

NEWSSTAND PRICE \$6.50

### Active Rock Once Again Trapt

Trapt this week land their second consecutive No. 1 song at Active Rock with "Still Frame" (Warner Bros.). The song reaches the pinnacle of the chart in its 24th week. It follows "Headstrong," which reached the No. 1 spot after 29 weeks.



NOVEMBER 28, 2003

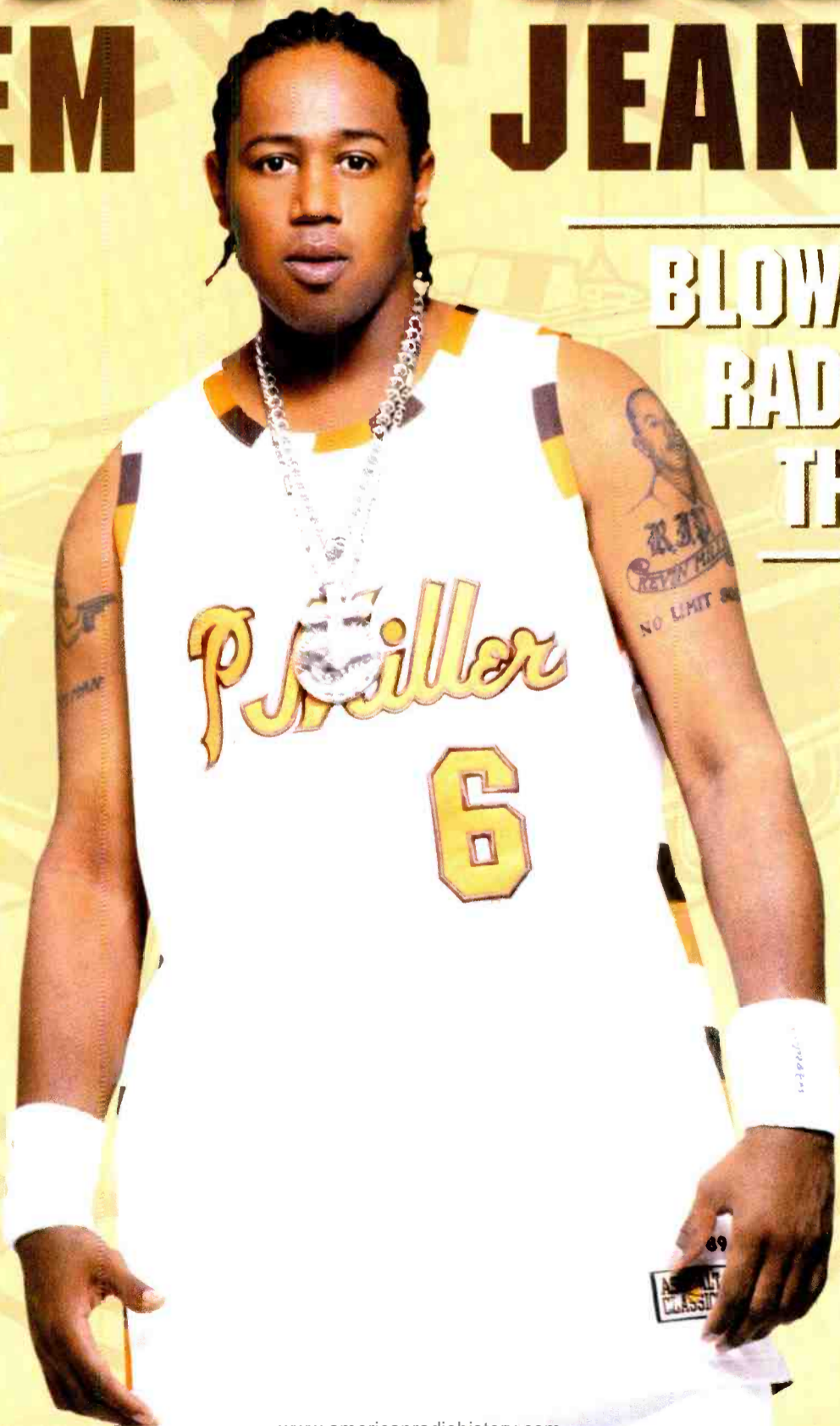
### Holidays Are Here

The Thanksgiving weekend is traditionally known not only for heavy eating and shopping, but also for the arrival of the Christmas season. Radio is reacting with a plethora of marketing initiatives, on-air promotions and, of course, at many stations, nonstop holiday music. Check out this week's holiday-focused columns, including Country, on Page 34; Nashville, on Page 35; and AC, starting on the next page.



# MASTER P

## "THEM JEANS"



**BLOWING UP AT  
RADIO AND IN  
THE CLUBS!**



WE WILL NOT LOSE!

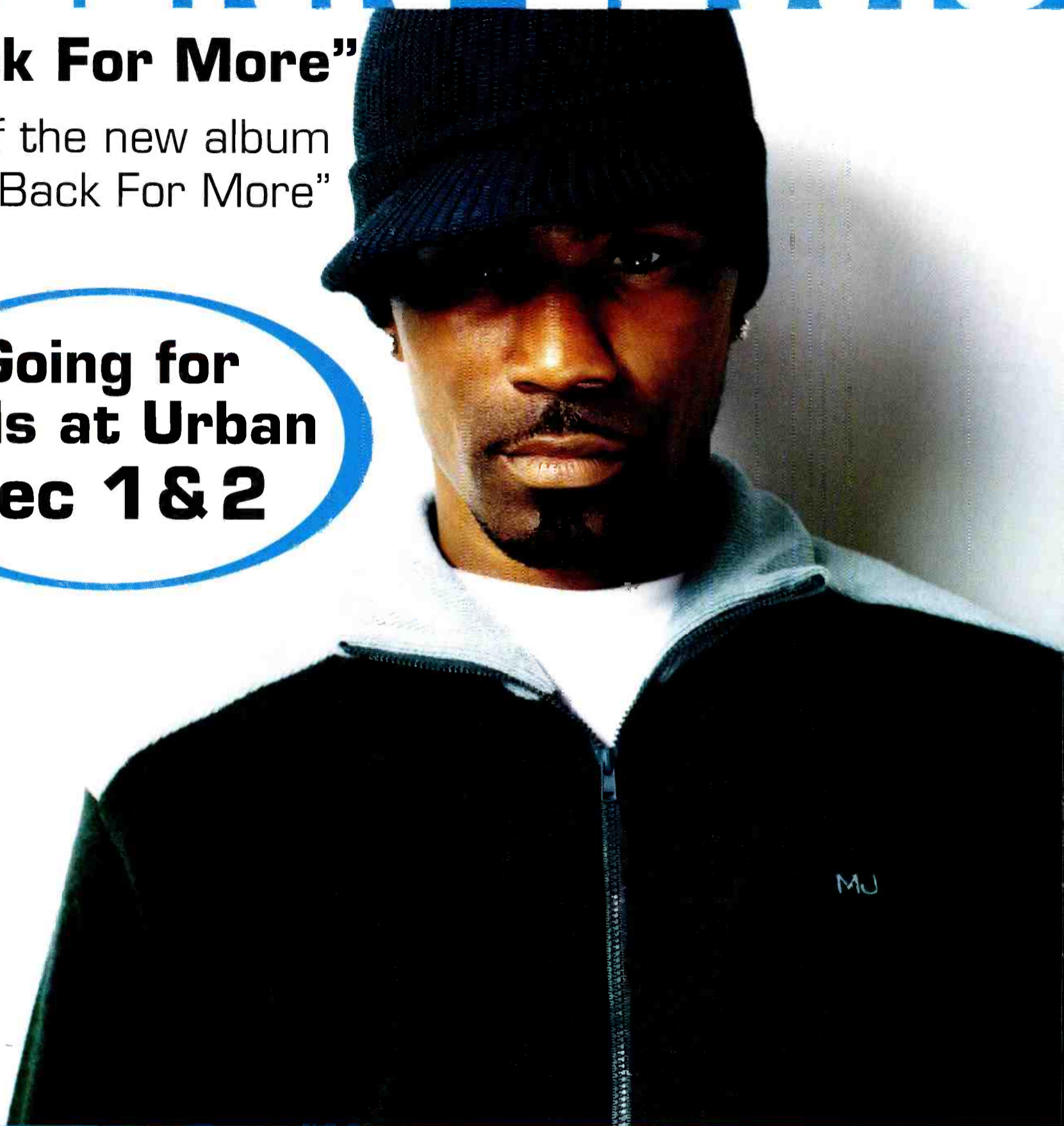
Going for Adds  
December 1 & 2

# GLENN LEWIS

**“Back For More”**

Off the new album  
“Back For More”

**Going for  
Adds at Urban  
Dec 1 & 2**



Already Playing at:

**WJTT KATZ WFUN WKKV**  
**KVSP KMJJ WJLB**



SONY URBAN MUSIC

**RADIO'S TOP ADVERTISERS**

The RAB has issued the newest rankings for the leading national network and spot radio corporate and brand advertisers, as well as the top national radio ad categories. Compare the trending lists against your own national revenue. Also in this week's Management/Marketing/Sales section: **Mark Ramsey** talks about building your station brand on an emotional level, **Irwin Pollack** rebuts the objection that "the home office won't let me advertise," plus the latest 60-Second Copywriter and more.

