not always what you're already playing on the air.

Mix-show DJs are another valuable research tool. They let you know what's going on in the city because they practically live in the clubs.

WBHK/Birmingham PD Jay Dixon says, "Music is definitely a big factor for a strong station. Many PDs follow charts, but I follow my listeners. The record companies' priorities may sometimes differ from what my audience wants to hear. The listeners' taste doesn't always favor the artist who's being promoted at the time. I may like that artist, but what I like vs. what the listeners in my market prefer is no contest. I have to follow what the listeners want. I do a lot of in-house research and on-location research."

Hooking People

In addition to playing the right music, you've got to have a great

morning show. Most radio stations are built around their morning shows. These shows need time and attention, as well as support from the program director.

They are truly your lead-in for the rest of the day. What the hosts are talking about on the show must be compelling enough to hold your listener. With all of the competition that radio faces today, you can't afford for your listener to tune out at 7am and listen to CDs or, even worse, to the competition and never return to your station that day.

Marketing rounds out the three M's. Marketing is defined as the process or technique of promoting, selling and distributing a product or service. Isn't that what radio is about? You have to sell your station like it's the best thing since sliced bread. Make your listeners feel as if they're missing out on something if they don't tune in each and every day.

Your station should hook people like a soap opera does. You know how you start watching a show and then begin to plan your life around it because you feel like you can't miss one episode? That's how the audience should feel about your radio station.

Critical Components

Chris Reed, President/CEO of CSR Media, says, "All three M's are critical. They encompass and define the critical components of a programming mix. Music is the core of most stations because they air more of it than any other programming element. A station can really differentiate itself by adjusting its music mix and balance,

even by just a few cuts sometimes.

"A good, strong morning show sets the tone and is often how a station begins to establish an identity. Giving personality to a brand is difficult, but through the human qualities of a morning show, the station's identity can come through. Many times, the station's marketing efforts focus on the morning team, not only because it's one of the

"A good, strong morning show sets the tone for the station and is often how it begins to establish an identity."

Chris Reed

most listened-to dayparts, but also because it helps to support or personify what the station is all about.

"Marketing is important to any business, but it's critical in radio, where the crowded media marketplace has created a battle for the mind's eye. Marketing radio is difficult because it's intangible and its quality is almost entirely subjective. What you think is an amazing station that matches your tastes perfectly, I might find terrible.

"For this reason, marketing has to be highly targeted and should incorporate the other two M's. Market the music, market the morning show, but, most importantly, throw it together and market the station and its personality using the music and mornings as a vehicle to get the message out.

"As with any model or framework of station operations, it's important to remember that the elements are interdependent. They build on one another to create a successful sta-

There are so many talented people in the world of radio and records that it is sometimes hard to keep up with everyone. As part of a continuing effort to point out the many talents on both sides of the spectrum, the spotlight this week shines on one of radio's hottest rising stars, **Carla Boatner**.



Carla Boatner

Boatner was born in Chicago and later moved to Houston, where she began her radio career. While in college at Prairie View A&M, she started in the promotions department at KMJQ/Houston and worked her way up to MD. Carla later worked as morning show producer, MD and, ultimately, Asst. PD at the station. While handling her duties at KMJQ, she also served as Asst. PD at then-sister station KTJM.

After nine years at KMJQ, Carla moved on to join Clear Channel's WGCI-FM/Chicago in 2001, to work with Elroy Smith as the station's Asst. PD. Just recently, after only one year at WGCI, Clear Channel promoted Boatner to OM for WODT, WQUE & WYLD-AM & FM/New Orleans.

Boatner says, "Chicago holds a special place in my heart and, after only one year, so do Elroy and the WGCI family. I've been fortunate to have worked with Elroy, and I've learned a great deal. I'm very excited about my new role with Clear Channel and the opportunity to work with Muriel Funches and the talented staff at our Urban stations in New Orleans."

A station may have great music flow and balance, but if it's poorly marketed, it will fail.

"Conversely, if you engage in a massive marketing campaign for a station that sounds awful musically, you fail — and make building a powerful brand more difficult after tarnishing it with bad programming decisions. You can't grow if you don't get the word out, and you shouldn't get the word out unless you've got something worth shouting about."

Incorporating All Three

WJBT & WSOL/Jacksonville PD Russ Allen says, "A station isn't going to win if the music isn't dead solid perfect for the station's target demo. The morning show is the engine that drives the train. The music in the morning show must be familiar, and the content in the show has to pass the target demo's 'who cares' test.

"Marketing helps keep you top-of-mind. It doesn't matter if you're a sign-on or a heritage station, some type of marketing needs to be factored into the mix.

"At Clear Channel/Jacksonville, we have terrific synergy between our radio stations, billboards and TV. I can walk 30 feet and be in the office of the promotions director for the Jacksonville FOX-TV affiliate and have a five-minute conversation with her that results in my afternoon and night jocks cutting promos to run on FOX promoting

their airshifts and the Essence Awards. Let's just say that's pretty cool. Arbitron is all about unaided recall. The more top-of-mind your brand is, the better."

WHQT/Miami PD Derrick Brown says, "The three M's are the basic building blocks of programming. There's a reason why these companies have large research budgets, in terms of their music. They're protecting their investment. They want to make sure that the PD has all the tools to make sure that music is on point. Music is, of course, why people listen to the radio station.

"In terms of marketing, you can have the best radio station on the planet and do a lot of great things, but if people don't know about it because you're not telling them or reminding them by doing billboards, TV commercials and community events to get your station's name out there, nobody's going to remember you when it comes time to write a station down in the diary.

"In terms of morning, we run *The Tom Joyner Morning Show*, which is a good product, a renowned product. At the same time, Joyner is my info center. He's where everybody finds out what's going on in the U.S. and, locally, in Miami. When the listeners want information, they seek him out first. If you are missing one of the three M's, you're not going to have a successful radio station."

"A station isn't going to win if the music isn't dead solid perfect for the station's target demo."

Russ Allen

"If you are missing one of the three M's, you're not going to have a successful radio station."

Derrick Brown

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I need a Girl

[PART TWO]

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R&R Urban Top 50

June 14, 2002

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LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ADDS
2	1	CAM'RON Oh Boy (Roc-A-Fella/IDJMG)	2877	+199	484505	9	59/0
1	2	TRUTH HURTS F/RAKIM Addictive (Aftermath/Interscope)	2814	-34	492877	9	60/0
3	3	MUSIQ Halfcrazy (Def Soul/IDJMG)	2801	+123	488384	17	65/0
5	4	BIG TYMERS Still Fly (Cash Money/Universal)	2502	+163	379998	12	59/0
4	5	ASHANTI Foolish (Murder Inc./Def Jam/IDJMG)	2309	-140	400412	18	65/0
8	6	B2K Gots Ta Be (Epic)	2141	+162	339264	12	60/0
11	7	NELLY Hot In Herre (Fo' Reel/Universal)	2091	+241	339521	7	63/0
7	8	USHER U Don't Have To Call (LaFace/Arista)	1930	-89	372064	21	62/0
10	9	BRANDY Full Moon (Atlantic)	1908	+64	297193	10	59/2
6	10	P. DIDDY F/USHER & LOON I Need A Girl (Part One) (Bad Boy/Arista)	1847	-393	339336	15	61/0
9	11	MARY J. BLIGE Rainy Dayz (MCA)	1742	-158	288514	14	61/0
15	12	TWEET Call Me (Gold Mind/Elektra/EEG)	1664	+203	273678	7	62/2
13	13	AVANT Makin' Good Love (Magic Johnson/MCA)	1646	-93	272252	20	55/0
16	14	DONELL JONES You Know That I Love You (Untouchables/Arista)	1537	+94	272957	12	55/0
18	15	RUFF ENDZ Someone To Love You (Epic)	1535	+125	271155	18	57/0
12	16	BUSTA RHYMES Pass The Courvoisier (Part II) (J)	1477	-264	262650	16	61/0
17	17	JAHEIM Anything (Divine Mill/WB)	1446	-18	277873	29	57/0
14	18	JA RULE Down Ass Chick (Murder Inc./Def Jam/IDJMG)	1444	-74	274139	10	54/0
22	19	LUDACRIS Move Bitch (Def Jam South/IDJMG)	1234	+156	184975	5	55/0
23	20	EMINEM Without Me (Shady/Aftermath/Interscope)	1219	+191	161687	5	53/0
19	21	YING YANG TWINS Say I Yi Yi (Koch)	1210	-145	158474	15	51/0
26	22	AMERIE Why Don't We Fall In Love (Rise/Columbia)	1193	+269	215934	4	60/5
20	23	NAS One Mic (Columbia)	1050	-209	169553	13	44/0
30	24	MARIO Just A Friend 2002 (J)	1044	+243	147337	6	50/6
28	25	CLIPSE Grindin' (Star Trak/Arista)	1031	+123	154496	4	54/4
24	26	SCARFACE Guess Who's Back? (Def Jam South/IDJMG)	1030	+43	138617	6	55/0
38	27	P. DIDDY F/GINUWINE I Need A Girl (Part II) (Bad Boy/Arista)	1003	+413	190169	2	42/42
33	28	KHIA My Neck, My Back (Lick It) (Dirty Down/Artemis)	990	+186	124179	6	34/1
21	29	FAT JOE F/ASHANTI What's Luv? (Terror Squad/Atlantic)	972	-254	160787	18	60/0
31	30	JENNIFER LOPEZ F/NAS I'm Gonna Be Alright (Epic)	782	+20	141496	7	39/0
29	31	JOE What If A Woman (Jive)	718	-129	134248	15	45/0
34	32	B RICH Whoa Now (Atlantic)	717	+12	66198	6	42/0
27	33	NAPPY ROOTS Awnaw (Atlantic)	712	-155	90305	19	56/0
Debut	34	N.O.R.E. Nothin' (Def Jam/IDJMG)	694	+290	135698	1	49/7
43	35	RL Good Man (J)	664	+142	100618	4	43/0
44	36	ASHANTI Happy (Murder Inc./Def Jam/IDJMG)	651	+114	136297	3	0/0
37	37	JERZEE MONET Most High (DreamWorks)	624	+33	65282	5	37/0
42	38	DAVE HOLLISTER Keep Lovin' You (MCA)	598	+71	66182	3	39/1
36	39	JAY-Z Song Cry (Roc-A-Fella/IDJMG)	590	-11	93165	6	5/0
32	40	NAUGHTY BY NATURE F/3LW Feels Good (Don't Worry...) (TVT)	590	-193	69751	11	43/0
Debut	41	WYCLEF JEAN Two Wrongs (Columbia)	554	+129	67681	1	39/2
40	42	ISYSS F/JADAKISS Day + Night (Arista)	552	+8	78292	8	32/0
35	43	BEANIE SIGEL & FREEWAY Roc The Mic (Roc-A-Fella/IDJMG)	509	-132	113083	20	43/0
Debut	44	ARCHIE EVERSOLE We Ready (MCA)	487	+84	40395	1	34/2
Debut	45	LIL' WAYNE Way Of Life (Cash Money/Universal)	469	+134	59515	1	0/0
Debut	46	LOVHER How It's Gonna Be (Def Soul/IDJMG)	466	+90	81433	1	32/2
41	47	ANGIE STONE Wish I Didn't Miss You (J)	466	-60	79542	13	31/0
Debut	48	SHARISSA No Half Steppin' (Motown)	463	+56	48083	1	33/1
46	49	LIL' ROMEO 2 Way (No Limit/Soulja/Universal)	447	-41	54081	4	32/0
Debut	50	WILL SMITH Black Suits Comin' (Nod Ya...) (Columbia)	435	+43	42469	1	42/0

67 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 6/2-6/8. 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.rredds.com

ARTIST TITLE LABEL(S)	ADDS
IRV GOTTI Down 4 U (Murder Inc./Def Jam/IDJMG)	46
P. DIDDY F/GINUWINE I Need A Girl... (Bad Boy/Arista)	42
LIL BOW WOW F/JD & FABOLOUS Basketball (So So Def/Columbia)	39
YASMEEN Blue Jeans (Magic Johnson/MCA)	29
RAPHAEL SAADIO Faithful (Pookie/Universal)	22
STYLES Goodtimes (Interscope)	19
BENZINO Shine Like My Son (Motown)	10
N.O.R.E. Nothin' (Def Jam/IDJMG)	7
MARIO Just A Friend 2002 (J)	6
AMERIE Why Don't We Fall In Love (Rise/Columbia)	5

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
P. DIDDY F/GINUWINE I Need A Girl... (Bad Boy/Arista)	+413
N.O.R.E. Nothin' (Def Jam/IDJMG)	+290
AMERIE Why Don't We Fall In Love (Rise/Columbia)	+269
MARIO Just A Friend 2002 (J)	+243
NELLY Hot In Herre (Fo' Reel/Universal)	+241
IRV GOTTI Down 4 U (Murder Inc./Def Jam/IDJMG)	+219
NAPPY ROOTS Po' Folks (Atlantic)	+207
TWEET Call Me (Gold Mind/Elektra/EEG)	+203
CAM'RON Oh Boy (Roc-A-Fella/IDJMG)	+199
EMINEM Without Me (Shady/Aftermath/Interscope)	+191

New & Active

IRV GOTTI Down 4 U (Murder Inc./Def Jam/IDJMG)	Total Plays: 421, Total Stations: 48, Adds: 46
SMILEZ AND SOUTHSTAR Who Wants This? (ARTISTdirect)	Total Plays: 343, Total Stations: 37, Adds: 2
NAPPY ROOTS Po' Folks (Atlantic)	Total Plays: 340, Total Stations: 41, Adds: 4
MARY MARY In The Morning (Columbia)	Total Plays: 339, Total Stations: 31, Adds: 0
SWIZZ BEATZ F/BOUNTY KILLER Guilty (DreamWorks)	Total Plays: 316, Total Stations: 36, Adds: 0
MS. JADE Big Head (Beatclub/Interscope)	Total Plays: 290, Total Stations: 23, Adds: 0
ANGIE MARTINEZ If I Could Go (EastWest/EEG)	Total Plays: 288, Total Stations: 27, Adds: 0
AZ I'm Back (Motown)	Total Plays: 227, Total Stations: 27, Adds: 1
HAMPTONS My Jacket (BlackGround)	Total Plays: 217, Total Stations: 19, Adds: 0
ME'SHELL NDEGECELLO Pocketbook (Maverick/WB)	Total Plays: 214, Total Stations: 20, Adds: 1

Songs ranked by total plays

R&R Station Playlists have moved to the web.
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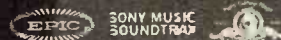


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ON THE RECORD

With **Lance Panton**
PD, WDMK & WCHB-AM/Detroit



Eminem has one of the best rap albums of this year. "White America," "Cleaning Out My Closet" and "Without Me" are some of the prime cuts on *The Eminem Show*. This is Eminem's best work thus far. It seems to be so personal, yet the listener can't discern between Eminem's reality and make-believe. It's brilliantly written and produced. ● Musiq's "Halfcrazy" is still the best song on the radio. The album, *Justesen*, is hot, but "Halfcrazy" is the standout cut. ● Mary Mary's "In the Morning" is nice. It's uptempo, and you can't help but bob your head to it. I think it picks up where "Shackles (Praise You)" left off. ● Glenn Lewis' CD, *World Outside My Window*, is hot, but my only problem with it is that his vocal arrangements are so similar on each song, if you are not paying close attention, you would think the song didn't change. ● RL's "Good Man" is OK, but it seems to be pretty much of a kit, a song kit — a particular melody with female-targeted lyrics professing love and thanking her for her patience, strength or whatever. No disrespect to RL as an artist — I believe there's some sincerity in his lyrics — but there are too many songs out now written just like "Good Man." That's why I like "Halfcrazy" so much. Musiq flipped it. A friendship that has crossed the line but is now surrounded by drama is not a new situation, but it's one that few artists (if any) have targeted musically.

Oh, boy! Cam'ron's return to the music scene results in a No. 1 hit! "Oh Boy" (Roc-A-Fella/Def Jam/IDJMG) assumes the top spot from *Truth Hurts*, who descends to No. 2 with "Addictive" (Aftermath/Interscope). Musiq remains at 3* with "Halfcrazy" (Def Sou/IDJMG), *Big Tymers* make the rise from 5-4* with "Still Fly," and Ashanti's "Foolish" scoots from 4 to 5... We need an SUV to usher in the new acts on the Urban chart: *Will Smith* debuts at No. 50* with "Black Suits Comin' (Nod Ya Head)" (Columbia); *Sharissa* enters at 48* with "No Half Steppin'" (Motown); claiming the 46* spot is Def Sou/IDJMG's *LovHer* with "How It's Gonna Be"; the 45 spot displays Lil' Wayne's "Way of Life" (Cash Money/Universal); MCA's *Archie Eversole* debuts at 44* with "We Ready"; showcasing the vocal talents of *Claudette Ortiz*, *Wyclef Jean's* "Two Wrongs" (Columbia) debuts at 41*; and N.O.R.E. claims the 34* spot with his single "Nothin'" (Def Jam/IDJMG)... Here we go again: *P. Diddy*, still on the prowl, gains the most airplay this week with "I Need a Girl (Pt. 2)" (Bad Boy/Arista). The track makes a 38-27* jump and gains 413 plays... *Tony Terry* is the only act to debut at Urban AC. His hot single "In the Shower" (Golden Boy) debuts at 28*. Taking Most Increased honors is "Halfcrazy" by Musiq, with +119, and coming in a close second is "U Don't Have 2 Call" (Arista) by *Usher*, with +116.

Urban ON THE RADIO

— Tanya O'Quinn, Assistant Editor

PHUNDAMENTALLY phat

ARTIST: **Best Man**

LABEL: **Epic**

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



Best Man

Reece, thanks for the package I asked for, but the CD case had no CD in it." I said to Epic National Director/Urban Promotions Maurice Warfield. "You're kidding me!" he replied. The very next day I receive the single "I See You" by the group of 20-something males known as *Best Man*. And though they've just recently passed into adulthood — two members are 22, the third is 21 — their debut single evinces maturity, at least on an emotional level.

Jonathan "JB" Baker, Gerd "Juwel" Alexander and George "Miracle" Garcia are the three young men who are *Best Man*. As with many talented singers, Baker got his start in church. Alexander, who is a third-year undergrad at Yale University, didn't start singing until after high school, and Garcia, whose nickname was given to him because he survived a near-fatal car crash, first exercised his vocal muscles at the age of 4.

The trio met when Alexander and Garcia auditioned for a New Jersey-based production called *Nine Lives*. Baker was already on the roster as *Best Man*, a solo act. But the vocal skills of Alexander and Garcia were too strong ignore. Consequently, the solo act developed into a trio of equally talented young men combining their vocal skills. Once the group came together, they began to perform at showcases, including one for Sony Music CEO Tommy Motola. Motola was so impressed with the vocal skills of the talented singers that he signed them to his label.

Each member of *Best Man* is equipped with songwriting skills and musical aptitude. However, they don't use these talents just to get you on the dance floor or test the speakers in your ride. Baker, Alexander and Garcia readily and comfortably put pieces of themselves into their tender tunes. "We're proud to show our sensitive side when it comes to male-female relationships," says Alexander. "If you don't respect women, they won't respect you."

"It's funny how time flies/We've been together two years come July/Might not seem like much, but I'm impressed/No one has kept my attention this long, I confess," babyboy sings to the woman with whom he has built a past and envisions a future. He is so in awe of babygirl that he doesn't care if she begins to "live large": he's going to be just as much in love with her then as he is now — just on a wider scale, I guess. "I See You" is a pretty ballad in which the vocals are perfectly blended to yield a flawless melody riding on the sentimental waves of the romantic rhythm. This uptempo song is an endearing compliment to any woman. However, it's not just a lyrical ode to women (or to the object of one's desire); the trio use their voices collaboratively to tug at the heartstrings of the female persuasion. "Treating your lady right and showing her respect — that's what being a real man is all about," says Alexander. "And everybody in *Best Man* is a real man."

TELL US WHAT YOU THINK!

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Urban AC Reporters

Stations and their adds listed alphabetically by market

WALR/Atlanta, GA * DM: Tredia Charmont PD: Ron Davis No Adds	WVAZ/Chicago, IL * PD: Elroy Smith APD: Armando Rivera No Adds	WMOX/Detroit, MI * PD: Janet G. APD: Onell Stevens MD: Shelly Little KIRK FRANKLIN "Brighter"	WKXI/Jackson, MS * PD/MD: Stan Branson No Adds	KJMS/Memphis, TN * PD: Nate Bell MD: Eileen Nathaniel 1 KIRK FRANKLIN "Brighter"	WRKS/New York, NY * PD: Tony Beasley MD: Julie Gustines 8 "ASHWELL" "No" 6 YOLANDA ADAMS "Ready" 1 STREETWIZE "Rock"	WKJS/Richmond, VA * PD/MD: Kevin Kofax 2 JOE "Woman" 1 YOLANDA ADAMS "Ready"	WMMX/Toledo, OH * OM/PD: Rocky Love MD: Denise Brooks No Adds						
WVIN/Baltimore, MD * VP/Prog.: Kathy Brown PD: Tim Watts MD: Karim Fisher No Adds	WZAK/Cleveland, OH * PD: Kim Johnson 22 RUFF ENOZ "Someone"	WUKS/Fayetteville, NC * PD: Rod Cruise APD: Garrett Davis MD: Calvin Pee 10 ASHANTI "Foolish"	WSOL/Jacksonville, FL * PD: Russ Allen APD/MD: K.J. 2 BOYZ II MEN "Color" MARY MARY "Morning"	WHQT/Miami, FL * PD: Derrick Brown APD/MD: Karen Vaughn 4 STREETWIZE "Rock"	WSVY/Norfolk, VA * PD/MD: Michael Mauzone MARY MARY "Morning"	WBBE/Roanoke-Lynchburg, VA * PD: Walt Ford PHILIP BAILEY "Sky"	WHUR/Washington, DC * PD/MD: David A. Dickson 2 RAPHAEL SAADII "Faithful"						
KQXL/Baton Rouge, LA * OM: James Alexander PD/MD: Mya Vernon 2 RL "Man" JERZEE MONET "High"	WLXC/Columbia, SC * Int. PD: Doug Williams MD: Tre Taylor No Adds	WFLM/Ft. Pierce, FL * PD/MD: Michael James 6 "ASHWELL" "Friend" 5 THEO "Groove"	KOKY/Little Rock, AR * PD: Mark Dylan MD: Jamal Quaries No Adds	WJMR/Milwaukee-Racine, WI * PD/MD: Laura Jones BELLE FUJONES "Now"	WVKK/Norfolk, VA * PD/MD: DC No Adds	KJMH/St. Louis, MO * OM/PD: Chuck Atkins MD: Brian Anthony No Adds	WMMJ/Washington, DC * VP/Prog./PD: Kathy Brown MD: Mike Chase AMD: James Pair No Adds						
WBHK/Birmingham, AL * PD: Jay Dixon MD: Darryl Johnson No Adds	WAGH/Columbus, GA PD: Richardo MD: Ed Lewis No Adds	WDMG/Greensboro, NC * PD: Alvin Stone No Adds	KHHT/Los Angeles, CA * PD: Michelle Santosuosso MD: Jamal Quaries No Adds	WJLT/Mobile, AL * PD: Steve Cumbury MD: Kathy Barlow 1 KIRK FRANKLIN "Brighter"	WCFB/Orlando, FL * PD: Steve Holbrook MD: Joe Davis 25 FAITH EVANS "Love" 15 ASHWANTI "Foodan" 8 BOYZ II MEN "Color"	WLWH/Savannah, GA PD: Gary Young No Adds	WMMG/Charleston, SC * PD: Terry Base APD/MD: Belinda Parker WYCLEF JEAN "Wrongs" TAKE 6 "Streets"	WDMK/Detroit, MI * VP/Prog.: Lance Panton OM/PD: Monica Starr APD: Benita "Lady B" Gray MD: Sunny Anderson JOE "Woman"	KJLH/Los Angeles, CA * PD/MD: Cliff Wirston 1 BRANDY "Full" DARIUS RUCKER "Wild"	WYBC/New Haven, CT * OM: Wayne Schmidt PD: Juan Castillo APD: Steven Richardson MD: Doc P. No Adds	WDAS/Philadelphia, PA * Sth. Mgr./PD: Joe Tamburo MD: Joann Gamble BONEY JAMES FUJAHHEIM "Ride"	WYLD/New Orleans, LA * OM/PD: Marvin Hankston APD/MD: Jodi Berry No Adds	WFXC/Raleigh-Durham, NC * OM/PD: Cy Young APD/MD: Jodi Berry 1 JOE "Woman"
WVAV/Charlotte, NC * PD/MD: Terr Avery No Adds	WTLN/Indianapolis, IN * OM/PD: Brian Wallace MD: Garth Adams DONELL JONES "Know" KIRK FRANKLIN "Brighter"	WRWB/Macon, GA PD/MD: Lisa Charles No Adds											

Monitored Reporters
44 Total Reporters

40 Total Monitored

4 Total Indicator
3 Current Indicator Playlists

Did Not Report, Playlist Frozen (1):
WMCS/Milwaukee-Racine, WI

slumvillage



tainted featuring Dwele

The first single & video from their forthcoming album TRINITY (PAST, PRESENT AND FUTURE)
Album in stores August 13, 2002

Produced by Harriem Riggins

Executive Producers: RJ Aice & Timothy Maynor for Barak Records Entertainment

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R&R Urban AC Top 30



June 14, 2002

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	JAHEIM Anything (Divine Mill/WB)	913	+8	137948	26	30/0
2	2	LUTHER VANDROSS I'd Rather (J)	866	-35	132599	21	38/0
4	3	ANGIE STONE Wish I Didn't Miss You (J)	834	+89	130756	14	38/0
3	4	JOE What If A Woman (Jive)	809	-60	137839	14	37/4
5	5	MUSIQ Halfcrazy (Def Soul/IDJMG)	798	+119	145631	12	36/0
9	6	FAITH EVANS I Love You (Bad Boy/Arista)	625	+63	125223	22	27/1
6	7	REMY SHAND Take A Message (Motown)	615	-48	98095	19	35/0
8	8	GLENN LEWIS Don't You Forget It (Epic)	609	+29	106853	31	34/0
11	9	RUFF ENDZ Someone To Love You (Epic)	591	+81	115222	13	27/1
7	10	ANN NESBY F/AL GREEN Put It On Paper (Universal)	551	-68	68196	21	25/0
10	11	MAXWELL Lifetime (Columbia)	542	+13	103081	49	36/0
13	12	BOYZ II MEN The Color Of Love (Arista)	532	+54	84994	9	34/2
14	13	DONELL JONES You Know That I Love You (Untouchables/Arista)	476	+37	83107	12	29/1
15	14	YOLANDA ADAMS I'm Gonna Be Ready (Elektra/EEG)	456	+20	66378	7	34/2
12	15	MAXWELL This Woman's Work (Columbia)	430	-80	68030	21	36/0
17	16	REGINA BELLE F/GLENN JONES From Now On (Peak)	423	+48	51757	11	26/1
20	17	USHER U Don't Have To Call (LaFace/Arista)	398	+116	87823	9	6/0
16	18	ASHANTI Foolish (Murder Inc./Def Jam/IDJMG)	391	-9	94929	10	15/2
19	19	YOLANDA ADAMS The Battle Is The Lords (Verity)	303	+19	52480	8	20/0
18	20	ALICIA KEYS How Come You Don't Call Me (J)	257	-32	52083	13	21/0
23	21	DAVE HOLLISTER Keep Lovin' You (MCA)	253	+38	36229	5	18/0
24	22	MARY MARY In The Morning (Columbia)	250	+37	47384	3	26/2
21	23	WILL DOWNING Cool Water (GRP/VMG)	238	-1	28826	10	19/0
22	24	SIR CHARLES JONES Is There Anybody Lonely... (Independent)	231	+13	21967	7	13/0
25	25	RL Good Man (J)	211	+14	29625	4	20/1
26	25	JAGUAR WRIGHT The What If's (MCA)	153	-19	14137	8	13/0
27	27	AVANT Makin' Good Love (Magic Johnson/MCA)	150	-16	21422	12	13/0
28	28	TONY TERRY In The Shower (Golden Boy)	131	+26	7541	1	10/0
30	29	LATHUN Fortunate (Motown)	126	+6	12962	14	11/0
29	30	DJ ROGERS JR. Lonely Girl (Motown)	124	+2	13526	2	12/0

40 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 6/2-6/8. 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

BONEY JAMES F/JAHEIM Ride (Warner Bros.)
Total Plays: 111, Total Stations: 16, Adds: 1

JERZEE MONET Most High (DreamWorks)
Total Plays: 97, Total Stations: 8, Adds: 1

B2K Gots Ta Be (Epic)
Total Plays: 95, Total Stations: 6, Adds: 0

GLENN LEWIS It's Not Fair (Epic)
Total Plays: 94, Total Stations: 14, Adds: 0

BRANDY Full Moon (Atlantic)
Total Plays: 83, Total Stations: 12, Adds: 1

MANHATTANS Even Now (Beemark)
Total Plays: 76, Total Stations: 6, Adds: 0

KIRK FRANKLIN Brighter Days (Gospo Centric/Interscope)
Total Plays: 71, Total Stations: 16, Adds: 4

COOLY'S HOT BOX It's Alright (Higher Octave)
Total Plays: 69, Total Stations: 5, Adds: 0

BLESSED Your Mercy (Ultimate)
Total Plays: 63, Total Stations: 6, Adds: 0

CARIUS RUCKER Wild One (Hidden Beach/Epic)
Total Plays: 51, Total Stations: 8, Adds: 1

Songs ranked by total plays

Most Added

www.rradds.com

ARTIST TITLE LABEL(S)	ADDS
JOE What If A Woman (Jive)	4
KIRK FRANKLIN Brighter Days (Gospo Centric/Interscope)	4
YOLANDA ADAMS I'm Gonna Be Ready (Elektra/EEG)	2
BOYZ II MEN The Color Of Love (Arista)	2
MARY MARY In The Morning (Columbia)	2
ASHANTI Foolish (Murder Inc./Def Jam/IDJMG)	2
STREETWIZE Rock The Boat (Shanachie)	2

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
MUSIQ Halfcrazy (Def Soul/IDJMG)	+119
USHER U Don't Have To Call (LaFace/Arista)	+116
ANGIE STONE Wish I Didn't Miss You (J)	+89
RUFF ENDZ Someone To Love You (Epic)	+81
FAITH EVANS I Love You (Bad Boy/Arista)	+63
AALIYAH Try Again (BlackGround/Virgin)	+61
BOYZ II MEN The Color Of Love (Arista)	+54
MARY MARY Shackles (Praise You) (Columbia)	+49
REGINA BELLE F/GLENN JONES From Now On (Peak)	+48
LUTHER VANDROSS Take You Out (J)	+41
AALIYAH Rock The Boat (BlackGround)	+41

Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
LUTHER VANDROSS Take You Out (J)	414
MICHAEL JACKSON Butterflies (Epic)	348
GERALD LEVERT What Makes It Good... (EastWest/EEG)	334
GERALD LEVERT Made To Love Ya (EastWest/EEG)	303
JILL SCOTT The Way (Hidden Beach/Epic)	296
ANGIE STONE Brotha (J)	283
KEKE WYATT Nothing In This World (MCA)	275
ALICIA KEYS A Woman's Worth (J)	267
USHER U Got It Bad (LaFace/Arista)	241
JAHEIM Just In Case (Divine Mill/WB)	222
GINUWINE Differences (Epic)	213
YOLANDA ADAMS Open My Heart (Elektra/EEG)	210
JILL SCOTT A Long Walk (Hidden Beach/Epic)	208
DONNIE MCCLURKIN We Fall Down (Verity)	203
MUSIQ Love (Def Soul/IDJMG)	193

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

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The Legends Are On The Air

□ Artists and songs of the past make strong comeback

One of the biggest musical movements at Country radio over the last couple of years has been the adoption of "legends" in both positioners and music libraries. This week we'll take a look at what legendary artists and songs are being aired by stations claiming to play "Today's New Country & the All-Time Legends."

Before we delve into the top 50 and analyze a few individual station playlists, here are a few of the criteria I used to deem artists "legends."

First, the actual airplay data was gathered by Mediabase 24/7, and the various charts I have compiled come from the company's ranking of all the records categorized as gold and played by R&R Country reporters.

The Legends Top 50 chart was compiled from the combined playlists of 53 R&R Country reporters that play a large percentage of pre-1988 gold. From that list, I deleted the songs that could be considered mainstream power gold records. To determine those songs, I ran the Mediabase 24/7 combined gold list of all 151 R&R Country reporters and deleted any songs appearing in the top 300 gold titles from the Legends Top 50 (I'll tell you which songs were deleted later).

I also deleted any pre-1988 songs from artists who have had a top 20 hit in the last five years. Of course, artists like George Strait, Kenny Rogers and Alabama are legends. What I was trying to do was determine the most-played gold by artists who were once the bedrock of this format but who may no longer get airplay. I also included songs that could be classified as legendary, even though the artists themselves may not be classified as legends.

To recap, the Legends Top 50 are pre-1988 songs from artists who have not had a top 20 hit in the past five years, with mainstream gold records removed from the list. I know that's a lot to grasp, but I want you to know how the list was derived.

On to the analysis. To get an idea of what individual stations are playing, I accessed Mediabase 24/7 to find playlists from Jan. 1 to May 31 for a number of stations using the "Legends" label or position. Here's a look at what legendary songs and artists four stations from around the country are playing.

WKDF/Nashville

WKDF was one of the first stations to incorporate lots of pre-1988 songs by legendary country acts into regular rotation in recent years. Almost 24% of its gold airplay is from songs released in or before 1987. For the first five months of this year, WKDF had a total of 18,897 gold plays. Of those, 4,429 spins were pre-'88 songs. The station had 212 different pre-1988 titles on its playlist during that time.

WKDF's most-played pre-1988 tune (that also fits the aforementioned criteria) was Keith Whitley's 1985 hit "Miami, My Amy," with 115 plays. Next came Waylon Jennings' "I'm a Rambolin' Man" (1974), with 46 plays. (Keep in mind that WKDF features "Waylon Wednesdays," so we'll skip Waylon's tunes in the rest of the top 10 and give you a separate list of his songs.)

Rounding out the top five were T. Graham Brown's "I Tell It Like It Used to Be" (41 plays, 1985), David Allan Coe's "You Never Even Called Me by My Name" (40 plays, 1975) and Conway Twitty's "I'd Love to Lay You Down" (37 plays, 1980).

Other songs that got 30 or more plays during the first five months of this year (followed by number of plays and the year the song was released): Hank Williams Jr.'s "Family Tradition" (35, 1979) and "Born to Boogie" (34, 1986), Charley Pride's "Kiss an Angel Good Momin'" (34, 1971), Merle Haggard's "Mama Tried" (33, 1968), Don Williams' "Tulsa Time" (31, 1978), Conway Twitty's "Tight Fittin' Jeans" (30, 1981), David Allan Coe's "The Ride" (30, 1983), The Charlie Daniels Band's "In America" (30, 1980), Dolly Parton's "9 to 5" (30, 1980) and Crystal Gayle's "Why Have You Left the One You Left Me For" (30, 1978).

Waylon Jennings' WKDF hit parade: "Theme From *The Dukes of Hazzard*" (42, 1980), "Are You Sure Hank Done It This Way?" (37, 1975), "Luckenbach, Texas" (35, 1977), "Amanda" (35, 1979), "Rainy Day Woman" (30, 1974) and "I Ain't Livin' Long Like This" (30, 1980).

WYAY/Atlanta

WYAY injected its playlist with lots of old gold recently as it separated itself from sister WKHX/Atlanta. Of the 31,470 gold spins from the first five months of this year, 18,196 — or 58% — were pre-'88, encompassing 563 different titles. Leading the top 10 at this Georgia Country outlet is — what else — The Charlie Daniels Band's "The Devil Went Down to Georgia" (107 spins, 1979), which gets enough airplay to rank in the top 300 of all gold titles.

Here's the rest of WYAY's top 10: Glenn Campbell's "Southern Nights" (105, 1977), Ronnie Milsap's "Smoky Mountain Rain" (105, 1981), Rosanne Cash's "Seven Year Ache" (104, 1981), The Charlie Daniels Band's "The South's Gonna Do It Again" (104,

1975), Johnny Lee's "Lookin' for Love" (104, 1980), Hank Williams Jr.'s "Family Tradition" (103, 1979), The Oak Ridge Boys' "American Made" (102, 1983), Eddie Rabbitt's "Drivin' My Life Away" (101, 1980), Kathy Mattea's "18 Wheels and a Dozen Roses" (100, 1988) and Charlie Rich's "The Most Beautiful Girl" (100, 1973).

Other songs that got more than 85 plays include John Conlee's "Rose Colored Glasses" (96, 1978), Larry Gatlin's "Broken Lady" (94, 1978), Lynn Anderson's "Rose Garden" (93, 1970), Tom T. Hall's "I Love" (93, 1974), Marty Robbins' "El Paso" (93, 1959), Terri Gibbs' "Somebody's Knockin'" (91, 1981), Johnny Cash's "Folsom Prison Blues" (90, 1968) and Ray Price's "For the Good Times" (86, 1970).

KKAT/Salt Lake City

KKAT added a large amount of gold this past January (though late in the month) as it sought to differentiate itself in a three-way FM Country battle. Of the station's 25,331 gold plays in the first five months of this year, 9,954 were pre-1988 — that's 39%. Its plays are concentrated among fewer titles than is true for the majority of other stations, with only 115 unique pre-1988 titles, resulting in fairly heavy rotations for much of its old gold.

KKAT's most-played pre-'88 tune (that fits our criteria) is Johnny Paycheck's "Take This Job and Shove It" (138, 1977). Rounding out the top 10 are Mel McDaniel's "Baby's Got Her Blue Jeans On" (136, 1984), Earl Thomas Conley's "Fire & Smoke" (135, 1981), Glenn Campbell's "Rhinestone Cowboy" (129, 1975), The Oak Ridge Boys' "Come On In" (126, 1978), The Bellamy Brothers' "Redneck Girl" (125, 1982), Rabbitt's "Drivin' My Life Away" (125, 1980), Rosanne Cash's "Seven Year Ache" (124, 1981), Steve Wariner's "Kansas City Lights" (123, 1982), Larry Gatlin's "All the Gold in California" (123, 1979) and Milsap's "I Wouldn't Have Missed It for the World" (123, 1981).

Other pre-'88 songs with significant airplay: Conway Twitty's "That's My Job" (58, 1987), Earl Thomas Conley's "Holdin' Her and Lovin' You" (63, 1983), Merle Haggard's "Big City" (106, 1982), Tanya Tucker's "Texas" (113, 1980), Dolly Parton's "Two Doors Down" (84, 1978), Pure Prairie League's "Amie" (122, 1975) and George Jones' "The Race Is On" (85, 1964).

The Legends Top 50

The Legends Top 50 was compiled from the combined playlists of 53 R&R Country reporters that play a large percentage of pre-1988 gold. From that list, the songs that could be considered mainstream power gold records were deleted. Also removed were any pre-1988 songs from artists who have had a top 20 hit in the past five years.

1. BELLAMY BROTHERS Redneck Girl
2. HANK WILLIAMS JR. Family Tradition
3. HANK WILLIAMS JR. All My Rowdy Friends Are...
4. EDDIE RABBITT I Love A Rainy Night
5. JOHNNY LEE Lookin' For Love
6. EDDIE RABBITT Drivin' My Life Away
7. RONNIE MILSAP Smoky Mountain Rain
8. JUICE NEWTON Queen Of Hearts
9. ROSANNE CASH Seven Year Ache
10. WAYLON JENNINGS Luckenbach, Texas
11. MEL MCDANIEL Baby's Got Her Blue Jeans On
12. W. NELSON & W. JENNINGS Mamas Don't Let Your Babies...
13. JUDDS I Know Where I'm Going
14. RONNIE MILSAP I Wouldn't Have Missed It...
15. JOHNNY PAYCHECK Take This Job And Shove It
16. W. NELSON & W. JENNINGS Good Hearted Woman
17. DAVID ALLAN COE You Never Even Called Me By...
18. JUDDS Rockin' With The Rhythm Of...
19. HOLLY DUNN Daddy's Hands
20. DAN SEALS Bop
21. RONNIE MILSAP She Keeps The Home Fires...
22. JIMMY BUFFETT Margaritaville
23. RONNIE MILSAP (There's) No Getting Over Me
24. CONWAY TWITTY Slow Hand
25. JUDDS Have Mercy
26. GEORGE JONES The One I Loved Back Then...
27. ANNE MURRAY Could I Have This Dance
28. SYLVIA Nobody
29. BELLAMY BROTHERS If I Said You Had A...
30. EARL THOMAS CONLEY Holding Her And Lovin' You
31. DON WILLIAMS I Believe In You
32. TANYA TUCKER Love Me Like You Used To
33. JUDDS Mama He's Crazy
34. BARBARA MANDRELL I Was Country When Country...
35. LARRY GATLIN All The Gold In California
36. WILLIE NELSON On The Road Again
37. CHARLEY PRIDE Kiss An Angel Good Mornin'
38. RESTLESS HEART I'll Still Be Loving You
39. HANK WILLIAMS JR. Born To Boogie
40. CHARLIE DANIELS Band The South's Gonna Do It Again
41. WAYLON JENNINGS Theme From *The Dukes Of Hazzard*
42. DON WILLIAMS Lord, I Hope This Day Is Good
43. MICKEY GILLEY Stand By Me
44. MERLE HAGGARD Mama Tried
45. GEORGE JONES He Stopped Loving Her Today
46. W. NELSON & M. HAGGARD Pancho And Lefty
47. E. RABBITT & C. GAYLE You And I
48. DEBORAH ALLEN Baby I Lied
49. JERRY REED East Bound And Down
50. PATSY CLINE Crazy

WESC/Greenville, SC

This is another situation where a station's gold library was greatly increased to distinguish it from a sister Country outlet — in this case, crosstown WSSL. In the first five months of this year WESC aired gold songs 22,767 times. Of those, 9,341 — 41% — were spins of 251 unique pre-'88 titles.

WESC's top 10: Steve Wariner's "Life's Highway" (71, 1986), David Frizzell's "I'm Gonna Hire a Wino" (71, 1982), Ricky Skaggs' "Cryin' My Heart Out Over You" (71, 1982), Johnny Lee's "Lookin' for Love" (68, 1980), Eddy Raven's "I Got Mexico" (68, 1984), Exile's "Woke Up in Love" (68, 1983), The Oak Ridge Boys' "Ya'll Come Back Saloon" (68, 1977), The Forester Sisters' "I Fell in Love Again Last Night" (67, 1985), Larry Gatlin's "All the Gold in California" (67, 1979) and Dan Seals' "Bop" (67, 1985).

Other interesting songs from WESC's gold library: Ricky Van Shelton's "Somebody Lied" (50, 1987), Dan Seals' "Everything That Glitters" (36, 1986), Ricky Skaggs' "Highway 40 Blues" (65, 1983), Shelley West's "Jose

Cuervo" (58, 1983), Barbara Mandrell's "Sleeping Single in a Double Bed" (63, 1978), George Jones & Tammy Wynette's "Golden Ring" (49, 1976) and Charley Pride's "Is Anybody Goin' to San Antonio" (52, 1970).

Missing Gold

As mentioned earlier, a number of pre-1988 songs were lopped off the top of the Legends Top 50 because they accrued enough airplay to rank in the top 300 of all gold titles, thus rendering them mainstream hits. Here are those songs, in order of airplay: Randy Travis' "Forever and Ever, Amen," The Nitty Gritty Dirt Band's "Fishin' in the Dark," The Charlie Daniels Band's "The Devil Went Down to Georgia," Mel McDaniel's "Louisiana Saturday Night," The Judds' "Grandpa," Hank Williams Jr.'s "A Country Boy Can Survive," The Judds' "Why Not Me," The Bellamy Brothers' "Let Your Love Flow," Lee Greenwood's "God Bless the U.S.A.," Restless Heart's "Why Does It Have to Be Wrong or Right" and Randy Travis' "On the Other Hand."



TODAY'S WEATHER
HOT R&R TOP 10 MOST ADDED
BILLBOARD HOT SHOT DEBUT (57)

ENTERTAINMENT

James Otto playing the riverfront during Fan Fair, Sunday, June 16th, at 3:15pm

SPORTS



Everyone is catching THE BALL!



THE MERCURY FLYER



FRIDAY

You report the adds and we report the facts

JUNE 14, 2002

TOP STORY

JAMES OTTO HAS A SMASH!



The positive feedback pours in over James Otto's debut single "The Ball":

- **After Midnite 100% positive**
- **WBCT 96% positive**

REAL LISTENER RESPONSES:**

"WOW!!! This song is incredible ... I LOVE IT!!! Okay, first off, from a musical perspective the vocals demonstrate a great deal of talent and James pours emotion into the song. Total package. DEFINITE HIT!!! This song has number one written all over it!!!!!!!"

- FEMALE COUNTRY LISTENER

"Just brings you back to your old days and good memories. That is why Country is the best, it has meaning and can be related to life."

- MALE COUNTRY LISTENER

"It talked about real life. A sad song but real life, and that is beautiful."

- FEMALE COUNTRY LISTENER

"It had a great story to tell ... I really like it! I can relate very well with this song!! Well done!!"

- FEMALE COUNTRY LISTENER

"I really like the song because of the message in it. It reminds me of Garth Brooks' 'Unanswered Prayers.' I also like it because it is a story song, and I like how James Otto is singing from the perspective of a father talking with his son."