Pages 6-8

**TIME TO GIVE THANKS**

Thanksgiving reflections are offered this week in both News/Talk/Sports and Latin Formats. R&R News/Talk Editor **Al Peterson** speaks to eight executives who reveal what they are grateful for, and Latin Formats Editor **Jackie Madrigal** presents messages of thanks from a dozen key players in the Latin universe.

Pages 14, 64

**R&R NUMBER ONES**

**CHR/POP**

• 3 DOORS DOWN Here Without You (Republic/Universal)

**CHR/RHYTHMIC**

• LUDACRIS /SHAWNNA Stand Up (Def Jam South/IDJMG)

**URBAN**

• JAGGED EDGE Walked Outta Heaven (Columbia)

**URBAN AC**

• GERALD LEVERT U Got That Love... (Elektra/EEG)

**COUNTRY**

• TOBY KEITH I Love This Bar (DreamWorks)

**AC**

• SHANIA TWAIN Forever And For Always (Mercury/IDJMG)

**HOT AC**

• SANTANA /ALEX BAND Why Don't You & I (Arista)

**SMOOTH JAZZ**

• DAVE KOZ Honey-Dipped (Capitol)

**ROCK**

• STONE TEMPLE PILOTS All In The Suit... (Atlantic)

**ACTIVE ROCK**

• TRAPT Still Frame (Warner Bros.)

**ALTERNATIVE**

• LINKIN PARK Numb (Warner Bros.)

**TRIPLE A**

• SARAH MCLACHLAN Fallen (Arista)

**CHRISTIAN AC**

• NEWSBOYS You Are My King... (Sparrow)

**CHRISTIAN CHR**

• CASTING CROWNS If We Are... (Beach Street/Reunion)

**CHRISTIAN ROCK**

• SKILLET Savior (Ardent)

**CHRISTIAN INSPO**

• WATERMARK... There Is None... (Creative Trust Workshop)

**SPANISH CONTEMPORARY**

• JUANES La Paga (Universal)

**TEJANO**

• KUMBIA KINGS VOZOMATLI Mi Gente (EMI Latin)

**REGIONAL MEXICAN**

• MONTEZ DE DURANGO Lagrimas De Cristal (Disa)

**TROPICAL**

• JERRY RIVERA Mi Libertad (BMG Latin)



**'One More Chance' For Jackson?**

Latest allegations surface as new CD is released

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

The strange saga of pop superstar Michael Jackson added another twist Nov. 18, when a convoy of police vehicles arrived at the gates of the singer's Neverland Ranch outside Santa Barbara, CA. On the same day that Jackson's greatest-hits collection, *Number Ones*, hit stores, some 70 investigators — including detectives, federal agents and a forensics search team — hit Jackson's 2,600-acre complex for a 13-hour search



Jackson

JACKSON ▶ See Page 10

**Rep-Firm War Is Over As Top Execs Return To Katz**

Agovino new Interep co-President/co-COO

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

Former three-year Clear Channel Radio Sales President Mike Agovino, who last month took on the VP/GM post for Spanish Broadcasting System in Los Angeles, has now accepted the position of co-President/co-COO for Interep and will

remain based in L.A. In New York, George Pine continues as Interep co-President/co-COO. Both executives report to Interep Chairman/CEO Ralph Guild.

Agovino's responsibilities will include building out a new independent radio rep company and contributing to Interep's new-business-development initiatives. The new company is expected to be named within the next few weeks and, according to Guild, will be "individually designed around the core clients that come in."

The move to recruit Agovino was part of a new eight-year deal extending Interep's representation for SBS. Agovino fills the post that was to be taken by



Agovino

"Expecting stations to make a change in 48 hours was a little unrealistic. We're going to let clients make their decisions as they see fit, which is the best way to do it because they'll feel like they are really coming because they want to, not because somebody forced them into it."

Ralph Guild

AGOVINO ▶ See Page 16

Shaw, Flood, Gray, other staffers resume posts

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

Nov. 14-24, 2003 will go down in history as arguably the most unsettling and bizarre 11 days ever for the radio rep business. After approximately 130 Katz Radio and Christal Radio employees followed Katz Radio Group President Steve Shaw, former Christal President Tucker Flood and former Katz Radio President Mark Gray over to Interep (R&R 11/21) with the intention of starting two new firms, the fast-moving train derailed when none of the major radio groups committed to switching representation tracks.

By Nov. 20 the entire rank-and-file staff who left Katz had regained security clearance and were back on the job. Shaw, Flood and Gray will resume their former positions on Dec. 26. In the interim, man-

"The opportunity to close the circle by reuniting Steve, Tucker and Mark with the 130 Katz Radio Group employees who returned last week is in the best interests of our clients, our customers and our people."

Tu Olds

agement responsibilities for ERG and Christal are being handled by Christal VP/GSM Christine Travaglini and Katz Radio VP/GSM Kerry McFeeters. Shaw's would-be Interep co-President/co-COO post was filled this week by former Clear Channel Radio Sales President Mike Agovino (see story, left).

KATZ ▶ See Page 16

**Bronfman, Time Warner Deal**

\$2.6 billion bid for Warner Music beats out EMI

Another seismic shift occurred in the music industry Monday as Time Warner confirmed the sale of its Warner Music division for about \$2.6 billion to an investor group led by Seagram heir Edgar Bronfman Jr. and the investment firm Thomas H. Lee. The deal ends Time Warner Inc.'s 36-year run in the music industry and transforms Warner Music into the largest privately owned music company.

Time Warner chose Bronfman's bid after prolonged talks with British music giant EMI, which would have paid roughly \$1 billion in cash while giving Time Warner up to a 25% stake in the company. Under the Bronfman deal, Time Warner will have the option to purchase as much as 15% of Warner Music three years after the deal closes at a 25% discount from assessed market



Bronfman

Parsons

value. Time Warner will also have an option over a 19.9% share if Warner merges with another music company.

The agreement also marks Bronfman's return to the record industry. The former Seagram Co. chief executive resigned more than a year ago from executive duties at Vivendi Universal, which had acquired Seagram. As head of Warner Music, Bronfman will have the unique challenge of taking on

BRONFMAN ▶ See Page 11

**PART TWO OF A TWO-PART SERIES**

**Help For The Holidays**

Unwrap some awesome ideas

By Mike McVay and Daniel Anstandig  
McVay Media

When creating an "all-Christmas" format, adjust your station's regular formats to reflect the holidays, but hold on to quantity and quality image marketing. Your station continues as it has in the past, but you just happen to be playing 100% holiday music.

Morning show imaging, benchmarks and special programming features like "All-Request Lunch Hour" or "Drive at Five" remain the same. Some new programming features can give you a selling advantage, but, basically, it's just the music and imaging that are different.

The jocks should not sound like Beautiful Music jocks just because they're playing Johnny Mathis. They should be bright, energetic and well prepared for the show to reflect what the listener is thinking about each day. The content has to plug into contemporary pop culture even though the music is gold-based Christmas songs.

Continue the same usage promos and liners you usually run. ACs are always used the same way, and this tactic doesn't prohibit that. Your station is still the at-work companion. You're still used the same way on

See Page 40

# The Principles of Radio Research

**"RESEARCH MUST BE ACTIONABLE,** not just 'interesting.' If strategic research does not deliver a clear-cut plan of action, it has not achieved its objective!"

**"DATA IS JUST THE BEGINNING** of successful research..."

**"ANALYSIS IS CRUCIAL** to turn numbers into insight and action."

**"OBJECTIVITY IS ESSENTIAL.** Researchers must be receptive to whatever listeners tell them, even if it doesn't fit conventional wisdom or preconceived notions."