- FEMALE COUNTRY LISTENER

** responses taken from a Rate The Music Song Survey

Produced by Scott Parker and Paul Worley

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HOFFMAN
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CALVIN GILBERT
gilbert@radioandrecords.com

In Nashville And On The Road

Tours and free concert series keep music flowing

Nashville hosts the 31st annual Fan Fair this week, but live music will continue throughout the year in Music City and beyond. In Nashville, initial lineups have been announced for two significant free concert series, and one of country's true icons is sizing down the shows on his fall tour.

Of course, George Strait is one of the few artists in any genre who can say that playing 20,000-seat venues is downsizing. However, this is a guy who has spent the past four years visiting stadiums as the headliner of the all-star George Strait Country Music Festival. Jo Dee Messina will be the opening act on Strait's 21-city arena tour, which kicks off Sept. 12 in Detroit and continues through Nov. 2. At its hometown stop in San Antonio, the show will be the first-ever musical act at the new SBC Center.

"We're going back to playing arenas this year, and I'm really looking forward to it," Strait says. "We definitely had a great time doing the stadiums, but I'm excited about seeing some faces again. Not that 20,000-seat arenas are exactly intimate settings, but you can tell a difference, and I think it will be a fun change of pace."

In other touring news, Billy Ray Cyrus has announced dates for his summer schedule, and Rodney Crowell has been named to host the second Down From the Mountain acoustic tour. Cyrus has shows scheduled through September for his Time Flies Tour, which takes its name from the title of his upcoming Monument album. Great American Country has signed on as media sponsor for Cyrus' 41-city tour.

The Down From the Mountain Tour is shaping up to be an even bigger endeavor than first announced. Crowell will serve as emcee of the 42-

show tour inspired by the *O Brother, Where Art Thou?* film soundtrack, which is now certified for shipments of 5 million copies. For select shows, organizers have announced several new participants, including Rosanne Cash, Kate & Anna McGarrigle (backing up Emmylou Harris), David Holt, Colin Linden and actor Tim Blake Nelson, one of the film's stars. The tour also features Ricky Skaggs, The Del McCoury Band, Alison Krauss (with Dan Tyminski and Jerry Douglas), Ralph Stanley, Patty Loveless, Norman & Nancy Blake, Chris Thomas King, The Whites, The Nashville Bluegrass Band, The Cox Family, The Fairfield Four, The Flatlanders and The Peasall Sisters.

Nashville Concerts

The Country Music Hall of Fame and Museum is taking the honky-tonk route with its summer concert series, which debuts June 14 with VFR Records' Trent Summar and The New Row Mob. Free to the public, the 90-minute outdoor shows take place every Friday at 5:30pm through Aug. 2. Among the acts scheduled to perform at the museum are The Slow Beats, Saddlesong, Old Crow Medicine Show and Jamie Hartford.

The Grand Ole Opry and Gaylord Entertainment have announced the third year of their Opry Plaza Parties, which began last week with an appearance by Lucky Dog act The Derailers. Every Friday at 6:30pm and

Saturday at 5:30pm (through Aug. 10) the free concerts take place outdoors in the area in front of the Grand Ole Opry House. The shows continue this Friday (June 14) with The Gibson Brothers and Warner Bros. artist Elizabeth Cook, and Saturday with Gail Davies and Saddlesong. Others scheduled to perform this summer include Asleep At The Wheel, Bruce Robison, Dale Watson, Jim Lauderdale, Hal Ketchum, Billy Joe Shaver and Bering Strait.

Star Sales

Barbara Mandrell's moving sale continues through Saturday (6/15) at her home on White's Creek Pike near Nashville. Mandrell and husband Ken Dudley are getting ready to move into smaller quarters after auctioning off their 27,000-square-foot log mansion last week.

Although the house and its 136 wooded acres were previously on the market at an asking price of \$7 million, the property was sold at auction for \$1.97 million. The winning bid was submitted by RCA Label Group Chairman Joe Galante and music-industry veteran Dale Morris, who manages Alabama, Kenny Chesney and Louise Mandrell. Galante and Morris made the purchase as a business investment and have not announced any plans for the property, which includes a helicopter landing pad.

Reba McEntire and husband Narvel Blackstock are selling their Starstruck Farm near Nashville. The sale won't include the couple's nearby house, but the asking price is \$1.8 million for the farm, which includes 48 acres and a 15-stall horse barn. McEntire also has a home in Los Angeles, where her TV series, *Reba*, is produced.

Hollywood-Nashville Connection

Buddy Lee Attractions, Nashville's oldest and largest privately owned talent agency, has formed a partnership with Endeavor, a Hollywood-based talent agency whose clients include Ben Affleck, Matt Damon, Drew Barrymore, Adam Sandler, The Rock, Aaron Sorkin and David E. Kelly.

The partnership began May 4 but was announced June 3. It marks Endeavor's first partnership with a music agency and BLA's first with an outside talent agency. The merger



HUMANITARIAN WINNER

Following the recent Academy of Country Music Awards show in Los Angeles, executives from the Universal Music Group and MCA/Nashville headed to the Bistro Garden to honor Reba McEntire, the first recipient of the ACM/Home Depot Humanitarian Award. Seen here at the party are (l-r) UMG Exec. VP/Business & Legal Affairs Michael Ostroff, Lee Ann Womack, Gary Allan, Trisha Yearwood, McEntire, MCA/Nashville CFO Ken Robold, Shannon Lawson, MCA/Nashville Exec. VP/A&R Mark Wright and Chairman Bruce Hinton and UMG Sr. VP Chuck Cingoli.



CELEBRATION CENTRAL

The RCA Label Group recently captured 10 Academy of Country Music Awards and celebrated afterward at Pinot Hollywood. Pictured are (l-r) RLG Exec. VP Butch Waugh, Phil Vassar, Kix Brooks, Martina McBride, Alan Jackson, Carolyn Dawn Johnson, Ronnie Dunn and RLG Chairman Joe Galante.

gives Endeavor a music division and increases opportunities for clients of both agencies.

BLA President Tony Conway noted, "Endeavor has vast resources to package full television programs for an artist, including the production, direction, writing and substantial acting talent. These resources bring to the clients of Buddy Lee Attractions broader career opportunities and a chance for a more global audience."

Founded in 1964, BLA currently represents more than 55 country acts, including The Dixie Chicks, Lee Ann Womack, Tracy Lawrence, Aaron Tippin, Mark Chesnutt, Lorrie Morgan, Joe Diffie, Sammy Kershaw, Ronnie Milsap, Clay Walker, Marty Stuart, Tammy Cochran, Pinmonkey, Hank Williams III and Elizabeth Cook.

Songwriter Slain

Nashville police are still investigating the death of songwriter-drummer Randy Ray Hardison, 41, who died after being struck in the head at his apartment complex on the afternoon of June 1. Although there were no indications of robbery, police say it appears that Hardison was attacked in the breezeway of the apartment. He was conscious when police arrived but was unable to tell them what had happened.

Hardison's songs were recorded by Garth Brooks, Tracy Byrd, Kenny Rogers, Mark Chesnutt and others. As a studio drummer, his client list included Brooks, Jim Lauderdale and Deryl Dodd. One of Hardison's newer songs, "Back Where I Belong," will be featured on Darryl Worley's upcoming album.

Bits 'N' Pieces

• Curb's Steve Holy and Jeff Carson will join Warner Bros. recording artist Elizabeth Cook and 13-year-old newcomer Kaci Brown in a musical tribute to Sonny James, who will receive the Country Radio Broadcasters' Career Achievement Award during the Country Music DJ Hall of Fame induction banquet, set for June 27 at Nashville's Renaissance Hotel.

• The Dixie Chicks will team up with The Dave Matthews Band for an upcoming episode of the CMT Crossroads concert series. The taping is set for July 10 in Nashville, and admission is by invitation only.

• Brad Paisley was in New York City last week for a well-received show at the famed Bottom Line. While in town, Paisley and Nashville journalist Hazel Smith taped an appearance on superstar chef Emeril Lagasse's Food Network TV series, *Emeril Live!* Smith compiled the new cookbook *Hazel's Hot Dish: Cookin' With Country Stars*, published by Dalmatian Press.

• *It's All Relative*, Pam Tillis' debut for Columbia/Lucky Dog, features guest appearances by Emmylou Harris, Trisha Yearwood, Dolly Parton, The Jordanaires, Delbert McClinton and Marty Stuart. Set for an August 27 release, the album is a tribute to her father, singer-songwriter Mel Tillis.

• Chad Brock and Craig Morgan have both signed with Broken Bow Records. Brock scored a No. 1 hit two years ago with his Warner Bros. single "Yes." Before Atlantic closed its Nashville offices, Morgan enjoyed airplay with the singles "Something to Write Home About" and "Paradise."

C · O · U · N · T · R · Y FLASHBACK

1 YEAR AGO

• No. 1: "Grown Men Don't Cry" — Tim McGraw

5 YEARS AGO

• No. 1: "It's Your Love" — Tim McGraw/Faith Hill (second week)

10 YEARS AGO

• No. 1: "The Woman Before Me" — Trisha Yearwood

15 YEARS AGO

• No. 1: "Forever And Ever, Amen" — Randy Travis (fourth week)

20 YEARS AGO

• No. 1: "Listen To The Radio" — Don Williams

25 YEARS AGO

• No. 1: "Luckenbach, Texas" — Waylon Jennings (third week)

R&R Country Top 50

June 14, 2002

Powered By



LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL POINTS	% POINTS	TOTAL PLAYS	% PLAYS	WEEKS ON CHART	TOTAL STATIONS/ADDS
2	1	GEORGE STRAIT Living And Living Well (MCA)	17592	+1072	6197	+380	18	151/1
1	2	ALAN JACKSON Drive (For Daddy Gene) (Arista)	15089	-1863	5189	-721	21	151/1
4	3	BRAO PAISLEY I'm Gonna Miss Her (Fishin') (Arista)	14597	+9	5276	+74	16	151/1
5	4	EMERSON DRIVE I Should Be Sleeping (DreamWorks)	13571	-681	4941	-193	29	150/1
6	5	LONESTAR Not A Day Goes By (BNA)	12828	+459	4845	+250	21	147/1
8	6	GARY ALLAN The One (MCA)	12335	+1421	4314	+554	22	149/1
7	7	CAROLYN DAWN JOHNSON I Don't Want You To Go (Arista)	10918	-76	4069	-94	25	146/1
11	8	KENNY CHESNEY The Good Stuff (BNA)	10799	+1670	3640	+466	8	149/4
9	9	BROOKS & DUNN My Heart Is Lost To You (Arista)	10452	+372	3722	+153	11	151/1
15	10	TOBY KEITH Courtesy Of The Red, White... (DreamWorks)	10206	+2197	3554	+792	5	139/4
10	11	KELLIE COFFEY When You Lie Next To Me (BNA)	10011	+616	3729	+195	24	146/1
12	12	DARRYL WORLEY I Miss My Friend (DreamWorks)	9329	+763	3350	+247	14	148/3
13	13	ANDY GRIGGS Tonight I Wanna Be Your Man (RCA)	8320	+113	3181	+51	21	149/2
14	14	TRICK PONY Just What I Do (H2E/WB)	8271	+152	3227	+72	22	148/1
19	15	DIXIE CHICKS Long Time Gone (Monument)	7803	+1766	2561	+824	3	137/20
17	16	TRACY BYRD Ten Rounds With Jose Cuervo (RCA)	7258	+506	2568	+208	11	135/8
18	17	SARA EVANS I Keep Looking (RCA)	7170	+610	2718	+179	15	139/6
16	18	TRACE ADKINS Help Me Understand (Capitol)	7059	+125	2720	+57	17	143/2
23	19	JOE NICHOLS The Impossible (Universal South)	6259	+1001	2298	+328	13	119/3
20	20	MARK CHESNUTT She Was (Columbia)	5774	+344	2088	+126	20	130/2
22	21	BLAKE SHELTON Ol' Red (Warner Bros.)	5688	+390	2062	+164	12	122/2
21	22	BRAD MARTIN Before I Knew Better (Epic)	5590	+172	2272	+90	19	133/4
27	23	TIM MCGRAW Unbroken (Curb)	5378	+2055	1903	+780	4	126/24
24	24	DIAMOND RIO Beautiful Mess (Arista)	4857	+406	1780	+201	9	107/3
26	25	PHIL VASSAR American Child (Arista)	4210	+404	1535	+184	8	118/15
25	26	SHANNON LAWSON Goodbye On A Bad Day (MCA)	4191	+182	1655	+29	19	123/1
29	27	MARTINA MCBRIDE Where Would You Be (RCA)	3964	+1003	1480	+303	7	118/7
28	28	PINMONKEY Barbed Wire And Roses (BNA)	3338	+42	1197	+40	11	109/7
30	29	CYNDI THOMSON I'm Gone (Capitol)	2846	+165	1135	+100	9	100/2
Breaker	30	JO DEE MESSINA Dare To Dream (Curb)	2778	+356	1120	+95	6	96/8
32	31	BRETT JAMES Chasin' Amy (Arista)	2737	+95	1102	+25	12	96/3
Breaker	32	LEE ANN WOMACK Something Worth Leaving Behind (MCA)	2668	+478	971	+199	4	94/15
31	33	LITTLE BIG TOWN Don't Waste My Time (Monument)	2580	-76	949	-54	15	101/1
Breaker	34	SIXWIRE Look At Me Now (Warner Bros.)	2207	+125	794	+57	8	90/5
37	35	HOMETOWN NEWS Minivan (VFR)	2017	+245	792	+81	14	68/3
38	36	CHRIS CAGLE Country By The Grace Of God (Capitol)	1769	+248	673	+73	7	84/10
36	37	ANTHONY SMITH If That Ain't Country (Mercury)	1710	-126	745	-32	9	79/1
40	38	SHEDAISY Mine All Mine (Lyric Street)	1642	+276	626	+92	5	77/10
39	39	REBECCA LYNN HOWARD Forgive (MCA)	1616	+134	588	+53	5	72/9
Debut	40	GARTH BROOKS Thicker Than Blood (Capitol)	1570	+1118	476	+360	1	73/56
41	41	CLARK FAMILY EXPERIENCE Going Away (Curb)	1286	+15	532	+5	7	69/2
42	42	MARCEL Country Rock Star (Mercury)	1262	+64	420	+9	6	41/2
44	43	ROONEY ATKINS Sing Along (Curb)	1140	+174	434	+57	4	63/6
47	44	BRIAN BURNS I've Been Everywhere (In...) (Independent)	944	+97	105	+12	3	1/0
46	45	AARON TIPPIN I'll Take Love Over Money (Lyric Street)	820	-66	361	-40	7	39/1
50	46	TAMMY COCHRAN Life Happened (Epic)	806	+163	287	+85	2	53/13
48	47	JEFFREY STEELE Good To Go (Monument)	799	+69	329	+40	4	41/0
45	48	MONTGOMERY GENTRY My Town (Columbia)	695	-205	231	-55	2	41/26
Debut	49	DARYLE SINGLETARY That's Why I Sing This Way (Audium)	670	+310	272	+125	1	20/1
Debut	50	KEVIN DENNEY Cadillac Tears (Lyric Street)	623	+10	281	+30	1	42/10

151 Country reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total points for the airplay week of 6/2-6/8. 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 recurring. 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 69% of the panel for the first time. Station Weight = AQH Persons * (Market rank X 10) divided by 4180. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from the Arbitron Company (copyright 2002, The Arbitron Company). (C) 2002, R&R, Inc.

Most Added

www.rradds.com

ARTIST TITLE LABEL(S)	ADDS
GARTH BROOKS Thicker Than Blood (Capitol)	56
MONTGOMERY GENTRY My Town (Columbia)	26
TIM MCGRAW Unbroken (Curb)	24
DIXIE CHICKS Long Time Gone (Monument)	20
PHIL VASSAR American Child (Arista)	15
LEE ANN WOMACK Something Worth Leaving... (MCA)	15
TAMMY COCHRAN Life Happened (Epic)	13
RASCAL FLATTS These Days (Lyric Street)	11
CHRIS CAGLE Country By The Grace Of God (Capitol)	10
SHEDAISY Mine All Mine (Lyric Street)	10
KEVIN DENNEY Cadillac Tears (Lyric Street)	10
ERIC HEATHERLY The Last Man Committed (DreamWorks)	10

Most Increased Points

ARTIST TITLE LABEL(S)	POINT INCREASE
TOBY KEITH Courtesy Of The Red... (DreamWorks)	+2197
TIM MCGRAW Unbroken (Curb)	+2055
DIXIE CHICKS Long Time Gone (Monument)	+1766
KENNY CHESNEY The Good Stuff (BNA)	+1670
GARY ALLAN The One (MCA)	+1421
GARTH BROOKS Thicker Than Blood (Capitol)	+1118
GEORGE STRAIT Living And Living Well (MCA)	+1072
MARTINA MCBRIDE Where Would You Be (RCA)	+1003
JOE NICHOLS The Impossible (Universal South)	+1001
DARRYL WORLEY I Miss My Friend (DreamWorks)	+763

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
DIXIE CHICKS Long Time Gone (Monument)	+824
TOBY KEITH Courtesy Of The Red... (DreamWorks)	+792
TIM MCGRAW Unbroken (Curb)	+780
GARY ALLAN The One (MCA)	+554
KENNY CHESNEY The Good Stuff (BNA)	+466
GEORGE STRAIT Living And Living Well (MCA)	+380
GARTH BROOKS Thicker Than Blood (Capitol)	+360
JOE NICHOLS The Impossible (Universal South)	+328
MARTINA MCBRIDE Where Would You Be (RCA)	+303
LONESTAR Not A Day Goes By (BNA)	+250

Breakers

- JO DEE MESSINA**
Dare To Dream (Curb)
8 Adds • Moves 33-30
- LEE ANN WOMACK**
Something Worth Leaving Behind (MCA)
15 Adds • Moves 34-32
- SIXWIRE**
Look At Me Now (Warner Bros.)
5 Adds • Moves 35-34

Songs ranked by total plays

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Country Top 50 Indicator

June 14, 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	GEORGE STRAIT Living And Living Well (MCA)	3616	+23	2839	+11	18	75/0
2	2	BRAD PAISLEY I'm Gonna Miss Her (Fishin') (Arista)	3467	+33	2737	+15	17	75/0
4	3	LONESTAR Not A Day Goes By (BNA)	3266	+46	2567	+26	23	72/0
7	4	GARY ALLAN The One (MCA)	3158	+273	2478	+185	23	75/0
9	5	BROOKS & DUNN My Heart Is Lost To You (Arista)	2979	+276	2344	+210	10	75/0
5	6	ALAN JACKSON Drive (For Daddy Gene) (Arista)	2889	-321	2257	-262	20	73/0
11	7	DARRYL WORLEY I Miss My Friend (DreamWorks)	2685	+200	2115	+165	13	75/0
8	8	CAROLYN DAWN JOHNSON I Don't Want You To Go (Arista)	2538	-294	1961	-240	27	63/0
10	9	TRICK PONY Just What I Do (H2E/WB)	2517	-77	2018	-52	24	68/0
14	10	KENNY CHESNEY The Good Stuff (BNA)	2473	+260	1975	+223	7	75/0
3	11	EMERSON DRIVE I Should Be Sleeping (DreamWorks)	2472	-767	1898	-639	33	61/0
12	12	ANDY GRIGGS Tonight I Wanna Be Your Man (RCA)	2431	+26	1901	-1	22	74/0
13	13	KELLIE COFFEY When You Lie Next To Me (BNA)	2410	+12	1920	+9	26	69/0
17	14	TOBY KEITH Courtesy Of The Red, White... (DreamWorks)	2347	+289	1833	+244	5	73/1
15	15	TRACE AOKINS Help Me Understand (Capitol)	2252	+64	1788	+38	19	74/1
16	16	SARA EVANS I Keep Looking (RCA)	2184	+74	1720	+60	17	73/0
18	17	TRACY BYRO Ten Rounds With Jose Cuervo (RCA)	2124	+92	1688	+66	12	75/2
19	18	JOE NICHOLS The Impossible (Universal South)	1756	+114	1361	+84	13	66/2
21	19	BLAKE SHELTON Ol' Red (Warner Bros.)	1653	+43	1308	+51	11	68/1
23	20	MARK CHESNUTT She Was (Columbia)	1639	+117	1292	+85	21	68/3
22	21	BRAO MARTIN Before I Knew Better (Epic)	1619	+23	1250	+20	19	61/0
32	22	DIXIE CHICKS Long Time Gone (Monument)	1614	+682	1339	+534	2	68/9
20	23	SHANNON LAWSON Goodbye On A Bad Day (MCA)	1553	-75	1266	-61	21	64/0
33	24	TIM MCGRAW Unbroken (Curb)	1540	+705	1216	+559	2	73/11
24	25	DIAMOND RIO Beautiful Mess (Arista)	1492	+65	1150	+47	10	62/1
25	26	PHIL VASSAR American Child (Arista)	1395	+150	1093	+108	6	67/1
26	27	MARTINA MCBRIDE Where Would You Be (RCA)	1363	+184	1107	+137	7	68/2
27	28	JO DEE MESSINA Dare To Dream (Curb)	1228	+52	982	+49	7	64/1
29	29	PINMONKEY Barbed Wire And Roses (BNA)	1088	+44	891	+38	8	56/1
28	30	CYNDI THOMSON I'm Gone (Capitol)	1081	+22	881	+27	9	60/0
31	31	CHRIS CAGLE Country By The Grace Of God (Capitol)	1046	+95	832	+64	7	59/0
36	32	LEE ANN WOMACK Something Worth Leaving Behind (MCA)	1008	+266	831	+224	2	63/4
34	33	ANTHONY SMITH If That Ain't Country (Mercury)	778	-5	659	-1	10	48/1
37	34	LITTLE BIG TOWN Don't Waste My Time (Monument)	712	-7	569	-2	15	43/2
39	35	REBECCA LYNN HOWARD Forgive (MCA)	705	+67	575	+48	6	46/4
35	36	BRETT JAMES Chasin' Amy (Arista)	699	-45	561	-25	11	44/2
38	37	HOMETOWN NEWS Minivan (VFR)	653	-24	517	-29	13	35/1
30	38	AARON TIPPIN I'll Take Love Over Money (Lyric Street)	605	-362	449	-272	9	30/0
41	39	SHEDAISY Mine All Mine (Lyric Street)	590	+81	496	+65	3	46/6
40	40	SIXWIRE Look At Me Now (Warner Bros.)	541	+29	452	+27	6	39/3
42	41	MARCEL Country Rock Star (Mercury)	397	+35	337	+26	5	30/1
43	42	J. MICHAEL HARTER Hard Call To Make (Broken Bow)	373	+19	315	+21	5	27/1
Debut	43	GARTH BROOKS Thicker Than Blood (Capitol)	368	+311	324	+265	1	40/30
44	44	RODNEY ATKINS Sing Along (Curb)	336	+39	285	+33	3	26/4
47	45	KEVIN DENNEY Cadillac Tears (Lyric Street)	329	+117	272	+90	2	26/9
49	46	TAMMY COCHRAN Life Happened (Epic)	248	+76	212	+63	2	25/5
48	47	CLARK FAMILY EXPERIENCE Going Away (Curb)	219	+15	191	+16	3	18/0
46	48	RHETT AKINS Highway Sunrise (Audium)	214	-5	186	-1	5	13/1
Debut	49	MONTGOMERY GENTRY My Town (Columbia)	204	+130	169	+113	1	18/11
50	50	JEFFREY STEELE Good To Go (Monument)	149	-11	124	-10	2	12/1

75 Country Indicator reports. Songs ranked by total plays for the airplay week of Sunday 6/2-Saturday 6/8.
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Most Added®

ARTIST TITLE LABEL(S)	ADDS
GARTH BROOKS Thicker Than Blood (Capitol)	30
TIM MCGRAW Unbroken (Curb)	11
MONTGOMERY GENTRY My Town (Columbia)	11
DIXIE CHICKS Long Time Gone (Monument)	9
KEVIN DENNEY Cadillac Tears (Lyric Street)	9
ERIC HEATHERLY The Last Man Committed (DreamWorks)	9
SHEDAISY Mine All Mine (Lyric Street)	6
ALABAMA I'm In The Mood (RCA)	6
TAMMY COCHRAN Life Happened (Epic)	5
JAMES OTTO The Ball (Mercury)	5
RASCAL FLATTS These Days (Lyric Street)	5
LEE ANN WOMACK Something Worth Leaving... (MCA)	4
REBECCA LYNN HOWARD Forgive (MCA)	4
RODNEY ATKINS Sing Along (Curb)	4
ALAN JACKSON Work In Progress (Arista)	4
MARK CHESNUTT She Was (Columbia)	3
SIXWIRE Look At Me Now (Warner Bros.)	3
TRACY BYRD Ten Rounds With Jose Cuervo (RCA)	2
MARTINA MCBRIDE Where Would You Be (RCA)	2
JOE NICHOLS The Impossible (Universal South)	2

Most Increased Points

ARTIST TITLE LABEL(S)	POINT INCREASE
TIM MCGRAW Unbroken (Curb)	+705
DIXIE CHICKS Long Time Gone (Monument)	+682
GARTH BROOKS Thicker Than Blood (Capitol)	+311
TOBY KEITH Courtesy Of The Red... (DreamWorks)	+289
BROOKS & DUNN My Heart Is Lost To You (Arista)	+276
GARY ALLAN The One (MCA)	+273
LEE ANN WOMACK Something Worth Leaving... (MCA)	+266
KENNY CHESNEY The Good Stuff (BNA)	+260
DARRYL WORLEY I Miss My Friend (DreamWorks)	+200
MARTINA MCBRIDE Where Would You Be (RCA)	+184

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
TIM MCGRAW Unbroken (Curb)	+559
DIXIE CHICKS Long Time Gone (Monument)	+534
GARTH BROOKS Thicker Than Blood (Capitol)	+265
TOBY KEITH Courtesy Of The Red... (DreamWorks)	+244
LEE ANN WOMACK Something Worth Leaving... (MCA)	+224
KENNY CHESNEY The Good Stuff (BNA)	+223
BROOKS & DUNN My Heart Is Lost To You (Arista)	+210
GARY ALLAN The One (MCA)	+185
DARRYL WORLEY I Miss My Friend (DreamWorks)	+165
MARTINA MCBRIDE Where Would You Be (RCA)	+137
MONTGOMERY GENTRY My Town (Columbia)	+113
PHIL VASSAR American Child (Arista)	+108
KEVIN DENNEY Cadillac Tears (Lyric Street)	+90
MARK CHESNUTT She Was (Columbia)	+85
JOE NICHOLS The Impossible (Universal South)	+84
ERIC HEATHERLY The Last Man Committed (DreamWorks)	+68
ALABAMA I'm In The Mood (RCA)	+67
TRACY BYRD Ten Rounds With Jose Cuervo (RCA)	+66

MONITORED STATION PLAYLISTS

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EXCLUSIVE NATIONAL MUSIC RESEARCH ESTIMATES June 14, 2002

BULLSEYE® song selection is based on the top 35 titles from the R&R Country chart for the airplay week of May 6-12.

ARTIST Title (Label)	LIKE A LOT	TOTAL POSITIVE	NEUTRAL	FAMILIARITY	DISLIKE	BURN
GEORGE STRAIT Living And Living Well (MCA)	38.0%	74.8%	18.8%	99.8%	4.3%	2.0%
ALAN JACKSON Drive (For Daddy Gene)(Arista)	38.8%	72.0%	19.0%	98.8%	5.3%	2.5%
BRAD PAISLEY I'm Gonna Miss Her (Arista)	38.3%	70.8%	18.5%	97.8%	4.0%	4.5%
LONESTAR Not A Day Goes By (BNA)	34.3%	67.5%	22.3%	96.5%	4.0%	2.8%
STEVE AZAR I Don't Have To Be Me... (Mercury)	29.8%	65.8%	23.0%	95.8%	4.8%	2.3%
TRACE ADKINS Help Me Understand (Capitol)	23.0%	65.8%	24.0%	95.8%	5.0%	1.0%
EMERSON DRIVE I Should Be Sleeping (DreamWorks)	28.8%	65.5%	23.5%	99.0%	6.3%	3.8%
MARK CHESNUTT She Was (Columbia)	24.8%	65.0%	23.8%	96.5%	7.0%	0.8%
CAROLYN DAWN JOHNSON I Don't Want You To Go (Arista)	27.8%	63.0%	23.3%	98.8%	8.5%	4.0%
ANDY GRIGGS Tonight I Wanna Be Your Man (RCA)	29.5%	62.5%	28.0%	98.0%	6.5%	1.0%
TOBY KEITH Courtesy Of The Red White And Blue (DreamWorks)	28.5%	60.3%	21.3%	90.3%	7.3%	1.5%
SARA EVANS I Keep Looking (RCA)	26.8%	60.3%	24.0%	95.8%	8.0%	3.5%
KELLIE COFFEY When You Lie Next To Me (BNA)	29.8%	59.8%	28.0%	98.0%	7.8%	2.5%
TRICK PONY Just What I Do (Warner Bros.)	24.8%	59.5%	23.5%	97.0%	9.3%	4.8%
GARY ALLAN The One (MCA)	22.0%	59.5%	27.8%	94.3%	4.3%	2.8%
TRACY BYRD Ten Rounds With Jose Cuervo (RCA)	26.5%	59.0%	28.3%	94.0%	6.3%	0.5%
BLAKE SHELTON Ol' Red (Warner Bros.)	23.3%	58.3%	24.3%	94.5%	10.5%	1.5%
DARRYL WORLEY I Miss My Friend (DreamWorks)	19.0%	58.3%	25.3%	90.8%	5.8%	1.5%
MARTINA MCBRIDE Where Would You Be (RCA)	25.8%	57.5%	31.5%	98.3%	7.8%	1.5%
BRAD MARTIN Before I Knew Better (Epic)	23.0%	56.3%	27.5%	93.8%	7.3%	2.8%
BROOKS & DUNN My Heart Is Lost To You (Arista)	25.8%	56.0%	31.3%	95.5%	7.0%	1.3%
JOE NICHOLS The Impossible (Universal/South)	18.3%	56.0%	29.5%	91.8%	5.3%	1.0%
SHANNON LAWSON Goodbye On A Bad Day (MCA)	18.0%	53.3%	33.0%	92.8%	5.5%	1.0%
PHIL VASSAR American Child (Arista)	17.3%	52.5%	30.0%	88.8%	5.8%	0.5%
KENNY CHESNEY The Good Stuff (BNA)	21.0%	52.3%	32.8%	94.0%	8.0%	1.0%
DIAMOND RIO Beautiful Mess (Arista)	16.5%	51.8%	31.3%	89.8%	6.5%	0.3%
LITTLE BIG TOWN Don't Waste My Time (Monument)	18.8%	51.0%	30.3%	91.5%	9.3%	1.0%
PINMONKEY Barbed Wire And Roses (BNA)	20.0%	50.3%	29.0%	92.3%	12.3%	0.8%
SIXWIRE Look At Me Now (Warner Bros.)	16.8%	49.8%	29.3%	86.3%	6.8%	0.5%
DIXIE CHICKS Long Time Gone (Monument)	20.0%	49.5%	24.5%	85.5%	10.5%	1.0%
CYNDI THOMSON I'm Gone (Capitol)	15.0%	49.5%	31.3%	93.5%	10.5%	2.3%
TIM MCGRAW Unbroken (Curb)	18.0%	48.0%	33.0%	87.5%	5.5%	1.0%
BRETT JAMES Chasin' Amy (Arista)	13.5%	47.8%	37.8%	94.3%	7.5%	1.3%
JO DEE MESSINA Dare To Dream (Curb)	13.3%	43.5%	31.0%	82.8%	7.8%	0.5%
LEE ANN WOMACK Something Worth Leaving Behind (MCA)	10.0%	39.0%	24.3%	76.3%	11.5%	1.5%



Password of the Week: Janese
Question of the Week: Did you watch the Academy of Country Music Awards on television recently? On a scale of 1 to 5 — with 1 meaning you didn't like it at all and 5 meaning you liked it a lot — how would you rate the show? (Note: this brings the total sample to 400 persons.)

Total
 Yes, I watched: 47%
 Positives (4 & 5): 76%
 Neutral (3): 17%
 Negatives (1 & 2): 7%

P1
 Yes, I watched: 48%
 Positives (4 & 5): 76%
 Neutral (3): 16%
 Negatives (1 & 2): 8%

P2
 Yes, I watched: 47%
 Positives (4 & 5): 74%
 Neutral (3): 19%
 Negatives (1 & 2): 7%

Male
 Yes, I watched: 52%
 Positives (4 & 5): 75%
 Neutral (3): 16%
 Negatives (1 & 2): 9%

Female
 Yes, I watched: 43%
 Positives (4 & 5): 78%
 Neutral (3): 17%
 Negatives (1 & 2): 5%

25-34
 Yes, I watched: 44%
 Positives (4 & 5): 76%
 Neutral (3): 20%
 Negatives (1 & 2): 4%

35-44
 Yes, I watched: 47%
 Positives (4 & 5): 79%
 Neutral (3): 15%
 Negatives (1 & 2): 8%

Total sample size is 400 persons weekly with a +/- 5% margin of error. Scoring is done each week using live interviewers conducting the interview with each respondent. Scores are: a) I Like It A Lot, In Fact It's One Of My Favorites b) I Like It c) It's Okay...Just So-So d) I Don't Like It e) I'm Tired Of Hearing It On The Radio f) I Don't Recognize It. To be included in the weekly callout songs must enter the top 40 positions on R&R's Country airplay chart. The sample is composed of 400 25-54 year-old persons who identify Country as their favorite music and who listen daily to competitive country radio in the sample markets. The sample is 50% male/female... 1/3" each in the 25-34, 35-44, and 45-54 demos. The sample is balanced by region, and markets within that region. Bullseye Callout is conducted in these regions and markets. Market selection is determined by Bullseye. NORTHEAST: Washington, DC., Harrisburg, PA., Providence, Rochester, NY., Springfield, MA., Hartford, Portland, ME., Portsmouth, NH. SOUTHEAST: Charlotte, Atlanta, Tampa, Nashville, Chattanooga, Mobile, AL., Charleston, SC., Jackson, MS., MIDWEST: Milwaukee, Cincinnati, Cleveland, Kansas City, Lansing, MI., Ft Wayne, IN., Rockford, IL., Indianapolis. SOUTHWEST: Dallas-Ft. Worth, Tucson, Albuquerque, Oklahoma City, Houston-Galveston, Phoenix, Lafayette LA., San Antonio. WEST: Portland, OR., Salt Lake City, Fresno, Bakersfield, Spokane, WA., Riverside-San Bernardino, Boise, Denver, Monterey-Salinas. © 2002 R&R Inc. © 2002 Bullseye Marketing Research Inc.

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BY MEDIABASE™America's Best Testing Country Songs 12+
For The Week Ending 6/14/02.

Artist Title (Label)	TW	LW	Familiarity	Burn	TD	Familiarity	Burn
KENNY CHESNEY The Good Stuff (BNA)	4.33	4.32	88%	9%	4.37	89%	8%
TOBY KEITH My List (DreamWorks)	4.31	4.34	99%	27%	4.10	98%	36%
ALAN JACKSON Drive (For Daddy Gene) (Arista)	4.28	4.32	97%	28%	4.13	98%	34%
TOBY KEITH Courtesy Of The Red... (DreamWorks)	4.25	4.28	87%	10%	4.26	86%	10%
GARY ALLAN The One (MCA)	4.25	4.24	93%	13%	4.22	93%	13%
GEORGE STRAIT Living And Living Well (MCA)	4.24	4.26	97%	22%	4.04	96%	25%
TRACY BYRD Ten Rounds With Jose Cuervo (RCA)	4.19	4.21	92%	12%	4.16	88%	12%
TRACE ADKINS Help Me Understand (Capitol)	4.17	4.27	84%	9%	4.05	81%	11%
DARRYL WORLEY I Miss My Friend (DreamWorks)	4.17	4.08	90%	15%	4.06	90%	15%
TRICK PONY Just What I Do (H2E/WB)	4.17	4.19	96%	23%	4.08	96%	24%
STEVE AZAR I Don't Have To Be... (Mercury)	4.16	4.19	97%	30%	4.11	97%	29%
JOE NICHOLS The Impossible (Universal South)	4.15	4.16	68%	8%	4.11	69%	8%
MARTINA MCBRIDE Where Would You Be (RCA)	4.15	4.08	73%	8%	4.14	71%	7%
DIAMOND RIO Beautiful Mess (Arista)	4.14	4.15	65%	4%	4.10	65%	5%
BRAD PAISLEY I'm Gonna Miss Her... (Arista)	4.14	4.20	98%	27%	4.02	98%	30%
MARK CHESNUTT She Was (Columbia)	4.13	4.22	81%	9%	4.11	81%	9%
LONESTAR Not A Day Goes By (BNA)	4.11	4.13	97%	27%	3.95	97%	29%
SARA EVANS I Keep Looking (RCA)	4.08	4.06	87%	12%	4.12	85%	10%
ANDY GRIGGS Tonight I Wanna Be Your Man (RCA)	4.08	4.11	94%	17%	3.96	92%	18%
BRAD MARTIN Before I Knew Better (Epic)	4.07	4.08	72%	7%	4.04	74%	8%
BROOKS & DUNN My Heart Is Lost To You (Arista)	4.06	4.08	92%	14%	3.99	89%	15%
TOMMY SHANE STEINER What If She's... (RCA)	4.05	4.07	97%	33%	3.99	98%	35%
CAROLYN DAWN JOHNSON I Don't Want... (Arista)	4.04	4.07	96%	28%	3.98	96%	30%
EMERSON DRIVE ...Sleeping (DreamWorks)	4.00	4.09	97%	32%	4.00	97%	31%
KELLIE COFFEY When You Lie Next To Me (BNA)	3.97	4.05	89%	21%	3.82	89%	25%
TIM MCGRAW Unbroken (Curb)	3.93	-	69%	9%	4.05	64%	7%
BLAKE SHELTON Ol' Red (Warner Bros.)	3.92	4.00	82%	14%	3.82	83%	16%
PHIL VASSAR American Child (Arista)	3.87	3.90	69%	9%	3.90	67%	8%
SHANNON LAWSON Goodbye On A Bad Day (MCA)	3.80	3.79	74%	16%	3.80	79%	16%
DIXIE CHICKS Long Time Gone (Monument)	3.61	-	75%	17%	3.72	68%	13%

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 (Males 18-34). Persons are screened via the Internet. Once passed, they can take the music test based on their format/music preference. RateTheMusic.com results are not meant to replace callout research. The results are intended to show opinions of participants on the Internet only. RateTheMusic is a registered trademark of RateTheMusic.com. The RTM system is available for local radio stations by calling 818/377-5300. RateTheMusic.com data is provided by Mediabase Research, a division of Premiere Radio Networks.

Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
STEVE AZAR I Don't Have To Be (Till...) (Mercury)	4220
TOBY KEITH My List (DreamWorks)	3670
TOMMY SHANE STEINER What If She's An Angel (RCA)	3345
KENNY CHESNEY Young (BNA)	2200
STEVE HOLY Good Morning Beautiful (Curb)	2199
PHIL VASSAR That's When I Love You (Arista)	2149
MARTINA MCBRIDE Blessed (RCA)	2033
RASCAL FLATTS I'm Movin' On (Lyric Street)	1913
CHRIS CAGLE I Breathe In, I Breathe Out (Capitol)	1880
TIM MCGRAW The Cowboy In Me (Curb)	1712
JO DEE MESSINA W/TIM MCGRAW Bring On The Rain (Curb)	1660
TOBY KEITH I Wanna Talk About Me (DreamWorks)	1535
AARON TIPPIN Where Stars And Stripes... (Lyric Street)	1461
ALAN JACKSON Where Were You (When...) (Arista)	1393
BRAD PAISLEY Wrapped Around (Arista)	1360

The New Album Gallery



Brad Martin

On The Wings Of A Honky Tonk Angel (Epic)

Ohio native Brad Martin has written more than 400 songs, which is an enviable achievement for a young artist just releasing his debut album. While many artists claim to have grown up listening to Merle Haggard and George Jones, you can actually hear the honky-tonk influences

in Martin's music. His debut single, "Before I Knew Better," has already climbed to No. 21 on the R&R Country top 40. The album was produced by Billy Joe Walker Jr., known for his work with Travis Tritt, Tracy Byrd and others. Martin says, "Recording this album was a soulful experience, and I think that all my influences — including my dad — are on this record, from honky-tonk to great love ballads. And each song has a different take on each subject. Most of the songs I've written are me. There's an element of testimony in this album as to who I am, and when we were looking for outside material, I was looking for those angles I may not have captured yet as a writer. I like the honky-tonkin', lovin', cheatin' and losin' songs because that's real life. That's what I feel anybody can relate to or has been through, in some way, at some point in their life. I've had some experience with most of these topics — good and bad."

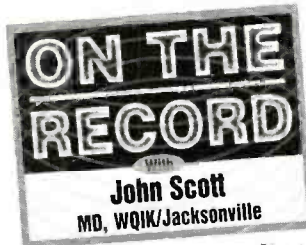


Sawyer Brown

Can You Hear Me Now (Curb)

Over the past two decades Sawyer Brown have performed more than 3,000 concerts and, with the arrival of *Can You Hear Me Now*, delivered 18 albums. Keyboardist Gregg "Hobie" Hubbard says, "There's a great deal of diversity on this album. We cover a lot of ground, and that makes it a more interesting album. You listen to it, and I hope you get a fuller picture of real people behind it, instead

of 10 songs that are all the same thing." Between touring and personal obligations, the album took more than two years to record. The sessions took place at Dirt Road Farms, a studio built and owned by Sawyer Brown lead vocalist Mark Miller and producer Brian Tankersly. Hubbard recalls, "It was our little kingdom, and the music was free to happen when it was ready to happen. It didn't feel like a studio, where there was clock-watching going on. We could go in whenever. Work during the day, then people could scatter and take their kids to what they needed to do and come back after dinner. It allowed things to progress as they needed to over the course of the work. Everybody felt so up about the project — we were trying new things, and the songs came together really well."



Martina McBride's "Where Would You Be" is another in what is now a long list of power smashes for Martina. When I first heard this song, I thought, "Just another Martina." But, like the others, once it was over, I stopped and hit the "Play" button again and again. I have come to learn that there is no such thing as "just another Martina song."

She brings not only her amazing gift of a voice, but a sense of nuance that is hidden in other artists. She isn't just singing "big"; there's pure emotion behind this one. Hers is now a voice that hits our audience automatically. Our requests for this one aren't, "Could you play that 'Where Would You Be' song?" but, "Wow, play that new Martina again."

New & Active

J. MICHAEL HARTER Hard Call To Make (Broken Bow)

Total Plays: 209, Total Stations: 36, Adds: 4

BLACKHAWK One Night In New Orleans (Columbia)

Total Plays: 231, Total Stations: 30, Adds: 2

RHETT AKINS Highway Sunrise (Audium)

Total Plays: 197, Total Stations: 23, Adds: 0

DAVID NAIL Memphis (Mercury)

Total Plays: 154, Total Stations: 22, Adds: 2

JAMES OTTO The Ball (Mercury)

Total Plays: 138, Total Stations: 11, Adds: 9

RASCAL FLATTS These Days (Lyric Street)

Total Plays: 108, Total Stations: 11, Adds: 11

Songs ranked by total points.

RateTheMusic.com
BY MEDIABASE™

America's Best Testing AC Songs 12+
For The Week Ending 6/14/02.

Artist Title (Label)	TW	LW	Familiarity	Burn	TD	Familiarity	Burn
CELINE DION A New Day Has Come (Epic)	4.07	4.08	98%	26%	4.10	97%	25%
JOSH GROBAN To Where You Are (143/Reprise)	4.03	4.13	71%	10%	4.10	73%	9%
MATCHBOX TWENTY If You're Gone (Lava/Atlantic)	3.98	4.06	97%	37%	4.07	95%	32%
CALLING Wherever You Will Go (RCA)	3.98	3.94	78%	17%	4.09	76%	14%
MARC ANTHONY I Need You (Columbia)	3.92	3.89	92%	22%	4.02	91%	20%
LONESTAR I'm Already There (BNA)	3.92	4.02	95%	38%	4.10	95%	29%
HALL & OATES Do It For Love (BMG/Heritage)	3.91	3.87	60%	10%	3.97	63%	8%
FIVE FOR FIGHTING Superman (It's Not Easy) (Aware/Columbia)	3.91	3.94	94%	37%	3.98	93%	33%
VANESSA CARLTON A Thousand Miles (A&M/Interscope)	3.88	3.87	64%	15%	3.97	60%	10%
BRYAN ADAMS Here I Am (A&M/Interscope)	3.87	4.03	60%	7%	3.94	62%	5%
LEE ANN WOMACK I Hope You Dance (Universal)	3.85	3.89	98%	48%	3.93	97%	46%
ENRIQUE IGLESIAS Hero (Interscope)	3.83	3.84	97%	38%	3.92	96%	33%
ENRIQUE IGLESIAS Escape (Interscope)	3.81	3.91	76%	18%	3.89	73%	15%
ENYA Only Time (Reprise)	3.78	3.74	96%	43%	3.80	95%	41%
TRAIN Drops Of Jupiter (Tell Me) (Columbia)	3.76	3.74	93%	40%	3.81	92%	36%
GARTH BROOKS When You Come Back To Me Again (Capitol)	3.75	3.73	53%	10%	3.80	57%	10%
MICHELLE BRANCH All You Wanted (Maverick/WB)	3.74	-	52%	11%	3.79	46%	8%
ALL-4-ONE Beautiful As U (AMC)	3.74	3.69	62%	13%	3.83	65%	10%
ELTON JOHN Original Sin (Rocket/Universal)	3.74	3.73	47%	7%	3.81	46%	5%
LUTHER VANOROSS I'd Rather (J)	3.73	3.88	66%	13%	3.86	67%	10%
SHERYL CROW Soak Up The Sun (A&M/Interscope)	3.70	3.77	76%	18%	3.70	72%	17%
BOYZ II MEN The Color Of Love (Arista)	3.70	3.63	59%	12%	3.72	64%	11%
JO DEE MESSINA Bring On The Rain (Curb)	3.67	3.68	83%	20%	3.73	84%	18%
MICHAEL BOLTON Only A Woman Like You (Jive)	3.62	3.70	81%	23%	3.86	83%	17%
CAROLYN DAWN JOHNSON Complicated (Arista)	3.61	3.55	62%	14%	3.72	62%	11%
BONNIE RAITT I Can't Help You Now (Capitol)	3.57	3.54	59%	15%	3.66	59%	14%
ELTON JOHN This Train Don't Stop There Anymore (Rocket/Universal)	3.53	3.66	86%	26%	3.58	86%	19%
ENYA Wild Child (Reprise)	3.47	3.43	90%	34%	3.56	89%	31%
JENNIFER LOPEZ Alive (Epic)	3.31	3.38	59%	16%	3.40	58%	13%
PAUL MCCARTNEY Your Loving Flame (Capitol)	3.29	3.38	68%	20%	3.27	71%	18%

Total sample size is 319 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.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 Premier Radio Networks.

Indicator

Most Added

- CELINE DION I'm Alive (Epic)
- BRYAN ADAMS Here I Am (A&M/Interscope)
- JOHN MAYER No Such Thing (Aware/Columbia)
- SHERYL CROW Soak Up The Sun (A&M/Interscope)
- MARC ANTHONY I've Got You (Columbia)
- BEN GREEN Two To One (Artemis)
- VANESSA CARLTON A Thousand Miles (A&M/Interscope)
- GARTH BROOKS When You Come Back To... (Capitol)
- KATHY MATTEA They Are The Roses (Narada)
- CHAO KROEGER F/JOSEY SCOTT Hero (Roadrunner/Columbia/IDJMG)
- ALANIS MORISSETTE Precious Illusions (Maverick/Reprise)

PLEASE SEND YOUR PHOTOS

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

R&R c/o Mike Davis:
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Los Angeles, CA 90067

Reporters

<p>WYJB/Albany, NY * DM: Michael Morgan PD: Chris Holmberg MD: Chad O'Hara No Ads</p> <p>XMGQ/Albuquerque, NM * OMPD: Kris Abrams MD: Jenna James No Ads</p> <p>WLEJ/Allentown, PA * PD: Chuck Gelger No Ads</p> <p>KYMG/Anchorage, AK MD: Dave Flavin No Ads</p> <p>WPCB/Atlanta, GA * PD: Dave Dillon No Ads</p> <p>WFGA/Atlantic City, NJ * PD: Gary Guida MD: Marlene Agius No Ads</p> <p>WBSD/Augusta, GA * PD: John Patrick No Ads</p> <p>KKMG/Austin, TX * PD: Alex O'Neil MD: Shelly Knight CELINE DION "Alive" ELTON JOHN "This Train Don't Stop There Anymore" GARIBYAN/JOHNSON "So Complicated" KATHY MATTEA "Roses"</p> <p>KGFM/Bakersfield, CA * OM: Bob Lewis PD/MD: Chris Edwards No Ads</p> <p>KDJD/Bakersfield, CA * PD/MD: Ken McCracken 18 ENRICHED THINGS "Here" 19 CARRI VAN DAMM/JOHNSON "So Complicated" 20 FRANK "Here" 21 FRANK "Here" 22 MICHELLE BRANCH "All You Wanted" 23 KATHY MATTEA "Roses" 24 LORIE STAR "Already" 25 DADD "Thank You" 26 DADD "Thank You" 27 CELINE DION "Here" 28 MICHAEL BOLTON "Only" 29 MARC ANTHONY "Here" 30 FRANK "Here" 31 BETH NELSEN/CHAPMAN "Here" 32 ALL-4-ONE & BROOKLYN "Beautiful" 33 LUTHER VANOROSS "Here" 34 JOSH GROBAN "Here" 35 HALL & OATES "Here" 36 KATHY MATTEA "Roses"</p> <p>WLFJ/Baltimore, MD * MD: Mark Thoner No Ads</p> <p>WBRE/Baton Rouge, LA * PD: Ron Gossett MD: Michelle Southern KATHY MATTEA "Roses"</p> <p>WMLJ/Biloxi-Gulfport, MS * PD/MD: Walter Brown 3 GARTH BROOKS "When" 4 ENRICHED THINGS "Here" 5 BEN GREEN "Here"</p> <p>WYFZ/Birmingham, AL * PD: Jeff Tyson AP/MD: Valerie Vining 3 SHERYL CROW "Soak" KATHY MATTEA "Roses" TAMARA WALKER "Angel"</p> <p>KLTL/Boise, ID * PD: Tobin Jeffries GARTH BROOKS "When" KATHY MATTEA "Roses"</p> <p>WHLJ/Boston, MA * PD: Don Kirk AP: Candy O'Neary MD: Mark Lawrence 3 JAMES TAYLOR "Here"</p> <p>WBCB/Bridgeport, CT * PD: Curtis Hanson MD: Danny Lyons No Ads</p> <p>WEZM/Bridgeport, CT * PD/MD: Steve Marcus 1 VANESSA CARLTON "Here"</p> <p>WLYE/Buffalo, NY * PD: Joe Chille 3 HALL & OATES "Here"</p> <p>WHBC/Canton, OH * PD: Terry Simmons MD: Gary Kirk SCOTT & SCOTT "Here" TAMARA WALKER "Angel"</p> <p>WCOO/Cape Cod, MA OM: Greg Cassidy MD: Cheryl Clark No Ads</p> <p>WSUY/Charleston, SC * MD: Mike Edwards MD: Al Corneil No Ads</p> <p>WDEF/Chattanooga, TN * PD: Danny Howard CELINE DION "Here"</p> <p>WLIT/Chicago, IL * PD: Bob Kaake 1 VANESSA CARLTON "Here"</p> <p>WNNW/Chicago, IL * PD: Mark Hamlin MD: Hayes Johns 1 CELINE DION "Here"</p> <p>WRMM/Cincinnati, OH * OMPD: T.J. Holland AP/MD: Ted Morro 1 ENRICHED THINGS "Here"</p> <p>WFOK/Cleveland, OH * PD: Scott Miller JOHN MAYER "Such"</p> <p>KKLI/Colorado Springs, CO * PD/MD: Jack Hamilton 3 HALL & OATES "Beautiful" 5 HALL & OATES "Here" 3 BRYAN ADAMS "Here"</p>	<p>WTCC/Columbia, SC * OM: Lee Tobin PD: Barb Richards MD: Jim Barrow CELINE DION "Here" MICHAEL BOLTON "Shadows" CELINE DION "Here" BARRY HAZELDOW "Dance"</p> <p>WSNY/Columbus, OH * PD: Chuck Knight MD: Mike Cheney No Ads</p> <p>KKBA/Corpus Christi, TX * PD: Jason Reed KATHY MATTEA "Roses"</p> <p>KVIL/Dallas-Ft. Worth, TX * PD: Kurt Johnson No Ads</p> <p>WTKT/Gainesville, FL * PD: Britton Jay AP: Kevin Roy No Ads</p> <p>WLHT/Grand Rapids, MI * PD: Bill Bailey AP/MD: Mary Turner 1 MARC ANTHONY "Here"</p> <p>WOOD/Grand Rapids, MI * PD: John Patrick AP/MD: Robert Archer 1 VANESSA CARLTON "Here" 2 VANESSA CARLTON "Here"</p> <p>WMAG/Greensboro, NC * PD/MD: Nick Allen 5 CAROLYN DAWN/JOHNSON "So Complicated"</p> <p>WHYC/Greenville, SC * PD: Greg McKinley 1 MARC ANTHONY "Here"</p> <p>WSPA/Greenville, SC * PD/MD: Brian Taylor BETH GREEN "Here" KATHY MATTEA "Roses"</p> <p>WRCH/Hartford, CT * PD: Alan Camp MD: Joe Hann 1 MARC ANTHONY "Here"</p> <p>KTSM/El Paso, TX * PD/MD: Bill Toole AP/MD: Mark Baker MARC ANTHONY "Here"</p> <p>WXKC/Elie, PA PD: Ron Arlen MD: Scott Stevens 2 GARTH BROOKS "When"</p> <p>WHYR/Evanville, IN PD/MD: Mark Baker KATHY MATTEA "Roses"</p> <p>KEZZ/Fayetteville, AR PD: Chip Kierkeg No Ads</p> <p>WCRZ/Ft. Pitt, MI * OMPD: J. Patrick MD: George McKinley ENRICHED THINGS "Here"</p> <p>KTRR/Ft. Collins, CO * PD/MD: Mark Callaghan GARTH BROOKS "When" BARRY HAZELDOW "Dance"</p> <p>WYLF/Ft. Pierce, FL * PD: Chip Kierkeg AP/MD: Juan O'Reilly 13 BRYAN ADAMS "Here" 17 SHERYL CROW "Here"</p>	<p>WJAI/Ft. Wayne, IN * OM: Lee Tobin PD: Barb Richards MD: Jim Barrow CELINE DION "Here" MICHAEL BOLTON "Shadows" CELINE DION "Here" BARRY HAZELDOW "Dance"</p> <p>WAFY/Fredrick, MD MD: Norman Henry Schmidt No Ads</p> <p>KULU/Kansas City, MO * PD: Dan Hurst TAMARA WALKER "Angel"</p> <p>WJXN/Knoxville, TN * PD/MD: Vance Dilard No Ads</p> <p>KTDY/Lafayette, LA * PD: C.J. Clements MD: Steve Wiley 2 CELINE DION "Here" 1 BARRY HAZELDOW "Dance"</p> <p>WFMC/Lansing, MI * MD: Chris Reynolds CELINE DION "Here"</p> <p>KMZD/Las Vegas, NV * OMPD: Cal Thomas No Ads</p> <p>KSNL/Las Vegas, NV * OM: Cal Thomas PD: Mike Jerry No Ads</p> <p>KBIG/Los Angeles, CA * PD: Brent Karye AP/MD: Robert Archer 1 DIRTY UGARS "Here" CELINE DION "Here"</p> <p>KOST/Los Angeles, CA * PD: Brent Karye AP/MD: Stella Schwartz TAMARA WALKER "Angel"</p> <p>WHEZ/Louisville, KY * AP/MD: Joe Fetolic No Ads</p> <p>WPEZ/Laurens, GA PD: Maura Worth No Ads</p> <p>WMCN/Madison, WI VPR/Prog: Pat O'Neill AP/MD: Max Van Allen CELINE DION "Here"</p> <p>KVLY/Mallien, TX * 13 MARC ANTHONY "Here" 18 ENRICHED THINGS "Here"</p> <p>WLRO/Melbourne, FL * PD: Jack Michaels MD: Brian Wolfe MARC ANTHONY "Here"</p>	<p>WVRV/Memphis, TN * OM: Ken Lanphar PD: Brian Wertz MD: Jim Barrow CELINE DION "Here"</p> <p>WJGQ/Middlesex, NJ * PD: Lou Russo MICHAEL BOLTON "Shadows" HALL & OATES "Here" JAMES TAYLOR "Here"</p> <p>WKU/Milwaukee, WI * MD: Rick Belcher PD: Bob Walker No Ads</p> <p>WLTQ/Milwaukee, WI * PD/MD: Stan Atkinson CELINE DION "Here"</p> <p>WLTE/Minneapolis, MN * PD/MD: Gary Nolan No Ads</p> <p>WHXZ/Mobile, AL * MD: Mary Booth No Ads</p> <p>KJSM/Moistado, CA * PD/MD: Gary Michaels 3 STEELY "Simple"</p> <p>WOBM/Monmouth-Ocean, NJ * PD: Steve Gallagher MD: Nancy Alessi No Ads</p> <p>KVAV/Monterey-Salinas, CA * PD/MD: Bernie Moody 1 CELINE DION "Here" 2 CELINE DION "Here" 3 STEELY "Simple"</p> <p>WALK/Nassau-Suffolk, NY * PD/MD: Rob Miller No Ads</p> <p>WKJY/Nassau-Suffolk, NY * PD: Bill George MD: Joe Vade JENNIFER LOPEZ "Here" CELINE DION "Here" KATHY MATTEA "Roses" TAMARA WALKER "Angel"</p> <p>WLNQ/New Orleans, LA * PD/MD: Steve Suter MARC ANTHONY "Here" SHERYL CROW "Soak" CELINE DION "Here" HALL & OATES "Here" TAMARA WALKER "Angel"</p> <p>WLTV/New York, NY * OM: Jim Ryan 3 HALL & OATES "Here"</p> <p>WHPD/Norfolk, VA * OMPD: Don London AP/MD: Jeff Moreau 3 SHERYL CROW "Soak" BARRY HAZELDOW "Dance" TAMARA WALKER "Angel"</p> <p>KMGL/Oklahoma City, OK * PD: Jeff Couch MD: Steve O'Brien 1 JENNIFER LOPEZ "Here"</p>	<p>WRMM/Rochester, NY * PD: John McCrae MD: Terese Taylor No Ads</p> <p>WGRS/Rockford, IL PD: Paul Kelley AP/MD: Dave Roberts 3 SHERYL CROW "Soak" KJODY/Stoughton, CA * PD: Julie Logan MARC ANTHONY "Here"</p> <p>KVMX/Sacramento, CA * Dr./Prog: Mark Evans MD: Bryan Jackson MD: Dave Diamond No Ads</p> <p>KEZS/Si. Louis, MO * PD: Smokey Rivers MD: Steve Doyle No Ads</p> <p>KBEE/Salt Lake City, UT * PD: Rusty Keys No Ads</p> <p>KKLT/Phoenix, AZ * PD: Joel Grey 4 MICHAEL BOLTON "Here" 4 CELINE DION "Here" 2 ELTON JOHN "Here"</p> <p>WJLT/Pittsburgh, PA * PD: Chuck Stevens MARC ANTHONY "Here" MODELE BRANCH "Here"</p> <p>WSWH/Pittsburgh, PA * PD: Ron Anttil CELINE DION "Here" JOURI MAYER "Such"</p> <p>WHDM/Portland, ME PD: Tim Moore No Ads</p> <p>KKCV/Portland, DR * PD/MD: Bill Minkler No Ads</p> <p>WWLI/Portland, ME * PD: Tom Hovind MARC ANTHONY "Here"</p> <p>WRAL/Raleigh-Durham, NC * OMPD: Joe Wade Fomicola MD: Jim Kelly 11 VANESSA CARLTON "Here" JOHN MAYER "Such"</p> <p>KRND/Reno, NV * PD: Dan Fritz 1 BRYAN ADAMS "Here"</p> <p>WVTR/Richmond, VA * PD: Bill Cahill BARRY HAZELDOW "Dance" TAMARA WALKER "Angel"</p> <p>WSLD/Rondelet-Untersdorf, VA * PD: Don Morrison MD/AD: Dick Daniels No Ads</p>	<p>WMAS/Springfield, MA * PD: Paul Cannon MD: Rob Anthony CELINE DION "Here"</p> <p>KGBX/Springfield, MA PD: Paul Kelley AP/MD: Dave Roberts 3 SHERYL CROW "Soak" KJODY/Stoughton, CA * PD: Julie Logan MARC ANTHONY "Here"</p> <p>KVMX/Sacramento, CA * Dr./Prog: Mark Evans MD: Bryan Jackson MD: Dave Diamond No Ads</p> <p>KEZS/Si. Louis, MO * PD: Smokey Rivers MD: Steve Doyle No Ads</p> <p>KBEE/Salt Lake City, UT * PD: Rusty Keys No Ads</p> <p>KKLT/Phoenix, AZ * PD: Joel Grey 4 MICHAEL BOLTON "Here" 4 CELINE DION "Here" 2 ELTON JOHN "Here"</p> <p>WJLT/Pittsburgh, PA * PD: Chuck Stevens MARC ANTHONY "Here" MODELE BRANCH "Here"</p> <p>WSWH/Pittsburgh, PA * PD: Ron Anttil CELINE DION "Here" JOURI MAYER "Such"</p> <p>WHDM/Portland, ME PD: Tim Moore No Ads</p> <p>KKCV/Portland, DR * PD/MD: Bill Minkler No Ads</p> <p>WWLI/Portland, ME * PD: Tom Hovind MARC ANTHONY "Here"</p> <p>WRAL/Raleigh-Durham, NC * OMPD: Joe Wade Fomicola MD: Jim Kelly 11 VANESSA CARLTON "Here" JOHN MAYER "Such"</p> <p>KRND/Reno, NV * PD: Dan Fritz 1 BRYAN ADAMS "Here"</p> <p>WVTR/Richmond, VA * PD: Bill Cahill BARRY HAZELDOW "Dance" TAMARA WALKER "Angel"</p> <p>WSLD/Rondelet-Untersdorf, VA * PD: Don Morrison MD/AD: Dick Daniels No Ads</p>	<p>WHUD/Westchester, NY * OMPD: Steve Fetone MD/AD: Tom Furness MICHAEL BOLTON "Shadows" CELINE DION "Here" BEN GREEN "Here"</p> <p>KRBB/Wichita, KS * PD: Lyman James MD: Tom Cook No Ads</p> <p>WMGS/Wilkes Barre, PA * PD/MD: Stan Phillips 1 MARC ANTHONY "Here"</p> <p>WJBR/Wilmington, DE * PD: Michael Walker MD: Kelly Hill SHERYL CROW "Soak" CELINE DION "Here"</p> <p>WGNW/Wilmington, NC MD: Mike Farrow MD: Craig Thomas No Ads</p> <p>WSRS/Worcester, MA * PD: Jackie Branch MARC ANTHONY "Here" CELINE DION "Here" JOHN MAYER "Such"</p> <p>WARM/York, PA * PD: Kelly West MD: Rick Sten SHERYL CROW "Soak" MICHAEL BOLTON "Shadows" ENRIQUE IGLESIAS "Escape" BARRY HAZELDOW "Dance"</p>
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*** Monitored Reporters**
138 Total Reporters
121 Total Monitored
17 Total Indicator

New Reporter (1):
KKDJ/Bakersfield, CA

No Longer A Reporter (1):
WJKK/Jackson, MS

Note: WRAL/Raleigh-Durham, NC moves from Hot AC to AC.



KID KELLY
kkelly@radioandrecords.com

Praying To The Arbitron Gods

□ Ratings-day rituals from inside the AC and Hot AC community

Since we're all here in Los Angeles having some convention fun and showing the party teeth, I thought this would be a good week for a lighthearted topic. **Chuck Knight**, PD of WSNY/Columbus, OH, had a great idea for a column on superstitious ratings rituals. He suggested exploring the crazy things we do to assure great numbers when a trend or book is being downloaded. No rabbits' feet or lucky pennies for this group — these folks do some downright peculiar stuff. But, hey, if it works, do it, right? Here are some of those ratings rituals. Like the saying goes: Don't try this at home!

Chuck Knight

PD, WSNY/Columbus, OH

I don't shave on the day we pull a book. I don't know how, but it seems to bring good luck every time.

Dave Dillon

PD, WPCH/Atlanta

When I was PD at KODA/Houston, the GM, Dusty Black, and I went through several rituals. Initially, he would be out to lunch when the book came out, and I would be in the building. Over the years that shifted to both of us being out at different places to both of us ordering the same lunch, then to both of us staying in his office together until the results were in. Since I knew Bob Michaels at Arbitron and Dusty knew Dennis Sealy (when he was with Arbitron), we'd call them the day after the results to pay our respects (and, no, not on the day of their daughters' weddings). It's goofy, but, hey, it's Arbitron!

Bobby Rich

PD, KMXZ/Tucson

We realized that whenever our Asst. PD/MD, Leslie Lois, is on vacation, we have a great book. In the last Arbitron she was in Florida, and we went No. 1 in all adult demos and 12+. So now we get the Amtrak train to run her out of town on a rail for every ratings release date, but then we let her come back.

Burke Allan

Allan Burns & Associates

On Arbitron days the numbers generally come in around 1pm — at lunch time. Everyone at the station was such a basket case — nerves were on edge from the GM on down — that I'd always leave for a quiet lunch by myself and not come back until the book was already in and downloaded. If the book was great, I'd high-five the players on the staff who really made it happen. If the

book was down, my having left for lunch — and my comments when I got back — signified "one book is no big deal, so don't overreact." Thankfully, there were a whole lot more good books than bad ones after lunch.

Greg Dunkin

OM, WENS, WNOU & WXYB/Indianapolis

I usually have sex with my wife, but she wasn't in the mood this time — and it showed.

"I have no idea if any of this works or means anything, but the last time I didn't do it was a bad, bad day."

Tony Coles

Steve Ellis

VP/National Promotions, Atlantic

When I was the PD at WQHT/New York, there was a person — I won't mention her name — who worked at the station, and whenever she came in the office when I was downloading numbers, we would always go down. When she didn't come in, the numbers would inevitably go up. I nicknamed her Shleprock, after the bad-luck guy from *The Flintstones*. After numerous examples of up and down books, I eventually began to lock my door and wouldn't let her in my office on ratings day.

Steve Hunter

OM/DP, Cox/Tulsa

I take an extra melatonin before bed, and I refuse to talk about the book release until I get the numbers.

Quite often my wife doesn't even know a book is coming out. I also download the numbers by myself in the office before joining the rest of the group for analysis. That keeps me from having to say the "A-word." (Don't worry, I am in therapy and have medication.)

Don Kel

Group Dir./Programming, Greater Media/Boston

I have a "karma tie" that I wear for every trend and book. I've been doing this since I was at WWMX (Mix 106.5)/Baltimore in the '80s. I'm on my third tie. Tie No. 1 lasted from fall 1987 to summer 1991, when the karma ran out. The new tie brought me an excellent run of seven No. 1 books at WMJX (Magic 106.7)/Boston, but the karma ran out in the fall of 1994. It took me three books to realize that, and in fall of 1995 my present trend tie, a Nicole Miller with a real-estate theme (my wife is a broker), made its debut. Twenty-one No. 1 books later, it's still going strong. The knot has gotten a little ratty, but it works.

Jeff Ballentine

PD, WBNS/Columbus, OH

I always say a daily prayer and wear my lucky blue panda tie. The prayers are most important.

Pat McMahon

PD, KDMX/Dallas

When we first signed on KDMX in 1991, the programming staff frequently ate lunch at a little sandwich shop on Regal Row in Dallas. The day our first book was released we all ordered pimento cheese sandwiches. The debut book was a big success story, and, in a champagne-induced stupor later in the day, we all came to the conclusion that our success was due, in some small part, to the pimento cheese. For the next three years we ate pimento cheese sandwiches on every Arbitron release day. I don't even like pimento cheese!



RANDY MICHAELS HOLDS COURT

Clear Channel Radio super guru Randy Michaels recently took a moment to discuss the past, present and future of radio with a few industry stalwarts. Seen here enjoying the moment are (l-r) Premiere Radio Networks' Alissa Pollack, Clear Channel Radio Regional VP/New York Market Manager Andrew Rosen, Michaels, R&R/Hot AC Editor Kid Kelly and Clear Channel/New York Director of Sales Les Hollander. Can you identify the court jester?

Some books were good, some not so good. We finally figured out that, in the world of universal averages, good ratings really don't have anything to do with pimento cheese. Although, at times, I still wonder.

Steven Petrone

VP/Operations, Pamal Broadcasting/Hudson Valley, NY, and PD, WHUD/Westchester

I do admit that I use the sign of the cross before I click on the computer when the MIS director has downloaded the numbers. I just hope I see them before either the GM or the sales managers do so I am well-armed when the questions begin. If it is a good book, there are no worries. If things don't turn out as planned, well, everyone wants answers.

"We finally figured out that, in the world of universal averages, good ratings really don't have anything to do with pimento cheese."

Pat McMahon

Angela Perelli

Former PD, KYSR/Los Angeles

I used to wear the same outfit every trend day. I thought it was my lucky outfit. After a year or so I realized that our trends were flat ev-

ery month, so I decided to stop wearing it. Our ratings went up, and I donated that dumb outfit to the Salvation Army.

Rick Martini

Dir./Programming, KOSI/Denver

I don't have a ritual that I do for good luck on ratings day, but I do have a little trick I do with white-out and the Xerox machine that always puts me in the top three. If my new GM starts saving on white-out, I'm screwed!

Tony Coles

PD, KRWM & KSLY/Seattle

I attend Mass, but I don't pray for ratings — I'm just thankful for what I've got. I clear my desk 30 minutes beforehand. All papers and projects must be gone. I need three — no more, no less — sharpened pencils, a blank legal pad and a calculator on the left-hand side of the desk and a cup of ice water to the right of my keyboard. I have no idea if any of this works or means anything, but the last time I didn't do it was a bad, bad day.

Bill Cahill

OM/DP, WTVR/Richmond

I make sure I'm always there when the books, or even the monthlies, come out. Somebody's got to get the credit or make the excuses ("Hey, everybody, down is really up!"), so never, ever take a vacation when the book comes out. Plus, if you're not there and the numbers are down, the vultures really swoop down out of the trees.

Editor's note: Remember, if you have an idea for a column topic, let me know. If your topic makes it to print, you get the props here in R&R. This format can and should be fun!

KYSR/STAR 98.7
23 Spins!
Top 10 phones!

Sheila Nicholls

Faith

New This Week!

KDMX – Dallas

WDVD - Detroit

KRSK – Portland

WKRQ - Cincinnati

Already on 21 Stations Including:

KYSR - Los Angeles

WTMX - Chicago

WVRV - St. Louis

WWMX - Baltimore

WSNE - Providence

WPTE - Norfolk

WKZN - New Orleans

WRMF - West Palm Beach

WTIC - Hartford

WJLK - Monmouth

WVTI - Grand Rapids

WINK - Ft. Myers

KCDU - Monterey

KLLY - Bakersfield

WMXL - Lexington

"Women rule! There's a lot out there... We get that! But, Sheila cuts through... great balance record... great pop sound... and words that hit to the heart! Oh, and did I mention that 'positive' message that we NEED so much right now!"

- Lisa Thomas - MD/APD KDMX - Dallas

"'Faith' has a very haunting infectious hook! Sheila Nicholls should be the next super star at the format"

- Tommy Frank - OM/PD WKRQ - Cincinnati

"Sheila Nicholls' beautifully crafted song, 'Faith' is not only lyrically inspirational, but punctuated by an infectious melody."

- Ann Delisi, Music Director/WDVD-FM - Detroit



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R&R AC Top 30

June 14, 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	CELINE DION A New Day Has Come (Epic)	2664	+75	340463	18	121/1
2	2	FIVE FOR FIGHTING Superman (It's Not Easy) (Aware/Columbia)	2473	-76	333007	30	119/1
3	3	ENRIQUE IGLESIAS Hero (Interscope)	2278	-5	294682	34	120/1
4	4	MARC ANTHONY I Need You (Columbia)	2102	-123	286669	17	115/1
5	5	JOSH GROBAN To Where You Are (143/Reprise)	1933	+154	230628	11	112/3
7	6	JO DEE MESSINA Bring On The Rain (Curb)	1803	+64	197822	18	106/2
6	7	MICHAEL BOLTON Only A Woman Like You (Jive)	1729	-17	215668	15	111/1
8	8	LONESTAR I'm Already There (BNA)	1631	-65	210651	40	108/1
9	9	MATCHBOX TWENTY If You're Gone (Lava/Atlantic)	1498	-50	184646	76	109/1
10	10	ENYA Wild Child (Reprise)	1431	-48	154761	16	99/1
11	11	TRAIN Drops Of Jupiter (Tell Me) (Columbia)	1356	+2	213518	47	85/1
12	12	BONNIE RAITT I Can't Help You Now (Capitol)	1184	-36	116564	12	103/1
13	13	CAROLYN DAWN JOHNSON So Complicated (Arista)	1105	+66	105710	13	96/3
16	14	DARYL HALL & JOHN OATES Do It For Love (BMG/Heritage)	1049	+315	122782	4	90/6
17	15	VANESSA CARLTON A Thousand Miles (A&M/Interscope)	944	+203	148975	7	64/7
18	16	BRYAN ADAMS Here I Am (A&M/Interscope)	911	+281	120016	3	91/6
15	17	ALL-4-ONE & JIM BRICKMAN Beautiful As U (AMC)	893	+34	93956	12	84/2
14	18	LUTHER VANDROSS I'd Rather (J)	840	-107	155365	12	79/2
19	19	JENNIFER LOPEZ Alive (Epic)	602	+133	69079	5	64/2
20	20	SHERYL CROW Soak Up The Sun (A&M/Interscope)	465	+73	62082	5	39/6
23	21	CALLING Wherever You Will Go (RCA)	386	+37	98897	9	21/0
22	22	ENRIQUE IGLESIAS Escape (Interscope)	362	+12	100143	6	26/2
21	23	BOYZ II MEN The Color Of Love (Arista)	349	-42	32034	7	53/0
27	24	ELTON JOHN Original Sin (Rocket/Universal)	280	+75	67367	2	40/5
26	25	JOHN MAYER No Such Thing (Aware/Columbia)	264	+29	20718	3	34/4
28	26	GARTH BROOKS When You Come Back To Me Again (Capitol)	185	+2	14984	3	36/3
Debut	27	TAMARA WALKER Angel Eyes (Curb)	176	+54	11322	1	39/8
—	28	MICHELLE BRANCH All You Wanted (Maverick/WB)	176	+42	54484	2	13/1
30	29	BARRY MANILOW They Dance! (Concord)	165	+20	14460	2	35/5
24	30	PAUL MCCARTNEY Your Loving Flame (Capitol)	159	-151	18754	10	40/0

121 AC reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 6/2-6/8. 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

MICHAEL DAMIAN Shadows In The Night (Modern Voices/Weir Bros.)
Total Plays: 154, Total Stations: 30, Adds: 5

STEELY Simple Girl (NFE)
Total Plays: 95, Total Stations: 21, Adds: 3

CELINE DION I'm Alive (Epic)
Total Plays: 68, Total Stations: 33, Adds: 28

MARC ANTHONY I've Got You (Columbia)
Total Plays: 68, Total Stations: 21, Adds: 17

LINDA EDER F/CARL ANDERSON How In The World (Atlantic)
Total Plays: 66, Total Stations: 17, Adds: 0

PET SHOP BOYS Home And Dry (Sanctuary/SRG)
Total Plays: 62, Total Stations: 18, Adds: 6

KATHY MATTEA They Are The Roses (Narada)
Total Plays: 56, Total Stations: 25, Adds: 11

Songs ranked by total plays

Most Added

www.rradds.com

ARTIST TITLE LABEL(S)	ADDS
CELINE DION I'm Alive (Epic)	28
MARC ANTHONY I've Got You (Columbia)	17
KATHY MATTEA They Are The Roses (Narada)	11
TAMARA WALKER Angel Eyes (Curb)	8
VANESSA CARLTON A Thousand Miles (A&M/Interscope)	7
BRYAN ADAMS Here I Am (A&M/Interscope)	6
D. HALL & J. OATES Do It For Love (BMG/Heritage)	6
SHERYL CROW Soak Up The Sun (A&M/Interscope)	6
PET SHOP BOYS Home And Dry (Sanctuary/SRG)	6
ELTON JOHN Original Sin (Rocket/Universal)	5
BARRY MANILOW They Dance! (Concord)	5
MICHAEL DAMIAN Shadows... (Modern Voices/Weir Bros.)	5
BEN GREEN Two To One (Artemis)	5

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
D. HALL & J. OATES Do It For Love (BMG/Heritage)	+315
BRYAN ADAMS Here I Am (A&M/Interscope)	+281
VANESSA CARLTON A Thousand Miles (A&M/Interscope)	+203
JOSH GROBAN To Where You Are (143/Reprise)	+154
JENNIFER LOPEZ Alive (Epic)	+133
SAVAGE GARDEN I Knew I Loved You (Columbia)	+103
S CLUB 7 Never Had A Dream... (A&M/Interscope)	+82
BON JOVI Thank You For Loving Me (Island/IDJMG)	+82
CELINE DION A New Day Has Come (Epic)	+75
ELTON JOHN Original Sin (Rocket/Universal)	+75

Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
LEE ANN WOMACK I Hope You Dance (MCA/Universal)	1418
ENYA Only Time (Reprise)	1312
DIDO Thankyou (Arista)	1281
SAVAGE GARDEN I Knew I Loved You (Columbia)	1067
FAITH HILL There You'll Be (Warner Bros.)	990
'N SYNC This I Promise You (Jive)	880
FAITH HILL The Way You Love Me (Warner Bros.)	878
H. LEWIS & G. PALTROW Cruisin' (Hollywood)	831
UNCLE KRACKER Follow Me (Top Dog/Lava/Atlantic)	823
O-TOWN All Or Nothing (J)	801
LEANN RIMES I Need You (Curb)	797
DIAMOND RIO One More Day (Arista)	740

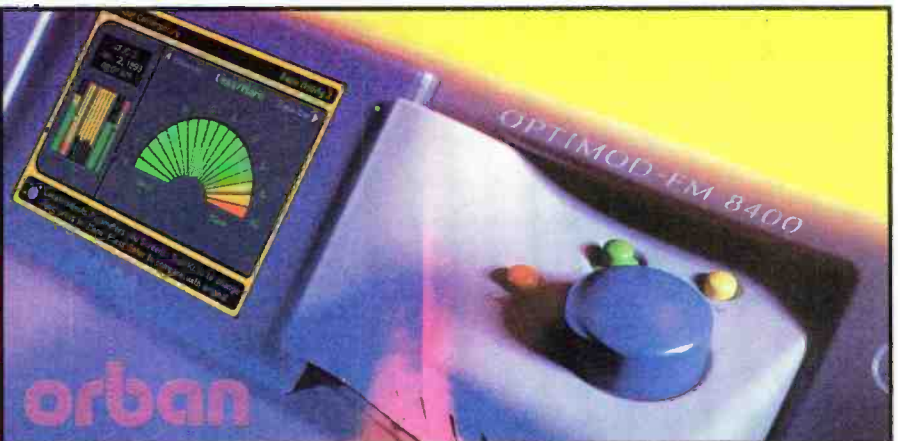
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ON THE RECORD

With
Mike Mullaney
Asst. PD/MD, WBMX/Boston

John Mayer is the next big star for our format. We've been on him for months and continue to see big phones and huge sales in town on his CD *Room for Squares*. "No Such Thing" isn't the only track, either; "Your Body Is a Wonderland" is going to be huge too. We're also thrilled with the amazing performance thus far of Sheryl Crow. Sales, research and phones are all



major, and it's a great top-down cruising CD. • Avril Lavigne looks like the next breakthrough pop artist for us. She's got the song and the attitude that make her stand out. The whole young female pop rock thing is working well here, with Vanessa Carlton and Michelle Branch likewise connecting with our audience. • Jimmy Eat World are a smash; they're a light pop version of Blink-182 and easily digestible by Mix listeners. I also like the early buzz on Aerosmith's "Girls of Summer" and "Hero" from Chad Kroeger with Josey Scott. Chad's becoming the Ja Rule of rock, with a hand in everything and kicking butt across the board.

Vanessa Carlton's "A Thousand Miles" (A&M/Interscope) moves 3-2*, up 213 plays ... Sheryl Crow's "Soak Up the Sun" (A&M/Interscope) maintains its No. 1 position and is up 177 plays ... Jimmy Eat World's "The Middle" (DreamWorks) adds 345 plays ... Dave Matthews Band's "Where Are You Going" (RCA) jumps 16-12*, up 342 plays ... Chad Kroeger featuring Josey Scott's "Hero" (Roadrunner/Columbia/IDJMG) moves 18-13* and rises 333 plays ... No Doubt's "Hella Good" (Interscope) is up 195 plays but, in a tight part of the chart, holds at No. 17 ... John Mayer's "No Such Thing" (Aware/Columbia) moves 9-6* and is up 280 plays ... Creed's "One Last Breath" (Wind-up) moves 27-20* and gets a 236-play bump ... Dropline's "Fly Away From" (143/Reprise) moves 29-26*, up 160 plays ... Debuting: Alanis Morissette's "Precious Illusions" (Maverick/Reprise) ... At AC, Hall & Oates "Do It for Love" (BMG/Heritage) and move 16-14*, up 315 plays ... Bryan Adams' "Here I Am" (A&M/Interscope) goes 18-16, up 281 plays ... Vanessa Carlton's "A Thousand Miles" moves 17-15* and rises 203 plays ... Josh Groban's "To Where You Are" (143/Reprise) is up 154 plays ... Debuting: Tamara Walker's "Angel Eyes" (Curb).

— Kid Kelly, AC/Hot AC Editor



artist activity

ARTIST: **Stretch Princess**
LABEL: **Wind-up**

By **KID KELLY**/AC-HOT AC EDITOR



Stretch Princess

Stretch Princess have been traveling across America playing their music to as many people as they can for quite a while now. From England, the group comprises Jo Lloyd, James Wright and Dave Magee.

Jo has always loved music. She says she was tortured in her early years by after-school piano lessons that she hated, but she wouldn't let that dull her enthusiasm for making up her own songs. While in high school and preparing to do the sensible thing and go to college, she suddenly decided to begin playing in piano bars around London.

James was given his first guitar at age 4 and at 13 began attending drama college to study music and theater arts. His father set up a small studio in their house where James recorded local bands.

Dave was 9 when he persuaded his mom to buy him a saxophone and started taking sax lessons. He later became a drummer after his grandfather bought him a drum kit.

Jo, who had been writing and recording songs with a few friends, learned to play bass because, she says, she couldn't find any one

else to do it. At the same time, she began working on her singing. She was terrified of singing in public but felt she had to do it.

Jo eventually found Dave, who had been sitting in with a lot of bands but wasn't in a group, and, one night, they ran into James. The three clicked immediately and decided to play together as Stretch Princess. It was that quick!

Stretch Princess are now based in New York and signed with Wind-up, and they're just about to release their debut album, *Fun With Humans*, on Aug. 6. For programmers reading this, the album's first release, "Freakshow," is ready for impact now. The song's feel-good pop rock tempo is in sharp contrast to the lyrics, which are a female perspective on love gone wrong. The woman is left feeling "like a reject from a freakshow/Kicking up the white trash from the sidewalk." Hey, she says, she just wants "a boyfriend with a brain cell."

The contrast of happy pop riffs and down-in-the-dumps lyrics will leave the creative section of your brain interested and wanting more. In the meantime, here's Jo, on behalf of the band: "We're having the time of our lives, and we've got a long way to go!"

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R&R Hot AC Top 40

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June 14, 2002

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ADDS
1	1	SHERYL CROW Soak Up The Sun (A&M/Interscope)	3814	+177	382306	16	88/3
3	2	VANESSA CARLTON A Thousand Miles (A&M/Interscope)	3228	+213	332279	15	86/2
2	3	CALLING Wherever You Will Go (RCA)	3228	+123	337715	38	89/3
4	4	JIMMY EAT WORLD The Middle (DreamWorks)	3156	+345	337365	13	82/2
5	5	GOO GOO DOLLS Here Is Gone (Warner Bros.)	2829	+46	274395	14	85/3
9	6	JOHN MAYER No Such Thing (Aware/Columbia)	2569	+280	262833	17	86/2
6	7	NICKELBACK How You Remind Me (Roadrunner/IDJMG)	2567	-22	254494	32	80/3
7	8	PUDDLE OF MUDD Blurry (Flawless/Geffen/Interscope)	2552	+58	249589	20	73/1
8	9	MICHELLE BRANCH All You Wanted (Maverick/WB)	2463	+68	267447	22	75/1
10	10	AVRIL LAVIGNE Complicated (Arista)	2035	+286	200685	9	81/3
11	11	TRAIN Drops Of Jupiter (Tell Me) (Columbia)	1829	+68	173405	66	84/3
16	12	DAVE MATTHEWS BAND Where Are You Going (RCA)	1676	+342	189591	4	78/5
18	13	C. KROEGER F.J. SCOTT Hero (Roadrunner/Columbia/IDJMG)	1666	+333	180524	5	73/7
13	14	JEWEL Standing Still (Atlantic)	1651	+13	165491	34	73/2
12	15	ALANIS MORISSETTE Hands Clean (Maverick/Reprise)	1611	-96	170928	22	69/2
14	16	DEFAULT Wasting My Time (TVT)	1577	-24	142570	16	53/2
17	17	NO DOUBT Hella Good (Interscope)	1538	+195	131287	7	52/4
19	18	PINK Don't Let Me Get Me (Arista)	1268	+77	96831	8	33/2
20	19	FIVE FOR FIGHTING Easy Tonight (Aware/Columbia)	1087	-20	104612	13	63/0
27	20	CREED One Last Breath (Wind-up)	1017	+236	77449	3	59/10
23	21	SHAKIRA Underneath Your Clothes (Epic)	1004	+50	71931	6	43/0
22	22	CALLING Adrienne (RCA)	997	+45	89697	7	64/2
21	23	LINKIN PARK In The End (Warner Bros.)	990	-97	76035	18	30/0
25	24	RUBYHORSE Sparkle (Island/IDJMG)	942	+75	88527	6	55/3
24	25	THE CORRS When The Stars Go Blue (143/Lava/Atlantic)	925	+6	108378	6	60/2
29	26	DROPLINE Fly Away From Here (...Day) (143/Reprise)	833	+160	78134	4	58/5
28	27	DISHWALLA Somewhere In The Middle (Immergent)	778	+88	52983	5	43/3
31	28	JACK JOHNSON Flake (Enjoy/Universal)	749	+121	94070	5	39/4
30	29	NICKELBACK Too Bad (Roadrunner/IDJMG)	723	+43	38540	5	26/1
34	30	COUNTING CROWS American Girls (Geffen/Interscope)	614	+119	84305	3	44/7
26	31	LENNY KRAVITZ Stillness Of Heart (Virgin)	561	-248	50091	12	32/0
Debut	32	ALANIS MORISSETTE Precious Illusions (Maverick/Reprise)	535	+228	54201	1	43/10
32	33	ENRIQUE IGLESIAS Escape (Interscope)	507	-38	75298	5	14/1
37	34	MOBY We Are All Made Of Stars (V2)	499	+72	70886	2	36/4
36	35	COURSE OF NATURE Caught In The Sun (Lava/Atlantic)	497	+33	32125	4	23/3
33	36	MEREDITH BROOKS Shine (Gold Circle)	463	-33	39440	5	37/0
39	37	ABANDONED POOLS Remedy (Extacy)	436	+68	44255	3	29/3
Debut	38	DIRTY VEGAS Days Go By (Capitol)	423	+77	24955	1	24/7
35	39	CELINE DION A New Day Has Come (Epic)	409	-53	42201	16	25/0
38	40	FAMILIAR 48 The Question (MCA)	368	-14	30604	3	28/0

90 Hot AC reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 6/2-6/8. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 15 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from the Arbitron Company (copyright 2002, The Arbitron Company). (C) 2002, R&R, Inc.

Most Added®

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ARTIST TITLE LABEL(S)	ADDS
CREED One Last Breath (Wind-up)	10
ALANIS MORISSETTE Precious... (Maverick/Reprise)	10
STRETCH PRINCESS Freakshow (Wind-up)	8
C. KROEGER F.J. SCOTT Hero (Roadrunner/Columbia/IDJMG)	7
COUNTING CROWS American Girls (Geffen/Interscope)	7
DIRTY VEGAS Days Go By (Capitol)	7
REMY ZERO Perfect Memory (I'll...) (Elektra/EEG)	7
DAVE MATTHEWS BAND Where Are You Going (RCA)	5
DROPLINE Fly Away From Here (...Day) (143/Reprise)	5
NORAH JONES Don't Know Why (Blue Note)	5

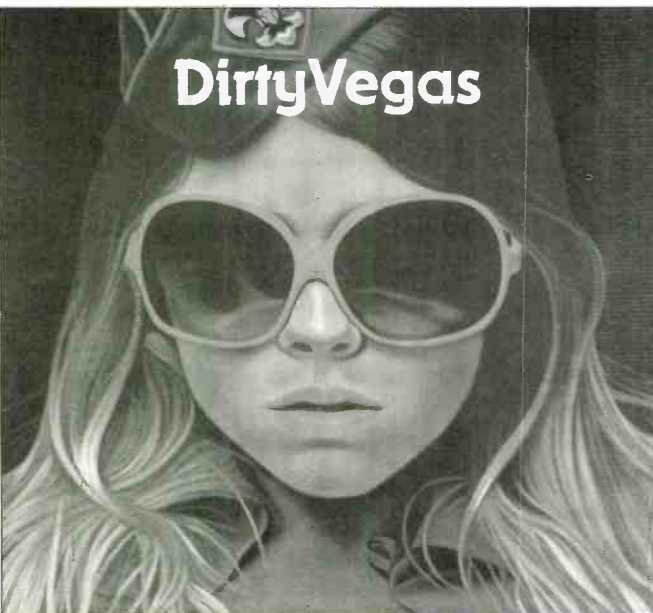
Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
JIMMY EAT WORLD The Middle (DreamWorks)	+345
DAVE MATTHEWS BAND Where Are You Going (RCA)	+342
C. KROEGER F.J. SCOTT Hero (Roadrunner/Columbia/IDJMG)	+333
AVRIL LAVIGNE Complicated (Arista)	+286
JOHN MAYER No Such Thing (Aware/Columbia)	+280
CREED One Last Breath (Wind-up)	+236
ALANIS MORISSETTE Precious... (Maverick/Reprise)	+228
VANESSA CARLTON A Thousand Miles (A&M/Interscope)	+213
NO DOUBT Hella Good (Interscope)	+195
SHERYL CROW Soak Up The Sun (A&M/Interscope)	+177

Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
LIFEHOUSE Hanging By A Moment (DreamWorks)	1553
CREED My Sacrifice (Wind-up)	1536
FIVE FOR FIGHTING Superman... (Aware/Columbia)	1520
STAIN'D It's Been Awhile (Flip/Elektra/EEG)	1053
DIDO Thankyou (Arista)	990
DAVE MATTHEWS BAND The Space Between (RCA)	951
PINK Get The Party Started (Arista)	933
3 DOORS DOWN Be Like That (Republic/Universal)	905
UNCLE KRACKER Follow Me (Top Dog/Lava/Atlantic)	905
MATCHBOX TWENTY If You're Gone (Lava/Atlantic)	875
SUGAR RAY When It's Over (Lava/Atlantic)	855
INCUBUS Drive (Immortal/Epic)	838
SMASH MOUTH I'm A Believer (Interscope)	798
NELLY FURTADO I'm Like A Bird (DreamWorks)	791
CREED With Arms Wide Open (Wind-up)	760

R&R Station Playlists have moved to the web.
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Dirty Vegas

"Days Go By"

This Week Debut at R&R Hot A/C at **38**

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Third Most Added!!