**"AGENDAS KILL OBJECTIVITY.** Researchers should not promote specific formats or strategies. They should be open to all of them."

**"CONFLICTS OF INTEREST ARE DEADLY.**

Researchers should not have syndication to sell you. They should not own stations that compete with you."

**"HONESTY IS A MUST.**

Researchers have to tell the truth, even if it hurts!"

**"RESEARCHERS ARE NOT ALL THE SAME.**

They must have the experience, methods and vision to deliver results for their clients."

For nearly two decades,  
Mark Kassof & Co. has applied  
our radio expertise and powerful  
research techniques for some of  
the biggest successes in  
North American radio.

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help you. Call us at 734-662-5700.

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## CC/San Diego Under Scrutiny

Clear Channel calls Dept. of Justice inquiry 'routine'

By Adam Jacobson

R&R Radio Editor  
ajacobson@radioandrecords.com

The U.S. Department of Justice on Nov. 12 visited Clear Channel's San Diego broadcast center to gather evidence for a possible federal investigation into monopolistic activity and restraint of trade at the company.

However, Clear Channel discounted reports in two San Diego newspapers about the visit, saying the inquiry was "routine" and that no official investigation by the DOJ was underway.

According to the weekly *San Diego Reader*, the DOJ's scrutiny of Clear Channel's operations in San Diego involves the company's unique programming and sales agreements with XETRA Comunicaciones, owner of XTRA-AM & FM, XHCR & XHTZ/Tijuana-San Diego, and Binational Broadcasting, which owns XHRM-FM/Tijuana-San Diego. Specifically, the DOJ is

reportedly looking into Clear Channel's percentage of ad revenue in San Diego, rather than the company's audience reach. Additionally, the Justice Department seeks to determine whether CC has used its market power in an anti-competitive way.

Clear Channel began operating XHCR & XHTZ in May 2002 after Califormula, controlled by Victor and Martha Diaz, agreed to sell the FM pair to XETRA, a Mexico City-based company headed by British-born entrepreneur John Detmold. Detmold then approved a deal that gave CC the right to handle each station's programming and sales. The arrangement gave Clear Channel a total of 12 stations that serve San Diego. Additionally, Clear Channel owns and operates KGBB & KMYT/Temecula, CA — stations located in Riverside County that are

CLEAR CHANNEL ▶ See Page 11

## Radiovisa Taps Chaidez In L.A.

Radiovisa Corp. has named Zeke Chaidez VP/GM of KPLS-AM/Anaheim-Los Angeles, the Orange County, CA-based station the fledgling company plans to use as its flagship for a new Spanish-language News/Talk network. He'll report directly to Radiovisa Chairman Steve Lehman.

An L.A. native and 10-year Spanish-language radio veteran, Chaidez was formerly GSM for KSCA/Los Angeles under previous owner Hispanic Broadcasting Corp.

"Finding someone with Zeke's credentials and proven track record in the Los Angeles market gives us a tremendous advantage," Radiovisa COO Ray De La Garza said. "We are already benefiting from his major-market leadership experience and team-building skills, not to

mention his in-depth knowledge and understanding of the Hispanic radio arena."



Chaidez

Chaidez said, "I have literally seen Spanish-language media evolve from its infancy, 30-plus years ago. My first language is Spanish, and I have always been a consumer of Spanish-language media. I understand our market not only from a business perspective, but also from a consumer perspective."

Radiovisa produces and syndicates 24-hour News/Talk/Entertainment programming in Spanish, including *Gerardo Por La Mañana*, *Deportes y Más* and *En Privado*. The company's programming is aired in Washington, DC; Las Vegas; Atlanta; Indianapolis; and Kansas City, among other markets.

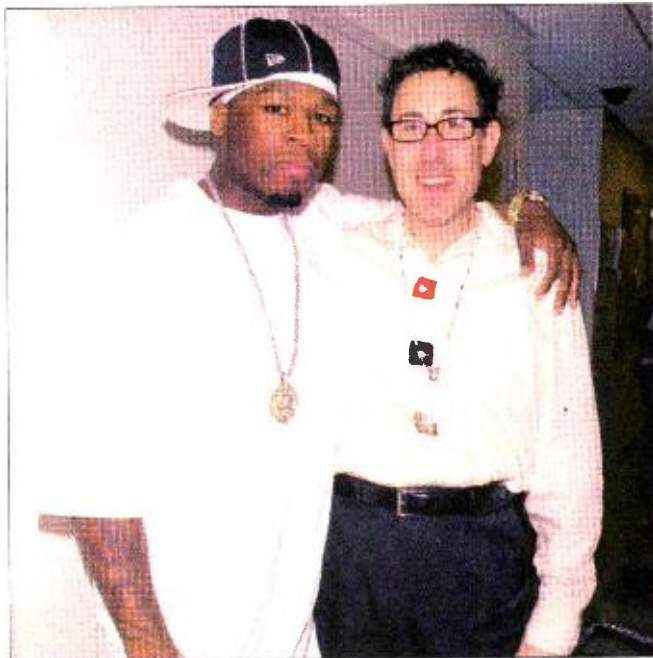
## Blake Elevated At Mercury/S.L.C.

Royce Blake has been promoted to Station Manager for Mercury Broadcasting's AC simulcast KOSY & KRAR and Alternative KCPX in Salt Lake City, succeeding Keith Abrams. A veteran air talent, Blake has been in mornings at KOSY & KRAR for 3 1/2 years and was the stations' Asst. PD. With this appointment he is also promoted to PD of the simulcast and will continue his morning shift.

Blake told R&R, "I'm a member of the U-Haul million-mile club! This is my first job, technically, as a Station Manager, although I pretty much ran Sets 102 [KXST/San Diego] for a while. We look forward

to good things with these three stations, and with KOSY & KRAR airing holiday music, we're excited about competing with [Simmons Media's market-leading Soft AC] KSFL."

Blake began his career in 1976 as a record librarian at then-Top 40 KTNQ/Los Angeles. He later held the morning shift at KCBQ-FM/San Diego and KKFR (Power 92)/Phoenix. Blake has served as OM/morning host of KXST and was KCPX's afternoon host before moving over to KOSY & KRAR. While Mercury owns KCPX, KOSY & KRAR, Clear Channel handles the station's sales via a joint sales agreement.



SHARING THE BLING Superstar 50 Cent (l) recently stopped by the New York studios of music-video network Fuse, where he appeared on the channel's daily live show IMX and got friendly with Fuse President Marc Juris. Check out their matching medallions!

## Disney B'cast Revenue Improves

Susquehanna Radio gains; DG pays down debt in Q3

By Joe Howard

R&R Washington Bureau  
jhoward@radioandrecords.com

Closing out this earnings season, Disney's ABC saw its fiscal Q4 broadcasting revenue climb 6%, to \$1.2 billion, but operating income dipped from a loss of \$23,000 to a loss of \$79,000. For fiscal 2003, the company's broadcasting revenue grew 7%, to \$5.4 billion, while broadcasting operating income swung from a loss of \$37,000 to a profit of \$37,000.

Disney's Media Networks segment overall saw revenue increase 8%, to \$2.6 billion, while operating income climbed from \$147 million a year ago to \$298 million in Q4. For the year, revenue grew 12%, to \$10.9 billion, while operating income increased 23%, to \$1.2 billion.

Disney said its 2003 broadcasting results were driven by higher advertising revenue at its owned-and-operated radio and TV stations, but it added that those gains were partially offset by increased program-

ming and production costs. Disney said year-to-year comparisons were also negatively impacted by the costs associated with ABC's coverage of the war in Iraq.

• Susquehanna's radio division posted Q3 operating income that improved from \$16.9 million to \$17.3 million, as net revenue grew 4%, to \$61.7 million. On a same-station basis, Q3 revenue improved 2%, to \$60.5 million, while operating income improved from \$17.1 million to \$17.4 million. Despite posting gains, Susquehanna said general economic conditions and weak local advertiser demand in radio have slowed the increase in advertising rates. The division also took an \$800,000 charge for music-license expenses during Q3.

• DG Systems' consolidated Q3 revenue slipped 18%, to \$13.4 million, while EBITDA slipped 30%, to \$2.4 million. Net income increased from \$717,000 (1 cent per share) to

EARNINGS ▶ See Page 10

## Stevens To KWRP/Riverside PD

Picazzo Stevens has been appointed PD of CHR/Rhythmic KWRP (Wild 96)/Riverside, effective Dec. 8. He previously spent four years as Asst. PD/MD/middayer at KISV/Bakersfield.