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CAROL ARCHER
 archer@radioandrecords.com

The Ghost Of Conventions Past

□ All the memories that were fit to print

No question about it, conventions offer attendees inspiration and opportunities to learn from the best. But let's be completely honest: What people love best about them are the parties. Most of us have hung out more and partied harder during conventions than nonindustry folks do in a lifetime.

I've amassed such a vast collection of convention memories since I attended my very first — Kal Rudman's at Caesar's Palace in 1969 — that I need a warehouse to store them, along with a vault to hold the more than 30 years' worth of laminates.

The Century Plaza. The Fairmont. New Orleans. Dallas, 1978 — the R&R Convention everyone still talks about, though few can remember details. So much unforgettable music: The Eagles, George Benson, Fourplay, Lee Ritenour and the matchless double bill of Norman Brown and Jeff Golub.

I've rubbed elbows with living legends and, because conventions are effective social levelers, sometimes gotten loaded with them too. Countless all-nighters. Nick Webb. Bill Clinton. And, especially, reunions with old friends. Sweet!

These days I have official staff responsibilities at the R&R Convention, so I'll be asleep long before last call. No, sir, you won't see me staggering out of a suite in the wee hours, clutching a Heineken and saying, "I really love you, man," to my cherished comrades. If you think you do see me, it'll be a case of mistaken identity. That's my story, and I'm sticking to it.

To celebrate R&R Convention 2002, I asked some colleagues to share their most unforgettable memories from conventions past.

Suzanne Berg, Verve Music Group: There was the time Ricky Schultz, Sue Stillwagon and I were in a cab and a cop pulled us over and gave us — the passengers! — tickets for not wearing seat belts.

Chris Brodie, KTWW/Los Angeles: It was the second R&R Convention, at a then-brand-new hotel, the Peachtree Plaza in Atlanta, which had only hosted one other convention — for bankers. The elevators didn't function well enough to handle even a modicum of R&R Convention traffic. As a result, the stairwells turned into the scene of the party.

Kim Clark, Michele Clark Promotion: When a Warner Bros. suite party got closed down. Can you imagine a smooth jazz party busted for loud noise?

Frank Cody, Just Koz Entertainment: Often, it's the time spent in suites where all three cultures mix — artists, the record community and the radio fraternity and sorority — and the chance to see old friends. That's always the highlight for me, although

meeting Bill Clinton was pretty good.

Kelly Cole, KIFM/San Diego: It was at a seminar based around the master, Tommy LiPuma. He fielded questions, including ones about how and why he picks music. In frustration, he answered, "I don't know why. It just makes my ass shake!" I quoted him the next day. That was one of my first conventions and one of the first panels I participated on. People laughed, and it broke the ice with people who'd never met me.

"I don't remember how the evening ended, but in the morning I woke up wrapped in curtains we'd apparently pulled down to use as sleeping bags."

Roger Lifeset

Mike Fischer, veteran SJ PD: A personal highlight was winning the award for Music Director of the Year in 1993, when I worked at WNUA/Chicago. Another was celebrating in the lobby of the St. Francis with Steve Feinstein and Bob O'Connor. And I loved meeting Erica Farber at an NAB. The first thing she said to me was, "Great hair!"

Paul Goldstein, KKSJ/San Francisco: When everyone in the audience — radio people, record people and regular listeners — all had a Mix-Master to rate songs, I loved seeing the disparity in their responses to music.

Cliff Gorov, All That Jazz: It's about the good feeling that comes over me when I see so many people I've known my whole life, from my past lives going way, way back. In Smooth Jazz it's always wonderful whenever we're together at the same time for the same reason at family reunions.

Beth Lewis, BCL Marketing: Being awakened at 6am by a call from Acoustic Alchemy's manager, Stewart Coxhead, with the sad news that



CAN YOU FEEL THE LOVE?

KJCD/Denver PD Steve Williams treasures his memory of an evening spent with friends in New Orleans' French Quarter. Some of those friends are seen in this shot from the revolving bar in the Hotel Monteleone. Pictured here are (l-r) Warner Bros.' Deborah Lewow, keyboardist Bob James, Williams, veteran SJ PD Shirley Maldonado, KKSJ/San Francisco's Paul Goldstein, R&R's Carol Archer, JRN's Steve Hibbard and All That Jazz's Cliff Gorov.

Nick Webb had passed away, and then having to tell the rest of the Smooth Jazz family.

Deborah Lewow, Warner Bros.: I attended the very first R&R Convention in Atlanta. Since then there have been two moments when the hair stood up on my arms and I felt blessed to work in our industry: when The Eagles reunited and played their hearts out; and, without a doubt, Bill Clinton's keynote address and Erica Farber's Q&A with him afterward.

Susan Levin, Coast To Coast: Bill Clinton's keynote address at last year's R&R Convention especially inspired me because he talked about the need for win-win situations. I believe that with all my head and heart about business and life in general. We'd have peace on earth if people believed in win-win relationships.

Roger Lifeset, Peer Pressure Promotion: It was in 1978 at the R&R Convention in Dallas, in Bobby Z's suite for ZZ Top — a night of psychobabble and combustibles in the company of Lee Abrams, Tom O'Hair, Tom Gamache, Z. George Gerrity, Neil Lasher, J.B. Brenner, Bobby Applegate and Arthur Penhallow. I don't remember how the evening ended, but in the morning I woke up wrapped in curtains we'd apparently pulled down to use as sleeping bags.

Bud Harner, Verve Music Group: Jeff Golub's set at Club R&R in 1999. We had already been considering signing Jeff. He came on after Norman Brown, who had really rocked the crowd, and I remember thinking, "How is Jeff ever going to follow this?" Well, he tore the roof off the place. I called New York the next morning and said, "We've got to sign this guy!" And we did.

Carol Handley, KWJZ/Seattle: Being picked out of the Smooth Jazz family to play the washboard with a zydeco band in New Orleans was certainly memorable. My impressions from conventions come from the relationships I've cultivated. Many have begun by swapping impressions of a panel, as with Carl Griffin, poolside listening to Lee Ritenour with Hyman Katz; and at label dinners where I have enjoyed myself with Suzanne Berg and talked about

the future with Deborah Lewow.

Leanne Meyers, Prana Entertainment/Image Consultants: It was at one of the first conventions of my life, when a man I considered a dear big brother in life, Charlie Minor, walked me to the elevator. He let me get in, and, as the door was closing, he gave me a lascivious smile and said, "Thanks for a really great time, darlin'."

Bob O'Connor, Act III Entertainment: Bumping into Alice Cooper, who was wearing a snake around his neck and was accompanied by two gorgeous, bikini-clad models. He was very nice, but, as a jazz guy, I was pretty shocked.

Matt Pierson, Warner Bros.: What stands out in my mind is an hourlong conversation with Frank Cody on a riverboat in New Orleans. I had taken certain positions for the sake of my artists and had said some negative things about BA. I apologized to him for creating any animosity. It was a breakthrough conversation, and we're very good friends to this day.

Rebecca Risman, Concord Records: Meeting Fitz [KJZZ/Palm Springs, CA PD Jim Fitzgerald] for the first time at the R&R cocktail party. He couldn't find the sauce for the shrimp. I found it for him and have been "Saucy" to him ever since.

Ralph Stewart, KTWW/Los Angeles: One night at 3am a guy tried jiggling his key in my door, and I said, "Hey, dude, wrong room." He got really belligerent and started to shake and kick the door, so I called security, but he split when he heard the elevator door open. The next morning I asked at the front desk about the outcome, and the clerk just said, "Well, there was a record convention here," like that explained it all.

Mark Wexler, i.e. music: It was a special evening when Nick Webb and I ended up in a room that happened to be John Tesh's and drank his mini-bar dry.

Steve Williams, KJCD/Denver: One of my happiest memories is being in the revolving bar of the Monteleone Hotel in New Orleans' French Quarter with Bob James, Carol Archer and other friends. It was a magical night, and there was so much love in that room — indescribable and unforgettable.



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Just Chillin'



Jonathan Butler
Surrender



Euge Groove
Play Date



R&R Smooth Jazz Top 30

June 14, 2002

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	JEFF GOLUB Cut The Cake (GRP/VMG)	815	-48	120653	17	39/0
3	2	PETER WHITE Bueno Funk (Columbia)	813	+48	123076	13	41/1
4	3	CRAIG CHAQUICO Luminosa (Higher Octave)	767	+50	113198	9	40/0
2	4	JIMMY SOMMERS Lowdown (Higher Octave)	738	-45	102483	20	35/0
6	5	BONEY JAMES RPM (Warner Bros.)	647	+28	92546	10	39/0
5	6	ALFONZO BLACKWELL Funky Shuffle (Shanachie)	635	-36	70786	24	33/0
7	7	NORAH JONES Don't Know Why (Blue Note)	560	-14	62730	8	37/0
10	8	JOYCE COOLING Daddy-O (GRP/VMG)	530	+45	73012	11	38/0
11	9	BOZ SCAGGS Miss Riddle (Virgin)	470	-5	37985	15	30/0
12	10	CELINE DION A New Day Has Come (Epic)	458	-9	52910	16	30/0
13	11	STEVE COLE So Into You (Atlantic)	457	-6	77588	13	36/0
14	12	JOE SAMPLE X Marks The Spot (PRA/GRP/VMG)	450	+7	65789	5	40/2
17	13	DOWN TO THE BONE Electra Glide (GRP/VMG)	444	+48	78286	7	36/0
8	14	PIECES OF A DREAM Night Vision (Heads Up)	433	-81	51962	26	29/0
16	15	RICHARD ELLIOT Shotgun (GRP/VMG)	404	-9	62325	14	31/0
18	16	BRAXTON BROTHERS Whenever I See You (Peak)	395	+5	59952	10	38/2
20	17	BRIAN CULBERTSON Without Your Love (Warner Bros.)	387	+42	48531	5	36/0
19	18	KIM WATERS In The House (Shanachie)	377	+18	69356	6	34/1
23	19	LARRY CARLTON Morning Magic (Warner Bros.)	323	+71	61356	3	34/6
26	20	SPECIAL EFX Cruise Control (Shanachie)	280	+66	45056	3	32/6
22	21	KEVIN TONEY Passion Dance (Shanachie)	271	+12	41623	13	22/0
21	22	DAVID LANZ That Smile (Decca)	240	-42	23069	13	22/0
24	23	ENYA Only Time (Reprise)	213	-14	17791	15	15/0
25	24	KIRK WHALUM I Try (Warner Bros.)	198	-23	21730	20	17/0
27	25	CHRIS BOTTI Through An Open Window (Columbia)	184	+21	22013	8	18/0
29	26	LUTHER VANDROSS I'd Rather (J)	176	+25	22349	2	14/2
Debut	27	JOE MCBRIDE Woke Up This Morning (Heads Up)	168	+37	25316	1	19/3
Debut	28	GERALD ALBRIGHT Ain't No Stoppin' (GRP/VMG)	161	+59	23180	1	19/2
30	29	ACOUSTIC ALCHEMY Tuff Puzzle (Higher Octave)	155	+17	7024	3	16/0
28	30	DIANA KRALL S'Wonderful (Verve/VMG)	153	-9	6068	3	10/0

42 Smooth Jazz reporters. Songs ranked by total plays for the airplay week of 6/2-6/8. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the most stations is placed first. Songs below No. 15 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from the Arbitron Company (copyright 2002, The Arbitron Company). (C) 2002, R&R, Inc.

New & Active

KEN NAVARRO So Fine (Shanachie)
Total Plays: 137, Total Stations: 12, Adds: 0

3RD FORCE I Believe In You (Higher Octave)
Total Plays: 136, Total Stations: 16, Adds: 1

GREG ADAMS Roadhouse (Ripa)
Total Plays: 136, Total Stations: 12, Adds: 1

SADE Somebody Already Broke My... (Epic)
Total Plays: 130, Total Stations: 11, Adds: 1

WILL DOWNING I Can't Help It (GRP/VMG)
Total Plays: 121, Total Stations: 8, Adds: 0

WARREN HILL September Morning (Narada)
Total Plays: 107, Total Stations: 10, Adds: 1

BOYZ II MEN The Color Of Love (Arista)
Total Plays: 105, Total Stations: 7, Adds: 0

NORMAN BROWN Just Chillin' (Warner Bros.)
Total Plays: 103, Total Stations: 18, Adds: 4

JONATHAN BUTLER Wake Up (Warner Bros.)
Total Plays: 98, Total Stations: 14, Adds: 4

REMY SHAND Take A Message (Motown)
Total Plays: 98, Total Stations: 8, Adds: 0

Songs ranked by total plays

Most Added

ARTIST TITLE LABEL(S)	ADDS
CHUCK LOEB Sarao (Shanachie)	9
EUGE GROOVE Slam Dunk (Warner Bros.)	7
LARRY CARLTON Morning Magic (Warner Bros.)	6
SPECIAL EFX Cruise Control (Shanachie)	6
NORMAN BROWN Just Chillin' (Warner Bros.)	4
JONATHAN BUTLER Wake Up (Warner Bros.)	4
JOE MCBRIDE Woke Up This Morning (Heads Up)	3
PAMELA WILLIAMS The Dance (Fome/Red Ink)	3
JOE SAMPLE X Marks The Spot (PRA/GRP/VMG)	2
BRAXTON BROTHERS Whenever I See You (Peak)	2
GERALD ALBRIGHT Ain't No Stoppin' (GRP/VMG)	2
LUTHER VANDROSS I'd Rather (J)	2
MIKE PHILLIPS Will You Stick With Me (Hidden Beach)	2

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
NORMAN BROWN Just Chillin' (Warner Bros.)	+97
LARRY CARLTON Morning Magic (Warner Bros.)	+71
SPECIAL EFX Cruise Control (Shanachie)	+66
GERALD ALBRIGHT Ain't No Stoppin' (GRP/VMG)	+59
CRAIG CHAQUICO Luminosa (Higher Octave)	+50
EUGE GROOVE Slam Dunk (Warner Bros.)	+49
PETER WHITE Bueno Funk (Columbia)	+48
DOWN TO THE BONE Electra Glide (GRP/VMG)	+48
JOYCE COOLING Daddy-O (GRP/VMG)	+45
BRIAN CULBERTSON Without Your Love (Warner Bros.)	+42
JOE MCBRIDE Woke Up This Morning (Heads Up)	+37

Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
DAVID BENOIT Snap! (GRP/VMG)	398
GREGG KARUKAS Night Shift (N-Coded)	369
MARC ANTOINE On The Strip (GRP/VMG)	199
ERIC MARIENTHAL Lefty's Lounge (Peak)	197
SADE Lovers Rock (Epic)	173
CHUCK LOEB Pocket Change (Shanachie)	149
L. RITENOUR W/G ALBRIGHT Jammin' (GRP/VMG)	92
LARRY CARLTON Deep Into It (Warner Bros.)	88
STING Fragile (A&M/Interscope)	80
BRIAN CULBERTSON All About You (Atlantic/WB)	77
DIANA KRALL The Look Of Love (Verve/VMG)	76
GERALD VEASLEY Do I Do (Heads Up)	74
SPYRO GYRA Feelin' Fine (Heads Up)	73
JEFF LORBER Ain't Nobody (Samson/Gold Circle)	67
PETER WHITE Turn It Out (Columbia)	64
DIDO Thankyou (Arista)	49

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AAA!
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WDET
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After Chuck Loeb's Smooth Jazz hit "Pocket Change" (Shanachie) settled into Most Played Recurrents status, I was eager to hear the first single from Loeb's new CD, *All There Is*. Over the years we in this format have developed an admiration for the talents of the former Stan Getz sideman, so when his new single, "Sarao," finally arrived, we expected an excellent piece of work. Once again, Loeb did not disappoint. When we first auditioned



the tune, I got one of those instant connections with the tone, tempo and groove. I knew within 60 seconds that "Sarao" was a fine offering to Smooth Jazz radio. The tune is bright and lively, with a medium-up groove and lots of tasty guitar playing. It's also thought-provoking and exhilarating, just perfect for at work or cruising. Chuck gets solid support from his rhythm section. The tune has a funky feeling and maintains an appealing jazz sensibility throughout. The melody is played in unison with a synth-sounding keyboard that sweetens things nicely, adding density and flavor to the hook. I like the balanced mix and production values too. Let's face it, Chuck's very well-regarded as an intelligent, hard-working producer. "Sarao" means "a gathering of friends" in Spanish, and I know we can thank Chuck's wife, vocalist Carmen Cuesta, for the title. It's easy to imagine bottle caps twisting off while listening to this tune. It is a perfect soundtrack for hanging out with friends and a great companion for a sunny day.

The year is nearly half over, and so far, only one track other than Jeff Golub's "Cut the Cake" (GRP/VMG) can claim six weeks at No. 1 (the other was Boney James' "See What I'm Sayin'" on Warner Bros.). Golub is well-loved by his Smooth Jazz brethren, as their remarks about his memorable 1999 Club R&R performance in this week's "Ghost of Conventions Past" column suggest. Congratulations to Jeff, producer Bud Harner. All That Jazz and GRP promo diva Laura Chiarelli for another spectacular chart-busting success ... Chuck Loeb's got the goods for No. 1 Most Added this week. "Sarao" (Shanachie) picks up nine new adds, including WQCD/New York and WNJA/Chicago ... In only its third week of airplay on KTWW (The Wave)/Los Angeles, Euge Groove's "Slam Dunk" (Warner Bros.) is already up to 18 plays, and it sounds slammin' on the air. Second Most Added with seven, Euge earns adds on WNUA, WJZZ/Atlanta, WLOQ/Orlando, KCIY/Kansas City and JRN, among others ... Larry Carlton's "Morning Magic" (Warner Bros.) continues to sweep up the chart to 19* and earns seven new adds, including ratings giants KYOT/Phoenix and KIFM/San Diego ... Norman Brown's "Just Chillin'" (Warner Bros.) picks up four new adds, and it should be noted that the track is already receiving 14 plays on The Wave; it's also up to 12 plays in its second week on WJZZ/Philadelphia and gets 11 plays on WJZZ/Atlanta ... Jonathan Butler's "Wake Up" (Warner Bros.) also picks up four new adds, including WSSM/St. Louis. The Wave played Jonathan's track 14 times, and, man, it sounds brilliant on the air.



— Carol Archer, Smooth Jazz Editor

Reporters

Stations and their adds listed alphabetically by market

WZMR/Albany, NY PD: Tim Durkee MD: Pete Logan <small>FORDHAM FRIDLAIRIE "Concerts"</small>	KOAS/Las Vegas, NV PD: Erik Fox <small>3 JOE McBRIDE "Morning" JONATHAN BUTLER "Wake" PAMELA WILLIAMS "Dance"</small>	KBZN/Salt Lake City, UT PD/MD: Rob Riesen <small>NORMAN BROWN "Just" EUGE GROOVE "Slam" CHUCK LOEB "Sarao"</small>
KRQS/Albuquerque, NM PD: Paul Lavole MD: Jeff Young <small>2 CASSANDRA WILSON "Storm" SAGE "Sovremoy" SPECIAL FX "Control" BROTHER LOEB "Noble"</small>	KTWW/Los Angeles, CA PD: Chris Brodie APD/MD: Ralph Stewart No Adds	KIFM/San Diego, CA PD: Mike Vasquez APD/MD: Kelly Cole <small>LARRY CARLTON "Magic" JOE SAMPLE "Mares"</small>
KNIK/Anchorage, AK DM: Aaron Wallender PD: J. J. Michaels MD: Jennifer Summers <small>DEE DEE "Rhythm" LARRY CARLTON "Magic"</small>	WLVE/Miami, FL PD: Rich McMillan <small>GERALD ALBRIGHT "Stoppin'"</small>	KKSF/San Francisco, CA PD: Paul Goldstein APD/MD: Samantha Wiedmann <small>PETER WHITE "Banks"</small>
WJZZ/Atlanta, GA PD/MD: Nick Francis <small>2 JOE SAMPLE "Mares" 1 EUGE GROOVE "Slam"</small>	KSBR/Mission Viejo, CA OM/MD: Terry Wedel MD: Logan Parfitt <small>CHUCK LOEB "Sarao"</small>	KMGQ/Santa Barbara, CA PD: Mark De Anda APD/MD: Steve Bauer <small>LUTHER WANDROSS "Ramen" SPECIAL FX "Control"</small>
KSMJ/Bakersfield, CA PD/MD: Chris Townshend <small>1 WARDEN HILL "Softcore"</small>	KRVR/Modesto, CA PD: Jim Bryan MD: Doug Wulf <small>NORMAN BROWN "Just" JONATHAN BUTLER "Wake" CHUCK LOEB "Sarao" JOE McBRIDE "Morning"</small>	KJZY/Santa Rosa, CA PD: Gordon Zlot APD/MD: Rob Singleton <small>2 CHUCK LOEB "Sarao" 2 JOE McBRIDE "Morning" 2 3RD FORCE "Believe" 2 NORVA JONES "Believe"</small>
WNUA/Chicago, IL PD: Bob Kaake APD/MD: Carl Anderson <small>CHUCK LOEB "Sarao" EUGE GROOVE "Slam"</small>	WQCO/New York, NY OM: John Mullen PD/MD: Charley Connolly <small>CHUCK LOEB "Sarao"</small>	KWJZ/Seattle-Tacoma, WA PD: Carol Handley MD: Dianna Rose No Adds
WNWV/Cleveland, OH PD/MD: Bernie Kimble <small>10 BRAXTON BROTHERS "See" CHUCK LOEB "Sarao"</small>	WJCO/Norfolk, VA MD: Larry Hollowell <small>LUTHER WANDROSS "Ramen"</small>	WEIB/Springfield, MA PD: Ben Casey MD: Darrel Culling <small>CHUCK LOEB "Sarao" OTTMAR LIEBERT "Aires" BEGAL GILBERTO "Return" PAMELA WILLIAMS "Dance"</small>
WJZA/Columbus, OH CW/PD/MD: Bill Harman APD: Gary Weller <small>PAMELA WILLIAMS "Dance"</small>	WJZZ/Orlando, FL PD: Dave Kosh MD: Patricia James <small>JONATHAN BUTLER "Wake" EUGE GROOVE "Slam"</small>	WSJT/Tampa, FL OM/MD: Ross Block MD: Kathy Curtis <small>LARRY CARLTON "Magic"</small>
KDAI/Dallas-Ft. Worth, TX FD: Maxine Todd APD/MD: Bret Michael No Adds	WJZ/Philadelphia, PA OM: Anne Gress PD: Michael Tozzi MD: Joe Proke <small>SPECIAL FX "Control" MARC ANTONIO "Casper"</small>	WJZW/Washington, DC PD/MD: Kenny King No Adds
KVJZ/Des Moines, IA FD: Mike Blakemore MD: Becky Taylor <small>SPECIAL FX "Control"</small>	KYOT/Phoenix, AZ PD: Shaun Holly APD/MD: Greg Morgan <small>11 LARRY CARLTON "Magic" 10 EUGE GROOVE "Slam"</small>	JRN/Jones NAC/National PD: Steve Hibbard MD: Cheri Marquart <small>CHUCK LOEB "Sarao" EUGE GROOVE "Slam" JONATHAN BUTLER "Wake"</small>
WVMV/Detroit, MI PD: Tom Sleeker MD: Sandy Kovach No Adds	KJZV/Reno, NV PD: Jay Davis <small>11 SPECIAL FX "Control" 11 LARRY CARLTON "Magic" 6 JOHN SHIPLEY "Calling" 3 TONY QUERRERO "Wave"</small>	42 Total Reporters
KUJZ/Eugene, OR PD: Chris Crowley <small>BRAXTON BROTHERS "See"</small>	WJZV/Richmond, VA DM/MD: Tommy Fleming <small>NORMAN BROWN "Just" MIKE PHILLIPS "Slam"</small>	42 Total Indicator
KEZL/Fresno, CA PD/MD: J. Weidenheimer No Adds	KSSJ/Sacramento, CA PD: Lee Hanson APD: Ken Jones <small>KIM WATERS "Hey Jude" LARRY CARLTON "Magic"</small>	39 Current Indicator Playlists
WYJZ/Indianapolis, IN PD/MD: Carl Frye <small>GERALD ALBRIGHT "Stoppin'"</small>	WSSM/St. Louis, MO DM: Mark Edwards PD: David Myers <small>MIKE PHILLIPS "Slam" NORMAN BROWN "Just" PAUL RODRIGUS "On"</small>	Did Not Report. Playlist Frozen (3): KJCD/Denver-Boulder, CO WJZN/Memphis, TN WJZM/Milwaukee-Racine, WI

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Green Book Of Songs Traces Music Themes

□ Seven years in the making, it's worth the wait

Music reference books are part and parcel of radio stations. The only bad thing about encyclopedic volumes about bands is how quickly they become outdated. Bands break up or change members, and new bands come on the scene. Anyone who attempts to stock a radio station with useful books knows that's it's an eternal process. When I was music director at different stations, I considered it part of my job to furnish the studio with such books (and prayed that I would get reimbursed).

Early in my career I remember seeing *The Green Book of Songs by Subject: The Thematic Guide to Popular Music* at the first stations I worked at. Wow, was it cool! Over the years *The Green Book* proved extremely invaluable not only to me, but most anyone else who perused it.

Fast-forward to a couple of weeks ago, when R&R Editor-in-Chief Ron Rodrigues dumped a 1,500-plus-page tome on my desk (I say "dumped" because this thing weighs five pounds). It was the brand-new version of *The Green Book*. Now in its fifth edition, it completely blows away its predecessors. It helps you identify over 35,000 songs and album tracks from all genres and eras by nearly 1,800 themes and concepts, with listings including titles, artists, discographies and labels.

Beyond a shadow of a doubt, author **Jeff Green** has compiled the most impressive music reference and resource tool on the planet. Green is also Executive Editor at R&R, having returned recently for his second stint with the company, joining the scores of "music heads" who have walked the halls of R&R over the years. His music-industry career also includes executive roles with the Country Music Association and Music & Media in Amsterdam. He has also worked in radio, records and television marketing.

Green has invested 25 years in a project that is clearly a labor of love — such a task would be too daunting for anyone to consider if they were just in it for the money. "At the time that I started it, I didn't know that it would have any commercial merit," he says. "I just thought it would be something that would help me get record service from the labels and that it might be a good tool for air personalities who, back then, still picked the records."

In The Beginning Was Elvis



Jeff Green

The book's genesis was in rock, says Green. "Back when Ron Rodrigues and I were in college, which is when this book was originally hatched, he was the PD of our college radio station. I happened to be on the air the day that Elvis died, so I started playing all these songs about Elvis and anything to do with Elvis."

That college station, KSFS/San Francisco, had one Elvis greatest hits collection. After Green played it, he began looking for any music that would relate to Elvis, whether it was songs about Memphis, Las Vegas, doughnuts or Cadillacs. "It was hardly the most reverential tribute to Elvis, but it was fun to produce and generated several interesting listener calls," he says.

The concept grew from there when, later that day, another of the station's DJs asked Green for help in finding songs to fit a theme on his show. That led to recipe-card boxes, then to a three-ring binder, then two binders.

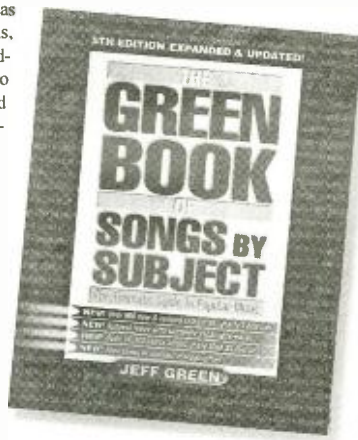
"That's how *The Green Book* got started," says Green. "As time went by I thought it would become increasingly marginal in value. But one day the late Bill Gavin looked at it and suggested that I add the other music genres. That was a great inspiration to me, and that's when I broadened it out. Now it's like knitting the world's biggest blanket — we just can't stop."

Making The Cut

The Green Book includes genres like popular standards, contemporary hits, oldies, rock, country, R&B, rap, hip-hop, jazz, alternative, Broadway, folk, blues, reggae, New Age, bluegrass, television themes, marching compositions, children's songs, college fight songs, national anthems, advertising jingles and novelty records.

Green's wife, Lauren Virshup, works closely with him on the project. "In addition to running the company day-to-day, Lauren is a scholar and musician with a strong knowledge of a variety of genres," Green says. "She spent several months alone on the new index. I simply could not have done this without her."

How does Green go through all the music in order to categorize it? "We listen to the songs and read the lyrics. We get them any way we can — buying albums; searching online; through reviews, press releases and record-company materials; liner notes; recommendations from others — whatever it



takes to get our hands on the music. That's the only way to do it, unless the lyric is easy to hear, as it is with oldies or country music."

Labels, artists and managers are welcome to send their lyrics or albums directly to Green for inclusion in future editions.

Green's criteria for including songs in the book is quite liberal. "It's loosely defined as any record that makes top 15 on any of R&R's 12 charts [on the Back Pages]," he says. "Beyond that, if the album has done extremely well, like Linkin Park's *Hybrid The-*

That '80s Band To Rock R&R Convention 2002!

The group that's baffled convention audiences from coast to coast will be performing a special set as part of Rhino's "Club R&R" party on Thursday night. In keeping with Rhino's '80s theme party to herald the imminent release of their *Like Omigod!* '80s compilation, That '80s Band will perform a special set of '80s tunes that will include Devo's immortal "Whip It," Gary Numan's legendary "Cars" and Human League's classic "Don't U Want Me." Showtime is approximately 10:30, following the Violent Femmes performance.

That '80s Band is the latest incarnation of radio and record knuckleheads who've performed under the names Non Traditional Revenue and Sons Of Crosby, among others. The 2002 version of the band includes the following "luminaries" (and we use that term loosely):

John Butler, Curb (bass)
Danny Buch, Atlantic (keyboards)
Joe Bevilacqua, WHJY/Providence (guitar)
Harvey Kojan, WNOR/Norfolk (keyboards)
Paul Colbert, R&R (vocals, drums)
Barry James, WTMX/Chicago (drums)
Damon Grossman, Curb (drums)
Steve Clark, MusicMatch.com (drums)
Tracey Austin, KRBE/Houston (vocals)
MaryLee Kelly, DMX (vocals)
Tim Richards, WKQX/Chicago (vocals)
Clarke Brown, Jefferson-Pilot (guitar)

ory, for example, we'll go deep into it. "After that, it gets to be a judgment call. If there's a lesser-known artist with a song about a unique subject that we don't have many entries for, we'll include it. With artists of a particular stature, we go very deep. The goal is to be as inclusive as possible."

The Job Of Interpretation

The subjective nature of lyrics makes the job of properly classifying songs a touchy matter. "Sometimes song lyrics are not what the title is about or the title is not what the songs are about, so you have to have a certain musical expertise or savvy to be able to use it," Green explains.

"Some songs are especially difficult, like 'Iris' by The Goo Goo Dolls. You can't just figure it out from the title; it isn't necessarily about someone's name or even eyes. So that song is categorized many different ways: 'Angels,' 'Break,' 'Desire,' 'Eternity,' 'Heaven,' 'Identity Crisis,' 'Life,' 'Love: General' and 'Thinking & Knowing.' We spend quite some time thinking about these songs. Sometimes we're not entirely sure, but we do the best we can. When in doubt, we're liberal with it."

It can be helpful to talk to the musicians, although they can throw in their own monkey wrenches. "I happened to meet Jim Capaldi of Traffic, and we were discussing 'The Low Spark of High Heeled Boys,' which everyone I had ever talked to said was a song about heroin," Green recalls. "Capaldi claims it's not. I asked what it was about, and he said, 'Nothing, just a bunch of lyrics.' So we took it out of the drug category it was in. Who am I to say what the song is really about? We certainly want to be receptive to what songwriters tell us."

Interpreting the meaning of lyrics can be as difficult as learning another

language. "Today it's a lot harder than when I first started," Green says. "The lyrics of the '50s and '60s were very straightforward. The songs were shorter, and the lyrics were simple. That's why now we don't feel comfortable analyzing a song unless we can see the lyrics. It's too easy to miss a phrase that can turn the meaning of a song around."

Many Uses, Many Fans

While the on-air applications of *The Green Book* are obvious, it should also be noted that in today's voicetracking world the tome is indispensable. Certainly, every morning show would do well to have its own copy, and a station's imaging and production department could use one too. Even the sales representatives would find it useful as they help their clients prepare ad campaigns and marketing plans.

"We have seen so many uses for the book," says Green. "As far as radio is concerned, it's as much of a thought-starter as it is a production reference."

Outside of radio, fans of *The Green Book* are quite diverse. "Oprah Winfrey uses it. When the order came in, she signed the check herself. Others who have purchased the book include CBS News, Oliver North, Paramount, Disney, the San Diego Padres, the New Jersey Nets, Young & Rubicam, record labels, school districts in Canada and Spain, marching bands, mobile DJs, music therapists, educators, film music supervisors and public speakers."

Another market for Green is libraries and schools. "Teachers love it," he says. "For example, if they want to teach about Vietnam, they'll engage their students by talking about the music that came out during that era. They use music to talk about fashion, politics, history, gender conflicts, social issues, etc. We hope that the book can serve a purpose as an academic or literary tool."

Continued on Page 88

R&R Rock Top 30

June 14, 2002

Powered By



LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ADDS
	1	C. KROEGER F.J. SCOTT Hero (Roadrunner/Columbia/IDJMG)	750	+77	68054	8	35/0
3	2	NICKELBACK Too Bad (Roadrunner/IDJMG)	620	-18	59190	28	27/0
4	3	TDDMY LEE Hold Me Down (MCA)	603	+23	51631	13	33/0
7	4	PUDDLE OF MUDD Drift & Die (Flawless/Geffen/Interscope)	601	+86	55558	8	30/0
2	5	PUDDLE OF MUDD Blurry (Flawless/Geffen/Interscope)	594	-40	58768	32	33/0
5	6	CREED One Last Breath (Wind-up)	585	+36	53764	9	31/0
8	7	GODSMACK I Stand Alone (Republic/Universal)	506	+41	51839	19	23/0
16	8	RED HOT CHILI PEPPERS By The Way (Warner Bros.)	472	+182	49363	2	31/0
6	9	RUSH One Little Victory (Anthem/Atlantic)	452	-86	35920	10	30/0
9	10	DEFAULT Wasting My Time (TVT)	444	-22	47276	39	29/0
11	11	JERRY CANTRELL Anger Rising (Roadrunner/IDJMG)	400	+29	38233	8	29/0
12	12	DEFAULT Deny (TVT)	398	+54	37856	10	31/1
13	13	NICKELBACK How You Remind Me (Roadrunner/IDJMG)	359	+4	39552	46	32/0
14	14	AEROSMITH Girls Of Summer (Columbia)	344	+45	33703	3	27/1
10	15	STAIND For You (Flip/Elektra/EEG)	333	-31	37657	24	21/0
17	16	PAPA ROACH She Loves Me Not (DreamWorks)	289	+32	20417	4	23/0
18	17	KORN Here To Stay (Immortal/Epic)	229	+7	18499	12	18/0
20	18	EARSHOT Get Away (Warner Bros.)	226	+14	17396	10	21/0
26	19	AUDIOVENT The Energy (Atlantic)	215	+45	18881	5	19/0
22	20	HOOBASTANK Running Away (Island/IDJMG)	209	+22	15251	5	20/1
21	21	STAIND Epiphany (Flip/Elektra/EEG)	189	+8	15717	6	19/0
19	22	ROB ZOMBIE Never Gonna Stop (The Red...) (Geffen/Interscope)	185	-47	11423	20	12/0
24	23	COURSE OF NATURE Wall Of Shame (Lava/Atlantic)	175	+6	12955	3	21/0
Debut	24	TRUSTCOMPANY Downfall (Geffen/Interscope)	166	+31	12319	1	17/1
28	25	INCUBUS Warning (Immortal/Epic)	161	-2	11071	5	18/0
29	26	GOO GOO DOLLS Here Is Gone (Warner Bros.)	154	-8	12013	13	8/0
Debut	27	ROBERT PLANT Darkness, Darkness (Universal)	151	+93	16144	1	21/5
25	28	KID ROCK You Never Met A Mother**er... (Top Dog/Lava/Atlantic)	144	+5	14014	4	15/0
27	29	TOOL Parabola (Volcano)	143	-17	11703	7	17/2
Debut	30	BAD COMPANY Joe Fabulous (Sanctuary/SRG)	132	+8	11301	1	11/0

37 Rock reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 6/2-6/8. 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

P.O.D. Boom (Atlantic)
Total Plays: 131, Total Stations: 10, Adds: 0

OUR LADY PEACE Somewhere Out There (Columbia)
Total Plays: 96, Total Stations: 13, Adds: 0

SYSTEM OF A DOWN Aerials (American/Columbia)
Total Plays: 96, Total Stations: 12, Adds: 2

JIMMY EAT WORLD The Middle (DreamWorks)
Total Plays: 96, Total Stations: 4, Adds: 0

CLARKS Hey You (Razor & Tie)
Total Plays: 94, Total Stations: 10, Adds: 0

UNION UNDERGROUND Across The Nation (Portrait/Columbia)
Total Plays: 88, Total Stations: 8, Adds: 0

GREENWHEEL Shelter (Island/IDJMG)
Total Plays: 86, Total Stations: 12, Adds: 0

ADEMA Freaking Out (Arista)
Total Plays: 70, Total Stations: 8, Adds: 0

12 STONES Broken (Wind-up)
Total Plays: 68, Total Stations: 9, Adds: 0

SWITCHED Inside (Immortal/Virgin)
Total Plays: 61, Total Stations: 6, Adds: 0

Songs ranked by total plays

Most Added®

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ARTIST TITLE LABEL(S)	ADDS
RUSH Secret Touch (Atlantic)	16
SINCH Something More (Roadrunner/IDJMG)	7
ROBERT PLANT Darkness, Darkness (Universal)	5
MAD AT GRAVITY Walk Away (ARTISTdirect)	4
VINES Get Free (Capitol)	3
KORN Thoughtless (Immortal/Epic)	3
TOOL Parabola (Volcano)	2
SYSTEM OF A DOWN Aerials (American/Columbia)	2
EPIDEMIC Walk Away (Elektra/EEG)	2
DAVID BOWIE Slow Burn (Columbia)	2
HIVES Hate To Say I Told... (Burning/Epitaph/Sire/Reprise)	2

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
RED HOT CHILI PEPPERS By The Way (Warner Bros.)	+182
ROBERT PLANT Darkness, Darkness (Universal)	+93
PUDDLE OF MUDD Drift... (Flawless/Geffen/Interscope)	+86
C. KROEGER F.J. SCOTT Hero (Roadrunner/Columbia/IDJMG)	+77
SYSTEM OF A DOWN Aerials (American/Columbia)	+71
DEFAULT Deny (TVT)	+54
AEROSMITH Girls Of Summer (Columbia)	+45
AUDIOVENT The Energy (Atlantic)	+45
GODSMACK I Stand Alone (Republic/Universal)	+41
CREED One Last Breath (Wind-up)	+36

Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
LINKIN PARK In The End (Warner Bros.)	300
CREED My Sacrifice (Wind-up)	272
STAIND It's Been Awhile (Flip/Elektra/EEG)	243
PUDDLE OF MUDD Control (Flawless/Geffen/Interscope)	225
3 DOORS DOWN Kryptonite (Republic/Universal)	175
DISTURBED Down With The Sickness (Giant/Reprise)	170
PRIMUS W/OZZY N.I.B. (Divine/Priority)	168
FUEL Hemorrhage (In My Hands) (Epic)	147
INCUBUS I Wish You Were Here (Immortal/Epic)	145
STAIND Outside (Flip/Elektra/EEG)	138
TOOL Schism (Volcano)	134
GODSMACK Awake (Republic/Universal)	130
OZZY OSBOURNE Gets Me Through (Epic)	130

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MAD AT GRAVITY

WALK AWAY

Produced by Steve Evets. Mixed by Rick Will. Management: John Reese and Paul Gomez for Freeze Management. From the forthcoming album "Resonance" available on ARTISTdirect Records. 60119-01046-2

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THANK YOU ROCK RADIO!
ACTIVE ROCK/ROCK
MOST ADDED!

19 New Adds this week including:

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KMRQ WKQZ KZRO WZBH WRBR WXRX

45 Active Rock/Rock stations already on by impact including:

WRIF WLZR KLPX WQBK WRUF
WLZX KAZR WBYR and many more

"Mad At Gravity combines crunch, kick-ass guitar playing and awesome vocals for a great handle on what's working at Active Rock radio right now!"

— Blake Patton, WJJO/Madison

LOCOBAZOOKA Tour starting in Milwaukee/Summerfest 6/27

The only band's music featured in the upcoming Summer blockbuster **REIGN OF FIRE** featuring Machine Head and more on **JULY 12.**

Resonance album releases JULY 16

Contact Dawn Juel of Jimmy Barnes at ARTISTdirect Records 323.664-4000

www.madatgravity.com | www.artistdirectrecords.com | www.artistdirect.com

Reporters

WDNE/Akron, OH *
 PD: TK O'Grady
 APD: Tim Daugherty
 No Adds

KZRR/Albuquerque, NM *
 Dir/Prog: Bill May
 PD: Phil Mahoney
 MD: Rob Brothers
 1 TRUST/CRAP/ly "Downfall"

KZMZ/Alexandria, LA
 MD: Pat Cloud
 ROBERT PLANT "Darkness"
 RUSH "Touch"

WZZO/Allentown, PA *
 PD: Robin Lee
 MD: Keith Moyer
 1 JIMMY EAT WORLD "Sweet"
 1 DAVID BOWIE "Burn"
 EPIDEMIC "Walk"

KWHL/Anchorage, AK
 PD: Larry Snider
 MD: Kathy Mitchell
 SYSTEM OF A DOWN "Aerials"

WAPL/Appleton, WI *
 PD: Joe Calgano
 APD/MD: Cramer
 3 RUSH "Touch"

KLBJ/Austin, TX *
 OM: Jeff Carroll
 MD: Lois Love
 SINC "More"
 ROB ZOMBIE "Demon"

KIQC/Beaumont, TX *
 Dir/Prog: Debbie Wydie
 PD/MD: Mike Davis
 1 SINC "More"
 EPIDEMIC "Walk"

WKGB/Binghamton, NY
 PD: Jim Free
 APD/MD: Tim Boland
 No Adds

WBUF/Bufalo, NY *
 PD: John Paul
 APD/MD: Robert Plant "Darkness"
 RUSH "Touch"

WRQK/Canton, OH *
 PD: Todd Damerd
 KORN "Thought"
 SINC "More"

WPXC/Cape Cod, MA
 OM: Steve McVie
 PD: Suzanne Tonare
 ROB ZOMBIE "Demon"
 HIVES "Fate"

WYBB/Charleston, SC *
 PD/MD: Mike Allen
 RUSH "Touch"
 SINC "More"

WKLC/Charleston, WV
 PD/MD: Mike Rappaport
 RUSH "Touch"
 DAVID BOWIE "Burn"
 EPIDEMIC "Walk"

WEBN/Cincinnati, OH *
 OM: Scott Reinhart
 PD: Michael Walter
 MD: Rick "The Dude" Vaska
 No Adds

WVRK/Columbus, GA
 OM: Brian Waters
 No Adds

KNCN/Corpus Christi, TX *
 PD: Paula Newell
 MD: Monte Montana
 No Adds

WTUE/Dayton, OH *
 PD: Tony Tilford
 APD/MD: John Beutleu
 No Adds

KLAQ/EI Paso, TX *
 PD: Magic Mike Ramsey
 APD/MD: Glenn Garza
 MAD AT GRAVITY "Away"
 RUSH "Touch"
 SINC "More"
 TOOL "Parabola"
 HIVES "Fate"

WPHD/Elmira-Corning, NY
 GM: George Harris
 MD: Jay Wuff
 31 RED HOT CHILI "Way"
 30 AEROSMITH "Summer"
 HIVES "Fate"
 BAGMEN "What"

KLQL/Houston, TX *
 OM/MD: Vince Richards
 MD: Steve Flax
 ROBERT PLANT "Darkness"

WRKR/Kalamazoo, MI
 PD: Mike McKelley
 APD/MD: Jay Deacon
 RUSH "Touch"

WOBZ/Macon, GA
 MD: Sarina Scott
 ROBERT PLANT "Darkness"
 RED HOT CHILI "Way"
 RUSH "Touch"
 SINC "More"

KFRQ/McAllen, TX *
 PD: Alex Duran
 MD: Keith West
 DAVID BOWIE "Burn"
 HIVES "Fate"
 MAD AT GRAVITY "Away"
 ROBERT PLANT "Darkness"
 RUSH "Touch"
 SINC "More"
 SYSTEM OF A DOWN "Aerials"
 HIVES "Fate"

WCLG/Morgantown, WV
 PD: Jeff Miller
 MD: Dave Murdoch
 10 KORN "Thought"
 SINC "More"

WDBA/Morristown, NJ *
 PD/MD: Terrie Carr
 4 RUSH "Touch"

WBAB/Nassau-Suffolk, NY *
 PD: John Olsen
 MD: John Parise
 No Adds

KFZX/Odessa-Midland, TX
 PD/MD: Steve Driscoll
 No Adds

KEZO/Omaha, NE *
 PD/MD: Bruce Patrick
 RUSH "Touch"

KCLB/Palm Springs, CA
 PD/MD: Tish Lacy
 RUSH "Touch"

WRRX/Pensacola, FL *
 OMPD: Dan McClintock
 8 KORN "Thought"
 1 HIVES "Fate"

WWCT/Peoria, IL
 PD: Jamie Hartley
 MD: Debbie Hunter
 RUSH "Touch"
 DRY CELL "Crumbles"

WMMR/Philadelphia, PA *
 PD: Sam Milkman
 APD/MD: Ken Zipeto
 6 DISTURBED "Down"
 HIVES "Fate"

KDKB/Phoenix, AZ *
 PD: Joe Bonadonna
 MD: Dock Ellis
 RUSH "Touch"

WHEB/Portsmouth, NH *
 PD/MD: Alex James
 MAD AT GRAVITY "Away"
 ROBERT PLANT "Darkness"

WHJY/Providence, RI *
 PD: Joe Bevilacqua
 APD: Doug Palmieri
 MD: John Laurenti
 ROBERT PLANT "Darkness"
 TOOL "Parabola"

WBBB/Raleigh-Durham, NC *
 OM: Andy Meyer
 No Adds

WRXL/Richmond, VA *
 PD: John Lassman
 MD: Casey Krukowski
 1 SYSTEM OF A DOWN "Aerials"
 RUSH "Touch"
 SINC "More"

KCAL/Riverside, CA *
 PD: Steve Hoffman
 MD: M.J. Matthews
 No Adds

WROV/Roanoke-Lynchburg, VA *
 MD: Heidi Krummert
 No Adds

WCMM/Rochester, NY *
 PD: John McCrae
 MD: Dave Kane
 AEROSMITH "Summer"
 JOE BONAMASSA "Unbroken"
 MAD AT GRAVITY "Away"
 RUSH "Touch"

WXRX/Rockford, IL
 PD/MD: Jim Stone
 RUSH "Touch"
 AEROSMITH "Summer"
 MAD AT GRAVITY "Away"
 EPIDEMIC "Walk"

KBER/Salt Lake City, UT *
 OM: Bruce Jones
 PD: Kelly Hammer
 APD/MD: Helen Powers
 1 HOUSTONIA "Runway"
 RYING TIGERS "He"
 INJECTED "Bullet"
 RUSH "Touch"

KSJO/San Francisco, CA *
 OM: Gary Schoenwetter
 MD: Zakki Tyler
 RUSH "Touch"

KZOZ/San Luis Obispo, CA
 PD: Donna James
 MD: Jordan Black
 10 JIMMY EAT WORLD "Sweet"
 CUTTING EDGE "Police"
 RUSH "Touch"

KXFX/Santa Rosa, CA *
 PD: Don Harrison
 MD: Howard Freese
 No Adds

KISW/Seattle-Tacoma, WA *
 OM: Ryan Clark
 PD: Dave Richards
 APD/MD: Kyle Brooks
 4 DEFAULT "Deny"
 RUSH "Touch"

KXUS/Springfield, MD
 PD: Tony Matteo
 MD: Mark McClain
 No Adds

WAQX/Syracuse, NY *
 PD/MD: Bob O'Dell
 APD: Dave Frisina
 KORN "Thought"
 RUSH "Touch"

WIOT/Toledo, OH *
 OM: Cary Pall
 PD/MD: Dave Rossi
 No Adds

WKLT/Traverse City, MI
 PD/MD: Terry Ray
 RUSH "Touch"
 PAPA ROACH "Lovers"
 CUTTING EDGE "Police"

KLPX/Tucson, AZ *
 PD/MD: Jonas Hunter
 APD: Chita
 1 RUSH "Touch"
 ROBERT PLANT "Mind"

KMOD/Tulsa, OK *
 PD/MD: Rob Hart
 RUSH "Touch"

WROR/Wilmington, NC
 OM: John Stevens
 APD/MD: Gregg Stepp
 SINC "More"

KATS/Yakima, WA
 OM: Ron Harris
 6 EPIDEMIC "Walk"
 DRY CELL "Crumbles"
 SINC "More"
 CLARKS "Hey"

WNCD/Youngstown, OH *
 PD: Chris Patrick
 A "Strong"
 CHEVELLE "Ref"

* Monitored Reporters
 57 Total Reporters

37 Total Monitored

20 Total Indicator
 19 Current Indicator Playlists

New Reporter (1):

KISW/Seattle-Tacoma, WA

No Longer A Reporter (1):

WPLR/New Haven, CT

The following stations move from

Rock to Active Rock (3):

WRTT/Huntsville, AL

WTFX/Louisville, KY

KATT/Oklahoma City, OK

Did Not Report, Playlist Frozen (1):

WMZK/Wausau, WI



Green Book Of Songs

Continued from Page 85

The *Green Book* is available from R&R's website: www.radioandrecords.com. The list price for the hardcover is \$79.95; for the softcover, it's \$64.95. Green is offering a 20% discount and free shipping — quite a deal for a book that's nearly three inches thick! The resource certainly delivers more than its own weight in gold. "The Fourth Edition sold 13,000 copies — not bad for a mom-and-pop publisher," Green says. "We're encouraged that on Amazon's 'new and forthcoming' music reference titles we're No. 2 and top 10 among all upcoming music books. The Fifth Edition doesn't officially come out until next month, but we've already filled over 500 orders. We went to press in early April, so you'll find many songs from 2002 in it."

The songs are arranged in a simple layout and include over 9,100 artists, 24,000 albums and more than 1,500 labels — over 86,000 listings in all. An expanded, cross-referenced index with

over 4,000 search terms also helps you find the songs you need.

More than just a list of songs grouped by a specific word found in the title or lyrics, the book catalogs the tracks by subject and concept. Let's say you need songs about marriage. Online search engines will offer only songs with the word "marriage" in the title or lyric, but *The Green Book* offers scores of songs about everything to do with marriage: courting, falling in love, getting engaged, the wedding, the honeymoon and married life.

With 25 new "love" themes, you get songs about everything from expressing devotion to relationships that are on the ropes, as well as cheating, divorce — even songs that say "get lost!"

Another example is songs about specific makes and models of cars — from Corvettes to T-Birds — as well as lists of songs about driving, road accidents, hitchhiking, making out in the back seat, being on the road, gas stations, taxis, trucks, buses, motorcycles, car racing and more.

This is one resource you can't afford to live without.



HM LAUNCHES WITH PLANT

Former KLOS/Los Angeles MD Jim Villanueva recently formed his own syndication company, LHM Productions. Here he is with Robert Plant following an interview for the world premiere broadcast of Plant's upcoming CD, *Dreamland*. The show will air in July. For info on airing the program, contact Maria Laing at 818-780-4546.



LAZERFEST KICKS

WLRZ/Milwaukee's Lazerfest was a huge event last month. Headliners Incubus posed with station staffers. Seen here are (l-r) Epic's K.C. O'Neil, Incubus' Jose and Kilmore, Epic's Cheryl Valentine, the band's Brandon, WLRZ MD Marilynn Mee and PD Keith Hastings and Incubus' Mikey E.



YOU'VE GOTTA BE CRAZY

Local band 36 Crazyfists played a hometown gig last week in Anchorage, AK after being on the road for awhile. Shown in the picture are (back, l-r) Crazyfists lead singer Brock Lindow, bassist Mick Whitney, drummer Thomas and guitarist Steve Holt; (c) two random hot chicks to make the photo interesting; and (front, l-r) KWHL/Anchorage *In The Pit* host Bearded Jon and afternoon co-host Porno Brad.

R&R Active Rock Top 50

June 14, 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	GOOSMACK I Stand Alone (Republic/Universal)	1890	-14	176892	19	57/0
2	2	PUDDLE OF MUDD Drift & Die (Flawless/Geffen/Interscope)	1800	+100	152075	11	59/0
3	3	KORN Here To Stay (Immortal/Epic)	1651	-60	139454	13	59/0
4	4	C. KROEGER F.J. SCOTT Hero (Roadrunner/Columbia/IDJMG)	1551	+22	129561	8	54/0
5	5	SYSTEM OF A DOWN Toxicity (American/Columbia)	1388	-112	107061	23	55/0
6	6	EARSHOT Get Away (Warner Bros.)	1362	-7	108686	16	58/0
15	7	RED HOT CHILI PEPPERS By The Way (Warner Bros.)	1301	+425	113209	2	59/2
7	8	TOMMY LEE Hold Me Down (MCA)	1224	-29	104839	14	55/2
9	9	PAPA ROACH She Loves Me Not (DreamWorks)	1187	+74	92513	6	57/0
8	10	STAIN'D For You (Flip/Elektra/EEG)	1105	-89	106561	25	56/0
10	11	JERRY CANTRELL Anger Rising (Roadrunner/IDJMG)	1065	-24	90138	10	56/0
11	12	CREED One Last Breath (Wind-up)	975	-69	80574	10	50/0
13	13	P.O.D. Boom (Atlantic)	929	-12	71233	9	54/0
12	14	TOOL Parabola (Volcano)	924	-14	77174	11	57/0
17	15	3RD STRIKE No Light (Hollywood)	856	+43	63793	13	53/1
16	16	DEFAULT Deny (TVT)	843	-28	62555	11	50/2
14	17	NICKELBACK Too Bad (Roadrunner/IDJMG)	780	-153	60624	28	50/0
19	18	HOOBASTANK Running Away (Island/IDJMG)	771	+7	57706	10	50/0
18	19	PUDDLE OF MUDD Blurry (Flawless/Geffen/Interscope)	746	-101	60291	34	54/0
20	20	LINKIN PARK In The End (Warner Bros.)	742	-35	65121	40	57/0
21	21	AUDIOVENT The Energy (Atlantic)	733	+120	57288	7	53/0
22	22	STAIN'D Epiphany (Flip/Elektra/EEG)	629	+1	52188	8	47/0
25	23	TRUSTCOMPANY Downfall (Geffen/Interscope)	602	+81	53282	6	53/0
23	24	SWITCHED Inside (Immortal/Virgin)	556	-39	45450	11	50/1
24	25	UNION UNDERGROUND Across The Nation (Portrait/Columbia)	544	+11	45196	7	47/0
26	26	INCUBUS Warning (Immortal/Epic)	496	-30	42960	9	38/0
28	27	ADEMA Freaking Out (Arista)	465	+64	33835	4	39/1
33	28	SYSTEM OF A DOWN Aerials (American/Columbia)	445	+180	40314	3	47/10
27	29	DROWNING POOL Tear Away (Wind-up)	373	-87	34544	18	27/0
30	30	OUR LADY PEACE Somewhere Out There (Columbia)	367	+9	25400	9	29/2
29	31	FLAW Whole (Republic/Universal)	348	-31	30421	13	39/0
32	32	KID ROCK You Never Met A Mother* *er... (Top Dog/Lava/Atlantic)	322	-4	36177	6	29/0
35	33	NONPOINT Your Signs (MCA)	286	+29	20644	3	32/2
34	34	LINKIN PARK Runaway (Warner Bros.)	248	-30	29628	12	12/0
Debut	35	KORN Thoughtless (Immortal/Epic)	237	+237	23720	1	30/29
41	36	COURSE OF NATURE Wall Of Shame (Lava/Atlantic)	233	+8	13558	4	22/0
38	37	AEROSMITH Girls Of Summer (Columbia)	225	-11	13964	3	17/1
43	38	DRY CELL Body Crumbles (Warner Bros.)	221	+27	17555	2	29/2
40	39	HEADSTRONG Swing Harder (RCA)	213	+11	15204	3	25/1
42	40	SOIL Breaking Me Down (J)	206	+18	13035	3	27/3
39	41	DEADSY The Key To Grammercy Park (Elementree/DreamWorks)	206	+2	12692	5	18/0
37	42	JIMMY EAT WORLD The Middle (DreamWorks)	200	-13	12182	20	13/0
31	43	COLD Gone Away (Flip/Geffen/Interscope)	199	-115	19301	10	24/0
46	44	AARON LEWIS Black (Label/Elektra/EEG)	197	+18	17475	4	8/2
Debut	45	VINES Get Free (Capitol)	186	+100	16606	1	27/6
48	46	APEX THEORY Apossibly (Can You Please...) (DreamWorks)	176	+10	11275	4	22/2
45	47	12 STONES Broken (Wind-up)	172	+3	11252	10	20/1
44	48	MEDICATION Inside (Locomotive)	165	-16	11576	5	20/0
49	49	GREENWHEEL Shelter (Island/IDJMG)	155	-7	12231	5	18/0
36	50	RUSH One Little Victory (Anthem/Atlantic)	152	-86	17462	9	16/0

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 6/2-6/8. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 20 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Gross impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from the Arbitron Company (copyright 2002, The Arbitron Company). (C) 2002, R&R, Inc.

Most Added®

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ARTIST TITLE (LABEL(S))	ADDS
KORN Thoughtless (Immortal/Epic)	29
SYSTEM OF A DOWN Aerials (American/Columbia)	10
SINCH Something More (Roadrunner/IDJMG)	10
EPIDEMIC Walk Away (Elektra/EEG)	8
CHEVELLE The Red (Epic)	7
RUSH Secret Touch (Atlantic)	7
VINES Get Free (Capitol)	6
MAD AT GRAVITY Walk Away (ARTISTdirect)	5
HIVES Hate To Say I Told... (Burning/Epiphany/Sire/Reprise)	5
A Nothing (Mammoth/Hollywood)	4

FLAW "Whole"
 #1 Heatseekers
 Over 180,000 scanned

WYSP #2 Callout with P1s

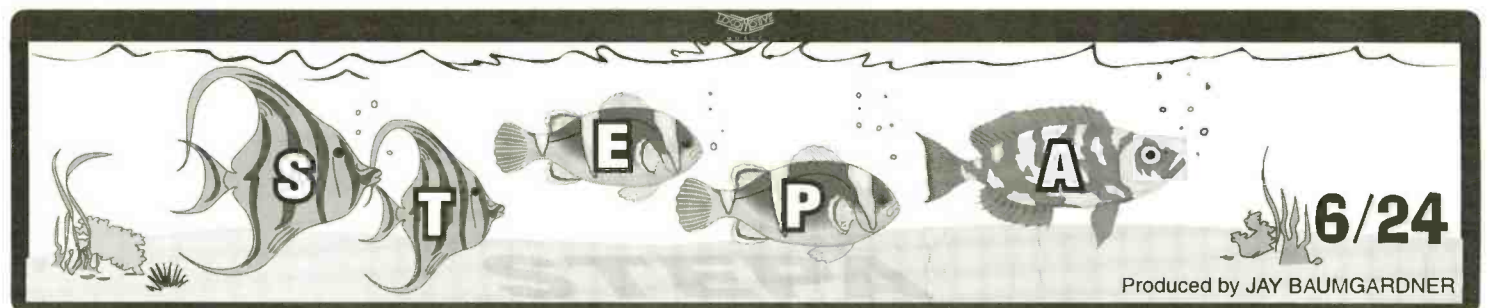
Most Increased Plays

ARTIST TITLE (LABEL(S))	TOTAL PLAY INCREASE
RED HOT CHILI PEPPERS By The Way (Warner Bros.)	+425
KORN Thoughtless (Immortal/Epic)	+237
SYSTEM OF A DOWN Aerials (American/Columbia)	+180
AUDIOVENT The Energy (Atlantic)	+120
PUDDLE OF MUDD Drift... (Flawless/Geffen/Interscope)	+100
VINES Get Free (Capitol)	+100
SINCH Something More (Roadrunner/IDJMG)	+91
TRUSTCOMPANY Downfall (Geffen/Interscope)	+81
PAPA ROACH She Loves Me Not (DreamWorks)	+74
EPIDEMIC Walk Away (Elektra/EEG)	+73

Most Played Recurrents

ARTIST TITLE (LABEL(S))	TOTAL PLAYS
DISTURBED Down With The Sickness (Giant/Reprise)	688
DEFAULT Wasting My Time (TVT)	610
P.O.D. Youth Of The Nation (Atlantic)	596
ROB ZOMBIE Never Gonna Stop... (Geffen/Interscope)	593
HOOBASTANK Crawling In The Dark (Island/IDJMG)	555
PUDDLE OF MUDD Control (Flawless/Geffen/Interscope)	503
LINKIN PARK Crawling (Warner Bros.)	496
TOOL Schism (Volcano)	485
P.O.D. Alive (Atlantic)	481
SYSTEM OF A DOWN Chop Suey (American/Columbia)	469
NICKELBACK How You Remind Me (Roadrunner/IDJMG)	450
INCUBUS I Wish You Were Here (Immortal/Epic)	433

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



Produced by JAY BAUMGARDNER

June 14, 2002



America's Best Testing Active Rock Songs 12+ For The Week Ending 6/14/02.

Table with columns: Artist Title (Label), TW, LW, Familiarity, Burn, TD, Familiarity, Burn. Lists top 50 active rock songs.

Total sample size is 530 respondents. Total average favorability estimates are based on a scale of 1-5. (1=dislike very much, 5=like very much).

New & Active

- JIMMY EAT WORLD Sweetness (DreamWorks)
SINCH Something More (Roadrunner/IDJMG)
EPIDEMIC Walk Away (Elektra/EEG)
A Nothing (Mammoth/Hollywood)
MUSHROOMHEAD Along The Way (Republic/Universal)
CHEVELLE The Red (Epic)
HIVES Hate To Say I Told You So (Burning/Epitaph/Sire/Reprise)
MAD AT GRAVITY Walk Away (ARTISTdirect)

Songs ranked by total plays

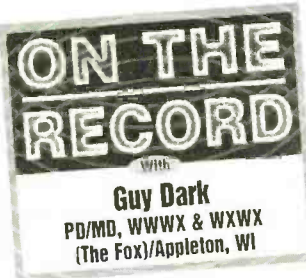
Indicator

Most Added

- KORN Thoughtless (Immortal/Epic)
EPIDEMIC Walk Away (Elektra/EEG)
MAD AT GRAVITY Walk Away (ARTISTdirect)
SINCH Something More (Roadrunner/IDJMG)
RUSH Secret Touch (Atlantic)
SOIL Breaking Me Down (J)
OUR LADY PEACE Somewhere Out There (Columbia)
HIVES Hate To Say I Told... (Burning/Epitaph/Sire/Reprise)
NEUROTICA All My Friends Crush You (Koch)
CHEVELLE The Red (Epic)
RED HOT CHILI PEPPERS By The Way (Warner Bros.)
ADEMA Freaking Out (Arista)

Reporters

Grid of reporter information including station call letters, location, and reporter name. Includes a 'Monitored Reporters' section with a logo and '75 Total Monitored' and '16 Total Indicator' counts.



Due to the competitive landscape in our market, The Fox leans a bit more alternative than most Active Rock stations in the Midwest. We're playing Weezer, Jimmy Eat World and The Strokes, and we recently added The Hives. All of these sound great on the air and don't scare away women. ● Audiovent's "The Energy" is starting to garner phones, as is "Somewhere Out There" from Our Lady Peace. If OLP are ever going to have



widespread success in the States, this is the track that'll do it for 'em! ● Papa Roach promised a more straight-ahead rock album, and "She Loves Me Not" delivers the goods. It's tight, well-produced, and it jumps out of your speakers on first listen. "Drift & Die" is obviously another smash from Puddle Of Mudd, and, when the time comes, I hope Interscope makes a radio-friendly edit of "She Hates Me." ● Just when I thought I wouldn't have any more artist-separation issues with Staind and Aaron Lewis, along comes Aaron's version of Pearl Jam's "Black" from Family Values 2001, which we're spiking here and there. ● I'd be remiss not to include my latest guilty pleasure: "Papa Don't Preach" from Kelly Osbourne. Will *The Osbournes* juggernaut ever cease?

The differences between Rock and Active Rock are again evident in this week's Most Added columns. Korn were clear favorites at Active with 29 adds on "Thoughtless," whereas Rush took the top spot at Rock with 16 adds on "Secret Touch." Korn picked up 237 spins, which helped them land at No. 35 on the chart ... The Red Hot Chili Peppers gained an incredible 425 spins as the last two stations added them, closing out the panel. "By the Way" climbs 15-7 on the Active chart and is well on its way to the tight top five ... Sinch's "Something More" and System Of A Down's "Aerials" locked up 10 adds each and tied for No. 2 Most Added ... Epidemic hang in there through these last few competitive add weeks and get another eight adds. Make sure to give this another listen if it keeps being squeezed out by the biggies ... I've got to hand it to Epic, they've managed to keep the roar down on Chevelle, but add week is nearing (6/24), and radio doesn't want to wait on the smash "The Red." Another seven stations added it this week, bringing the total to 14 early adds ... It's pretty cool to see radio respond to groups like The Vines and The Hives. The raw, punky energy of these bands is refreshing. Even a few stations from the Rock side are taking a shot with The Vines' "Get Free" and The Hives' "Hate to Say I Told You So" ... On the Rock side, Sinch get another seven adds, and Robert Plant scores a handful with "Darkness, Darkness" ... Mad At Gravity grab four adds on "Walk Away." MAX PIX: CHEVELLE "The Red" (Epic)

— Cyndee Maxwell, Active Rock/Rock Editor



Record Of The Week

ARTIST: Otep
Title: *Sevas Tra*
Label: Capitol



Hell hath no fury like a woman scorned, especially when said woman is Otep Shamaya. As frontwoman for the Los Angeles four-piece known as Otep, she isn't afraid to bleed for (and all over) her art, as evidenced by the group's debut, *Sevas Tra* (read it backward). As the eerie confessions of "Tortured" lead into the bulldozer riffs of "Blood Pigs," you know this isn't an album that's left its baggage at the door — rather, it pulls a lead pipe out of the bag and knocks you senseless. Throw some Middle-Eastern mysticism into Slipknot's *Iowa* and you'll have an idea of the sinister soundscapes of "My Confession." The album-closing "Jonestown Tea" is a disturbing, nine-minute-plus epic that plays like the female version of Korn's "Daddy." As Otep herself growls on "T.R.I.C." — "cowards beware!"

— Frank Correia

active INSIGHT

ARTIST: Color Red
LABEL: RCA

By FRANK CORREIA / ROCK SPECIALTY EDITOR



Color Red

As any kid within arm's reach of a Crayola box can tell you, the color red is one of the coolest crayons in the bunch. It may have been a while since brothers Jon and Marc Zamora scribbled in their coloring books, but they seem determined to make their band The Color Red one of the coolest new groups out there with their RCA debut, *Clear*.

It's obvious that the Zamora brothers spent more time reading music and less time coloring inside the lines. You may also know their youngest sibling, Tye, who plays bass for DreamWorks' Platinum act Alien Ant Farm. Obviously a musical family, Jon fronts The Color Red with some powerful pipes while Marc anchors the group with solid bass chops. Rounding out the group are guitarists Billy Meyer and Adrian Verloop and drummer Dave Schartoff.

While many rockers singing about their pain prefer to sulk in a dark corner, Jon isn't afraid to step into the light with clarion tones and soaring vocals that accurately portray the torment inside on tracks like "The Other One" and "Cleansing." The group are able to tap into the dark side without getting stuck in the gloom, providing drama that is accessible to mainstream listeners. Striking a middle ground

between Tool's Maynard James Keenan and The Offspring's Dexter Holland, Jon has a penchant for pouring every fiber of his being into his vocals — so much so that lead single "Sore Throat" could seem autobiographical. The chorus is as potent as a shot of Ny-Quil, and we're talking the "green death" flavor, not that wimpy cherry stuff.

Originally formed in Riverside, CA around 1994, the group cut their first album, *Below the Under*, in 1999. One year later drummer Schartoff joined up and gave the group a little more kick behind the kit. Jon admits that Schartoff's arrival was pretty much a rebirth for the group, and The Color Red consider *Clear* to be their true debut. They certainly put in the hours to make it all worthwhile: Recording the album in Burbank, CA, the group spent 14-hour days, seven days a week, working with perfectionist producer Johnny K (Disturbed, Soil, Loudmouth, Machine Head). With any luck, The Color Red will be bringing in some green in no time.

R&R Top 20 Specialty Artists

June 14, 2002

1. SUPERJOINT RITUAL (*Sanctuary/SRG*) "It Takes No Guts," "Ozena"
2. KILLSWITCH ENGAGE (*Roadrunner/IDJMG*) "Numbered Days," "My Last Serenade"
3. BRAND NEW SIN (*Now Or Never*) "Broken Soul," "Desperate Times..."
4. SKINLAB (*Century Media*) "Slave The Way," "Come Get It"
5. DANZIG (*Spitfire*) "Black Mass," "Kiss The Skull"
6. LOLLIPOP LUST KILL (*Artemis*) "Like A Disease," "Father"
7. OTEP (*Capitol*) "Blood Pigs," "Battle Ready"
8. SOULFLY (*Roadrunner/IDJMG*) "Enterfaith," "Seek 'N' Strike"
9. HATEBREED (*Universal*) "I Will Be Heard," "Proven"
10. CANDIRIA (*Lakeshore*) "Faction," "Year One"
11. MANOWAR (*Metal Blade*) "Call To Arms," "Return Of The Warlord"
12. EPIDEMIC (*Elektra/EEG*) "Walk Away," "Catalyst"
13. MEDICATION (*Locomotive*) "Inside," "Something New"
14. W.A.S.P. (*Sanctuary/SRG*) "Shadow Man," "Stone Cold Killers"
15. SPEEDEALER (*Palm*) "Second Sight," "Leave Me Alone"
16. WWE FORCEABLE ENTRY (*Smackdown/Columbia*) "Across The Nation," "No Chance"
17. DIO (*Spitfire*) "Killing The Dragon," "Scream"
18. PUSHMONKEY (*Trepass*) "Number One," "Pissant"
19. SCORPION KING (*Republic/Universal*) "I Stand Alone," "Streamline"
20. JERRY CANTRELL (*Roadrunner/IDJMG*) "Anger Rising," "Hellbound"

Ranked by total number of shows reporting the artist, with titles listed in order of most airplay.

"Deep and elusive... 2002 BAND TO WATCH." -shoutweb.com

SINCH

SOMETHING MORE

#2 MOST ADDED AT ACTIVE ROCK 2 WEEKS IN A ROW! • #2 MOST ADDED AT ROCK

EARLY AT:

WYSP WMMR KQRC KRXQ KRZR WLUM
WQBK WRAT WTPT KMRQ WWCT WQXA
WOTT WRCQ WXQR WCMF WWWX KAZR
WIIL WKQZ and many more!

NEW AT:

WRIF WLZR KIOZ WNOR WRXL WRTT
KLBK WBZX KDOT KTUX KIOC WYBB
WRQK KHTQ WWBN KLAQ and many more!

#2 MOST ADDED AT ALTERNATIVE:

WRZX KKND KZON KWOD
WXEG WARQ WBSX KAEP
WKRL WJSE WZZI KPOI
KLEC KUCD and many more!



Produced by Malcolm Springer. Mixed by Kevin "Caveman" Shirley.
Management: Scott Marcero and Larry Mezer for Entertainment Services

Stations and their adds listed alphabetically by market

Reporters

WHRL/Albany, NY * OMP/MD: Lisa Biello 6 KORN "Thought" 1 OASIS "Heart" APEX THEORY "Apossibly" TRIK TURNER "Sacrifice"	WEDG/Buffalo, NY * PD: Leny Diana PD: Ryan Patrick MD: Mike O'Connor 6 TRAGICALLY "Hip Life" 1 VINES "Free"	WXEG/Dayton, OH * PD: Steve Kramer MD: Boomer 4 KORN "Thought" 1 CHEVELLE "Red" 12 STONES "Broken" BUTCH WALKER "Way"	WMRQ/Hartford, CT * PD: Todd Thomas MD: Cha Kelly 1 KORN "Thought" 1 CHEVELLE "Red" 12 STONES "Broken" BUTCH WALKER "Way"	KXTE/Las Vegas, NV * PD: Dave Wellington APD/MD: Chris Ripley 9 UNWRITTEN LAW "Up" WEEZER "Fish"	WXRK/New York, NY * PD: Steve Kingston MD: Mike Pez 1 CHEVELLE "Red" WEEZER "Fish"	KNRK/Portland, OR * PD: Mark Hamilton APD/MD: Jays No Adds	XTRA/San Diego, CA * PD: Bryan Schock MD: Chris Muckley 2 BEN KWELLER "Wasted"	WSUN/Tampa, FL * OM: Chuck Beck PD: Shank SYSTEM OF A DOWN "Aerials"
KTEG/Albuquerque, NM * PD: Ellen Flaherty MD: Adam 12 No Adds	WAVF/Charleston, SC * PD: Jack Daniel APD/MD: Danny Villalobos MD: Adam 12 1 JACK JOHNSON "Bubble" 1 JIMMY EAT WORLD "Sweet"	KTCL/Denver-Boulder, CO * PD: Mike O'Connor MD: Sabrina Saunders 24 30 SECONDS 2 MARS "Capricorn" EMINEM "Lose"	KPDI/Honolulu, HI * PD: Kid Leo MD: Fil Slash 12 STONES "Broken" MARSH "Aany" SINGH "More"	KLED/Little Rock, AR * Dir./Prog.: Larry LeBlanc MD: Peter Gunn 7 KORN "Thought" OASIS "Heart" SINGH "More"	WRDX/Norfolk, VA * PD: Michele Diamond MD: Mike Powers No Adds	KRZQ/Reno, NV * PD: Wendy Rollins MD: Matt Diabito SEVENOUS "Crucified" SYSTEM OF A DOWN "Aerials" TRUSTCOMPANY "Downfall"	KJEE/Santa Barbara, CA GM/MD: Eddie Gutierrez MD: Dakota 7 HOME TOWN HERO "Eighteen" NEW FOUND GLORY "Over" DOVES "River"	KFMA/Tucson, AZ * PD: John Michael APD: Libby Carstensen MD: Matt Spry 4 ADEMA "Freaking" EARSHOT "Get"
WNNX/Atlanta, GA * PD: Leslie Fram APD/MD: Chris Williams No Adds	WENO/Charlotte, NC * PD: Jack Daniel APD/MD: Kristen Honeycutt JACK JOHNSON "Flake"	CIMX/Detroit, MI * PD: Murray Brookshaw APD: Vince Cannova MD: Matt Franklin CUSTOM "Beal" DOVES "River" TRAGICALLY "Hip Life"	KUCD/Honolulu, HI * PD: Jamie Hyatt MD: Ryan Sean 7 SINGH "More" ADEMA "Freaking"	KRDO/Los Angeles, CA * VP/Prog.: Kevin Weatherly APD: Gene Sandblom MD: Lisa Worden 1 OAKENFOLD "Ready" 1 WHITE STRIPES "Leaves"	KORK/Odessa-Midland, TX PD: Michael Todd Mobley SINGH "More"	KJEE/Santa Barbara, CA GM/MD: Eddie Gutierrez MD: Dakota 7 HOME TOWN HERO "Eighteen" NEW FOUND GLORY "Over" DOVES "River"	KMYZ/Tulsa, OK * PD: Lynn Barstow MD: Corbin Pierce 8 KORN "Thought" 1 TRIK TURNER "Sacrifice" 1 SYSTEM OF A DOWN "Aerials"	
WJSE/Atlantic City, NJ * PD: Al Parfanello MD: Jason Utanel FLAY "Whole" SINGH "More" THURSDAY "Cross" DEADSKY "Park"	WKQX/Chicago, IL * PD: Tim Richards APD/MD: Mary Shuminas AMD: Nicole Churninatto 12 STONES "Broken" RIDDLIN' KIDS "Feel"	KQFD/Eugene-Springfield, OR PD: Chris Crowley APD/MD: Stu Allen TRIK TURNER "Sacrifice" KORN "Thought" DEFAULT "Deny"	KTZB/Houston-Galveston, TX * PD/MD: Steve Robinson APD: Eric Schmidt 3 TRUSTCOMPANY "Downfall" 1 SYSTEM OF A DOWN "Aerials"	WLRJ/Louisville, KY * Dir./Prog.: J.D. Kunes PD: Lance MD: Kyle Meredith A "Nothing" HIVES "Hate" VINES "Free"	KORX/Odessa-Midland, TX PD: Michael Todd Mobley SINGH "More"	WVTV/Richmond, VA * PD: Mike Murphy MD: Keith Dakin 10 SYSTEM OF A DOWN "Aerials" NEW FOUND GLORY "Over"	KWDF/Washington, DC * PD: Robert Benjamin APD: Bob Waugh MD: Pat Ferrise 6 311 "Amble" 4 KORN "Thought"	
KROX/Austin, TX * PD: Mickey Lee MD: Toby Ryan NEW FOUND GLORY "Over" TRIK TURNER "Sacrifice" TRUSTCOMPANY "Downfall"	WZZN/Chicago, IL * PD: Bill Gamble APD: Steve Levy MD: James VanOsdel No Adds	KXNA/Fayetteville, AR PD: Margot Smith 5 SINGH "More"	WRZJ/Indianapolis, IN * PD: Scott Jamerson MD: Michael Young 2 HIVES "Hate" 2 SINGH "More"	WMAD/Madison, WI * PD: Pat Frawley MD: Amy Hudson 1 REEL BIG FISH "Have"	WJRR/Orlando, FL * PD: Pat Lynch MD: Dickerman 22 KORN "Thought" 2 CHEVELLE "Red" 2 CUSTOM "Hate" SYSTEM OF A DOWN "Aerials"	WVTV/Richmond, VA * PD: Mike Murphy MD: Keith Dakin 10 SYSTEM OF A DOWN "Aerials" NEW FOUND GLORY "Over"	WVTV/Washington, DC * PD: Robert Benjamin APD: Bob Waugh MD: Pat Ferrise 6 311 "Amble" 4 KORN "Thought"	
WXXX/Baton Rouge, LA * PD: Rick Jackson APD: Bill Jackson No Adds	WAQZ/Cincinnati, OH * PD: Rick Jamie APD/MD: Shaggy 8 ADEMA "Freaking" 3 KORN "Thought" VINES "Free" NEW FOUND GLORY "Over"	WJWB/Ft. Myers, FL * PD: John Rozz APD: Fitz Madrid MD: Jeff Zito 1 KORN "Thought" SYSTEM OF A DOWN "Aerials"	WPLA/Jacksonville, FL * PD: Scott Penbone APD/MD: Chad Chumley 4 HIVES "Free"	WMFS/Memphis, TN * PD: Rob Cressman MD: Mike Kilabrew 2 KORN "Thought" CHEVELLE "Red" SYSTEM OF A DOWN "Aerials" VINES "Free"	WJRR/Orlando, FL * PD: Pat Lynch MD: Dickerman 22 KORN "Thought" 2 CHEVELLE "Red" 2 CUSTOM "Hate" SYSTEM OF A DOWN "Aerials"	WVTV/Richmond, VA * PD: Mike Murphy MD: Keith Dakin 10 SYSTEM OF A DOWN "Aerials" NEW FOUND GLORY "Over"	WVTV/Washington, DC * PD: Robert Benjamin APD: Bob Waugh MD: Pat Ferrise 6 311 "Amble" 4 KORN "Thought"	
WRAX/Birmingham, AL * PD: Susan Groves APD: Hurricane Shane MD: Mark Lindsey No Adds	WXTM/Cleveland, OH * PD: Kim Monroe MD: Dom Nardella 6 KORN "Thought" 6 SWITCHED "Inside" HIVES "Hate"	KFRF/Fresno, CA * PD: Kim Squires MD: Reverend VINES "Free"	WRZK/Johnson City, TN * VP/Prog. Ops.: Mark E. McKinn GOLD RINGER "Eyes"	WMAO/Madison, WI * PD: Pat Frawley MD: Amy Hudson 1 REEL BIG FISH "Have"	WVTV/Richmond, VA * PD: Mike Murphy MD: Keith Dakin 10 SYSTEM OF A DOWN "Aerials" NEW FOUND GLORY "Over"	WVTV/Washington, DC * PD: Robert Benjamin APD: Bob Waugh MD: Pat Ferrise 6 311 "Amble" 4 KORN "Thought"	WVTV/Washington, DC * PD: Robert Benjamin APD: Bob Waugh MD: Pat Ferrise 6 311 "Amble" 4 KORN "Thought"	
KQXR/Boise, ID * PD: Jacent Jackson MD: Kallan No Adds	WARD/Columbia, SC * OMP/MD: Gina Juliano 14 KORN "Thought" 1 SINGH "More" 1 12 STONES "Broken"	WGRD/Grand Rapids, MI * PD: Bobby Duncan MD: Michael Gray HOME TOWN HERO "Eighteen" MAGNAR "Wrong" OASIS "Heart"	WNFZ/Knoxville, TN * PD: Dan Boyk APD/MD: Anthony Proffitt AMD: Ogle Hines No Adds	WPLY/Philadelphia, PA * PD: Alan Amth APD/MD: Bobby Smith 7 SYSTEM OF A DOWN "Aerials" 1 JIMMY EAT WORLD "Sweet"	WVTV/Richmond, VA * PD: Mike Murphy MD: Keith Dakin 10 SYSTEM OF A DOWN "Aerials" NEW FOUND GLORY "Over"	WVTV/Washington, DC * PD: Robert Benjamin APD: Bob Waugh MD: Pat Ferrise 6 311 "Amble" 4 KORN "Thought"	WVTV/Washington, DC * PD: Robert Benjamin APD: Bob Waugh MD: Pat Ferrise 6 311 "Amble" 4 KORN "Thought"	
WBCN/Boston, MA * VP/Programming: Oedipus APD/MD: Steven Strick CORNERSHOP "Rocky" EARSHOT "Get" FLOGGING MOLLY "Fog"	WWCD/Columbus, OH * PD: Andy Davis MD: Jack DeVoss BAD RELIGION "Defense" DOVES "River" NEW FOUND GLORY "Over" VINES "Free"	WXNR/Greenville, NC * PD: Jeff Sanders APD: Torrey Watson 1 JIMMY EAT WORLD "Sweet" 12 STONES "Broken" NONPOINT "Signs" TRIK TURNER "Sacrifice"	KFTE/Lafayette, LA * PD: Rob Summers MD: Scott Penfin 1 BOX CAR RACER "Feel" 1 SYSTEM OF A DOWN "Aerials" TRIK TURNER "Sacrifice"	WVTV/Richmond, VA * PD: Mike Murphy MD: Keith Dakin 10 SYSTEM OF A DOWN "Aerials" NEW FOUND GLORY "Over"	WVTV/Richmond, VA * PD: Mike Murphy MD: Keith Dakin 10 SYSTEM OF A DOWN "Aerials" NEW FOUND GLORY "Over"	WVTV/Washington, DC * PD: Robert Benjamin APD: Bob Waugh MD: Pat Ferrise 6 311 "Amble" 4 KORN "Thought"	WVTV/Washington, DC * PD: Robert Benjamin APD: Bob Waugh MD: Pat Ferrise 6 311 "Amble" 4 KORN "Thought"	
WFNZ/Dallas-Fl. Worth, TX * PD: Duane Doherty APD/MD: Alan Ayo 3 JIMMY EAT WORLD "Sweet"	WEEO/Hagerstown, MD PD: Brad Hunter APD: Dave Roberts DRY CELL "Crumbles" ADEMA "Freaking" TRIK TURNER "Sacrifice"	WVTV/Richmond, VA * PD: Mike Murphy MD: Keith Dakin 10 SYSTEM OF A DOWN "Aerials" NEW FOUND GLORY "Over"	WVTV/Richmond, VA * PD: Mike Murphy MD: Keith Dakin 10 SYSTEM OF A DOWN "Aerials" NEW FOUND GLORY "Over"	WVTV/Richmond, VA * PD: Mike Murphy MD: Keith Dakin 10 SYSTEM OF A DOWN "Aerials" NEW FOUND GLORY "Over"	WVTV/Richmond, VA * PD: Mike Murphy MD: Keith Dakin 10 SYSTEM OF A DOWN "Aerials" NEW FOUND GLORY "Over"	WVTV/Washington, DC * PD: Robert Benjamin APD: Bob Waugh MD: Pat Ferrise 6 311 "Amble" 4 KORN "Thought"	WVTV/Washington, DC * PD: Robert Benjamin APD: Bob Waugh MD: Pat Ferrise 6 311 "Amble" 4 KORN "Thought"	

* Monitored Reporters

86 Total Reporters

76 Total Monitored

10 Total Indicator



New & Active

ASH Burn Baby Burn (Kinetic)

Total Plays: 302, Total Stations: 28, Adds: 1

CUSTOM Beat Me (ARTISTdirect)

Total Plays: 281, Total Stations: 28, Adds: 3

APEX THEORY Apossibly (Can You Please...) (DreamWorks)

Total Plays: 271, Total Stations: 27, Adds: 1

HOME TOWN HERO Eighteen (Maverick/Reprise)

Total Plays: 251, Total Stations: 21, Adds: 2

KORN Thoughtless (Immortal/Epic)

Total Plays: 250, Total Stations: 29, Adds: 21

BUTCH WALKER My Way (HiFi/Arista)

Total Plays: 221, Total Stations: 23, Adds: 1

12 STONES Broken (Wind-up)

Total Plays: 186, Total Stations: 16, Adds: 5

TRIK TURNER Sacrifice (RCA)

Total Plays: 180, Total Stations: 33, Adds: 8

FACE TO FACE The New Way (Vagrant)

Total Plays: 160, Total Stations: 17, Adds: 0

PAUL OAKENFOLD Ready, Steady, Go (Maverick/Reprise)

Total Plays: 158, Total Stations: 9, Adds: 1

Songs ranked by total plays

Indicator

Most Added

SINGH Something More (Roadrunner/IDJMG)
KORN Thoughtless (Immortal/Epic)
TRIK TURNER Sacrifice (RCA)
DEFAULT Deny (TVT)
HIVES Hate To Say I Told You So
(Burning/Epitaph/Sire/Reprise)
KORN Here To Stay (Immortal/Epic)
ADEMA Freaking Out (Arista)
DRY CELL Body Crumbles (Warner Bros.)
RIDDLIN' KIDS I Feel Fine (Aware/Columbia)
SYSTEM OF A DOWN Aerials (American/Columbia)
NEW FOUND GLORY My Friends Over You (MCA)
HOME TOWN HERO Eighteen (Maverick/Reprise)
REEL BIG FISH Where Have You Been? (Mojo/Jive)
DOVES Caught By The River (Capitol)

Once is not enough

WEND Re-adds "Flake"

National sales +15% Over 21,000 scanned this week

Over 375,000 Scanned to date



hand picked

ADD



JIM KERR

jimkerr@radioandrecords.com

Blasts From The Past

An R&R Convention retrospective

I have mixed emotions whenever an R&R Convention ends. I am always proud, but I'm also concerned because I am too close to the event to know if all my preparation was enough to guarantee a lasting impression. In the end, it all comes down to my hope that the panels I'm involved with will be an experience that people will remember for years to come. It's an ambitious wish, but it's what I aim for every year.

This year's is my fifth R&R Convention as Alternative Editor, and I've decided to look back, reminisce about the previous four years' events and judge how they went. As I look back over the panels and summits, I can't help but think that, more often than not, my hopes have been realized. Jacobs Media and R&R have provided four years of compelling content, and it certainly looks, in 2002, like we'll be able to make that a clean five.

1998

Station of the Year: WNNX/Atlanta
Program Director of the Year: Kevin Weatherly, KROQ/Los Angeles
Label of the Year: Interscope
Promotion Executive of the Year: Brian MacDonald, Capitol

R&R takes over the Alternative Summit (formerly Bootcamp) from *Gavin*. The room is so crowded on the first day that the gathering is moved to a larger room for day two. Paul Jacobs comments on the vibe at the Summit this way: "Is Alternative dead? Far from it. If you'd made it to Tom Calderone's 'State of the Union' speech, you'd have heard him talk about how, in spite of many obstacles, Alternative is stronger today than it was during the momentum days of 1995."