A Riverside native, Stevens began his radio career there at KGGI-FM. After leaving KGGI, Stevens went to KBOS/Fresno for afternoons, then to KDON/Monterey for MD/nighttimer duties.

"It was obvious after meeting with Picazzo that he was the right person for Wild 96," Styles Media's Tom DiBacco said. "Besides being a native of the Inland Empire, he has proved himself with top-rated results in multiple markets in California. We're excited to have Picazzo lead our new radio station."

Stevens said, "It's an exciting opportunity in itself, but to be able to program in my hometown is overwhelming. The only thing left to accomplish is to establish the ratings and collect the revenue."

KWRP flipped from Regional Mexican to CHR/Rhythmic on Nov. 6. The station will be moving in January 2004 from its current location in Hemet, CA to brand-new facilities in San Bernardino, CA.

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## Baker Becomes PD For WCDX In Richmond

Reggie "B" Baker has officially been tapped as PD of Urban WCDX/Richmond. Baker, who is promoted from Asst. PD/MD, has been handling interim PD duties at the station since April, when Terry Floxx exited. Baker will also manage operations at Urban sister WRHH/Richmond.



Baker

"I'm just thrilled that Reggie has been given the opportunity to take WCDX to new heights," Radio One/Richmond GM Sherry Sawyer told R&R. "His passion, loyalty and energy are great ingredients for the future success of WCDX."

Baker began his career in radio in 1996 at WCDX, where he started as a street-team member and part-time announcer. In 2000 he became producer of the syndicated *Russ Parr Morning Show*, a responsibility he still holds today. In 2002 he earned the MD title and, later that year, Asst. PD duties.

"It's a dream come true," Baker said of his new job, "because I'm from Richmond and I get to do what I love to do in my hometown."

BAKER ▶ See Page 11

# Continued Weakness In '04 May Fuel Mergers

Financial expert: Radio's flexibility hurts during tough times

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

While he agrees with most industry watchers that next year holds the promise of bluer skies for the radio business, GE Media & Communications Finance Sr. VP Jeff Ferry told R&R in an exclusive interview that if the economic environment doesn't turn around, companies may start looking more closely at joining forces.

"If things don't improve in 2004, you'll see more activity," Ferry said, "because then the only way to drive growth would be to combine and try to optimize the platforms." He also predicted that continuing financial weakness could have a negative impact on how radio assets are valued because such weakness would run afoul of the industry's traditional growth trends.

"Part of why [radio assets] are getting high valuations is historically high growth rates and high margins," he explained. "If the growth rates perhaps aren't there, there will be more questions on valuations and whether these companies deserve the valuations they're getting."

But Ferry believes an economic rebound in '04 will bring station values back up — which could also start a new round of acquisitions. "There are probably some out there who could have sold in 1998, 1999 or 2000 who maybe feel like they lost out, and if things start coming back, perhaps those same people aren't going to miss the train again," he said.

Turning to the current state of the radio industry, Ferry said that while radio's ability to respond quickly to advertisers' needs is ordinarily a benefit compared to media that require more lead time, that flexibility can be a problem when the industry faces down times, as it has

over the last few quarters. He said, "I almost think that flexibility is a negative in a time like this because an advertiser knows he can wait until the last minute to place an ad. And if his sales for the last week haven't been good, then he doesn't buy the ad."

However, Ferry said that in talking to his clients — ranging from companies that operate in New York to some in unrated markets — he's found a sense that the weakness in local radio ad spending that marred 2003 will be less of a problem next year. "The operators — those closest to the markets — believe that the advertising dollars will come back," he said. "It just may take a little longer in the local markets to show the actual proof that the economy is turning around."

"Once the local folks see some positive impact, the dollars will come back."

## Congress Drops TV-Reach Cap From Spending Bill

Bowing to the threat of a White House veto, legislators on Tuesday removed from a massive spending bill an amendment that would have restored the national TV audience-reach cap of 35% for one year, instead reaching a compromise with the White House that sets the cap at 39% — still below the 45% limit the FCC set in the media-ownership rules it released in June.

The compromise came barely a week after a joint Senate-House committee agreed to leave the cap amendment in the spending bill, and Sen. Byron Dorgan — who was on the joint committee and who led the way in an earlier Senate resolution to revoke all of the FCC's new ownership rules — on Tuesday morning sent a letter to House and Senate leaders decrying the compromise.

"I, and others who have fought so hard to overturn these rules, will not sit quietly by while the White House insists on provisions that are counter to the public's interest," Dorgan wrote. "I am writing in the hope that you will resist efforts by the White House to force this change."

On the House side, Rep. Maurice Hinchey was equally outraged, calling the compromise a "back-room deal to increase the nation's broadcast-ownership cap" and "a complete abrogation of the congressional process." He said, "For the Bush administration

**"This is an assault  
on efforts to prevent  
further media  
consolidation."**

Maurice Hinchey

to step in at the 11th hour — after the process had already been concluded — and so obviously trample on the authority of Congress is abhorrent." Hinchey added, "This is an assault on efforts to prevent further media consolidation."

Hinchey would also like Congress to take action against the FCC's new cross-ownership regulations. Calling efforts to restore the 35% cap "the beginning of the fight," he said, "The remaining FCC rule changes would still cre-

ate a scenario in which a single corporation would be able to acquire in one city up to three television stations, eight radio stations, the cable television system, numerous cable television stations and the only daily newspaper." He said Congress should repeal all of the "Powell rules" — referring to FCC Chairman Michael Powell — in order to preserve independence and diversity in the media.

Hinchey also tried unsuccessfully to attach an amendment to the Commerce-Justice-State appropriations bill that would have prevented the FCC from implementing its new cross-ownership rules.

Meanwhile, NAB President/CEO Eddie Fritts — who has steadfastly supported restoring the 35% TV-reach cap — said in a statement issued late Tuesday, "The NAB supports the compromise 39% national television-ownership cap. While a 35% cap would have been preferable, we recognize the political realities surrounding this issue."

Fritts continued, "The NAB appreciates the efforts of all members of Congress who recognize the enduring value of free, local broadcast-

— Joe Howard

## BUSINESS BRIEFS

### Investors Purchase Anshell Media

Windy City financiers Sheldon and Anita Drobny have sold Anshell Media to a group of investors headed by Mark Walsh, a former AOL executive and chief technology adviser to the Democratic National Committee, the *Chicago Tribune* reported last week. Launched in February as a vehicle to develop a new liberal talk radio network, to date Anshell has not hired any talents, purchased any radio stations or inked any program-distribution agreements. Walsh — who, the newspaper reported, has a "less partisan vision" for the radio network than the Drobny's — said he plans to have it on the air by early next year. Walsh will replace Jon Sinton as CEO of the venture while Sinton remains as President. Veteran programmer Dave Logan, most recently with XM, is reportedly joining Anshell as head of programming.

### XM Chief: We Give Listeners What Terrestrial Radio Can't

I think that there are a number of people who are simply dissatisfied with their musical choices on terrestrial radio," XM Satellite Radio President/CEO Hugh Panero said in an interview with *The Motley Fool* last week. He said that while radio is "a very good, low-cost medium to package listeners for advertisers," its mass-market focus prevents it from satisfying every taste. "The people who love jazz and blues and rock 'n' roll and other kinds of eclectic music, like reggae or opera, just can't find it," he said. "People have those choices at home with CDs; they don't have it in their car." He added that the notion that consumers won't pay for radio has been dispelled and said satellite radio is taking its place in the media marketplace. "It's a phenomenon that has just taken off, and we think that we are part of the entertainment landscape now," he said. "We want to be wherever AM-FM is."

In other news from XM, the company has selected customer-support-services provider SITEL to handle customer inquiries about subscriptions, equipment and billing. XM VP/Corporate Affairs Chance Patterson told R&R the deal will have no effect on XM's employee head count, as SITEL is replacing another outsourced provider.

### UBS To Purchase Millions Of New Sirius Shares

Sirius last week set a sale of more than 73 million new shares of common stock at \$2.10 apiece in an arrangement that raises close to \$150 million for the satcaster. The placement is being underwritten by UBS Securities, and Sirius Director/Public Relations Ron Rodrigues told R&R UBS is the buyer of all the stock. Sirius has also granted UBS an overallotment option to purchase nearly 11 million additional shares, which could take the gross proceeds of the offering up to \$184 million. Sirius plans to use the proceeds for general corporate purposes, including investments in programming and in its retail and automotive distribution channels. The stock issue is covered under Sirius' shelf registration statement.

S&P said after Sirius' announcement that the stock offering won't affect the satcaster's S&P debt rating or outlook because Sirius still has "sizable" liquid assets (\$479 million as of Sept. 30). S&P warned, however, "Sirius' progress in growing subscribers remains slow and is a significant rating concern. The company's rating and stable outlook could be pressured if it does not demonstrate more meaningful progress toward establishing its business and achieving the roughly 2 million subscribers it estimates are needed to reach cash-flow breakeven." However, S&P noted that the new cash infusion may help Sirius improve distribution or run promotions to build its subscriber base.

### Sirius Stockholders Unhappy With Company's Course

At Sirius' annual shareholders' meeting on Tuesday, investors took President/CEO Joe Clayton to task about the steps the company is taking to catch up to market leader XM and expressed frustration about Sirius' troubles getting receivers to the market. According to Reuters, shareholders also griped about Sirius' stock price, which — while it has rebounded from below \$1 earlier this year — has been at or below \$2 per share since the summer. While Clayton acknowledged that his company's receivers are about a generation behind XM's, he noted that Sirius' first boombox will be shipped in time for Christmas and said the company has worked hard to get receivers on retail shelves. "There will be plenty of goods to sell for the Christmas selling season," he said. Clayton also said Sirius is on track to reach 200,000

Continued on Next Page

## R&R Stock Index

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

	Change Since				
	11/21/02	11/14/03	11/21/03	11/21/02	11/14/03-11/21/03
R&R Index	222.65	206.652	203.96	-8%	-1.3%
Dow Industrials	8845.15	9768.68	9628.53	+9%	-1.4%
S&P	933.76	1050.35	1035.28	+11%	-1.4%

**TRANSACTIONS AT A GLANCE**

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

- WEWC-AM/Callahan (Jacksonville), FL \$650,000
- WJYO-FM/Ft. Myers and WBIY-FM/La Belle, FL \$500,000
- WTOT-FM/Graceville, FL \$500,000
- WJFL-FM/Tennille, GA Undisclosed
- WAMD-AM/Aberdeen, MD \$150,000
- WNEB-AM/Worcester, MA \$400,000
- KZPL-FM/Lee's Summit (Kansas City), MO \$10 million
- KLBU-FM/Pecos (Santa Fe), NM Undisclosed
- WIFM-FM/Elkin, NC \$1.15 million
- WCHQ-AM/Camuy, PR Undisclosed
- WTLI-AM/Mayaguez, PR \$700,000

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

**DEAL OF THE WEEK**

• **KFSD-FM/Escondido (San Diego), CA**

PRICE: \$18 million

TERMS: Asset sale for cash

BUYER: Jefferson-Pilot Communications, headed by President/Radio Division Clarke Brown Jr. Phone: 404-238-9479. It owns 16 other stations, including KBZT-FM, KIFM-FM & KSON-FM/San Diego.

SELLER: North County Broadcasting, headed by President Art Astor. Phone: 714-502-9494

BROKER: Michael J. Bergner of Bergner & Co. and Kalil & Co. Inc.

**2003 DEALS TO DATE**

Dollars to Date: **\$2,126,283,821**  
(Last Year: \$5,383,756,206)

Dollars This Quarter: **\$555,693,510**  
(Last Year: \$350,786,135)

Stations Traded This Year: **784**  
(Last Year: 810)

Stations Traded This Quarter: **179**  
(Last Year: 148)

**FCC ACTIONS**

**Infinity Refuses To Pay Opie & Anthony Fine**

In a response filed with the FCC last week, Infinity said it "respectfully declines" to pay a massive \$357,000 fine levied against all of the stations that carried Opie & Anthony's show before its cancellation. The company made the decision based on its belief that while the actions described in the infamous "Sex For Sam" broadcast were indecent, the broadcast itself wasn't. According to the *New York Post*, Infinity said the broadcast contained only "oblique references and innuendo" that don't violate the FCC's indecency rules. Just what constitutes an indecent broadcast is sometimes the subject of debate in cases like this, and while the FCC issued a policy statement in April 2001 offering examples of what has in the past been found indecent, the commission said the samples included were only there to offer guidance. R&R's calls to an Infinity representative were not returned.

**FCC Denies Entercom Confidentiality Request**

The five commissioners on Tuesday shot down Entercom's application for review of an earlier Media Bureau ruling in which the broadcaster sought confidential treatment of a recording of an allegedly indecent broadcast that aired on Entercom's KNRK-FM/Portland, OR. The FCC upheld the Media Bureau's ruling that the request doesn't meet the FCC's confidentiality requirements, noting that the confidentiality rules are designed to protect companies from disclosure of competitively sensitive material, such as financial records, trade secrets and personnel records. Entercom made no claim that the broadcast contained any such information. The FCC also said there is precedent for denying a confidentiality request for a broadcast: "The courts and the commission have consistently held that no claim of confidentiality may be made if material has already been made public. A recording of material broadcast over the air does not qualify for confidential treatment under the commission's rules because it has already been openly disseminated to the public."

**BUSINESS BRIEFS**

Continued from Page 4

subscribers by year's end; the company reduced its year-end forecast from 300,000 subscribers to 200,000 during its Q3 earnings conference call.

**TV One Announces Debut Markets**

TV One, Radio One and Comcast's new cable channel targeting African-American adults, will be added to Comcast's expanded basic cable package in Atlanta; Detroit and Flint, MI; and Comcast's entire Atlantic division, which includes Washington, DC and Baltimore. The channel, set to debut on Jan. 19, 2004, will initially reach 2.2 million households. TV One is also pursuing carriage agreements with operators other than Comcast and hopes to announce availability in more markets soon. TV One President/CEO Johnathan Rodgers said, "We hope to make TV One more than simply a new viewing choice for African-American adults. We hope to make it a television home that will serve our entertainment needs and reflect and respect our lifestyle and culture."

**Davison Elected SCBA Board Chairman**

ABC Radio/Los Angeles President/GM John Davison has been elected Chairman of the Southern California Broadcasters Association's board of directors. Infinity/L.A. VP/Market Manager, News Pat Duffy moves into the Vice Chairman position. Rounding out the board are Univision Radio/L.A. VP/GM Thomas McSweeney, who becomes Secretary; Clear Channel/L.A. RVP/Market Manager Roy Laughlin, now Treasurer; and Emmis Radio VP Val Maki-Candido, who becomes immediate past Chairman.

**Larsen Reelected SDRBA President**

The San Diego Radio Broadcasters Association has elected KCBQ/San Diego morning host Mark Larsen to an unprecedented seventh term as President. The SDRBA, which is made up of 25 stations in the market, also elected Clear Channel/San Diego's Mike Glickenhau VP and KPBS's Bruce Bauer Treasurer.

**AWRT Names Judging Host For Gracie Awards**

The Foundation for the American Women in Radio & Television has selected the San Antonio Media Alliance, a chapter of the AWRT, to host the judging of the 29th edition of the AWRT's annual Gracie Awards. The alliance will host the judging for a record 13th consecutive year, and KFOR-TV/Oklahoma City's

Continued from Page 11

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**JEFF GREEN, CRMC**  
jgreen@radioandrecords.com

# Hey, Big Spenders: National Radio Ad Leaderboard

National advertising was up 13% in 2002 compared to 2001, and here, courtesy of the RAB and TNS Media Intelligence/CMR, is the new list of many of the corporate advertisers that gave radio its biggest boost in national network and spot revenue. Aside from runaway leader SBC Communications' stunning 49% jump, to over \$109 million, several companies increased their national radio budgets by at least 50% from the previous year, including Home Depot, the DaimlerChrysler Deal Association and Autozone. Even most of the leaders that slipped in rank still spent more than in 2001.

The 2002 corporate top 40 spent \$1.38 billion, a whopping 23% increase from the 2001 top 40 roster, which spent \$1.12 billion. Thirty-five companies invested more than \$20 million in national radio last year, up from 25 in 2001. Also encouraging for radio was the combined ad expenditures of the top 40

brands in 2002: \$844.5 million, compared to \$656.3 million in 2001, up 28.7%. Fourteen brands spent at least \$20 million on national radio in 2002 — a big jump from only five in 2001.