Thursday's "Challenges Facing the Alternative Format" panel starts 30 minutes late because attendance is so overwhelming that the panel has to be moved to the Century Plaza Hotel's main ballroom. When the panel begins, consultant Jeff Pollack immediately generates tension as he comments on the fact that, in an era of increasing segmentation, Alternative radio maintains a relatively equal male/female focus. This, he says, is a mistake. "It's incredibly difficult to own anything," he explains, "yet we are still programming Alternative radio like we did three years ago."

KROQ/Los Angeles PD Kevin Weatherly disagrees, using his own station as an example: "Instead of lumping everything under the Alternative umbrella, let's focus on good radio. In terms of targeting males or females, KROQ has always been very successful at having a 55/45 male/female split. I think it is sometimes a self-fulfilling philosophy when you state that Alternative is supposed to be



guys and Modern AC is supposed to be women. When you do that, you are allowing other stations to come in and take what may be rightfully yours."

The panel continues on this topic, devoting a large chunk of time to discussing how Alternative approaches music, including its lack of developing stars and the changing face of the music's appeal. Interestingly, the threat of Active Rock as competition isn't mentioned at any Alternative session during the '98 convention.

1999

Station of the Year: WNNX/Atlanta
Program Director of the Year: Kevin Weatherly, KROQ/Los Angeles
Music Director of the Year: Sean Demery, WNNX/Atlanta
Personality of the Year: Barnes, Leslie & Jimmy, WNNX/Atlanta
Label of the Year, Platinum: Capitol
Label Executive of the Year: Dawn Hood, Virgin
National Major Market Station of the Year: KROQ/Los Angeles
National Major Market GM of the Year: Mark Renier, WNNX/Atlanta

Like many gatherings this year, the Jacobs Media Alternative Summit is centered around the Internet. Jacobs Media consultant Tim Davis concludes that if an Alternative station doesn't have a vigorous Internet strategy, it will have lost a golden opportunity to make this new media frontier its own.

This Summit is also the first time many in the format hear much about a topic that has become increasingly top-of-mind for programmers: the baby boomlet and Generation Y. Dave Beasing shows his prescience by predicting some hard choices in the future for a format that has listeners passing the age of 25 while it welcomes a larger group below the age of 18.

Tom Calderone's keynote address the following day reinforces Beasing's comments with research from MTV, and Calderone's and Beasing's comments are devastatingly brought home by trends analyst Jane Rinzler Buckingham. Rinzler Buckingham points out significant differences between Generations X and Y — which is to say, between our current and future listeners.

On Friday the "Cost of Doing Business" panel generates some unvarnished honesty from the panelists, including Warner Bros.' Tom Biery, who discusses the tripling of the cost of taking a brand-new artist to the Alternative panel. XTRA/San Diego PD Bryan Schock discusses shrinking budgets at radio — even for a station like his, which, in the latest trend, is tenth from No. 1 12+.

This convention also debuts the annual "Rate-a-Record" panel. Guest artist Moby steals the show with his humorous commentary on the music presented.

2000

Station of the Year: KROQ/Los Angeles
Program Director of the Year: Leslie Fram, WNNX/Atlanta
Music Director of the Year: Chris Williams, WNNX/Atlanta
Personality of the Year: Kevin & Bean, KROQ/Los Angeles
Label of the Year, Platinum: Interscope/Geffen/A&M
Label of the Year, Gold: Hollywood
Label Executive of the Year: Ron Poore, RCA

The Jacobs Media Alternative Summit officially invites our Active Rock and Rock brethren to participate this year, becoming the Jacobs Media Alternative & Rock Summit. *Silicon Alley* Editor Jason Calacanis kicks off the Summit with a mesmerizing speech in which he compares radio to the *Titanic*. Calacanis describes how people will soon change how they listen to and process music, thanks to the Internet. He also takes pains to explain that, for radio to remain competitive, it needs to embrace a multiple-medium approach to its brand, much as Martha Stewart does with her TV show, her magazine and her website.

Calacanis draws cheers when he says there isn't enough focus on art-

"Instead of lumping everything under the Alternative umbrella, let's focus on good radio. In terms of targeting males or females, KROQ has always been very successful at having a 55/45 male/female split."

Kevin Weatherly

ists in radio. As evidence, he shows a recent issue of *Radio Ink* that highlights the "40 Most Powerful People in Radio." After pointing out that the publication has left talent like Howard Stern, Rush Limbaugh and Laura Schlessinger off its list in favor of middle managers and executives who have very little to do with what comes out of the speakers, Calacanis exclaims, "Shame on you, *Radio Ink*!" Holding up the magazine, he asks the audience, "Is this what you want to be? Do you want to be a suit?" It's an extraordinary, truly inspiring moment.

The Summit includes a jaw-dropping presentation by Edison Media's Larry Rosin about the format and the Internet, as well as a visit from Jane Rinzler Buckingham, who updates us on the state of Generation Y.

The "Rate-a-Record" panel features the debut of the panel format in use today: The panelists each bring in one song for everyone else to rate. The result is an incredibly fun and enlightening panel, where guest panelist Stone Temple Pilots lead singer Scott Weiland's comments about passion and music are especially compelling.

One of the most interesting panels in recent years occurs toward the end of the convention. I gather a bunch of Alternative programmers for a "How Hard Is Too Hard?" discussion to address the growing loudness of the format and the increasing amount of music it shares with Active Rock. It is interesting to note that, in 2000, programmers are still arguing over how long the hardness of the format will last. WXRK/New York MD Mike Peer proves to be a true seer when he states, "This isn't a trend, this is a movement."

The convention closes much as it will this year, with the KROQ/Los Angeles Weenie Roast. It's a great experience seeing all those familiar faces as I walk around the VIP area, and I'm sure it will be the same this year.

2001

Station of the Year: KROQ/Los Angeles
Program Director of the Year: Kevin Weatherly, KROQ/Los Angeles
Music Director of the Year: Chris Williams, WNNX/Atlanta
Personality/Show of the Year: Kevin & Bean, KROQ/Los Angeles
Label of the Year, Platinum: Interscope/Geffen/A&M
Label of the Year, Gold: DreamWorks
Label Executive of the Year: Howard Leon
National Promotion Director of the Year: Amy Stevens, KROQ/Los Angeles

The Jacobs Summit again includes Rock programmers but is condensed into a one-day affair. The result is a very focused and compelling group of panels. Tom Calderone, Dave Beasing and Edison Media's Jayne Chemeski present an overwhelming pile of research that points to the importance of hip-hop to the Alternative format, especially among listeners under the age of 25. Emanuel Rosen follows this up with an in-depth look at how to create legitimate buzz around your radio station.

There is a short break for the first-ever Alternative and Active Rock Awards luncheon (which we will reprise this year). MC Jimmy Kimmel brings down the house with his zingers, including a devastating assault on a PD who fired him — and who happens to be in the room.

Following the luncheon, Jacobs presents a group heads' panel, which is noteworthy for the conservatism of the panelists, in stark contrast to the Beasing-Calderone-Chemeski panel of only hours before. This panel is followed by a disturbing look at radio from Look-Look President and trends analyst Sharon Lee, who says today's youth are not finding anything on the radio to hold their attention. She supports her conclusion with reams of research, including respondents' horrifying reply to the question "Who is your favorite radio star?" The answer? "None."

The "State of the Format" panel on Friday is dominated by a harsh cross-examination of XTRA/San Diego PD Bryan Schock, who is the only panelist not playing the No. 1 song in the country, Staind's "It's Been Awhile." His reason for not playing it? He must keep XTRA's music image separate from that of its cross-town Active Rock sister. That draws a heated response from the room, but the deeper meaning of Schock's honest answer is lost when people ignore his reply to a follow-up question about whether he would play the song if XTRA didn't have an Active Rock sister. His answer? "Yes."

The convention closes with an extraordinary "Rate-a-Record" panel that includes an intense conversation on art, music and radio that revolves around the band Radiohead. Guest artist Dave Navarro passionately defends the importance of playing such music, but several panelists contend that Radiohead have ceased to produce music that they want to have played on the radio.

OAKENFOLD

"Ready_Steady_Go"

from the debut artist album *Bunkka*
In Stores 06.18.02

Alternative R&R: 158x, +13!
Modern Rock BDS: 210x, +91

Already On:

KITS, WHFS, KTCL, WBCN, KNDD, KFSD, KWOD,
WOXY, WMAD, KJEE, WCYY and many more!

"Paul Oakenfold represents the new lead sound for Live 105
and is in 2-1/2 hour rotation ... get over it!"

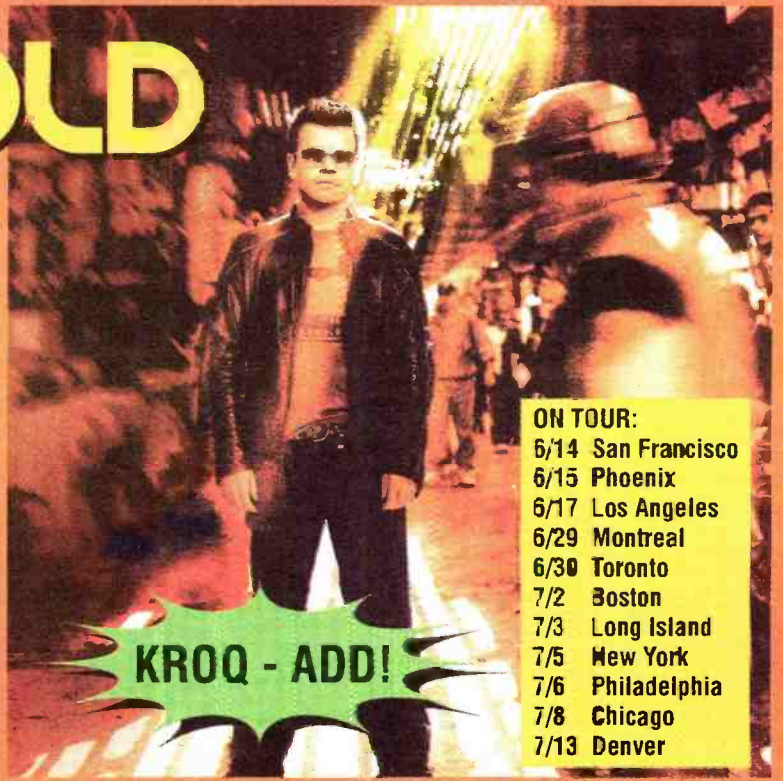
-SEAN DEMERY, PD Live 105, San Francisco - 45x (#2)

"Paul Oakenfold is the real deal!"

-PAT FERRISE, MD WHFS, Washington DC - 16x!

"Paul Oakenfold has released a song that will cross him over
to a whole new audience. The rest of the album is tremendous too!"

-STEVEN STRICK, APD/MD WBCN, Boston - 18x!



KROQ - ADD!

ON TOUR:

- 6/14 San Francisco
- 6/15 Phoenix
- 6/17 Los Angeles
- 6/29 Montreal
- 6/30 Toronto
- 7/2 Boston
- 7/3 Long Island
- 7/5 New York
- 7/6 Philadelphia
- 7/8 Chicago
- 7/13 Denver



TIME Magazine feature in June!

★★★ Rolling Stone Review!

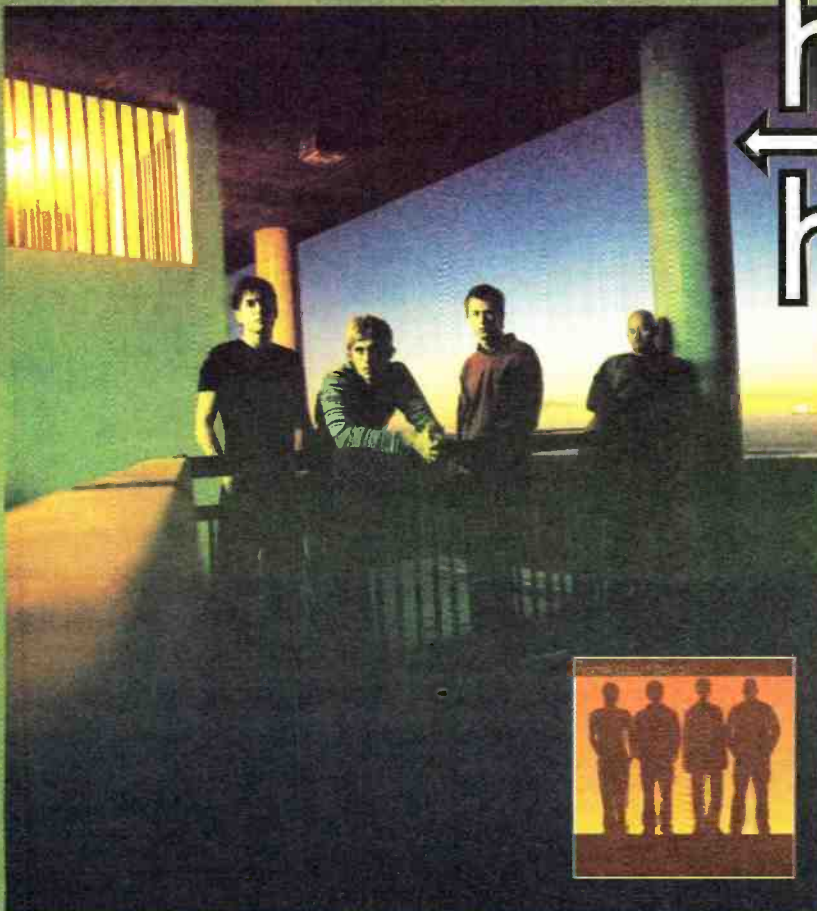
In Stores 6/18/02

Shipping 200,000!



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U.S. Representative by Jorge Hinojosa for Caliente Entertainment

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home town hero "eighteen"

Alternative R&R: 251x, +76!
Modern Rock BDS: 166x, +53!

New This Week: **WBUZ, WGRD, KJEE!**

Already on:

KROQ, WXRK, WZZN, CIMX, WFNX, KWOD,
WSUN, WPBZ, WAQZ, KEDJ, WMRO, WKRL,
KLEC, KMBY, WCYY, KNXX, KPOI and many more!!

JUST CONFIRMED ON TOUR WITH WEEZER!!!

- | | | |
|--------------------|---------------|--------------|
| 7/5 Salt Lake City | 7/21 Boston | 8/3 Dallas |
| 7/11 Chicago | 7/26 Camden | 8/4 Selma |
| 7/12 Detroit | 7/27 Columbia | 8/7 Phoenix |
| 7/15 Cleveland | 7/29 Atlanta | 8/9 Irvine |
| 7/17 Indianapolis | 7/30 Antioch | 8/18 Concord |
| 7/18 Columbus | 8/1 Woodlands | |



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R&R Alternative Top 50

June 14, 2002

Powered By



LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ADDS
	1	C. KROEGER F/J. SCOTT Hero (Roadrunner/Columbia/IDJMG)	2646	+125	290213	8	69/0
13	2	RED HOT CHILI PEPPERS By The Way (Warner Bros.)	2356	-863	316199	2	76/0
4	3	PUDDLE OF MUDD Drift & Die (Flawless/Geffen/Interscope)	2181	+115	199083	12	71/0
2	4	UNWRITTEN LAW Seein' Red (Interscope)	2063	-53	202135	22	71/0
3	5	KORN Here To Stay (Immortal/Epic)	2033	-68	254981	13	71/0
7	6	HOOBASTANK Running Away (Island/IDJMG)	2013	+138	194881	11	74/0
5	7	STAIN'D For You (Flip/Elektra/EEG)	1976	-76	185842	24	70/0
10	8	INCUBUS Warning (Immortal/Epic)	1921	+206	214675	9	73/0
9	9	PAPA ROACH She Loves Me Not (DreamWorks)	1885	+109	221175	6	73/0
6	10	SYSTEM OF A DOWN Toxicity (American/Columbia)	1841	-85	218557	23	63/0
8	11	OUR LADY PEACE Somewhere Out There (Columbia)	1771	-24	169826	10	69/0
14	12	BOX CAR RACER I Feel So (MCA)	1633	+148	191721	7	69/2
12	13	P.O.D. Boom (Atlantic)	1605	+20	175019	10	69/0
11	14	JIMMY EAT WORLD The Middle (DreamWorks)	1591	-118	180374	30	66/0
15	15	HOOBASTANK Crawling In The Dark (Island/IDJMG)	1396	-44	163762	33	69/0
20	16	JIMMY EAT WORLD Sweetness (DreamWorks)	1372	+234	171774	7	65/5
23	17	HIVES Hate To Say I Told You So (Burning/Epitaph/Sire/Reprise)	1272	+164	174339	6	65/4
16	18	PUDDLE OF MUDD Blurry (Flawless/Geffen/Interscope)	1271	-92	143999	33	71/0
17	19	311 Amber (Volcano)	1211	-81	129619	17	54/2
19	20	EARSHOT Get Away (Warner Bros.)	1199	+43	121639	13	59/2
21	21	CREED One Last Breath (Wind-up)	1150	+34	107500	8	57/1
24	22	DEFAULT Deny (TVT)	1105	+67	96009	10	55/0
26	23	EMINEM Without Me (Shady/Aftermath/Interscope)	1096	+158	152203	6	41/1
29	24	TRUSTCOMPANY Downfall (Geffen/Interscope)	1047	+128	125183	4	62/4
22	25	GODSMACK I Stand Alone (Republic/Universal)	1013	-100	108255	19	40/0
25	26	DAVE MATTHEWS BAND Where Are You Going (RCA)	944	-1	101632	4	52/0
31	27	STAIN'D Epiphany (Flip/Elektra/EEG)	938	+97	119080	7	53/0
28	28	STROKES Hard To Explain (RCA)	934	+14	123191	9	50/0
30	29	AUDIOVENT The Energy (Atlantic)	933	+51	72364	6	58/0
39	30	SYSTEM OF A DOWN Aerials (American/Columbia)	912	+329	152529	3	64/10
37	31	VINES Get Free (Capitol)	884	+218	135252	3	70/8
27	32	WHITE STRIPES Fell In Love With A Girl (Third Man/V2)	769	-152	152719	15	53/0
33	33	JACK JOHNSON Flake (Enjoy/Universal)	745	-2	80558	17	35/1
32	34	LINKIN PARK Papercut (Warner Bros.)	739	-17	112975	20	15/0
35	35	3RD STRIKE No Light (Hollywood)	722	+14	77928	10	44/1
36	36	TOOL Parabola (Volcano)	617	-62	41057	10	39/0
40	37	GOLDFINGER Open Your Eyes (Mojo/Jive)	569	+42	48851	3	42/1
34	38	WEEZER Dope Nose (Geffen/Interscope)	569	-168	54286	14	45/0
42	39	JERRY CANTRELL Anger Rising (Roadrunner/IDJMG)	545	+63	45110	4	36/0
46	40	LINKIN PARK Runaway (Warner Bros.)	537	+136	105391	3	8/0
44	41	ADEMA Freaking Out (Arista)	511	+93	35527	2	41/4
Debut	42	NEW FOUND GLORY My Friends Over You (MCA)	492	+149	76671	1	39/5
50	43	RIDDLIN' KIDS I Feel Fine (Aware/Columbia)	437	+71	40206	2	29/1
38	44	DASHBOARD CONFESSIONAL Screaming Infidelities (Vagrant)	420	-180	38088	14	29/0
43	45	ROB ZOMBIE Never Gonna Stop (The Red...) (Geffen/Interscope)	370	-51	74354	19	25/0
49	46	SUGARCULT Bouncing Off The Walls (Ultimatum/Artemis)	359	-19	41946	16	19/0
47	47	DROWNING POOL Tear Away (Wind-up)	332	-57	30382	16	18/0
41	48	QUARASHI Stick 'Em Up (Time Bomb/Columbia)	331	-183	30491	14	43/0
48	49	GOO GOO DOLLS Here Is Gone (Warner Bros.)	314	-68	23254	13	18/0
Debut	50	N.E.R.D. Rock Star (Virgin)	306	+61	44387	1	23/1

76 Alternative reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 6/2-6/8. 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
KORN Thoughtless (Immortal/Epic)	21
SYSTEM OF A DOWN Aerials (American/Columbia)	10
SINCH Something More (Roadrunner/IDJMG)	10
VINES Get Free (Capitol)	8
TRIK TURNER Sacrifice (RCA)	8
REEL BIG FISH Where Have You Been? (Mojo/Jive)	6
JIMMY EAT WORLD Sweetness (DreamWorks)	5
NEW FOUND GLORY My Friends Over You (MCA)	5
12 STONES Broken (Wind-up)	5

ANDREW W.K.

"She Is Beautiful"
Officially Going For
Adds July 8th
See Andrew W.K. live on
Ozzfest 2002 and the
WARPED tour
On **MV** & **O2**

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Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
RED HOT CHILI PEPPERS By The Way (Warner Bros.)	+863
SYSTEM OF A DOWN Aerials (American/Columbia)	+329
KORN Thoughtless (Immortal/Epic)	+241
JIMMY EAT WORLD Sweetness (DreamWorks)	+234
VINES Get Free (Capitol)	+218
INCUBUS Warning (Immortal/Epic)	+206
HIVES Hate To Say I... (Burning/Epitaph/Sire/Reprise)	+164
EMINEM Without Me (Shady/Aftermath/Interscope)	+158
NEW FOUND GLORY My Friends Over You (MCA)	+149
BOX CAR RACER I Feel So (MCA)	+148

Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
LINKIN PARK In The End (Warner Bros.)	1124
NICKELBACK Too Bad (Roadrunner/IDJMG)	1073
DEFAULT Wasting My Time (TVT)	939
INCUBUS I Wish You Were Here (Immortal/Epic)	917
P.O.D. Youth Of The Nation (Atlantic)	890
BLINK-182 First Date (MCA)	809
P.O.D. Alive (Atlantic)	731
DISTURBED Down With The Sickness (Giant/Reprise)	715
SYSTEM OF A DOWN Chop Suey (American/Columbia)	703
NICKELBACK How You Remind Me (Roadrunner/IDJMG)	646
TOOL Schism (Volcano)	603
LINKIN PARK Crawling (Warner Bros.)	597
PUDDLE OF MUDD Control (Flawless/Geffen/Interscope)	587
WEEZER Hash Pipe (Geffen/Interscope)	549

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

ASH!
BUBO BABY BUBO
Remix by Mark Trombino
"A BURST OF ENERGY ON THE RADIO...IT JUST JUMPS OUT AT YOU!"
- Aaron Axelsen MD/Live 105 San Francisco

R&R SHOWCASE - Wed 6/12 @ Troubador 10PM
MEDIABASE +120 spins
R&R ALTERNATIVE #1 NEW & ACTIVE

NEW THIS WEEK @ WZNE

ALREADY ON @ WHFS WBCN LIVE 105 30x TOP PHONES KQGE CIMX KEDJ
WPLY 91X KTCL KNRK KWOD KPNT WBRU WPBZ WMRQ WDYL KNXX
WKRL KMBY WROX KROX KAEP WBUZ WCYV KRZQ KFSD KLEC KPOI
KAHA WJSE WZZI WBTZ KXNA KQRX WSFM WXSX WEEQ

On Tour w/ Our Lady Peace in July • On tour this summer - Area 2!

The First single from FREE ALL ANGELS - in stores 6/25

For more information contact Kinetic Records 212.414.4600
Sean Maxson x231/sean@kineticrecords.com
Sheneza Mohammed x232/sheneza@kineticrecords.com

THE HIVES

"HATE TO SAY I TOLD YOU SO"

FROM THE ALBUM

VENI VIDI VICIOUS

GOING FOR ADDS AT ACTIVE AND MAINSTREAM ROCK NOW!

New this week: WZTA, WLZR, WKLO, WRTT, WXOR, WRRX, KZRK, KTUX, KFRQ!

Already On: KXXR, WQBK, WLUM, WRCQ, WCPR, KIBZ, KAFX, KORB, WKQZ, WWWX!

 #1 Most Played Video!
Blowtorch and Hand Picked, 33x

Soundscan: 115* - 77* on the Top 200!
13,276 this week - 25% sales increase!
Over 85,000 scanned to date!

Alternative R&R: 23-17 1272x, +164!
Modern Rock BDS: 23*-18* 1378x, +158!

Close-Outs: WXTM, WRZX, KKND, KWKD, WLRS, WWVU!

Great Phones and Early Call-Out!

KROQ-39x(#2), 91X-40x(#4), KITS-44x(#2), WHFS-51x(#2),
WPLY-34x(#8), WROX-31x(#4), KFMA-40x(#6), WMRQ-27x(#10)
KFSD-34x(#8), KXTE-27x(#7)



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GOING FOR ADDS
AT ACTIVE, ALTERNATIVE
AND ROCK 6/25/02!

FILTER

AVAILABLE FOR DOWNLOAD
THROUGH DGS 6/18/02 AT 6PM CST!

ON YOUR DESK 6/19/02
IN STORES 7/30/02

"Where Do We Go From Here"

The first single and video from The Amalgamut

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U.S. SUMMER TOUR:
6/20 Grand Rapids
6/22 Columbus
6/23 Louisville
6/25 Cincinnati

LOCOTAZOOKA "UNITED WE ROCK!" 2002:
6/27 Milwaukee 7/10 Albany
6/28 Ft. Wayne 7/12 Portland
6/29 Green Bay 7/13 Manchester
6/30 LaCrosse 7/14 Syracuse
7/3 Biloxi 7/17 Huntington
7/5 Savannah 7/20 Rockford
7/6 Augusta 7/21 Omaha
7/7 Jacksonville

HEADLINE!
7/23 Denver
7/25 Boise
7/26 Seattle
7/27 Portland
7/29 San Francisco
7/30 Los Angeles

the **amalgamut**

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UPCOMING APPEARANCES:
7/23 - ROCKLINE
8/8 - NBC CONAN O'BRIEN
8/13 - LAST CALL WITH CARSON DALY

ON THE RECORD

With **John Loken**
GM, Ultimatum Music



God save the queen! What do you get when you combine the up-yours attitude of The Clash with the smartypants high jinks of Blink-182? Sugarcult! With 75,000 scans in the bank and a third single impacting in mid-July, the foursome is *thisclose* to a national breakthrough. ● Ya gotta give it up for Extasy Records, whose Abandoned Pools is the "Remedy" radio needs right

now. Ditto Astralwerks and The Chemical Brothers, one of the freshest records of the year. ● Gee, I must be a grownup: Wilco, Elvis Costello, Phantom Planet and Norah Jones are all in heavy rotation. ● Speaking of growing wiser, Dave Pirner's solo single, "Never Recover," is an instant classic. ● Is there a prog-rock resurgence in the wings? You expect Radiohead and Tool to push the envelope, but what does it mean when The Doves quote King Crimson on their new album and the latest Trail Of Dead joint sounds more like Genesis than The Ramones? ● Anyone out there remember Andrew WK? ● How rewarding is it to finally see Jimmy Eat World and Unwritten Law lighting up radio and retail? ● I would kill for a better copy of the Rage-Cornell thang. Also, Beck, Baerwald, Bowie and Morcheeba: Where are my advances, peoples? ● Below-the-radar bands to watch for include The Standard, Lake Trout and Dismemberment Plan.

Korn were the victim of some overt format conservatism on their first single, "Here to Stay," which was certainly strong enough to hit No. 1 but got stuck behind some severe dayparting. Don't believe me? Just look at the night chart, where Korn were No. 1 for a month. This week radio has another chance with another strong song, "Thoughtless." It pulls in 21 adds ... You can tell a record has legs when it hits double-digit adds deep into its run. That's the case with System Of A Down and "Aerials," which gets 10 adds the same week that it hits the top 30 ... Roadrunner's Sinch also hit double digits this week behind their ultracool song "Something More" ... Much like Korn, a lot of records in the Most Added column have been out for a while and are making good progress, including The Vines, Trik Turner, New Found Glory and Jimmy Eat World. The big exception (other than Sinch, above) is Reel Big Fish, who grab six stations this week behind "Where Have You Been." **RECORD OF THE WEEK: Epidemic "Walk Away"**

Alternative ON THE RADIO

— Jim Kerr, Alternative Editor

COMING RIGHT UP

ARTIST: Oakenfold
LABEL: Maverick/Reprise

By **KATY STEPHAN**/ALTERNATIVE SPECIALTY EDITOR



Oakenfold

Things rock stars get that you don't: personal masseuses. People who buy their groceries — personal grocers, I guess. People who launder their clothes (laundrers), wash their cars (detailers) and fight with their supermodel girlfriends (I'm making this up as I go along, so give me a break here).

But you know this already; you get the E! channel.

OK. Here's another little perk that rock stars enjoy: their own personal remixer. Think about it. Do you want just any old dork tweaking your tunes with a Casio and a laptop? No, you don't, my rock star friend. Not if you're smart. Not if you want your No. 5 hit to become a No. 1 hit. The right remixer can put a new, improved face on a song like a master plastic surgeon. Fortunately, songs don't have to shave behind their ears afterward. (Poor William Shatner.)

So who do you go to for personal remixing, mister fancy rock star? Well, assuming you're Madonna, New Order, The Cure, Massive Attack, Arrested Development, The Stone Roses, U2 or Snoop Dogg, you go to Paul Oakenfold.

You may think of Oakenfold as a DJ. You may even give him credit for introducing house music to Britain back in the late '80s, filling clubs on Ibiza with maniacally disco-dancing Eurotrash and then parlaying that whole trend into the British Balearic scene.

But if you think of the music business as a stovetop — and don't we all? — Oakenfold's spoon has been stirring pots on every burner since breakfast. Starting out, he did A&R at U.K.-based Champion Records, and his first signing was Will Smith. His second was Salt 'N' Pepa.

If this were you (no, not the rock star you — please keep up), you'd probably be sitting back at this point, lighting up a Cuban. But signing

future multi-Platinum acts wasn't nearly enough to sustain Oakenfold's interest.

So he joined forces with Steve Osborne and began producing. The two produced dozens of records, started their own record company and were nominated for Best Producers by BPI (the British equivalent of the Grammys) every year from 1990-1993.

In 1991 U2 approached Oakenfold, inviting him to remix some of the tunes from *Achtung Baby*. Oakenfold's treatment of "Even Better Than the Real Thing" hit No. 8 on the U.K. chart. When you consider that U2's original version peaked at No. 12, and the title of the song is... That is so damn funny, I have to take a break.

Phew! OK. Here's what happened while I was gone: Oakenfold returned to DJ-ing, supporting live acts such as U2, INXS, The Orb, Simply Red, Boy George and Primal Scream and set up a residency at Liverpool's Cream.

Now that he's good and ready, he's releasing an album as a solo artist, with contributions from a passel of his superstar friends, including Perry Farrell, Ice Cube, Tricky, Nelly Furtado and — get this — Hunter S. Thompson. It will be epic. You know that.

Fine then, smartie. Here's one for ya: Who will remix the remixer now that the remixer is a rock star? Riddle me that.

311 amber

"'Amber' has turned out to be one of the biggest 311 hits on WBCN, and there have been many."
— Steven Strick WBCN/Boston

"'Amber' is one of our best researching records of the year." — John O'Connell WPBZ/W. Palm Beach

Sprite Liquid Mix Tour starts in August with Jay-Z

Closeout This Week:

WHFS
WZZI

KROQ 25x	WPLY 22x	WWDC 24x
KTBZ 31x	KEDJ 26x	91X 41x
WSUN 36x	KTCL 27x	WEND 26x
WOCL 50x	KROX 45x	WBUZ 26x

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America's Best Testing Alternative Songs
12+ For The Week Ending 6/14/02.

Artist Title (Label)	TW	LW	Familiarity	Burn	TD	Familiarity	Burn
HOOBASTANK Running Away (Island/IDJMG)	4.16	4.03	82%	12%	4.11	84%	13%
HOOBASTANK Crawling In The Dark (Island/IDJMG)	4.13	4.03	94%	34%	4.07	95%	35%
JIMMY EAT WORLD The Middle (DreamWorks)	4.10	4.10	95%	39%	4.08	95%	39%
C. KROEGER... Hero (Roadrunner/Columbia/IDJMG)	4.08	4.01	88%	21%	3.99	88%	24%
JIMMY EAT WORLD Sweetness (DreamWorks)	4.08	4.05	59%	8%	4.00	61%	8%
INCUBUS Warning (Immortal/Epic)	4.04	4.04	85%	16%	3.95	87%	18%
OUR LADY PEACE Somewhere Out There (Columbia)	4.03	3.87	63%	8%	4.03	66%	9%
UNWRITTEN LAW Seein' Red (Interscope)	4.01	4.01	84%	24%	3.90	83%	26%
STAINED For You (Flip/Elektra/EEG)	3.98	3.88	89%	31%	3.97	92%	34%
PUDDLE... Blurry (Flawless/Geffen/Interscope)	3.92	3.86	98%	52%	3.88	99%	52%
PUDDLE... Drift & Die (Flawless/Geffen/Interscope)	3.90	3.81	84%	18%	3.86	86%	19%
BOX CAR RACER I Feel So (MCA)	3.90	3.90	68%	11%	3.81	67%	13%
EMINEM Without Me (Shady/Aftermath/Interscope)	3.87	-	90%	21%	3.84	89%	22%
DEFAULT Wasting My Time (TVT)	3.86	3.91	95%	48%	3.84	96%	47%
DEFAULT Deny (TVT)	3.84	3.77	64%	11%	3.80	69%	13%
EARSHOT Get Away (Warner Bros.)	3.83	3.88	56%	9%	3.81	61%	11%
SYSTEM OF A DOWN Toxicity (American/Columbia)	3.82	3.86	94%	35%	3.77	95%	37%
PAPA ROACH She Loves Me Not (DreamWorks)	3.81	3.74	73%	11%	3.73	74%	12%
KORN Here To Stay (Immortal/Epic)	3.80	3.81	84%	18%	3.85	86%	17%
GODSMACK I Stand Alone (Republic/Universal)	3.79	3.74	91%	32%	3.80	93%	35%
311 Amber (Volcano)	3.73	3.79	76%	19%	3.75	79%	20%
NICKELBACK Too Bad (Roadrunner/IDJMG)	3.73	3.84	96%	46%	3.74	98%	46%
P.O.D. Youth Of The Nation (Atlantic)	3.66	3.68	99%	55%	3.68	99%	54%
P.O.D. Boom (Atlantic)	3.63	3.61	82%	20%	3.67	83%	18%
HIVES Hate To Say... (Burning/Epitah/Sire/Reprise)	3.59	3.47	43%	9%	3.50	44%	9%
WHITE STRIPES Fell In Love With A Girl (V2)	3.50	3.55	71%	24%	3.46	74%	25%
CREED One Last Breath (Wind-up)	3.46	3.33	79%	26%	3.42	82%	27%
STROKES Hard To Explain (RCA)	3.45	3.40	54%	13%	3.35	55%	14%
DAVE MATTHEWS BAND Where Are You Going (RCA)	3.39	3.19	59%	15%	3.50	64%	15%

Total sample size is 832 respondents. Total average favorability estimates are based on a scale of 1-5. (1=dislike very much, 5=like very much). Total familiarity represents the percentage of respondents who recognized the song. Total burn represents the number of respondents who said they are tired of hearing the song. Sample composition is based on persons 12+. TD = Target Demo (Males 18-34). Persons are screened via the Internet. Once passed, they can take the music test based on their format/music preference. RateTheMusic.com results are not meant to replace callout research. The results are intended to show opinions of participants on the Internet only. RateTheMusic is a registered trademark of RateTheMusic.com. The RTM system is available for local radio stations by calling 818/377-5300. RateTheMusic.com data is provided by Mediabase Research, A division of Premiere Radio Networks.


R&R Top 20 Specialty Artists

June 14, 2002

1. FLAMING LIPS (Warner Bros.) "Do You Realize"
 2. PRODIGY (Maverick) "Baby's Got a Temper"
 3. NO USE FOR A NAME (Fat Wreck Chords) "Dumb Reminders"
 4. HOMY (Eternity) "Bus Stop"
 5. 30 SECONDS TO MARS (Immortal/Virgin) "Capricorn"
 6. NEW FOUND GLORY (Drive-Thru/MCA) "My Friends Over You"
 7. REEL BIG FISH (Mojo/Jive) "Where Have You Been"
 8. GUIDED BY VOICES (Matador) "Everywhere in a Helicopter"
 9. SINCH (Roadrunner/IDJMG) "Something More"
 10. GET UP KIDS (Vagrant) "Overdue"
 11. DOVES (Capitol) "There Goes The Fear"
 12. VINES (Capitol) "Get Free"
 13. GLASSJAW (Warner Bros.) "Cosmopolitan Blood Loss"
 14. MARS VOLTA (GSL) "Concertina"
 15. DJ SHADOW (MCA) "You Can't Go Home Again"
 16. MATTHEW (Rykodisc) "Everybody Down"
 17. SOMETHING CORPORATE (Drive-Thru/MCA) "I Woke Up..."
 18. MOONEY SUZUKI (Gammon Records) "Electric Sweat"
 19. A (Mammoth/Hollywood) "Nothing"
 20. LOUDERMILK (DreamWorks) "Estrogen Oxygen..."
- Ranked by total number of shows reporting artist.

Record Of The Week

Record of the Week
Artist: No Use For A Name
Label: Fat Wreck Chords



I love me some No Use For A Name. And I'm not alone on this one — KITS (Live 105)/San Francisco agrees. So does Jason Hammon, founder and lead guitarist of Dance Hall Crashers. "The best, most fun tours we have ever done were the U.S. tour and Australia tours with No Use," he says. "We had so much fun. On the Australia tour we were sharing vans, and I've never listened to so much metal in my life." ● Yep, all the cool kids are into NUFAN. So if you don't get on "Dumb Reminders," you'll be relegated to eternal dorkdom, teased mercilessly and stripped of your lunch money forever. I'm just saying.

— Katy Stephan, Alternative Specialty Editor



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PART THREE OF A THREE-PART SERIES

The Power Of Mentors

More memories of those who made a difference

Two weeks ago we began our series on mentors. The idea was to give folks a chance to write a paragraph or two about the people who have influenced them most during their careers. Here are the final contributions.

Jon Butler

Curb

There are so many who have guided me through to today. They probably don't even know the impact they had on me — until now.

Steve Gottlieb (President of TVT) gave me a good amount of rope to either do great things with or to hang myself. He taught me to take risks and to see the big picture.

Stu Bergen taught me the importance of returning every phone call and to lighten up.

While at Jive, Jack Satter showed me about having a plan, treating others with respect and understanding how promotion is really done. Ken Lane impressed upon me the importance of preparation and the pursuit of excellence and showed me how to travel. Michael Patt told me to work hard and have fun. John McMann showed me the importance of keeping your house in order.

Paul Brown (while at Arista) probably taught me my best lesson, which is to take responsibility for your actions and learn from your errors. Ben Brooks (while at Squint) demonstrated that patience, telling the story and hard work bring results. Bob Catania



Jon Peterson



Jill Weindorf

(now with Curb) constantly reminds me to find a niche and stick with it.

Rebecca Dodd

Blind Pig

While I continue to meet people every day in this industry who teach and inspire me, my greatest mentor has been Shelley Ashton at Six Degrees Records. I had the incredible good fortune to do my first internship at Six Degrees in the summer of 2000, working for Shelley in sales and marketing. It was a small family of tightly knit music lovers who worked as hard as their artists. I experienced firsthand the pride and excitement of helping an artist in whom you truly believe.

Something that I'll always thank Shelley for, however, is the introduc-

tion to the delicate balance of the personal side and the professional side in the music industry. We all experience the pride of success, the pain of disappointment and the pressure of deadlines and making something work. We all get excited when we first hear new music, and we all start formulating ideas on how to best work it. We all want to bring the artists to an audience.

I'll be honest, I grappled with the confusing combination of the personal and the professional that summer, but it was the best and most rewarding challenge I've ever faced.

Brian Hart

WZEW/Mobile

Frankly, it took me a while to decide what to write. Having worked in small markets for most of my career, I've learned more about what *not* to do from bad PDs, managers and owners than anything else. However, as I sat at home, I thought about how far the industry has come in my 10 years in the business and the few people from whom I have gained a great deal of knowledge and insight about this magical beast we call radio.

Living in the Birmingham area until 1997, I spent a lot of time listening to WRAX-FM. I have never had the pleasure of meeting former WRAX PD Dave Rossi, but I consider him to be my biggest mentor. I listened as Dave took an awful little station that nobody listened to and turned it into one of the best Alternative stations I have ever heard. Dave taught me how to properly image a station, how to execute killer promotions, how to break bands and, basically, everything that makes a great radio station.

The other big influence on my career was an Englishman named Tim Rose. Tim is a former co-worker from our group in Mobile who taught me that great radio is great radio, regardless of the format. Thanks to him, I now truly understand the "theater of the mind" concept that we always talk about. Tim also taught me everything I know about radio-station operations, from flawless automation to great production and even transmitter repair.

Brad Hockmeyer

KTAO/Taos-Santa Fe, NM

There are so many people in this

"Every time I have ever put in 200%, it is not only for my own satisfaction, but also because Suzanne Berg deserves it. I trust her, depend on her and cherish her as a mentor and friend."

Jill Weindorf

industry who have shared with me buckets of knowledge and experience, and they know who they are. But I would like to mention a few.

Though I have never worked with Norm Winer, he unknowingly played a huge part in my getting into this business. As a college student in Boston from 1969-1972, I spent 90% of my waking hours glued to WBCN, due, in large part, to a DJ named Saxophone Joe (Norm's on-air name at the time). I have never heard a more compelling radio station.

I also spent a lot of time in the Bay Area from 1973-76, listening to KSAN, where, once again, Norm's touch helped create one of the most shining examples of great radio. I've loved what I've heard of WXRT/Chicago and always enjoy hearing from Norm at the conventions.

Bill Evans came to KTAO in 1987 and taught all of us how to do radio. He is one of the truly great cats out there, with ears of gold. The two years we worked together are some of my favorites in the 20 years I've owned KTAO. Now if only Bill were a Yankee fan, he'd *really* be something.

John Bradley has been my go-to guy for years, and I have tremendous respect for all his valuable guidance and direction. He's a smart man and a wonderful friend.

Jon Peterson

WRNR/Baltimore

Although I was Music Director at WCBE/Columbus, OH for five years, I really wasn't much of a radio programmer before arriving at WRLT (Lightning 100)/Nashville in August of 1995. Coming from the public-radio, host-driven school of thinking, I thought it was perfectly fine to play a set of folk into a set of blues into a set of reggae, not worrying at all about maximizing both cume and core. The person who taught me that musical diversity needs to be reflected song to song and every quarter-hour was Ned Horton.

Ned, as you might recall, was the GM, PD and all-around Svengali who built the original team and was the key figure in the first golden era of Lightning 100. He believed in surrounding himself with good people, making sure they were executing the game plan and then giving them the space to do their thing.

Another mentor of mine at WRLT was our consultant, Dennis Constantine. Dennis taught me that this is not

an audio playground. He reinforced the concept that musical balance is the key and that a little spice goes a long way. He taught me that creativity has to be balanced with common-sense fundamentals. Also, that clocks and currents have to be structured and maintained in a way to keep the station's unique market position and edge while still attempting to maximize listenership.

Sherri Trahan

Ultimatum Music

There are actually two people who have mentored me in my career. Randy Miller, VP/Marketing at MCA at the time, gave me my first real shot as a promotion executive. He took a chance on me, pulling me out of a struggling, tiny label and giving me the opportunity to run the alternative department at MCA.

He involved me in all aspects of artist development, from setting up a single at radio to realizing that more important than the add are the follow-through and the marketing that surround the airplay. Randy taught me that integrity, work ethic, character and getting the job done are more important than company politics and will lead to success most every time.

Freddy DeMann, President and co-owner of Maverick Records at the time, hired me from MCA and was the first real "promotion man" to whip me into a frenzy. He taught me to eat raw meat for breakfast. He showed me how to succeed in the face of adversity. Freddy told me never to give up if you think you have a hit record and that it's not the promotion person's job to make it a hit; it's their job to get it spun enough to see if the record is a hit. Some of my favorite Freddy quotes are: "Get! It! Done!" "Rotations! Rotations! Rotations!" and "Get on a plane right now and make it happen!"

Jill Weindorf

Verve Music Group

God, I hate these. But it would be a shame not to give props to the Boss, Suzanne Berg. When I was an overzealous college rep at Elektra, she had just hit the pavement. After a nine-year stint at the label, her reputation was impeccable. Everyone said I should have known Suzanne Berg. Evidently, she was supersmart and a wiz with the adult formats. I saw a picture of her and thought she had a genuine smile.

Continued on Page 103

CHUCK PROPHET

"SUMMERTIME THING"

Indicator Chart 12

#3 Most Added - Triple A

New Adds:

WXRT WRLT
WMPS KPIG

Already On:

KFOG 11x
KINK 9x
KGSR 15x
KTBG 20x



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R&R Triple A Top 30

Powered By



June 14, 2002

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
2	1	JACK JOHNSON <i>Flake (Enjoy/Universal)</i>	663	-11	48255	17	28/1
3	2	DAVE MATTHEWS BAND <i>Where Are You Going (RCA)</i>	635	-3	40793	4	26/2
1	3	SHERYL CROW <i>Soak Up The Sun (A&M/Interscope)</i>	626	-35	45028	16	25/1
5	4	COUNTING CROWS <i>American Girls (Geffen/Interscope)</i>	595	+30	42122	5	28/2
4	5	GOO GOO DOLLS <i>Here Is Gone (Warner Bros.)</i>	536	-17	31969	13	23/0
6	6	JIMMY EAT WORLD <i>The Middle (DreamWorks)</i>	506	+7	36944	13	18/1
7	7	LENNY KRAVITZ <i>Stillness Of Heart (Virgin)</i>	372	-11	21665	17	22/0
12	8	TREY ANASTASIO <i>Alive Again (Elektra/EEG)</i>	320	+8	19895	8	21/2
14	9	NORAH JONES <i>Don't Know Why (Blue Note)</i>	319	+48	34178	6	20/4
8	10	JOHN MAYER <i>No Such Thing (Aware/Columbia)</i>	303	-46	19971	41	23/2
11	11	MOBY <i>We Are All Made Of Stars (V2)</i>	301	-10	16353	9	22/1
9	12	U2 <i>In A Little While (Interscope)</i>	276	-28	21438	22	21/0
10	13	PETE YORN <i>Strange Condition (Columbia)</i>	265	-37	22447	24	22/2
18	14	THE CORRS <i>When The Stars Go Blue (143/Lava/Atlantic)</i>	261	+11	16212	8	15/1
16	15	OISHWALLA <i>Somewhere In The Middle (Immergent)</i>	242	+14	10179	11	16/0
13	16	BONNIE RAITT <i>I Can't Help You Now (Capitol)</i>	242	-49	14846	16	19/1
15	17	ELVIS COSTELLO <i>Tear Off Your Own Head... (Island/IDJMG)</i>	237	-34	16830	13	18/1
17	18	PUOOLE OF MUOD <i>Blurry (Flawless/Geffen/Interscope)</i>	205	-19	6095	16	8/0
Debut	19	JOHN MAYER <i>Your Body Is A Wonderland (Aware/Columbia)</i>	204	+89	17309	1	17/4
Debut	20	DROPLINE <i>Fly Away From Here (...Day) (143/Reprise)</i>	202	+30	10299	1	17/4
21	21	C. KROEGER F.J. SCOTT <i>Hero (Roadrunner/Columbia/IDJMG)</i>	194	+9	5394	2	6/0
23	22	SHANNON MCNALLY <i>Now That I Know (Capitol)</i>	191	-8	8212	3	14/2
20	23	DEFAULT <i>Wasting My Time (TVT)</i>	186	-3	5450	17	9/0
28	24	CHRIS ISAAK <i>One Day (Reprise)</i>	180	+32	16541	2	17/2
27	25	LOS LOBOS <i>Hearts Of Stone (Mammoth)</i>	177	0	10111	4	12/1
22	26	LUCE <i>Good Day (Nettwerk)</i>	176	-4	8343	2	13/0
29	27	WILCO <i>Heavy Metal Drummer (Nonesuch)</i>	161	-11	6403	3	15/2
26	28	ZERO 7 <i>Destiny (Quango/Palm)</i>	156	+4	13002	2	13/0
Debut	29	RUBYHORSE <i>Sparkle (Island/IDJMG)</i>	150	+9	10579	1	12/1
Debut	30	RED HOT CHILI PEPPERS <i>By The Way (Warner Bros.)</i>	142	+78	7384	1	8/0

28 Triple A reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 6/2-6/8. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 15 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from the Arbitron Company (copyright 2002, The Arbitron Company). (C) 2002, R&R, Inc.

New & Active

JOHNNY A. *Oh Yeah (Favored Nations/Artemis)*

Total Plays: 138, Total Stations: 12, Adds: 1

INDIGO GIRLS *Become You (Epic)*

Total Plays: 137, Total Stations: 14, Adds: 1

NEIL FINN *Driving Me Mad (Nettwerk)*

Total Plays: 127, Total Stations: 13, Adds: 3

ALANIS MORISSETTE *Precious Illusions (Maverick/Reprise)*

Total Plays: 127, Total Stations: 11, Adds: 0

CHUCK PROPHET *Summertime Thing (New West/Red Ink)*

Total Plays: 125, Total Stations: 14, Adds: 3

BRYAN FERRY *Goddess Of Love (Virgin)*

Total Plays: 116, Total Stations: 10, Adds: 0

MAIA SHARP *Willing To Burn (Concord)*

Total Plays: 112, Total Stations: 12, Adds: 2

MARAH *Float Away (E-Squared/Artemis)*

Total Plays: 111, Total Stations: 13, Adds: 1

ANGELIQUE KIDJO *Iwoya (Columbia)*

Total Plays: 100, Total Stations: 11, Adds: 0

DAVID BOWIE *Slow Burn (Columbia)*

Total Plays: 95, Total Stations: 8, Adds: 1

Songs ranked by total plays

Most Added®

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ARTIST TITLE LABEL(S)	ADDS
HOWIE DAY <i>Ghost (Epic)</i>	7
NORAH JONES <i>Don't Know Why (Blue Note)</i>	4
DROPLINE <i>Fly Away From Here (...Day) (143/Reprise)</i>	4
JOHN MAYER <i>Your Body Is A Wonderland (Aware/Columbia)</i>	4
VAN MORRISON <i>Down The Road (Universal)</i>	4
CHUCK PROPHET <i>Summertime Thing (New West/Red Ink)</i>	3
NEIL FINN <i>Driving Me Mad (Nettwerk)</i>	3
ROBERT PLANT <i>Darkness, Darkness (Universal)</i>	3
ED HARCOURT <i>Apple Of My Eye (Capitol)</i>	3
ABRA MOORE <i>First Date (J)</i>	3

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
JOHN MAYER <i>Your Body Is A Wonderland (Aware/Columbia)</i>	+89
RED HOT CHILI PEPPERS <i>By The Way (Warner Bros.)</i>	+78
ALANIS MORISSETTE <i>Precious... (Maverick/Reprise)</i>	+61
NORAH JONES <i>Don't Know Why (Blue Note)</i>	+48
ROBERT PLANT <i>Darkness, Darkness (Universal)</i>	+46
CHRIS ISAAK <i>One Day (Reprise)</i>	+32
OASIS <i>Stop Crying Your Heart Out (Epic)</i>	+32
COUNTING CROWS <i>American Girls (Geffen/Interscope)</i>	+30
DROPLINE <i>Fly Away From Here (...Day) (143/Reprise)</i>	+30
VAN MORRISON <i>Down The Road (Universal)</i>	+30
COCO MONTOYA <i>Something About You (Alligator)</i>	+27

EDITOR'S NOTE: Please be aware that some artists were adversely affected by the loss of WRNR as a monitored station and some spins were inadvertently left out. The following artists and songs would have had a bullet:

Jack Johnson "Flake"

Dave Matthews Band "Where Are You Going"

Lenny Kravitz "Stillness Of Heart"

Moby "We Are All Made Of Stars"

Shannon McNally "Now That I Know"

Luce "Good Day"

Wilco "Heavy Metal Drummer"

Everything will be back to normal next week

—John Schoenberger, Triple A Editor

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Triple A Top 30 Indicator

June 14, 2002

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	TREY ANASTASIO Alive Again (Elektra/EEG)	316	+9	7651	12	20/0
5	2	DAVE MATTHEWS BAND Where Are You Going (RCA)	263	+14	5534	4	18/0
9	3	ELVIS COSTELLO Tear Off Your Own Head... (Island/IDJMG)	260	+40	7860	15	19/0
6	4	COUNTING CROWS American Girls (Geffen/Interscope)	255	+19	5513	4	18/0
3	5	BONNIE RAITT I Can't Help You Now (Capitol)	253	-30	6458	17	18/0
2	6	SHERYL CROW Soak Up The Sun (A&M/Interscope)	253	-31	5234	18	18/0
10	7	MOBY We Are All Made Of Stars (V2)	234	+18	7038	11	18/0
8	8	WILCO Heavy Metal Drummer (Nonesuch)	232	+11	7075	12	18/0
4	9	NEIL YOUNG Differently (Reprise)	215	-56	6436	14	18/0
12	10	MAIA SHARP Willing To Burn (Concord)	208	+3	5685	9	20/0
11	11	LOS LOBOS Hearts Of Stone (Mammoth)	201	-12	8509	8	18/0
14	12	CHUCK PROPHET Summertime Thing (New West/Red Ink)	197	+14	6569	6	17/1
18	13	INDIGO GIRLS Become You (Epic)	191	+29	6209	2	17/0
15	14	PATTY GRIFFIN Rain (ATO)	190	+8	7718	12	16/0
7	15	JACK JOHNSON Flake (Envy/Universal)	187	-39	4905	19	13/0
19	16	BRYAN FERRY Goddess Of Love (Virgin)	186	+29	5205	3	18/0
13	17	VAN MDRRISSON Hey Mr. DJ (Universal)	183	-16	6109	8	17/0
17	18	NORAH JONES Don't Know Why (Blue Note)	178	+6	5449	11	15/1
25	19	NEIL FINN Driving Me Mad (Nettwerk)	167	+29	4503	4	20/1
16	20	MARK KNOPFLER He's The Man (Warner Bros.)	161	-12	3730	6	17/0
21	21	GOO GOO DOLLS Here Is Gone (Warner Bros.)	151	-6	2101	14	8/0
29	22	LUCE Good Day (Nettwerk)	142	+13	3204	4	15/0
20	23	SHANNON MCNALLY Now That I Know (Capitol)	139	-18	3190	14	14/0
22	24	JEB LOY NICHOLS They Don't Know (Rykodisc)	138	-11	5407	11	16/0
23	25	RUSTED ROOT Welcome To My Party (Island/IDJMG)	137	-5	3687	9	15/0
28	26	CHRIS ISAACA One Day (Reprise)	131	+2	4735	2	14/1
27	27	ANGELIQUE KIDJO Iwoya (Columbia)	131	-5	4393	4	14/0
Debut	28	DAVID BOWIE Slow Burn (Columbia)	130	+24	4296	1	16/2
29	29	BADLY DRAWN BOY Something To Talk About (XL/ARTISTdirect)	120	+1	5193	2	15/0
30	30	GOMEZ Detroit Swing 66 (Hut/Virgin)	111	-9	5169	7	12/1

21 Triple A Indicator Reports. Songs ranked by total plays for the airplay week of Sunday 6/2-Saturday 6/8. © 2002, R&R Inc.

Most Added

ARTIST TITLE LABEL(S)	ADDS
EELS Fresh Feeling (DreamWorks)	9
HOWIE DAY Ghost (Epic)	9
ED HARCOURT Apple Of My Eye (Capitol)	6
FLAMING LIPS Do You Realize? (Warner Bros.)	5
ABRA MOORE First Date (J)	4
GARRISON STARR 5 Minutes (Back Porch/Virgin)	3
DAVID BOWIE Slow Burn (Columbia)	2
ROBERT PLANT Darkness, Darkness (Universal)	2
JOHN MAYER Your Body Is A... (Aware/Columbia)	2
JULIA FORDHAM F/INDIA.ARIE Concrete Love (Vanguard)	2
JORMA KAUKONEN Blue Railroad Train (Columbia)	2

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
ROBERT PLANT Darkness, Darkness (Universal)	+56
ELVIS COSTELLO Tear Off Your... (Island/IDJMG)	+40
JDHN MAYER Your Body Is A... (Aware/Columbia)	+30
NEIL FINN Driving Me Mad (Nettwerk)	+29
BRYAN FERRY Goddess Of Love (Virgin)	+29
INDIGO GIRLS Become You (Epic)	+29
DASIS Stop Crying Your Heart Out (Epic)	+27
DAVID BOWIE Slow Burn (Columbia)	+24
PHIL LESH Night Of A Thousand Stars (Columbia)	+23
COCO MONTOYA Something About You (Alligator)	+22
JULIA FORDHAM F/INDIA.ARIE Concrete Love (Vanguard)	+21
RED HOT CHILI PEPPERS By The Way (Warner Bros.)	+20
COUNTING CROWS American Girls (Geffen/Interscope)	+19
MOBY We Are All Made Of Stars (V2)	+18
RYAN ADAMS Answering Bell (Lost Highway/IDJMG)	+18
ALANIS MORISSETTE Precious... (Maverick/Reprise)	+18
ROMAN CANDLE You Don't Belong... (Outlook)	+18
DOVES There Goes The Fear (Capitol)	+16
DAVE MATTHEWS BAND Where Are You Going (RCA)	+14
CHUCK PROPHET Summertime Thing (New West/Red Ink)	+14
RUBYHORSE Sparkle (Island/IDJMG)	+14
LUCE Good Day (Nettwerk)	+13

Reporters

WAPS/Wron, OH PD/MD: Bill Grober 1 ABRA MOORE "First Date" 2 HOWIE DAY "Ghost" 3 KID ROCK "Bad Religion" 4 KID ROCK "Bad Religion" KTZD/Albuquerque, NM * PD: Scott Souhrada MD: Dan Kelley No Adds KGR/Austin, TX * PD: Judy Deabing MD: Susan Castle 1 MICHELLE BRACKEN "Amazing" 2 COOKE "The Way You Look Tonight" 3 STANLEY SMITH "Sweet" WRNR/Baltimore, MD * DM: Joe Peterson PD: Alex Corlright MD: Damian Einstein 1 ELS "First" 2 ED HARCOURT "Eye" 3 HOWIE DAY "Ghost" KRVB/Rose, ID * DM/MD: Dan McCoily NOVA DAY "Sweet" WBOS/Boston, MA * PD: Chris Herrmann APD/MD: Michele Williams 1 HOWIE DAY "Ghost" 2 MIGHTY OR "Lungs" 3 ROBERT PLANT "Darkness" WXRV/Boston, MA * PD: Joanne Deedy MD: Dana Marshall No Adds CKEY/Buffalo, NY * DM/MD: Rob White MD: Mike Stokely OASIS "Heart" WNCS/Burlington, VT APD: Eric Thomas MD: Mark Abuzahab 1 ELS "First" 2 ABRA MOORE "First" WMWY/Cape Cod, MA PD/MD: Barbara Dacey 1 ED HARCOURT "Eye" WDOD/Charlottesville, TN * DM/MD: Danny Howard 1 BOB CANINE "Fear" 2 ROBERT PLANT "Darkness" WKRT/Chicago, IL * PD: Norm Winer APD/MD: John Farneda 1 ED HARCOURT "Eye" 2 VAN HALEN "Rock On" 3 CONNOR "Rock On" 4 CHUCK PROPHET "Thing" 5 GARCIA "Rock On" KBKR/Columbia, MD PD/MD: Lana Iretzie No Adds KBCD/Denver-Boulder, CO * PD: Scott Arbouh MD: Keefer 1 VAN HALEN "Rock On" 2 ED HARCOURT "Eye" PD: Judy Adams MD: Martin Bandtke AM: Chuck Horn 1 ABRA MOORE "First" 2 ELS "First"	WVOD/Elizabeth City, NC PD: Matt Grover MD: Tad Abbey 1 ROBERT PLANT "Darkness" 2 VAN HALEN "Rock On" WNCV/Greenville, SC PD: Mark Keefe APD/MD: Kim Clark 1 ED HARCOURT "Eye" 2 DAVID SOWE "Burn" 3 DAVID SOWE "Burn" 4 NEIL FINN "Driving" 5 JORMA KAUKONEN "Train" 6 JERRY ZEPP "Rock" WTSS/Indianapolis, IN * MD: Brad Holtz 1 ABRA MOORE "First" 2 CHRIS ISACA "One" WOK/Knoxville, TN * PD: Shane Cox MD: Sarah McClane KMTN/Jackson, WY PD/MD: Mark Fishman 1 ABRA MOORE "First" 2 ED HARCOURT "Eye" 3 HOWIE DAY "Ghost" WFKP/Louisville, KY PD: Dan Reed APD: Stacy Owen 1 HOWIE DAY "Ghost" 2 ELS "First" 3 FLAMING LIPS "Rock On" 4 FORDHAM/FINDIA.ARIE "Concrete" 5 ED HARCOURT "Eye" KTCB/Kansas City, MO PD: Jon Hart MD: Bryan Johnson 1 GARRISON STARR "5 Minutes" 2 RYAN ADAMS "Bell" WMMW/Madison, WI * PD/MD: Tom Teuber 1 GARCIA "Rock On" 2 DAVID SOWE "Burn" 3 DAVID SOWE "Burn" WMPS/Memphis, TN * PD/MD: Alexandra Inzer 1 LOS COCHES "Heart" 2 BONNIE RAITT "I Can't Help You Now" 3 COUNTING CROWS "American" 4 DAVE MATTHEWS BAND "Where Are You Going" 5 JONHAY "Train" 6 DAVID SOWE "Burn" 7 DAVID SOWE "Burn" 8 NEIL FINN "Driving" 9 JONHAY "Train" 10 TREY ANASTASIO "Alive" 11 ED HARCOURT "Eye" 12 ED HARCOURT "Eye" 13 ED HARCOURT "Eye" 14 ED HARCOURT "Eye" 15 ED HARCOURT "Eye" 16 ED HARCOURT "Eye" 17 ED HARCOURT "Eye" 18 ED HARCOURT "Eye" 19 ED HARCOURT "Eye" 20 ED HARCOURT "Eye" WRLT/Nashville, TN * DM/MD: David Hall APD/MD: Keith Coes 1 ED HARCOURT "Eye" 2 NEIL FINN "Driving" 3 VAN HALEN "Rock On" 4 CHUCK PROPHET "Thing" WFUV/New York, NY PD: Chuck Singleton MD: Rita Houston AM: Russ Berris 1 ED HARCOURT "Eye" 2 VAN HALEN "Rock On" 3 FLAMING LIPS "Rock On" 4 HOWIE DAY "Ghost" 5 NEIL FINN "Driving" WKOC/Norfolk, VA * PD: Paul Shugree MD: Kristen Croft 1 MICHELLE BRACKEN "Amazing" 2 ABRA MOORE "First"	KCTC/Minneapolis, MN * PD: Sara MacLach APD/MD: Mike Wolf 1 VAN HALEN "Rock On" WGVM/Minneapolis, MN * DM: Dave Hamilton PD: Jeff Collins 1 TREY ANASTASIO "Alive" 2 SHERYL CROW "Soak Up The Sun" 3 DORIS "Love" 4 MOBY "Stars" 5 NEIL FINN "Driving" 6 COUNTING CROWS "American" 7 DAVE MATTHEWS BAND "Where Are You Going" 8 JONHAY "Train" 9 JONHAY "Train" 10 JONHAY "Train" 11 SHERYL CROW "Soak Up The Sun" 12 RYAN ADAMS "Bell" 13 ABRA MOORE "First" 14 WYCLEF JEAN "Rock On" 15 WYCLEF JEAN "Rock On" 16 WYCLEF JEAN "Rock On" 17 WYCLEF JEAN "Rock On" 18 WYCLEF JEAN "Rock On" 19 WYCLEF JEAN "Rock On" 20 WYCLEF JEAN "Rock On" WCLT/Portland, ME PD: Herb Ivy MD: Brian James JONHAY "Train" KINK/Portland, OR * PD: Dennis Constantine MD: Kevin Welch 1 WYCLEF JEAN "Rock On" 2 JONHAY "Train" 3 JONHAY "Train" WDSY/Poughkeepsie, NY PD: Greg Cattine APD: Christine Martinez MD: Roger Howell 1 RED HOT CHILI PEPPERS "By The Way" 2 ROBERT PLANT "Darkness" 3 ELS "First" 4 CONNOR "Rock On" KTNH/Reno, NV * PD: Harry Reynolds MD: Dave Harold 1 VAN HALEN "Rock On" 2 VAN HALEN "Rock On" 3 VAN HALEN "Rock On" KENZ/Salt Lake City, UT * DM/MD: Bruce Jones MD: Karl Bushman No Adds	KPRP/San Diego, CA * PD: Dana Shaleel 1 JONHAY "Train" KFOG/San Francisco, CA * PD: Dave Benson APD/MD: Haley Jones JONHAY "Train" KDTR/San Luis Obispo, CA PD: Drew Ross MD: Greg Pfifer 1 BADLY DRAWN BOY "Something To Talk About" 2 COOKE "The Way You Look Tonight" 3 BRUNO MARS "Just" 4 WYCLEF JEAN "Rock On" KRAC/Santa Fe, NM GM/MD: Ira Gordon PD: Brad Hockmeyer APD/MD: Michael Dean 1 ABRA MOORE "First" 2 ELS "First" 3 HOWIE DAY "Ghost" KRSH/Santa Rosa, CA * PD: Bill Bowker MD: Pam Long 1 DAVID SOWE "Burn" 2 ED HARCOURT "Eye" KMTT/Seattle-Tacoma, WA * GM/MD: Chris Mays APD/MD: Shawn Stewart No Adds KAEP/Spokane, WA * PD: Tim Center MD: Karl Bushman 1 HOWIE DAY "Ghost" 2 VAN HALEN "Rock On" 3 BUSH WALKER "Way" WRNX/Springfield, MA * PD: Tom Davis MD: Dennis Mierheuse 1 HOWIE DAY "Ghost" 2 ELS "First" 3 ABRA MOORE "First"
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The Power Of Mentors

Continued from Page 100

When I heard that Suzanne was hiring at Verve, I bailed out of my job early one day (which was next to impossible) and went to see her. I will never forget how scared I was to meet this famous character. About two minutes into the interview she smiled that same way and said, "Don't be afraid. I won't tell anyone you're here. Tell me what you want to do."

All I could muster was, "Promotion." She said, "That's good. I can help with that." Nearly five years later Suzanne has done more than help; she has taught me everything single thing I know, and she teaches me every new nearly every moment we are together. She has an unbelievable way of bringing out the best in her staff. Every time I have ever put in 200%, it is not only for my own satisfaction, but also because Suzanne deserves it. I trust her, depend on her and cherish her as a mentor and friend.

Rick Williams

KOTR/San Luis Obispo, CA

As a kid just out of high school and a major rock 'n' roll fan who'd listened to lots of radio but had never even fleetingly considered it as a career, I met a guy a little older than me who was working his first radio job. Charlie Fox, even then, had the pipes and the chops of the major-market talent he would become. He clearly demonstrated what real professionalism was about.

I'd watch him work — always thinking ahead, always knowing where he was going, never underestimating or talking down to his audience, always running a tight board and constantly maintaining respect and consideration for his co-workers. This guy showed me what a real pro was, early on.

Two other jocks with whom I never worked but who were mentors nevertheless were B. Mitchell Reed, who was at KPPC and then KMET in Los Angeles, and Jimmy Rabbit at KMET. Each was a joy to listen to and, back then, an on-air role model.

***Monitored Reporters**
 49 Total Reporters

28 Total Monitored

21 Total Indicator

New Reporters (2):
 WGVM/Minneapolis, MN

Note: WRNR/Baltimore, MD moves from Monitored to Indicator reporter.
 WMPMS/Memphis, TN moves from Indicator to Monitored reporter.

ON THE RECORD

Rev. Keith Coes
Asst. PD/MD, WRLT
(Lightning 100)/Nashville



Atkins. WRLT is proud to count Mark as a Lightning 100 fan.

Mark Knopfler's "He's the Man" is a perfect song for us. It's instantly familiar, with his voice and guitar style. Not many artists in this format (or any format) have been doing stellar work for 20-plus years. Lightning 100 has been a big supporter of Mark and Dire Straits for years. He has done some great soundtracks along the way, including the new *A Shot at Glory*. • Mark was in town several weeks ago to finish recording his next

CD, which is due for a fall release on Warner Bros. While he was here, I had the opportunity to sit down and chat with him. What a great guy! He spends a lot of time in Nashville, and his band includes several great local players. We spoke about some of his favorite local artists, including Gillian Welch and David Rawlings. Mark has been coming to town for years, as he did a lot of work with the late Chet

To get started, with the new additions of WGVX/Minneapolis and WMPS/Memphis, we now have 28 monitored stations on the panel; and with WRNR/Baltimore moving to the indicator panel, we remain at 21 stations. That makes 49 total reporting stations! ... Most Added this week was a free-for-all: Howie Day was No. 1 overall with 16 adds, The Eels and Ed Harcourt each had a total of nine, Abra Moore had seven, and Flaming Lips had five ... Norah Jones, John Mayer, Dropline, Neil Finn, Chuck Prophet and Robert Plant closed some important holes ... On the monitored airplay chart, Jack Johnson slips back into the No. 1 slot for the second time, Dave Matthews Band go to No. 2, Counting Crows climb to 4*, Jimmy Eat World hold at 6*, and Trey Anastasio and Norah Jones move into the top 10 at 8* and 9*, respectively ... Chris Isaak gains 28*-24*, and Los Lobos climb 27*-25* ... Mayer debuts at 19* (he's the top spin gainer this week too), Dropline debut at 20*, Rubyhorse and Red Hot Chili Peppers also debut ... On the indicator chart, Anastasio holds at 1* for the fourth week, DMB go 5*-2*, and Elvis Costello jumps 9*-3*. Crows increase 6*-4*, Moby gains 10*-7*, Wilco hold at 8*, and Maia Sharp cracks the top 10 at 10* ... Big jumpers include Prophet (14*-12*) Bryan Ferry (19*-16*), Finn (25*-19*) and Luce (29*-22*) ... David Bowie and Badly Drawn Boy debut.



— John Schoenberger, Triple A Editor

AAA ARTIST

OF THE WEEK

ARTIST: Bryan Ferry

LABEL: Virgin

By JOHN SCHOENBERGER / TRIPLE A EDITOR



Bryan Ferry

As a founding member of the art rock outfit Roxy Music, Bryan Ferry distinguished himself from his contemporaries as an avant-garde frontman and stylish visionary. Even while Roxy Music was active, Ferry stepped out on his own with a handful of solo releases. Those early projects were primarily a showcase for Ferry to deliver thoughtful and unique interpretations of tunes by other artists.

In 1985 he released his first "official" solo album after the breakup of Roxy Music, *Boys and Girls*. This proved to be a model for most of his endeavors to follow — a mixture of textures and moods borrowing heavily from the sound Roxy Music forged with albums such as *Flesh+Blood* and *Avalon*. *Bete Noir* followed in 1987, *Taxi* in 1993, *Manouna* in 1994 and his rendition of '30s classics, *As Time Goes By*, in 1999.

In 2000 the unimaginable happened when Ferry joined Andy Mackay and Phil Manzanera for a Roxy Music reunion tour. The excitement of this tour and Ferry's desire to record some new original material were the catalyst for his latest effort, *Frantic*.

"I having touched on the '30s with *As Time Goes By*, this time I wanted to do something quite different and make a guitar-based album with a direct, live feel," he says. "The title *Frantic* comes from a lyric that didn't end up on the album but seemed to me a good title for this record. It's been a hectic couple of years for me, both touring and recording, and the mood in which this album was created was nothing if not frantic."

In typical Ferry fashion, he's chosen some cover tunes for the album, including the Bob Dylan tracks "It's All Over Now Baby Blue" and "Don't Think Twice, It's Alright" (on which Ferry plays harmonica). In addition, he offers renditions of Leadbelly's "Goodnight Irene," the

Willie Nix blues classic "Goin' Down" and "One Way Love," made famous by The Drifters.

"I always find Bob Dylan's songs very poetic, and 'Don't Think Twice' was done very simply and live, which is quite unusual these days for me," Ferry says. "I'm always building these collages of sound. But it was great, as a singer, not to have to compete with a hundred other instruments."

Almost half of the new material came from sessions Ferry did with former Eurythmic's guru Dave Stewart in 1999, such as "Crue!" and the first single, "Goddess of Love," which was inspired by Marilyn Monroe. Rhett Davies, along with Ferry and Colin Good, shared most of the other production chores, aided by Robin Trower on the Leadbelly tune and "I Thought" (which was co-written by Brian Eno, who also added keys and vocals to the track).

"It was great to take the energy of that tour and some of the players and ride on it," Ferry says. "Colin Good, the pianist on the tour, produced the album with Rhett Davies, and we re-worked and remixed some stuff I'd initially done with Dave Stewart. For me to write something sparked by Monroe was long overdue — she was the ultimate goddess of the silver screen."

Ferry will be touring throughout the world this summer. Look for him to hit the States later this year.

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Uniqueness Equals Success

□ WMHK/Columbia, SC draws on research to impact market

Every so often one comes across a station that's so unique that it shines so bright that you almost have to hide your eyes. WMHK/Columbia, SC is such a station. WMHK rarely does things by the book and operates as if there were no other stations in its market. Of course, WMHK studies the community long and hard, but it strives hard not to limit itself or its listeners' desires.

This week WMHK PD Tom Greene gives us a glimpse inside the station's success since it embarked on its current path five years ago. "At first we were pretty much a middle-of-the-road Christian AC," he says. "But over the past few years we've begun to lean a little more toward the Hot AC side of things. We've also tightened the focus on our target audience, narrowing the window to 25-to-44-year-old females.

"Since the format change to AC in 1997, we have seen consistent audience growth. In the fall 2001 ratings period, WMHK had the largest audience in its history with over 77,000 listeners each week. We are also top 10 in Florence, SC. When you factor in the listeners we have in that market, our total weekly cume for fall 2001 was over 105,000."

WMHK's dominance in the Columbia, SC market was first shown to R&R readers in April's Christian special, which featured a Media Audit survey that touched on the station's ratings performance. Greene says the station's motto — market wide, program narrow — says it all when it comes to WMHK's success. "We spend about 15% of our budget on marketing and promotions," he explains. "We only test our music on females 28-42; we have invested heavily in studying our market and our listeners' likes and desires.

"We study our competitors. They would be surprised to know how much we know about their music rotations and their own listeners' preferences. We are continually striving to make everything we do on the air relevant to our target listener. We've seen it proven again and again that the more you focus your programming, the more the audience grows.

"Our change in format from Inspirational to AC in 1997 was our first major step in this direction. Since then, we have worked constantly to fine-tune everything we do to appeal to our target listener. It boils down to giving the listeners what they tell us they want and doing it with excellence."

Family-Safe Programming

Greene and his staff certainly know the importance of surveys, research and giving the community what it wants out of a radio station — especially the female listeners. "Several

surveys in recent months have shown how important family-safe programming is to radio listeners," he says.

"In the Arbitron study 'What Women Want,' I was particularly struck by the fact that even women who don't have children felt that it was important for the programming on radio to be something they could listen to with kids. Offensive material on the radio is a major tune-out factor, even among those in the 18-24-year-old range.

"All Christian stations have a built-in advantage in this area. It's something we do naturally. We just need to highlight the fact that we do it and reinforce that image in listeners' minds.

"We've gone to great lengths to be a radio station that is safe for the whole family. We have a 'clean air promise' promo spot that runs on the air regularly and is also on our website. We are a station that young families can enjoy together, and that is becoming more and more important to people."

Marketing Success

One of the difficulties of being a noncommercial station is self-promotion and marketing. Many Christian stations don't take this area seriously or even bring it up for discussion. Some even believe that the message itself will draw people in and increase listenership. WMHK knows what it needs to do to penetrate the community, however, and has therefore taken a more aggressive approach in its marketing.

"Last spring we hired a guy who had been handling audience development for the local NBC-TV affiliate," Greene says. "He has 20 years of experience in this field and has really kept us busy the past few months. We've marketed ourselves using TV, outdoor and direct-mail advertising, as well as e-mail marketing tools.

"We've also received a lot of TV coverage on events we've done. A perfect example of that was our annual open house, held during the summer. We received coverage on the three big networks. In December we presented a Concert of Caring with Newsong and some special guests. The cost of admission was the donation of canned food items for the local Harvest Hope food bank.

"We have a major presence at the South Carolina State Fair each year. In

addition to exposing the station to the 600,000-plus people who attend the fair over its 10 days, we've also sponsored two nights of Christian concerts in the grandstand the last couple of years.

"We've also sponsored Christian concerts with the local minor league baseball team. Those nights have drawn bigger crowds than opening day. These events are great marketing opportunities because they are not specifically Christian events. You have the opportunity to get your station in front of the people who need it the most."

The Unique Money Factor

WMHK is the envy of noncomms the world over. Greene describes how it's been able to generate lots of financial support from its listeners: "We are 100% listener supported. Amazingly, we don't do share-a-thons or grant announcements on the air. God has chosen to provide for this ministry by the outpouring of kindness from his people.

"We let people know we're listener-supported by running a regular schedule of creative, well-produced spots. Near the end of our fiscal year we increase the rotation of these spots and include regular updates of how much money is still needed to finish our year fully funded.

"We traditionally end our fiscal year with a huge open house celebration. We invite our listeners out to the station for food, fun and fellowship. It's an event that families can enjoy together. It's also an opportunity for them to make year-end donations, if they desire. Last year, 4,000 people came out to help us celebrate. This year's event will take place June 28 and feature a free concert starring Russ Lee.

"For almost 26 years this ministry has been 100% listener-supported. We're in an unprecedented economic climate this year, but we are praying that God will provide for our needs once again, and we are seeing our people respond."

There are some dramatic advantages to being a noncommercial radio station. One of those is the fact that WMHK airs 55 minutes of continuous music every hour during weekdays. It plays only one stopset an hour, with only three spots per set.

"I don't know many commercial

"Offensive material on the radio is a major tune-out factor, even among those in the 18-24-year-old range."

stations that could afford to do that," Greene says. "We heavily promote our more-music image through liners, jingles and sweepers. It's not uncommon for most of our commercial competitors to be airing commercials while we're still playing songs."

Research Rules

Greene has been involved in the radio industry for several years, and he has an interesting perspective on today's Christian radio. "There was somewhat of a herd mentality in Christian radio in the past," he says. "That is changing, but I believe there are still some stations that simply try to copy what other stations are doing.

"You've got to learn your own market and program to your own listeners. Certainly, there are things that translate from market to market, but the focus has to be on the people who listen to your station every day and live in your community.

"More stations need to be involved in research. Use it to get to know your listeners. Use it to adjust music rotations. But be careful not to over-research things. Audience and music research are great tools to have in your box, because they help eliminate the guesswork. Its great to know that you're playing the songs your listeners have told you they want to hear. But to know what your listeners want to hear, you've got to ask them."

Greene says that WMHK invests heavily in several forms of research in order to ensure that the station is meeting listeners' needs. "One thing we've done since 1999, which hasn't always been popular in our industry, is testing new music with focus groups," he says.

"We would gather 30-40 listeners together and buy dinner and play some new songs for them. We'd ask for their opinion on which songs they might like to hear on the radio. It's been a useful tool in helping us select which new songs to add.

"We're continuing to do this type of research, but instead of gathering the participants at a restaurant, we are now mailing cassette tapes to them each month. We've also used callout over the last couple of years to make sure that we're playing the right currents and playing them the right amount of times.

"Late last year we began testing our currents on the Internet. Online music testing is an incredibly useful tool. We're also testing our gold library in an annual auditorium test."

Looking To The Future

As WMHK looks to the future, what does Greene have up his sleeve? What would his staff like to accomplish over the next few years? "One thing I love about this business is that it is never boring," he says. "You never arrive at a point and then sit back and coast.

"We will continue to study our market and our listeners and use every means at our disposal to give them what they want within the context of our mission. I hope to have a perceptual study conducted in the next year that would allow us to study our P2 and P3 listeners and find out what they want from a station like ours.

"These people are our harvest group — people who are Christians yet don't listen to Christian radio and may not even attend church on a regular basis. I want to see us reach these people."

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Salem Acquires Crosswalk.com For \$4.1 Million

By Lizza Connor
lconnor@ccmcom.com

In a move to broaden its faith-based audience, religious-broadcasting leader Salem Communications (owner of THE CCM UPDATE) signed a letter of intent last week to purchase the Internet portal Crosswalk.com, a leading online resource for the Christian and family-friendly community, for \$4.1 million. Crosswalk.com provides news, entertainment, Bible-study tools and more to an audience that logged over 15 million e-mail views and more than a million average monthly page views in the first quarter of 2002.

Crosswalk.com joins Salem holdings that include publishing arm CCM Communications, Christian-radio content provider OnePlace.com, 83 radio stations and the Salem Radio Network, which has more than 1,600 affiliates nationwide. Salem President/CEO Edward Atsinger says Salem's acquisition of Crosswalk.com will



Jim Cumbee

immediately help Salem "better deliver our ministries' and advertisers' messages to the faith-based audience." He adds, "It gives us the economy of scale to take advantage of the Internet's continued growth." According to Atsinger, Crosswalk.com will begin contributing to Salem's cash flow almost

For the time being, the Chantilly, VA-based Crosswalk.com will retain an identity separate from OnePlace.com, which offers audio streaming of more than 35 Salem stations and 130 ministry programs. Salem President/Nonbroadcast Media Jim Cumbee tells THE CCM UPDATE that Crosswalk.com will serve as a home for text content that will be cross-utilized in other Salem print and online ventures.

Cumbee says, "OnePlace will be more like Sunday morning, with a ministry 'speak and view' one-dimensional conversation, and Crosswalk will be more like a midweek service — more information, more community-driven and a chance for users to talk back to the ministries."

Salem will maintain such Crosswalk.com hot spots as news and entertainment coverage, but, Cumbee

says, users will see a notable change in the presentation. He projects a site redesign by Sept. 1.

While the heavy traffic at Crosswalk.com was a large part of the draw for Salem, the web portal's strategic advertising relationships with such market leaders as America Online were also part of the attraction, Cumbee says. Most of those ties will remain intact with the ownership transfer.

Crosswalk's plans for now are to continue its off-line advertising business, which currently serves more than 50 advertisers and 225,000 churches. The company's 2001 revenues totaled more than \$4.5 million, down 29% from the previous year's \$6.3 million.

Salem plans to move some of the current 25-member Crosswalk staff to either OnePlace's Richmond of-

ice or CCM Communications' Nashville office, but details are still in the works, Cumbee says.

The Crosswalk.com acquisition comes on the heels of Salem Communications' first-quarter earnings release, which showed a 17% increase in net broadcasting revenue, to \$35.5 million, up from \$30.1 million in the same period a year ago. Crosswalk.com joins other recent Salem acquisitions including KKFS-FM/Sacramento; KIKN-AM/Port Angeles, WA; and KFIS-FM/Portland, OR.

Talk back to CCM

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

E-mail:

lconnor@ccmcom.com

Good Works: Christian Radio Offers Mission Trips With Artists

Most Christian radio stations offer devotions and prayer support to their listeners and conduct fund-raisers for the needy, but this summer some stations are taking their ministries to a new level and inviting artists to join them on listener-attended mission trips.

WAY-FM Media Group is taking its fifth trip, an excursion to Ecuador with Rocketown artist Shaun Groves and a group of around 90 people, in August. The group will travel to the town of Otovala to add two or three classrooms to a school building that was built by the WAY-FM group in 1998, on its first mission trip. This year's excursion will also involve outreach and a free concert by Groves for the locals.

According to WAY-FM COO Dusty Rhodes, bringing along an artist is a huge plus for all the parties involved because it adds the stamp of the station to the trip, serves as extra motivation for listeners and provides free radio promotion for the artist. "This whole trip helps deepen the bond between the listeners and their radio station," he says. "So if you're attracting your target audience on these trips, that's an added plus, because you're going to deepen your relationship with them and the artist."

For Groves, who is bringing his

father on the trip, going to Ecuador is an opportunity he has wanted for



Dusty Rhodes

some time. "The truth is, there's a world out there that hates God because those who claim to love God haven't loved Him," Groves tells THE CCM UPDATE. "This is an opportunity to do that — to love people we don't even know by meeting a physical need of theirs."

Rhodes says his desire to develop a listener mission trip grew from his personal experience on a trip to Bangladesh years ago. He says, "That was a turning point in my life, to realize how most of the world lives. When I came back, I wondered if there would be radio listeners who would be willing to pay their own way, take vacation time and go to a foreign country and give of themselves for a week."

Rhodes' hopes were realized in 1998, when WAY-FM's WAYF/West Palm Beach partnered with Minneapolis-based World Servants, an orga-

nization that plans and conducts mission trips for groups, and took its first trip to Ecuador, accompanied by Word artist Erin O'Donnell. WAY-FM stations traveled to the Dominican Republic with Gotee's Jennifer Knapp in 1999, to Mexico with Steve Wiggins of Big Tent Revival in 2000, and last year a group went to Kosovo.

Other stations are now jumping on the bandwagon. KSBJ-FM/Houston is partnering with World Servants to take its first listener-attended mission trip to the Dominican Republic, with Word's Jaci Velasquez. The trip will involve approximately 100 listeners, who will rebuild two existing churches and build a third floor on a Christian school, and will include a local outreach ministry. KSBJ Director/Promotions Jason Ray says he got the idea for the listener trip from WAY-FM's trip with Jennifer Knapp in 1999.

Although this is the first year listeners will attend its mission trip, KSBJ has been involved in local and international ministry for three years now through its Summer of Love promotion. Summer of Love involves international and local ministries, including this year's local project, partnering with Habitat for Humanity to build homes.

According to Rhodes, offering ministry outlets or mission trips establishes a deep connection between lis-

teners and stations, and that connection can have positive results in other, unexpected places. He says he has seen listeners who were not donors come back from a trip and begin supporting the station. While he says money is not a motivating factor in planning the trips, Rhodes notes, "When you give them something that gives significance to listeners' lives, they want to thank you, and sometimes that's how they do it."

The most encouraging aspect of the trips, Rhodes says, is how listen-

ers and staffers alike return from them changed. "When they go over, the listeners think they're going over there to help these little poor people and come away feeling good about it. But we get blessed and invested in ourselves by the local believers. Sometimes God wants us to be in that position, where we're vulnerable and open to learning new things, and it's a powerful way to allow God to accelerate your growth for just that period of time when you're on that trip."

— Stephanie Ottosen

In The News....

- In order to strengthen its artist-development efforts, Nashville-based **Alabaster Arts** absorbs its wholly owned artist-booking company, **TKO Agency**, effective immediately. Since Alabaster's purchase of TKO (formerly Davdon Artist Agency), it has served such artists as Reilient K, L.A. Symphony, John Reuben, Ace Troubleshooter and Cadet. Over the past year Alabaster's core artist-management roster has grown to include The O.C. Supertones, Paul Colman Trio, The Elms and Katy Hudson.

- Two recent fund-raising projects by new Contemporary Christian **WFZH (The Fish)/Milwaukee** have raised more than \$100,000 to assist disadvantaged people. Fifteen homes will be erected in Jamaica by the international Food for the Poor organization, thanks to The Fish's April 30 Homes of Hope Radiothon. Funds raised through WFZH's recent Loaves From The Fish fund drives will go toward building bakeries in Afghanistan to feed refugees.

- Online Rock station **WebRock.net** announces a long-term sponsorship of the Agape Farm, PA-based Creation Festival, which draws 30-40 major Christian-music artists and speakers each year. The sponsorship includes an aggressive mix of Internet and radio marketing, as well as technology and staff support for the festival's Creation Radio. Creation Festival is the world's largest Christian music and worship festival, with nearly 80,000 in attendance each year.