One major caveat when looking at either the national rankers or the "Dropped off the List" groups: Many nation-

al advertisers (such as Budweiser and McDonald's) place the majority of their radio buys directly with stations and not through a network or rep firm. Direct spending by many national advertisers substantially exceeds the amounts spent by the advertisers listed.

## Radio's Top 40 National Network & Spot Advertisers: Corporate

'01 Rank	'02 Rank	Corporate Advertiser	'02 Network	'02 Nat'l Spot	Total	Chg. '01-'02
1	1	SBC Communications	\$0.5	\$108.6	\$109.1	+49.0%
2	2	Verizon Communications	4.0	71.3	75.3	+9.0
3	3	National Amusements (Viacom, etc.)	16.0	47.0	63.0	+31.5
8	4	Home Depot Inc.	0.6	62.2	62.7	+57.1
7	5	DaimlerChrysler Dealer Assn.	—	61.8	61.8	+52.6
6	6	AOL Time Warner	8.8	50.2	59.1	+41.7
4	7	AT&T Wireless Services	2.1	43.8	45.9	+3.6
5	8	Walt Disney Co.	13.7	31.5	45.2	+3.2
10	9	General Motors Corp.	16.3	29.0	45.2	+26.3
9	10	News Corp. Ltd.	5.3	38.6	43.9	+20.3
14	11	Procter & Gamble Co.	24.8	16.8	41.6	+35.5
22	12	Autozone Inc.	34.6	3.9	38.5	+78.2
12	13	JC Penney Co. Inc.	22.4	14.1	36.4	+11.0
15	14	Berkshire Hathaway (Geico, Dairy Queen, etc.)	9.6	26.4	36.0	+22.9
—	15	Texas Pacific Group (Burger King)*	4.0	30.8	34.9	N/A
13	16	Signet Group PLC (Jared, Kay Jewelers, etc.)	—	34.4	34.4	+9.9
23	17	Ford Motor Co. Dealer Assn.	—	30.5	30.5	+45.9
—	18	Political Advertising	—	29.0	29.0	N/A
11	19	Sears Roebuck & Co.	19.9	7.8	27.7	-16.3
21	20	Volkswagen AG Dealer Assn.	—	26.0	26.0	+15.6
—	21	Sony Corp.	4.4	21.7	26.0	N/A
26	22	General Motors Dealer Assn.	—	25.6	25.6	+34.0
33	23	Radio Shack Corp.	18.7	6.6	25.3	+45.4
30	24	Daimler Chrysler AG (corp.)	10.1	14.7	24.8	+36.3
17	25	Target Corp. (Target, Dayton Hudson, Marshall Field's)	1.1	23.5	23.5	-13.6
32	26	U.S. Government	13.7	9.4	23.1	+32.0
16	27	Pfizer Inc.	19.6	3.0	22.6	-18.7
—	28	XM Satellite Radio	19.0	3.3	22.2	N/A
—	29	Toys 'R Us Inc.	13.2	9.0	22.2	N/A
28	30	AT&T Corp.	9.8	12.1	21.9	+16.5
24	31	Ford Motor Co.	15.2	6.0	21.3	+1.9
38	32	Hyundai Corp. Dealer Assn.	—	21.1	21.1	+34.4
—	33	CompUSA Inc.	—	20.8	20.8	N/A
40	34	General Electric Co.	6.9	13.6	20.5	+35.8
—	35	Hotwire	19.6	.8	20.4	N/A
27	36	ALLTEL	—	19.2	19.2	+1.6
—	37	Johnson & Johnson	10.7	8.3	19.0	N/A
31	38	Wells Fargo & Co.	—	18.9	18.9	+6.2
25	39	State of California (Lottery, etc.)	—	18.8	18.8	-7.4
—	40	Mission Pharmacal Co.	18.7	—	18.7	N/A

Figures in millions of dollars. Rounding may affect totals. N/A = Figure not available.

\*In 2001 Burger King was part of Diageo PLC, which ranked 20th with \$23.3 million in advertising expenditures.

Dropped off the top 40: Diageo PLC, State Farm Mutual Auto Insurance Co., Philip Morris Cos. Inc. (Kraft, Miller Brewing, etc.), Vivendi Universal SA, Sprint Corp., Echostar Communications Corp., McDonald's Corp., Kohl's Corp., Advantica Restaurant Group (Denny's).



## Radio's Top 40 National Network & Spot Advertisers: Brand

If radio ever had a problem accepting advertising from satellite radio providers, you'd never know it from 2002's numbers, as XM Satellite Radio debuted on top 30 at no less than No. 10. Cell-phone providers held three of the top four spots for the second straight year, with huge increases in national dollars from Cingular and AT&T.

'01 Rank	'02 Rank	Corporate Advertiser	'02 Network	'02 Nat'l Spot	Total	Chg. '01-'02
3	1	Home Depot Home Center	\$0.6	\$60.6	\$61.1	+54.7
1	2	Verizon Wireless Service	1.8	54.2	56.0	+7.5
2	3	Cingular Wireless Service	0.5	54.2	54.7	+31.2
4	4	AT&T Wireless Service	—	42.7	42.7	+90.6
5	5	Autozone Parts Stores	34.6	3.9	38.4	+77.8
7	6	Burger King Restaurant	4.1	30.7	34.8	+76.6
11	7	Dodge Dealer Assn.	—	33.1	33.1	+98.2
14	8	Fox TV Network Entertainment	—	25.1	25.1	+59.9
8	9	Radio Shack Electronic Stores	18.7	6.3	25.0	+43.7
—	10	XM Satellite Radio Satellite System	19.0	3.3	22.2	N/A
13	11	Hyundai Dealer Assn.	—	21.1	21.1	+34.4
22	12	Toys 'R Us Stores	13.0	8.0	21.0	+52.2
—	13	CompUSA Superstores	—	20.8	20.8	N/A
—	14	Hotwire Travel Services	19.6	0.8	20.4	N/A
17	15	Jared Jewelers	—	17.9	17.9	+20.1
9	16	Wells Fargo Bank Financial	—	17.7	17.7	+5.4
—	17	Southwest Airlines-Domestic	1.6	14.6	16.1	N/A
—	18	Mazda Dealer Assn.	—	15.7	15.7	N/A
15	19	Audi Dealer Assn.	—	15.5	15.5	-1.3
25	20	Priceline.com	14.8	0.6	15.4	+22.2
12	21	Kohl's Department Stores	—	15.4	15.4	-3.8
—	22	Blockbuster Video Stores	0.8	14.1	14.9	N/A
—	23	Lowe's Building Supply	—	14.5	14.5	N/A
—	24	Bank of America Consumer Financial	0.2	14.3	14.4	N/A
16	25	Denny's	—	14.4	14.4	-7.1%
33	26	Safeway Food Stores	—	14.1	14.1	+24.8
—	27	Guitar Center	—	13.9	13.9	N/A
—	28	Tweeter Home Entertainment	—	13.7	13.7	N/A
—	29	UPS	—	13.5	13.5	N/A
—	30	Political-Gubernatorial Races	—	13.5	13.5	N/A
26	31	1-800-CALL-ATT	7.4	5.9	13.3	+11.8
31	32	GEICO	—	13.3	13.3	+15.7
20	33	NEXTEL Cellular Service	—	13.3	13.3	-4.3
29	34	JC Penney-Sales Announcements	13.0	—	13.0	+13.0
24	35	Lifetime Cable TV-Paid Promotions	13.0	—	13.0	-2.3
—	36	WB TV Network	—	12.8	12.8	N/A
28	37	Red Lobster Restaurants	11.0	1.4	12.5	+6.8
—	38	Office Max Office Supply	12.0	0.1	12.2	N/A
30	39	Sprint PCS Digital	—	12.2	12.2	+6.1
—	40	Sears Roebuck & Co.-Misc.	11.9	0.1	11.9	N/A

Source: TNS Media Intelligence/CMR 2003

Figures in millions of dollars. Rounding may affect totals. N/A = Figure not available.

Dropped off the top 40: SBC Communications Internet Services, Dish Network, Epson Printers, State Farm Insurance, AT&T Wireless Phone Centers, Alltel Communications, Office of National Drug Control, Chrysler Plymouth Dealer Association, XO Web Hosting Internet Services, Showtime Cable TV, McDonald's Restaurants, Travelocity Travel Services Online, 7-Eleven Food Stores, Joint-Ritis Arthritis Rub, Albertson's Food Stores.

## Top 30 National Network & Spot Radio Categories

The good news is that half of the categories in this group increased their spending in radio advertising over the past two years, including four of the top five. The major new entry in 2002 was Household Supplies, whose radio expenditures nearly tripled from 2001.

The disappointing side is that half of the top 30 are down from 2000. Financial is only beginning to recover from a rough 2001 and is still \$50.8 million below 2000; same goes for Media & Advertising, which remains \$79.7 million below 2000. Insurance/Real Estate has been struggling since 2000 (down \$58 million). Although relatively flat from 2001, Computers/Software hasn't recovered from the \$101.4 million loss it experienced between 2000-2001 — nor has Business & Technology, a former top 15 category that has fallen off the list after being worth \$70 million to radio two years ago.

However, big improvements since 2000 were demonstrated by Medicines, Dairy/Produce, Audio & Video and Liquor — the last has added more than \$6 million to radio's coffers in the past two years. If you take the top 30 from 2001 and compare that list with 2002's roster, the total national radio dollars increased a healthy 14.6% year to year.

'00 Rank	'01 Rank	'02 Rank	Category	2001 Total	2002 Total	%Chg '01-'02
1	1	1	Retail	\$465.9	\$534.5	+14.7%
3	3	2	Automotive, Auto Accessories & Equipment	268.6	350.7	+30.6
4	4	3	Telecommunications	241.0	314.5	+30.5
2	2	4	Media & Advertising	273.5	310.6	+13.6
8	6	5	Restaurants	144.0	172.7	+19.9
5	5	6	Financial	157.6	172.1	+9.2
7	8	7	Government, Politics & Organizations	118.6	160.8	+35.5
11	7	8	Medicines & Proprietary Remedies	124.3	152.7	+22.9
10	9	9	Miscellaneous Services & Amusements	105.0	129.3	+23.1
12	11	10	Public Transportation, Hotels & Resorts	102.1	113.9	+11.4
13	10	11	Department Stores	103.0	112.8	+9.5
9	12	12	Insurance & Real Estate	101.3	89.7	-11.5
6	13	13	Computers, Software, Internet	87.8	88.0	+0.2
15	14	14	Dairy, Produce, Meat, Bakery	60.3	82.1	+36.1
18	17	15	Audio & Video Equipment, Supplies	43.1	61.1	+41.7
16	16	16	Confectionery & Snacks	48.2	45.3	-6.1
17	15	17	Beverages	48.4	42.2	-12.8
20	20	18	Beer & Wine	33.9	34.8	+2.8
24	18	19	Direct Response Companies	42.8	34.3	-19.8
19	19	20	Automotive Dealers & Services	41.3	33.2	-19.7
23	21	21	Horticulture & Farming	33.2	27.4	-17.5
27	25	22	Liquor	22.9	27.2	+19.0
21	22	23	Prepared Foods	31.2	26.0	-16.7
22	23	24	Gasoline, Lubricants & Fuels	28.5	24.1	-15.4
28	27	25	Personal Hygiene & Health	20.1	23.3	+16.2
29	28	26	Schools, Camps, Seminars	19.3	20.4	+5.5
—	44	27	Household Supplies	5.3	20.3	+280.2
25	24	28	Discount, Department & Variety Stores	28.2	19.8	-29.8
—	34	29	Building Materials, Equipment & Fixtures	11.3	19.1	+68.8
—	31	30	Office Machines	13.9	15.7	+12.4

Source: TNS Media Intelligence/CMR 2003

Figures in millions of dollars. Rounding may affect totals.

Dropped off the top 30: Business & Technology; Manufacturing: Materials & Equipment/Freight/Industrial Development; Ingredients: Mixes & Seasonings.

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...and the BIG news...K-Lite 105.3 is the first Tesh Show affiliate to claim NUMBER ONE!!!! (Women 25-54)... (Summer 2003 ARBS, Bakersfield market).

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# Build Your Station Brand On An Emotional Level

One of the challenges facing radio today is the way we obsess about liners while too often ignoring what's needed to really craft a brand. To make a brand, the smarties know you have to tap in to the emotional power of the product itself.

Music, for example, has tons of inherent emotional power. It's a shame we don't often bother to leverage it. It's as if we have the bombs but forgot to make the detonators. Here's what ex-Nike and Starbucks master marketer Scott Bedbury recommends.

Identify your station's core values. MTV stands for the "MTV lifestyle."

I get that. I also get the "Alternative" lifestyle, the "Rock" lifestyle, and the "Country" lifestyle. But what about a "Mix" or Oldies sta-

tion? Don't say "variety," because that's not an emotion. One thing is for sure: If you don't know your core values, your audience doesn't either.

Make sure everyone internally understands those core values. It's important to stand for something, but it's pointless if that knowledge isn't shared throughout the staff and the audience. Are you spreading the word about what your station stands for on an emotional level, or are you hooked on emotionally empty left-brain liners?

By Mark Ramsey

The key is to spotlight ways your brand helps the audience belong, connect, hope and experience joy and fulfillment. Starbucks isn't about coffee, it's about a great coffee experience. And Nike isn't about shoes, it's about the experience of "authentic athletic performance."

What's your station's experience? What role do your music and your brand play in people's lives?

Mark Ramsey is President of radio-perceptual specialist Mercury Radio Research. He can be reached at 858-566-0220, mramsey@mercradio.com or via www.mercradio.com.

## objection overruled!

### 'The Home Office Won't Let Me'

By Irwin Pollack

When the prospect tries to blow you off by referring to an invisible higher authority, you're in trouble — unless you are aggressive about taking on headquarters directly or finding a new way to the money. Try these rebuttals.

1. Is it a matter of money? If so, let's get this funded through some of your key vendors or suppliers.
2. Who do I need to see at the home office? May I have your written recommendation? Is there someone at the district or regional level we should see?
3. Can this plan be placed in another budget category? That way, when the program has worked, you can take credit for this great idea without having gone over budget in a certain area!
4. Let's call them right now and see if we can get them to change their minds.
5. Why is that? What are the specific reasons? Have they made exceptions before?
6. Instead of advertising dollars, let's look at promotional, contingency or discretionary funds.
7. Do they let you use the newspaper? If so, let's reconfigure the ad so that you can do the campaign on our station, still use the print ad and not exceed your budget. That makes sense, doesn't it?
8. Who makes the decisions there? Let me help you with him or her.
9. OK — but the home office needs to know this is a different market. It has different needs. Their support for a communitywide program like this should be paramount.
10. What's the maximum expenditure you can make without having to involve them? This program requires only a [how many dollars] per-day payout for just eight weeks.
11. There are leaders and there are followers. What I'd like to do is get you involved with this campaign, because once you start it, the rest of the chain will follow.
12. There's an exception to every rule. Let me help develop ideas to get the home office to think outside the box.



Irwin Pollack

Boston-based radio sales and management trainer Irwin Pollack provides hands-on, results-oriented seminars and in-house consulting for clusters and individual stations. He can be reached toll-free at 888-723-4650 (RADIO 50) or through www.irwinpollack.com.

## 60-Second Copywriter

### Phone Numbers Are A Big Hang-Up

By Jeffrey Hedquist

When was the last time you wrote down a phone number you heard on a radio commercial? I thought so. Do you really expect any other listener to do it, especially when they're driving?

Millions of dollars in radio time are wasted each year on phone numbers no one responds to, and yet clients keep asking to have their numbers put in radio commercials, thinking that radio works like print. It doesn't.

Use a phone number in a radio commercial only if a phone call is the primary (or only) response vehicle and only if the phone number is memorable. We can't all have 1-800-FLOWERS, but the simpler your number is to remember, the better.

In all cases, use the spot to make listeners want to call. Two possibilities where including the phone number can make sense:

- If the client has a truly memorable number, build the spot around it: benefit, phone number, benefit, phone number, benefit, phone number.
- Challenge the listener to remember the number. Make a joke about the number, sing the number, or make it rhyme.

If you don't have a number that will stick in the listeners' minds, make sure you implant the advertiser's name and send those listeners to the white pages of the phone book. That way the competitors' ads they might see in the Yellow Pages won't distract them.

Above all, stop adding a phone number as an afterthought. If the spot is powerful enough and aired with enough frequency to get listeners to remember the name and what the benefit is, they'll find the advertiser.

Contact Jeffrey at Hedquist Productions, P.O. Box 1475, Fairfield, IA 52556; 641-472-6708; fax: 641-472-7400; or jeffrey@hedquist.com. He's in the white pages.