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June 14, 2002

AC Top 30

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART
1	1	MARK SCHULTZ Back In His Arms Again (Word)	1659	-73	16
2	2	THIRD DAY It's Alright (Essential)	1652	+48	14
3	3	4HIM Surrender (Word)	1611	+12	14
4	4	STEVEN CURTIS CHAPMAN Magnificent... (Sparrow)	1559	+137	8
6	5	VOICES OF HOPE In God We Trust (Sparrow)	1310	+5	9
7	6	FREDDIE COLLOCA Savior My Savior (One Voice)	1211	-35	12
8	7	FFH Fly Away (Essential)	1195	+123	7
5	8	GINNY OWENS I Am (Rocketown)	1135	-216	19
10	9	BEBO NORMAN Holy Is Your Name (Essential)	1106	+49	13
11	10	NATALIE GRANT What Other Man (Curb)	1091	+47	14
13	11	ZOE GIRL Here And Now (Sparrow)	993	+60	11
15	12	SALVADOR Breathing Life (Word)	900	+46	6
16	13	NEWSONG Wide Open (Reunion)	869	+31	11
17	14	AUDIO ADRENALINE Ocean Floor (Forefront)	848	+151	4
9	15	RACHAEL LAMPA No Greater Love (Word)	829	-238	19
12	16	POINT OF GRACE You Will Never Walk Alone (Word)	770	-263	18
14	17	BROTHER'S KEEPER Take Me To The Cross (Ardent)	713	-170	19
18	18	JENNIFER KNAPP Say Won't You Say (Gotee)	695	+28	10
20	19	SONICFLOOD Write Your Name Upon My Heart (INO)	651	+48	8
22	20	AMY GRANT The River's Gonna Keep On Rolling (Word)	587	+45	4
19	21	WATERMARK Constant (Rocketown)	559	-67	13
25	22	SHAUN GROVES Move Me (Rocketown)	552	+76	3
26	23	REBECCA ST. JAMES Song Of Love (Forefront)	493	+64	3
23	24	NEWSBOYS It Is You (Sparrow)	477	-37	24
24	25	JACI VELASQUEZ In Green Pastures (Creative Trust)	468	-9	5
	Debut	26 JARS OF CLAY Fly (Essential)	461	+76	1
27	27	KATINAS Rejoice (Gotee)	460	+34	2
21	28	AVALON I Don't Want To Go (Sparrow)	450	-97	22
	Debut	29 NICOLE C. MULLEN Come Unto Me (Word)	437	+313	1
28	30	MERCY ME I Can Only Imagine (INO)	403	-16	33

54 AC reporters. Songs ranked by total plays for the airplay week of Sunday 6/2-Saturday 6/8.
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Inspo Top 20

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART
2	1	4HIM Surrender (Word)	335	+82	2
1	2	MARK SCHULTZ Back In His Arms Again (Word)	302	+37	2
3	3	JACI VELASQUEZ In Green Pastures (Creative Trust)	266	+54	2
4	4	GINNY OWENS I Am (Rocketown)	234	+44	2
8	5	STEVEN CURTIS CHAPMAN Magnificent... (Sparrow)	219	+60	2
6	6	NEWSONG Wide Open (Reunion)	215	+41	2
10	7	MICHAEL CARD Scribbling In The Sand (M2.0)	214	+62	2
7	8	STEVE GREEN The Pleasures Of The King (Sparrow)	174	+12	2
9	9	BROTHER'S KEEPER Take Me To The Cross (Ardent)	174	+21	2
5	10	POINT OF GRACE You Will Never Walk Alone (Word)	162	-27	2
19	11	VOICES OF HOPE In God We Trust (Sparrow)	146	+65	2
18	12	BOB CARLISLE You're Beautiful (Diadem)	136	+48	2
17	13	JASON INGRAM Restore Me (INO)	124	+32	2
11	14	JOHN TESH The Heart Of Worship (Garden City)	121	-7	2
15	15	MATTHEW WARD Wherever Love... (Discovery House)	119	+13	2
16	16	WATERMARK Constant (Rocketown)	115	+11	2
13	17	MARTINS Lord Most High (Spring Hill)	110	-5	2
20	18	WES KING There Is A God (Word)	108	+28	2
14	19	GO FISH You're My Little Girl (Inpop)	105	-2	2
	Debut	20 TIM HUGHES Here I Am To Worship (Worship Together)	104	+31	2

20 Inspo reporters. Songs ranked by total plays for the airplay week of Sunday 6/2-Saturday 6/8.
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Rhythmic Specialty Programming

RANK	ARTIST TITLE LABEL(S)
1	JOHN REUBEN Hindsight (Gotee)
2	ILL HARMONICS Take Two (Uprok)
3	TOBY MAC Irene (Forefront)
4	OJ MAJ I/DJ FORM 7 Factors (Gotee)
5	WOODY ROCK Believer (Gospo Centric)
6	NATALIE LARUE, T-BONE & OJ MAJ King Of My Life (Flicker)
7	KATINAS Dance (Gotee)
8	STACIE ORRICO Bounce Back (Forefront)
9	JAVEN Never Give Up On Love (Crown)
10	TRIN-I-TEE 5:7 Holla (Gospo Centric)

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CHR Top 30

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART
1	1	PAUL COLMAN TRIO Turn (Essential)	1093	+35	11
2	2	AUDIO ADRENALINE Rejoice (Forefront)	967	+2	13
3	3	THIRD DAY It's Alright (Essential)	886	+22	13
4	4	JEFF DEYO Let It Flow (Gotee)	812	+13	12
5	5	GINNY OWENS I Am (Rocketown)	759	-15	17
9	6	JENNIFER KNAPP Say Won't You Say (Gotee)	672	+56	10
8	7	TAIT Bonded (Forefront)	653	+21	11
7	8	STACIE ORRICO Bounce Back (Forefront)	627	-5	13
13	9	OUT OF EDEN Day Like Today (Gotee)	593	+73	7
12	10	BEBO NORMAN Holy Is Your Name (Essential)	573	+21	10
6	11	NEWSBOYS It Is You (Sparrow)	555	-117	24
14	12	ZOE GIRL Here And Now (Sparrow)	525	+8	8
11	13	RACHAEL LAMPA Savior Song (Word)	509	-62	16
10	14	SKILLET One Real Thing (Ardent)	481	-129	18
18	15	DAILY PLANET Flying Blind (Reunion)	467	+59	4
30	16	JARS OF CLAY Fly (Essential)	436	+129	2
15	17	ALL TOGETHER SEPARATE We Know (Ardent)	382	-72	7
26	18	SALVADOR Breathing Life (Word)	380	+38	2
22	19	TOBY MAC Irene (Forefront)	368	+3	3
19	20	STEVEN CURTIS CHAPMAN See The Glory (Sparrow)	361	-43	22
24	21	FREDDIE COLLOCA Savior My Savior (One Voice)	354	-4	7
16	22	PAUL ALAN Leaving Lonely (Aluminum)	341	-102	16
17	23	NATALIE LARUE, T-BONE & DJ MAJ King... (Flicker)	332	-107	19
20	24	BY THE TREE Invade My Soul (Fervent)	318	-57	18
29	25	RELIENT K For The Moments I Feel Faint (Gotee)	314	-3	8
21	26	MERCY ME I Can Only Imagine (INO)	314	-57	21
Debut	27	KEVIN MAX You (Forefront)	311	+5	1
23	28	REBECCA ST. JAMES Breathe (Forefront)	311	-50	24
Debut	29	FFH Fly Away (Essential)	300	+20	1
—	30	PHAT CHANCE Without You (Flicker)	298	-8	9

30 CHR reporters. Songs ranked by total plays for the airplay week of Sunday 6/2-Saturday 6/8. © 2002 Radio & Records.

Rock Top 30

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART
1	1	PILLAR Fireproof (Flicker)	363	-52	15
2	2	PAX217-Tonight (Forefront)	362	-6	10
3	3	P.O.D. Boom (Atlantic)	354	-9	8
4	4	SKILLET Earth Invasion (Ardent)	328	-13	11
6	5	THIRD DAY Get On (Essential)	280	-2	15
5	6	NEWSBOYS John Wop (Sparrow)	277	-31	11
9	7	TOBY MAC What's Goin' Down (Forefront)	237	-14	9
11	8	12 STONES Broken (Wind-up)	233	+28	3
7	9	FIVE IRON FRENZY Spartan (5 Minute Walk)	232	-50	15
8	10	EAST WEST She Cries (Floodgate)	229	-37	15
12	11	G.S. MEGAPHONE Prodigal Dad (Spindust)	192	-5	9
21	12	BENJAMIN GATE Do What You Say (Forefront)	189	+32	2
17	13	RELIENT K Those Words Are Not Enough (Gotee)	178	+9	19
10	14	SEVENTH DAY SLUMBER My Struggle (Mercy Street)	174	-32	18
20	15	KEVIN MAX You (Forefront)	172	+10	6
23	16	PLANET SHAKERS Shake the Planet (Crown)	171	+29	4
14	17	TAIT Bonded (Forefront)	171	-17	6
18	18	ESO Sad Mary (Bettie Rocket)	169	0	6
19	19	ALL TOGETHER SEPARATE We Know (Ardent)	168	+2	12
13	20	THOUSAND FOOT KRUTCH Supafly (OGE)	167	-30	18
29	21	SHILOH Shackles (Accidental Sirens)	152	+40	6
28	22	LADS International Mystery Man (Cross Driven)	148	+29	2
16	23	COMMON CHILDREN Celebrity Virtue (Galaxy 21)	146	-28	11
24	24	SUPERCHICK Holy Moment (Inpop)	134	-6	10
22	25	AUDIO ADRENALINE Rejoice (Forefront)	134	-22	7
Debut	26	JOHN REUBEN Hindsight (Gotee)	115	+26	1
27	27	LIKE DAVID Suffer To Reach (Bettie Rocket)	114	-14	4
25	28	BUCK ENTERPRISES The Return (Galaxy 21)	110	-26	9
15	29	LIFEHOUSE Breathing (DreamWorks)	107	-68	20
—	30	SLICK SHOES My Ignorance (Tooth & Nail)	105	-1	4

46 Rock reporters. Songs ranked by total plays for the airplay week of Sunday 6/2-Saturday 6/8. © 2002 Radio & Records.

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POSITIONS SOUGHT

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Monitored Airplay Overview: June 14, 2002

CHR/POP

LW	TW	
1	1	VANESSA CARLTON A Thousand Miles (A&M/Interscope)
2	2	ASHANTI Foolish (Murder Inc./Def Jam/IDJMG)
3	3	P. DIDDY F/USHER & LOON I Need A Girl (Part One) (Bad Boy/Arista)
4	4	NO DOUBT Hella Good (Interscope)
5	5	EMINEM Without Me (Shady/Aftermath/Interscope)
6	6	JIMMY EAT WORLD The Middle (DreamWorks)
7	7	FAT JOE F/ASHANTI What's Luv? (Terror Squad/Atlantic)
8	8	NELLY Hot In Herre (Fo' Reel/Universal)
9	9	PINK Don't Let Me Get Me (Arista)
10	10	MICHELLE BRANCH All You Wanted (Maverick/WB)
11	11	DIRTY VEGAS Days Go By (Capitol)
12	12	JENNIFER LOPEZ F/NAS I'm Gonna Be Alright (Epic)
13	13	SHAKIRA Underneath Your Clothes (Epic)
14	14	DEFAULT Wasting My Time (TVT)
15	15	C. KROEGER F.J. SCOTT Hero (Roadrunner/Columbia/IDJMG)
16	16	PUDDLE OF MUDD Blurry (Flawless/Geffen/Interscope)
17	17	CRAIG DAVID Walking Away (Wildstar/Atlantic)
18	18	LINKIN PARK In The End (Warner Bros.)
19	19	AALIYAH More Than A Woman (BlackGround/Virgin)
20	20	AVRIL LAVIGNE Complicated (Arista)
21	21	SHERYL CROW Soak Up The Sun (A&M/Interscope)
22	22	PAULINA RUBIO Don't Say Goodbye (Universal)
23	23	WILL SMITH Black Suits Comin' (Nod Ya... (Columbia)
24	24	USHER U Don't Have To Call (LaFace/Arista)
25	25	MARY J. BLIGE Rainy Dayz (MCA)
26	26	BRANDY Full Moon (Atlantic)
27	27	NICKELBACK Too Bad (Roadrunner/IDJMG)
28	28	DJ SAMMY & YANOU Heaven (Robbins)
29	29	ENRIQUE IGLESIAS Escape (Interscope)
30	30	SDLUNA For All Time (DreamWorks)

#1 MOST ADDED

PINK Just Like A Pill (Arista)

#1 MOST INCREASED PLAYS

AVRIL LAVIGNE Complicated (Arista)

TOP 5 NEW & ACTIVE

MOBY We Are All Made Of Stars (V2)

AEROSMITH Girls Of Summer (Columbia)

DROPLINE Fly Away From Here (...Day) (143/Reprise)

YING YANG TWINS Say I Yi Yi (Koch)

BIG TYMERS Still Fly (Cash Money/Universal)

CHR/POP begins on Page 40.

CHR/RHYTHMIC

LW	TW	
1	1	NELLY Hot In Herre (Fo' Reel/Universal)
2	2	ASHANTI Foolish (Murder Inc./Def Jam/IDJMG)
3	3	EMINEM Without Me (Shady/Aftermath/Interscope)
4	4	CAM'RON Oh Boy (Roc-A-Fella/IDJMG)
5	5	TRUTH HURTS F/RAKIM Addictive (Aftermath/Interscope)
6	6	P. DIDDY F/USHER & LOON I Need A Girl (Part One) (Bad Boy/Arista)
7	7	BIG TYMERS Still Fly (Cash Money/Universal)
8	8	FAT JOE F/ASHANTI What's Luv? (Terror Squad/Atlantic)
9	9	JENNIFER LOPEZ F/NAS I'm Gonna Be Alright (Epic)
10	10	JA RULE Down Ass Chick (Murder Inc./Def Jam/IDJMG)
11	11	USHER U Don't Have To Call (LaFace/Arista)
12	12	BRANDY Full Moon (Atlantic)
13	13	AVANT Makin' Good Love (Magic Johnson/MCA)
14	14	MARY J. BLIGE Rainy Dayz (MCA)
15	15	YING YANG TWINS Say I Yi Yi (Koch)
16	16	BUSTA RHYMES Pass The Courvoisier (Part II) (J)
17	17	KHIA My Neck, My Back (Lick It) (Dirty Down/Artemis)
18	18	P. DIDDY F/GINUWINE I Need A Girl (Part II) (Bad Boy/Arista)
19	19	TWEET Call Me (Cold Mind/Elektra/EEG)
20	20	LUDACRIS Saturday (Oooh! Oooh!) (Def Jam South/IDJMG)
21	21	MARIO Just A Friend 2002 (J)
22	22	MUSIQ Halfcrazy (Def Soul/IDJMG)
23	23	NAUGHTY BY NATURE F/3LW Feels Good (Don't Worry...) (TVT)
24	24	B2K Gots Ta Be (Epic)
25	25	NAPPY ROOTS Po' Folks (Atlantic)
26	26	DIRTY VEGAS Days Go By (Capitol)
27	27	ANGIE MARTINEZ If I Could Go (EastWest/EEG)
28	28	NAS One Mic (Columbia)
29	29	IRV GOTTI Down 4 U (Murder Inc./Def Jam/IDJMG)
30	30	LUDACRIS Move Bitch (Def Jam South/IDJMG)

#1 MOST ADDED

P. DIDDY F/GINUWINE I Need A Girl (Part II) (Bad Boy/Arista)

#1 MOST INCREASED PLAYS

P. DIDDY F/GINUWINE I Need A Girl (Part II) (Bad Boy/Arista)

TOP 5 NEW & ACTIVE

JENE Get Into Something (Motown)

OUTKAST Land Of A Million Drums (Lava/Atlantic)

NAPPY ROOTS Po' Folks (Atlantic)

PAULINA RUBIO Don't Say Goodbye (Universal)

LIL' WAYNE Way Of Life (Cash Money/Universal)

CHR/RHYTHMIC begins on Page 49.

URBAN

LW	TW	
1	1	CAM'RON Oh Boy (Roc-A-Fella/IDJMG)
2	2	TRUTH HURTS F/RAKIM Addictive (Aftermath/Interscope)
3	3	MUSIQ Halfcrazy (Def Soul/IDJMG)
4	4	BIG TYMERS Still Fly (Cash Money/Universal)
5	5	ASHANTI Foolish (Murder Inc./Def Jam/IDJMG)
6	6	B2K Gots Ta Be (Epic)
7	7	NELLY Hot In Herre (Fo' Reel/Universal)
8	8	USHER U Don't Have To Call (LaFace/Arista)
9	9	BRANDY Full Moon (Atlantic)
10	10	P. DIDDY F/USHER & LOON I Need A Girl (Part One) (Bad Boy/Arista)
11	11	MARY J. BLIGE Rainy Dayz (MCA)
12	12	TWEET Call Me (Cold Mind/Elektra/EEG)
13	13	AVANT Makin' Good Love (Magic Johnson/MCA)
14	14	DONELL JONES You Know That I Love You (Untouchables/Arista)
15	15	RUFF ENDS Someone To Love You (Epic)
16	16	BUSTA RHYMES Pass The Courvoisier (Part II) (J)
17	17	JAHEIM Anything (Divine Mill/WB)
18	18	JA RULE Down Ass Chick (Murder Inc./Def Jam/IDJMG)
19	19	LUDACRIS Move Bitch (Def Jam South/IDJMG)
20	20	EMINEM Without Me (Shady/Aftermath/Interscope)
21	21	YING YANG TWINS Say I Yi Yi (Koch)
22	22	AMERIE Why Don't We Fall In Love (Rise/Columbia)
23	23	NAS One Mic (Columbia)
24	24	MARIO Just A Friend 2002 (J)
25	25	CLIPSE Grindin' (Star Trak/Arista)
26	26	SCARFACE Guess Who's Back? (Def Jam South/IDJMG)
27	27	P. DIDDY F/GINUWINE I Need A Girl (Part II) (Bad Boy/Arista)
28	28	KHIA My Neck, My Back (Lick It) (Dirty Down/Artemis)
29	29	FAT JOE F/ASHANTI What's Luv? (Terror Squad/Atlantic)
30	30	JENNIFER LOPEZ F/NAS I'm Gonna Be Alright (Epic)

#1 MOST ADDED

IRV GOTTI Down 4 U (Murder Inc./Def Jam/IDJMG)

#1 MOST INCREASED PLAYS

P. DIDDY F/GINUWINE I Need A Girl (Part II) (Bad Boy/Arista)

TOP 5 NEW & ACTIVE

IRV GOTTI Down 4 U (Murder Inc./Def Jam/IDJMG)

SMILEZ AND SOUTHWEST Who Wants This? (ARTISTDirect)

NAPPY ROOTS Po' Folks (Atlantic)

MARY MARY In The Morning (Columbia)

SWIZZ BEATZ F/BOUNTY KILLER Guilty (DreamWorks)

URBAN begins on Page 57.

AC

LW	TW	
1	1	CELINE DION A New Day Has Come (Epic)
2	2	FIVE FOR FIGHTING Superman (It's Not Easy) (Aware/Columbia)
3	3	ENRIQUE IGLESIAS Hero (Interscope)
4	4	MARC ANTHONY I Need You (Columbia)
5	5	JOSH GROBAN To Where You Are (143/Reprise)
6	6	JO DEE MESSINA Bring On The Rain (Curb)
7	7	MICHAEL BOLTON Only A Woman Like You (Jive)
8	8	LONESTAR I'm Already There (BNA)
9	9	MATCHBOX TWENTY If You're Gone (Lava/Atlantic)
10	10	ENYA Wild Child (Reprise)
11	11	TRAIN Drops Of Jupiter (Tell Me) (Columbia)
12	12	BONNIE RAITT I Can't Help You Now (Capitol)
13	13	CAROLYN DAWN JOHNSON So Complicated (Arista)
14	14	DARYL HALL & JOHN OATES Do It For Love (BMG/Heritage)
15	15	VANESSA CARLTON A Thousand Miles (A&M/Interscope)
16	16	BRYAN ADAMS Here I Am (A&M/Interscope)
17	17	ALL-4-ONE & JIM BRICKMAN Beautiful As U (AMC)
18	18	LUTHER VANDROSS I'd Rather (J)
19	19	JENNIFER LOPEZ Alive (Epic)
20	20	SHERYL CROW Soak Up The Sun (A&M/Interscope)
21	21	CALLING Wherever You Will Go (RCA)
22	22	ENRIQUE IGLESIAS Escape (Interscope)
23	23	BOYZ II MEN The Color Of Love (Arista)
24	24	ELTON JOHN Original Sin (Rocket/Universal)
25	25	JOHN MAYER No Such Thing (Aware/Columbia)
26	26	GARTH BROOKS When You Come Back To Me Again (Capitol)
27	27	TAMARA WALKER Angel Eyes (Curb)
28	28	MICHELLE BRANCH All You Wanted (Maverick/WB)
29	29	BARRY MANILOW They Dance! (Concord)
30	30	PAUL MCCARTNEY Your Loving Flame (Capitol)

#1 MOST ADDED

CELINE DION I'm Alive (Epic)

#1 MOST INCREASED PLAYS

DARYL HALL & JOHN OATES Do It For Love (BMG/Heritage)

TOP 5 NEW & ACTIVE

MICHAEL DAMIAN Shadows In The Night (Modern Voices/Weir Bros.)

STEELY Simple Girl (NFE)

CELINE DION I'm Alive (Epic)

MARC ANTHONY I've Got You (Columbia)

LINDA EDER F/CARL ANDERSON How In The World (Atlantic)

AC begins on Page 73.

HOT AC

LW	TW	
1	1	SHERYL CROW Soak Up The Sun (A&M/Interscope)
2	2	VANESSA CARLTON A Thousand Miles (A&M/Interscope)
3	3	CALLING Wherever You Will Go (RCA)
4	4	JIMMY EAT WORLD The Middle (DreamWorks)
5	5	GOO GOO DOLLS Here Is Gone (Warner Bros.)
6	6	JOHN MAYER No Such Thing (Aware/Columbia)
7	7	NICKELBACK How You Remind Me (Roadrunner/IDJMG)
8	8	PUDDLE OF MUDD Blurry (Flawless/Geffen/Interscope)
9	9	MICHELLE BRANCH All You Wanted (Maverick/WB)
10	10	AVRIL LAVIGNE Complicated (Arista)
11	11	TRAIN Drops Of Jupiter (Tell Me) (Columbia)
12	12	DAVE MATTHEWS BAND Where Are You Going (RCA)
13	13	C. KROEGER F.J. SCOTT Hero (Roadrunner/Columbia/IDJMG)
14	14	JEWEL Standing Still (Atlantic)
15	15	ALANIS MORISSETTE Hands Clean (Maverick/Reprise)
16	16	DEFAULT Wasting My Time (TVT)
17	17	NO DOUBT Hella Good (Interscope)
18	18	PINK Don't Let Me Get Me (Arista)
19	19	FIVE FOR FIGHTING Easy Tonight (Aware/Columbia)
20	20	CREED One Last Breath (Wind-up)
21	21	SHAKIRA Underneath Your Clothes (Epic)
22	22	CALLING Adrienne (RCA)
23	23	LINKIN PARK In The End (Warner Bros.)
24	24	RUBYHORSE Sparkle (Island/IDJMG)
25	25	THE CORRS When The Stars Go Blue (143/Lava/Atlantic)
26	26	DROPLINE Fly Away From Here (...Day) (143/Reprise)
27	27	DISHWALLA Somewhere In The Middle (Immergent)
28	28	JACK JOHNSON Flake (Enjoy/Universal)
29	29	NICKELBACK Too Bad (Roadrunner/IDJMG)
30	30	COUNTING CROWS American Girls (Geffen/Interscope)

#1 MOST ADDED

CREED One Last Breath (Wind-up)

#1 MOST INCREASED PLAYS

JIMMY EAT WORLD The Middle (DreamWorks)

TOP 5 NEW & ACTIVE

SEVEN AND THE SUN Walk With Me (Atlantic)

UNWRITTEN LAW Seein' Red (Interscope)

311 Amber (Volcano)

OUR LADY PEACE Somewhere Out There (Columbia)

CAROLYN DAWN JOHNSON So Complicated (Arista)

AC begins on Page 73.

ROCK

LW	TW	
1	1	C. KROEGER F.J. SCOTT Hero (Roadrunner/Columbia/IDJMG)
2	2	NICKELBACK Too Bad (Roadrunner/IDJMG)
3	3	TOMMY LEE Hold Me Down (MCA)
4	4	PUDDLE OF MUDD Drift & Die (Flawless/Geffen/Interscope)
5	5	PUDDLE OF MUDD Blurry (Flawless/Geffen/Interscope)
6	6	CREED One Last Breath (Wind-up)
7	7	GODSMACK I Stand Alone (Republic/Universal)
8	8	RED HOT CHILI PEPPERS By The Way (Warner Bros.)
9	9	RUSH One Little Victory (Anthem/Atlantic)
10	10	DEFAULT Wasting My Time (TVT)
11	11	JERRY CANTRELL Anger Rising (Roadrunner/IDJMG)
12	12	DEFAULT Deny (TVT)
13	13	NICKELBACK How You Remind Me (Roadrunner/IDJMG)
14	14	AEROSMITH Girls Of Summer (Columbia)
15	15	STAINED For You (Flip/Elektra/EEG)
16	16	PAPA ROACH She Loves Me Not (DreamWorks)
17	17	KORN Here To Stay (Immortal/Epic)
18	18	EARSHOT Get Away (Warner Bros.)
19	19	AUDIOVENT The Energy (Atlantic)
20	20	HOOBASTANK Running Away (Island/IDJMG)
21	21	STAINED Epiphany (Flip/Elektra/EEG)
22	22	ROB ZOMBIE Never Gonna Stop (The Red...) (Geffen/Interscope)
23	23	COURSE OF NATURE Walk Off Shame (Lava/Atlantic)
24	24	TRUSTCOMPANY Downfall (Geffen/Interscope)
25	25	INCUBUS Warning (Immortal/Epic)
26	26	GOO GOO DOLLS Here Is Gone (Warner Bros.)
27	27	ROBERT PLANT Oarkness, Oarkness (Universal)
28	28	KID ROCK You Never Met A Mother**er... (Top Dog/Lava/Atlantic)
29	29	TOOL Parabola (Volcano)
30	30	BAD COMPANY Joe Fabulous (Sanctuary/SRG)

#1 MOST ADDED

RUSH Secret Touch (Atlantic)

#1 MOST INCREASED PLAYS

RED HOT CHILI PEPPERS By The Way (Warner Bros.)

TOP 5 NEW & ACTIVE

P.D.D. Boom (Atlantic)

OUR LADY PEACE Somewhere Out There (Columbia)

SYSTEM OF A DOWN Aerials (American/Columbia)

JIMMY EAT WORLD The Middle (DreamWorks)

CLARKS Hey You (Razor & Tie)

ROCK begins on Page 85.



Monitored Airplay Overview: June 14, 2002

URBAN AC

LW	TW	Artist	Track	Label
1	1	JAHEIM	Anything (Divine Mill/WB)	
2	2	LUTHER VANDROSS	I'd Rather (J)	
4	3	ANGIE STONE	Wish I Didn't Miss You (J)	
3	4	JOE	What If A Woman (Jive)	
5	5	MUSIQ	Halfcrazy (Def Soul/IDJMG)	
9	6	FAITH EVANS	I Love You (Bad Boy/Arista)	
6	7	REMY SHAND	Take A Message (Motown)	
8	8	GLENN LEWIS	Don't You Forget It (Epic)	
11	9	RUFF ENDZ	Someone To Love You (Epic)	
7	10	ANN NESBY F/AL GREEN	Put It On Paper (Universal)	
10	11	MAXWELL	Lifetime (Columbia)	
13	12	BOYZ II MEN	The Color Of Love (Arista)	
14	13	DONELL JONES	You Know That I Love You (Untouchables/Arista)	
15	14	YOLANDA ADAMS	I'm Gonna Be Ready (Elektra/EEG)	
12	15	MAXWELL	This Woman's Work (Columbia)	
17	16	REGINA BELLE F/GLENN JONES	From Now On (Peak)	
20	17	USHER	U Don't Have To Call (LaFace/Arista)	
16	18	ASHANTI	Foolish (Murder Inc./Def Jam/IDJMG)	
19	19	YOLANDA ADAMS	The Battle Is The Lords (Verity)	
18	20	ALICIA KEYS	How Come You Don't Call Me (J)	
23	21	DAVE HOLLISTER	Keep Lovin' You (MCA)	
24	22	MARY MARY	In The Morning (Columbia)	
21	23	WILL DOWNING	Cool Water (GRP/VMG)	
22	24	SIR CHARLES JONES	Is There Anybody Lonely... (Independent)	
25	25	RL	Good Man (J)	
26	26	JAGUAR WRIGHT	The What It's (MCA)	
27	27	AVANT	Makin' Good Love (Magic Johnson/MCA)	
—	28	TONY TERRY	In The Shower (Golden Boy)	
30	29	LATHUN	Fortunate (Motown)	
29	30	DJ ROGERS JR.	Lonely Girl (Motown)	

#1 MOST ADDED

JOE What If A Woman (Jive)

#1 MOST INCREASED PLAYS

MUSIQ Halfcrazy (Def Soul/IDJMG)

TOP 5 NEW & ACTIVE

BONEY JAMES F/JAHEIM Ride (Warner Bros.)

JERZEE MONET Most High (DreamWorks)

B2K Gots Ta Be (Epic)

GLENN LEWIS It's Not Fair (Epic)

BRANDY Full Moon (Atlantic)

URBAN begins on Page 57.

COUNTRY

LW	TW	Artist	Track	Label
1	1	GEORGE STRAIT	Living And Living Well (MCA)	
1	2	ALAN JACKSON	Drive (For Daddy Gene) (Arista)	
4	3	BRAD PAISLEY	I'm Gonna Miss Her (Fishin') (Arista)	
5	4	EMERSON DRIVE	I Should Be Sleeping (DreamWorks)	
6	5	LONESTAR	Not A Day Goes By (BNA)	
8	6	GARY ALLAN	The One (MCA)	
7	7	CAROLYN DAWN JOHNSON	I Don't Want You To Go (Arista)	
11	8	KENNY CHESNEY	The Good Stuff (BNA)	
9	9	BROOKS & DUNN	My Heart Is Lost To You (Arista)	
15	10	TOBY KEITH	Courtesy Of The Red, White... (DreamWorks)	
10	11	KELLIE COFFEY	When You Lie Next To Me (BNA)	
12	12	DARRYL WORLEY	I Miss My Friend (DreamWorks)	
13	13	ANDY GRIGGS	Tonight I Wanna Be Your Man (RCA)	
14	14	TRICK PONY	Just What I Do (H2E/WB)	
19	15	DIXIE CHICKS	Long Time Gone (Monument)	
17	16	TRACY BYRD	Ten Rounds With Jose Cuervo (RCA)	
18	17	SARA EVANS	I Keep Looking (RCA)	
16	18	TRACE ADKINS	Help Me Understand (Capitol)	
23	19	JOE NICHOLS	The Impossible (Universal South)	
20	20	MARK CHESNUTT	She Was (Columbia)	
22	21	BLAKE SHELTON	Oh! Red (Warner Bros.)	
21	22	BRAD MARTIN	Before I Knew Better (Epic)	
27	23	TIM MCGRAW	Unbroken (Curb)	
24	24	DIAMOND RIO	Beautiful Mess (Arista)	
26	25	PHIL VASSAR	American Child (Arista)	
25	26	SHANNON LAWSON	Goodbye On A Bad Day (MCA)	
29	27	MARTINA MCBRIDE	Where Would You Be (RCA)	
28	28	PINMONKEY	Barbed Wire And Roses (BNA)	
30	29	CYNDI THOMSON	I'm Gone (Capitol)	
33	30	JO DEE MESSINA	Dare To Dream (Curb)	

#1 MOST ADDED

GARTH BROOKS Thicker Than Blood (Capitol)

#1 MOST INCREASED PLAYS

DIXIE CHICKS Long Time Gone (Monument)

TOP 5 NEW & ACTIVE

BLACKHAWK One Night In New Orleans (Columbia)

J. MICHAEL HARTER Hard Call To Make (Broken Bow)

RHETT AKINS Highway Sunrise (Audiom)

OAVIO NAIL Memphis (Mercury)

JAMES OTTO The Ball (Mercury)

COUNTRY begins on Page 65.

SMOOTH JAZZ

LW	TW	Artist	Track	Label
1	1	JEFF GOLUB	Cut The Cake (GRP/VMG)	
3	2	PETER WHITE	Bueno Funk (Columbia)	
4	3	CRAIG CHAQUIGO	Luminosa (Higher Octave)	
2	4	JIMMY SOMMERS	Lowdown (Higher Octave)	
6	5	BONEY JAMES RPM	(Warner Bros.)	
5	6	ALFONZO BLACKWELL	Funky Shuffle (Shanachie)	
7	7	NORAH JONES	Don't Know Why (Blue Note)	
10	8	JOYCE COOLING	Daddy-O (GRP/VMG)	
11	9	BOZ SCAGGS	Miss Riddle (Virgin)	
12	10	CELINE DION	A New Day Has Come (Epic)	
13	11	STEVE COLE	So Into You (Atlantic)	
14	12	JOE SAMPLE X	Marks The Spot (PRA/GRP/VMG)	
17	13	DOWN TO THE BONE	Electra Glide (GRP/VMG)	
8	14	PIECES OF A DREAM	Night Vision (Heads Up)	
16	15	RICHARD ELLIOT	Shotgun (GRP/VMG)	
18	16	BRAXTON BROTHERS	Whenever I See You (Peak)	
20	17	BRIAN CULBERTSON	Without Your Love (Warner Bros.)	
19	18	KIM WATERS	In The House (Shanachie)	
23	19	LARRY CARLTON	Morning Magic (Warner Bros.)	
26	20	SPECIAL EFX	Cruise Control (Shanachie)	
22	21	KEVIN TONEY	Passion Dance (Shanachie)	
21	22	DAVID LANZ	That Smile (Decca)	
24	23	ENYA	Only Time (Reprise)	
25	24	KIRK WHALUM	I Try (Warner Bros.)	
27	25	CHRIS BOTTI	Through An Open Window (Columbia)	
29	26	LUTHER VANDROSS	I'd Rather (J)	
—	27	JOE MCBRIDE	Woke Up This Morning (Heads Up)	
—	28	GERALD ALBRIGHT	Ain't No Stoppin' (GRP/VMG)	
30	29	ACOUSTIC ALCHEMY	Tuff Puzzle (Higher Octave)	
28	30	DIANA KRALL	S'Wonderful (Verve/VMG)	

#1 MOST ADDED

CHUCK LOEB Sarao (Shanachie)

#1 MOST INCREASED PLAYS

NORMAN BROWN Just Chillin' (Warner Bros.)

TOP 5 NEW & ACTIVE

KEN NAVARRO So Fine (Shanachie)

3RD FORCE I Believe In You (Higher Octave)

GREG ADAMS Roadhouse (Ripa)

SADE Somebody Already Broke My... (Epic)

WILL DOWNING I Can't Help It (GRP/VMG)

Smooth Jazz begins on Page 80.

ACTIVE ROCK

LW	TW	Artist	Track	Label
1	1	GOOSMACK	I Stand Alone (Republic/Universal)	
2	2	PUDDLE OF MUDD	Drift & Die (Flawless/Geffen/Interscope)	
3	3	KORN	Here To Stay (Immortal/Epic)	
4	4	C. KROEGER F./J. SCOTT	Hero (Roadrunner/Columbia/IDJMG)	
5	5	SYSTEM OF A DOWN	Toxicity (American/Columbia)	
6	6	EARSHOT	Get Away (Warner Bros.)	
15	7	RED HOT CHILI PEPPERS	By The Way (Warner Bros.)	
7	8	TOMMY LEE	Hold Me Down (MCA)	
9	9	PAPA ROACH	She Loves Me Not (DreamWorks)	
8	10	STAINO	For You (Flip/Elektra/EEG)	
10	11	JERRY CANTRELL	Anger Rising (Roadrunner/IDJMG)	
11	12	CREED	One Last Breath (Wind-up)	
13	13	P.D.D.	Boom (Atlantic)	
12	14	TOOL	Parabola (Volcano)	
17	15	3RD STRIKE	No Light (Hollywood)	
16	16	DEFAUL	Deny (TVT)	
14	17	NICKELBACK	Too Bad (Roadrunner/IDJMG)	
19	18	HOOBASTANK	Running Away (Island/IDJMG)	
18	19	PUDDLE OF MUDD	Blurry (Flawless/Geffen/Interscope)	
20	20	LINKIN PARK	In The End (Warner Bros.)	
21	21	AUDIOVENT	The Energy (Atlantic)	
22	22	STAINO	Epiphany (Flip/Elektra/EEG)	
25	23	TRUSTCOMPANY	Downfall (Geffen/Interscope)	
23	24	SWITCHED	Inside (Immortal/Virgin)	
24	25	UNION UNDERGROUND	Across The Nation (Portrait/Columbia)	
26	26	INCUBUS	Warning (Immortal/Epic)	
28	27	ADEMA	Freaking Out (Arista)	
33	28	SYSTEM OF A DOWN	Aerials (American/Columbia)	
27	29	DROWNING POOL	Tear Away (Wind-up)	
30	30	OUR LADY PEACE	Somewhere Out There (Columbia)	

#1 MOST ADDED

KORN Thoughtless (Immortal/Epic)

#1 MOST INCREASED PLAYS

RED HOT CHILI PEPPERS By The Way (Warner Bros.)

TOP 5 NEW & ACTIVE

JIMMY EAT WORLD Sweetness (DreamWorks)

SINCH Something More (Roadrunner/IDJMG)

EPIDEMIC Walk Away (Elektra/EEG)

A Nothing (Mammoth/Hollywood)

MUSHROOMHEAD Along The Way (Republic/Universal)

ROCK begins on Page 85.

ALTERNATIVE

LW	TW	Artist	Track	Label
1	1	C. KROEGER F./J. SCOTT	Hero (Roadrunner/Columbia/IDJMG)	
13	2	RED HOT CHILI PEPPERS	By The Way (Warner Bros.)	
4	3	PUDDLE OF MUDD	Drift & Die (Flawless/Geffen/Interscope)	
2	4	UNWRITTEN LAW	Seein' Red (Interscope)	
3	5	KORN	Here To Stay (Immortal/Epic)	
7	6	HOOBASTANK	Running Away (Island/IDJMG)	
5	7	STAINO	For You (Flip/Elektra/EEG)	
10	8	INCUBUS	Warning (Immortal/Epic)	
9	9	PAPA ROACH	She Loves Me Not (DreamWorks)	
6	10	SYSTEM OF A DOWN	Toxicity (American/Columbia)	
8	11	OUR LAOY PEACE	Somewhere Out There (Columbia)	
14	12	BOX CAR RACER	I Feel So (MCA)	
12	13	P.O.O.	Boom (Atlantic)	
11	14	JIMMY EAT WORLD	The Middle (DreamWorks)	
15	15	HOOBASTANK	Crawling In The Dark (Island/IDJMG)	
20	16	JIMMY EAT WORLD	Sweetness (DreamWorks)	
23	17	HIVES	Hate To Say I Told You So (Burning/Epitaph/Sire/Reprise)	
16	18	PUDDLE OF MUDD	Blurry (Flawless/Geffen/Interscope)	
17	19	311	Amber (Volcano)	
19	20	EARSHOT	Get Away (Warner Bros.)	
21	21	CREED	One Last Breath (Wind-up)	
24	22	DEFAUL	Deny (TVT)	
26	23	EMINEM	Without Me (Shady/Aftermath/Interscope)	
29	24	TRUSTCOMPANY	Downfall (Geffen/Interscope)	
22	25	GOOSMACK	I Stand Alone (Republic/Universal)	
25	26	OAVE MATTHEWS BAND	Where Are You Going (RCA)	
31	27	STAINO	Epiphany (Flip/Elektra/EEG)	
28	28	STROKES	Hard To Explain (RCA)	
30	29	AUDIOVENT	The Energy (Atlantic)	
39	30	SYSTEM OF A DOWN	Aerials (American/Columbia)	

#1 MOST ADDED

KORN Thoughtless (Immortal/Epic)

#1 MOST INCREASED PLAYS

RED HOT CHILI PEPPERS By The Way (Warner Bros.)

TOP 5 NEW & ACTIVE

ASH Burn Baby Burn (Kinetic)

CUSTOM Beat Me (ARTISTdirect)

APEX THEORY Possibly (Can You Please...) (DreamWorks)

HOME TOWN HERO Eighteen (Maverick/Reprise)

KORN Thoughtless (Immortal/Epic)

ALTERNATIVE begins on Page 93.

TRIPLE A

LW	TW	Artist	Track	Label
2	1	JACK JOHNSON	Flake (Enjoy/Universal)	
3	2	DAVE MATTHEWS BAND	Where Are You Going (RCA)	
1	3	SHERYL CROW	Soak Up The Sun (A&M/Interscope)	
5	4	COUNTING CROWS	American Girls (Geffen/Interscope)	
4	5	GOO GOO DOLLS	Here Is Gone (Warner Bros.)	
6	6	JIMMY EAT WORLD	The Middle (DreamWorks)	
7	7	LENNY KRAVITZ	Stillness Of Heart (Virgin)	
12	8	TREY ANASTASIO	Alive Again (Elektra/EEG)	
14	9	NORAH JONES	Don't Know Why (Blue Note)	
8	10	JOHN MAYER	No Such Thing (A&M/Columbia)	
11	11	MOBY	We Are All Made Of Stars (V2)	
9	12	U2	In A Little While (Interscope)	
10	13	PETE YORN	Strange Condition (Columbia)	
18	14	THE CORRS	When The Stars Go Blue (143/Lava/Atlantic)	
16	15	DISHWALLA	Somewhere In The Middle (Immigrant)	
13	16	BONNIE RAITT	I Can't Help You Now (Capitol)	
17	17	ELVIS COSTELLO	Tear Off Your Own Head... (Island/IDJMG)	
15	18	PUDDLE OF MUDD	Blurry (Flawless/Geffen/Interscope)	
—	19	JOHN MAYER	Your Body Is A Wonderland (Aware/Columbia)	
—	20	OROPINE	Fly Away From Here (...Day) (143/Reprise)	
21	21	C. KROEGER F./J. SCOTT	Hero (Roadrunner/Columbia/IDJMG)	
23	22	SHANNON MCGNALLY	Now That I Know (Capitol)	
20	23	DEFAUL	Wasting My Time (TVT)	
28	24	CHRIS ISAAK	One Day (Reprise)	
27	25	LUC LOBOS	Hearts Of Stone (Mammoth)	
22	26	LOSE	Good Day (Nettwerk)	
29	27	WILCO	Heavy Metal Drummer (Nonesuch)	
26	28	ZERO 7	Destiny (Quango/Palm)	
—	29	RUBYHORSE	Sparkle (Island/IDJMG)	
—	30	RED HOT CHILI PEPPERS	By The Way (Warner Bros.)	

#1 MOST ADDED

HOWIE DAY Ghost (Epic)

#1 MOST INCREASED PLAYS

JOHN MAYER Your Body Is A Wonderland (Aware/Columbia)

TOP 5 NEW & ACTIVE

JOHNNY A. Oh Yeah (Favored Nations/Artemis)

INDIGO GIRLS Become You (Epic)

NEIL FINN Driving Me Mad (Nettwerk)

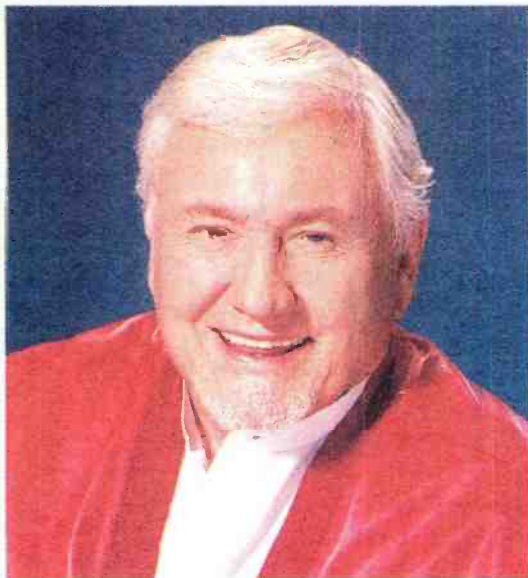
ALANIS MORISSETTE Precious Illusions (Maverick/Peprise)

CHUCK PROPHET Summer Time (New West/Red Ink)

TRIPLE A begins on Page 100.

Publisher's Profile

By Erica Farber



MERV GRIFFIN

Host, entertainer and businessman

Over the years Merv Griffin has been described in a variety of ways. Television critics have called him the total performer. Newspaper writers and editors have called him an entrepreneurial powerhouse. And celebrities, world leaders and presidents have called him a friend and confidant. For 24 years he brought the stars of the entertainment and political worlds into America's living rooms as host of the Emmy-winning *The Merv Griffin Show*.

A native Californian, born in the San Francisco suburb of San Mateo, Griffin came up through the ranks in the classic manner, entering talent contests, writing songs, singing on the local radio station — KFRC/San Francisco — and, later, touring with Freddy Martin And His Orchestra.

Griffin is a commanding presence even when he's not performing. He always has the audience in the palm of his hand. He is a singer, businessman, producer, game show creator, songwriter, Emmy-winning talk show host and showman. He even wrote the themes for *Wheel of Fortune* and *Jeopardy*, two of his game show creations, which are currently the longest-running shows in television history.

Today, Griffin manages a sprawling empire that includes hotel properties — including his flagship, the Beverly Hilton Hotel — and production companies in both the television

and feature film arenas. Last year the world's most famous singing billionaire recorded his first album in over 25 years, *It's Like a Dream*, composing the title song himself. A few cuts from the CD can be heard as the Beverly Hilton's switchboard's hold music.

Griffin has a star on the Hollywood Walk of Fame and the Palm Springs Walk of Fame. This year the city of Beverly Hills put him on the map by naming a street after him, Merv Griffin Way.

On continuing to work: "I've worked hard all my life, and I can't imagine not going to work. I generally start my day at 6:30am and don't do anything until I've completed about four crossword puzzles from the major newspapers. It's my way of kick-starting my brain."

The hotel business: "Owning a hotel is like having a talk show with beds. I am constantly in search of new ideas, and I like to develop them. The Beverly Hilton is a perfect place to blend so many things. We host some of Hollywood's biggest events and parties, including the Golden Globe Awards, the AFI Lifetime Achievement Award Dinner, the Academy Awards Luncheon and the Carousel Ball.

"There is always something happening here. It's truly like live television. I love walking through the hotel lobby and shaking hands and meeting my guests. I tell people that I'll be the one who puts the chocolates on their pillows at night. It's a joy to be able to entertain people and to show them a good time. I delight in keeping up on all the new places and venues in town and seeing what people are doing."

The personal touch: "Since I bought the Beverly Hilton in 1987, I've taken pride in

redesigning many aspects of the hotel, including the International Ballroom. I'm proud to say that more money is raised for charity in that room than in any other ballroom in town. I designed the carpet in the ballroom as an homage to the legendary Fairmont Hotel in San Francisco, where I performed. I remembered the beautiful floral design and had it exclusively woven in Ireland. It photographs beautifully on television. I delight in picking out the colors. I don't think I'm a real interior designer, but I do know what pleases my eye. Our International Ballroom is now one of the most sought-after and televised rooms in town."

Lights, camera, action: "We are currently using the Beverly Hilton Hotel as a location and production base for a feature film that Merv Griffin Entertainment is producing called *Shade*, starring Sylvester Stallone, Jamie Foxx, Melanie Griffith, Thandie Newton, Gabriel Byrne and Stuart Townsend. It's a wonderful L.A. underworld story revolving around card hustlers and gamblers with a cast of amazingly colorful characters. Besides the Beverly Hilton we are using other L.A. landmarks, including the Argyle Hotel, the Magic Castle, the Hollywood Roosevelt and the Chateau Marmont."

Welcome to Beverly Hills: "One of my greatest joys is maintaining a sense of community here in Beverly Hills. I remember the days when everyone in town knew one another well and always greeted one another. I try to carry on that ambience here at the hotel and hope everyone's visit is a memorable one. I'm delighted to have the folks from the radio and record industries here this week. As you know, I've done both. I hope it's a wonderfully productive and successful gathering for all of you."



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