### Pros On The Move

• **Pat Amsbry** adds Director/National Sales duties for KZLA/Los Angeles to his current national sales role at co-owned Emmis outlet KPWR/Los Angeles. Amsbry, who recently joined Emmis, takes over for **Dick Warshaw**, who is now serving in a consulting role with the company's L.A. stations.

• **John Potter** is promoted to Academy Director for the RAB. He joined the organization in July as Educational Projects Specialist and will now supervise the Radio Training Academy's curriculum for on-site training in Dallas, including the online component, as well as the extension program held in various markets. A 35-year broadcaster, Potter will continue as the Academy's primary instructor.

• **Bob Proud** is the new Local Sales Manager at Classical-formatted WRR/Dallas. A 34-year radio veteran, Proud was previously VP/GM for the Entravision/Dallas cluster and earlier held senior management posts for several radio groups, including El Dorado Communications, Sudbrink/RMF, Heritage, Fiduciary, Thrash and Clear Channel.

• **Len Howser**, afternoon drive personality at WFHM (The Fish)/Cleveland, takes on additional duties as Marketing/Promotions Manager.

• **C. Patrick O'Brien** is named Director/Sports for Infinity News outlet KFWB/Los Angeles. O'Brien was previously Director/Sales & Marketing for the Anschutz Entertainment Group.

## EDI Vendor Contact List

The electronic data interchange vendors listed below are participants in the RAB's EDI Task Force.

- **Adware Systems**; 5111 Commerce Crossings Drive, Suite 200, Louisville, KY 40229; 502-810-5000; www.adware.com.
- **Arbitron/Tapscan**; 142 West 57th St., New York, NY 10019; 212-887-1300; www.arbitron.com.
- **Audio Audit**; Mack-Cali Centre II, 1 Mack Centre Drive, Paramus, NJ 07653; 201-261-0001; www.audioaudit.com.
- **BuyMedia/Marketron**; 101 Empty Saddle Trail, Mailey, ID 83333; 208-788-6272; www.marketron.com.
- **CAM Systems**; 12980 Saratoga Ave., Suite C, Saratoga, CA 95070; 408-446-7000; www.camsystems.com.
- **Datatech Software**; 1355 15th St., Ft. Lee, NJ 07024; 201-592-1412; www.dtssoft.com.
- **Donovan Data Systems/Media Ocean**; 115 West 18th St., New York, NY 10011; 212-633-8100; www.donovandatasystems.com.
- **Mediaport**; Gore Building, 1840 S. 1300 E., Salt Lake City, UT 84106; 801-832-3568; www.mediaport.com.
- **Management Science Associates**; 6565 Penn Ave., Pittsburgh, PA 15206; 800-672-4636; www.msa.com.
- **ODAC/Encoda Systems**; 1999 Broadway, Suite 4000, Denver, CO 80202; 303-237-4000; www.encodasystems.com.
- **SQAD Inc.**; 303 S. Broadway, Suite 108, Tarrytown, NY 10591; 914-524-7600; www.squad.com.
- **Verance**; 10145 Pacific Heights Boulevard, Suite 200, San Diego, CA 92121; 858-202-2800; www.verance.com.
- **Wicks Broadcast Solutions**; P.O. Box 67, Reedsport, OR 97467; 800-547-3930; www.wicksbroadcastsolutions.com.

## PART TWO OF A THREE-PART SERIES

## What's It All About?

## The ABCs of digital media, continued

This week we continue the rundown of some digital-media basics — the major players, software, hardware and the law. A lot on the digital side of the music business remains new and unsettled, but consumers want online music, and it will only grow. Last week was A through F, so this week we start with G.

## G Through P

**3G, 4G:** 3G, or third-generation, wireless systems include much greater data-transfer capability than is needed for voice communication, enabling easy transmission of text messages, photos and other goodies. It took about a year after 3G became available in the U.S. for Americans to realize they wanted all this stuff — Japan and much of Europe are well ahead of the U.S. in wireless capability — but now 3G has officially caught on here. And fourth-generation is coming; in a couple of years music, movies and other entertainment will be moving instantly to consumers over cell phones and 4G wireless devices yet to come.

**Hash:** Hash means a lot of things in the computer world, but for these purposes, the RIAA's definition is most to the point. In a court filing against the accused KaZaa infringer known as "nycfashiongirl," the RIAA wrote, "A hash is a unique identifier of a file, a 'fingerprint' of sorts. It is a computed value based on the properties of the individual bits in a file." Nycfashiongirl claimed the 1,000-plus music files on her computer were all legal rips from her own CDs, but the RIAA said it found in her collection some hashes identified with the old, outlaw Napster. And that meant, said the RIAA, that Napster was "almost certainly" where she got the files.

**ID3 tags:** Originally an identifying scheme for MP3 files, ID3 has incor-

rectly become a generic term for any identifying information included in a digital music file. The original ID3, which dates back to 1996, included only a few 30-character fields with basic information, such as song title, artist, album and year. But tagging has become increasingly sophisticated, and a number of tag editors are now available that work with MP3, WMA and other file formats.

When a file is ripped from a CD on Gracenote-compatible software, the software reads information encoded on the CD, pulls tags from a central database and applies the tags to the digital files. Those tags are usually accurate. But tags can also be added and edited by hand, meaning that music files found online are often inaccurately labeled. Peer-to-peers are notoriously loaded with incorrectly tagged files (including some planted by agencies working for copyright owners).

**Kbps:** The bit rate at which a file is encoded or streamed is expressed as kbps, or kilobits per second. Most web audio streams at between 16 and 128 kbps, and the higher the bit rate, the better the sound quality and the smoother the stream should be (though much depends on the capacity of the receiving computer). For file encoding, kbps means, to put it simply, how large the file is. If a file is encoded at 128 kbps, that means 128,000 bits of data are needed for each second of the file. The higher the bit rate, the bigger the file and, at least in theory, the better the music should sound.

By Brida Connolly  
Associate Managing Editor

**Mini hard drive:** Just what it sounds like, a hard drive just like the one in a desktop or laptop, only smaller. An iPod's innards include a mini hard drive that holds up to 40 gigabytes of data. A shortage of the little drives made iPods unique in the market for a year or so, but suppliers are catching up, and that's why there's been an influx of new high-capacity digital players from Samsung, Dell and others over the last few months.

**MP3:** Dating back to 1987, MP3 is the ancestral file-compression format that made online music-trading practical. Many people still refer to all digital music files as "MP3s," and it remains the dominant format on outlaw P2Ps, but other formats — particularly AAC and Windows Media Audio — have become the standard on most legal services.

**On-demand:** Some folks believe that pure on-demand music streaming — a "Celestial Jukebox" — will eventually replace everything from outlaw P2Ps to conventional music ownership. Just think of a song, dial it up on your computer or your 4G device, and hear it any time you want. Obviously, this only works if all or almost all music ever recorded is available, so some sort of blanket licensing arrangement with both publishers and copyright owners would have to be in place. And that would almost certainly require a law making such licensing compulsory. In other words, don't hold your breath. Digital movies will be purely on-demand well before music gets there.

**Patent sharks:** An inflammatory term for companies apparently created solely to buy up technology patents for the sake of getting licensing money from companies that actually do things. The digital world is awash in patent-enforcement actions, including claims to own digital file identification and the concepts of video and audio streaming. Those streaming patents in particular look like yet another set of legal hassles looming for the battle-weary webcasting business.

**Peer-to-peer:** This is a catch-all term for a number of useful information-sharing technologies, but in the digital-media business peer-to-peer generally means technology that lets multiple computers share information directly, without going through a central server. By this definition the outlaw version of Napster was not a P2P, and the second-generation systems like Grokster and Morpheus are. That's the distinction that has kept Grokster and its brethren legal so far — but it may not hold up when the whole matter goes back to court, probably sometime next year.

## The iTunes Music Store Top 10

Apple's iTunes Music Store is the leading non-subscription digital-music service in the U.S., offering a catalog of more than 200,000 songs from all five major label groups. Here's a snapshot of the top-selling downloads on Tuesday, Nov. 25, 2003.

## Top 10 Songs

1. NO DOUBT It's My Life
2. OUTKAST Hey Ya!
3. BRITNEY SPEARS /MADONNA Me Against The Music
4. QUEEN Bohemian Rhapsody
5. FOUNTAINS OF WAYNE Stacy's Mom
6. DIDO White Flag
7. OUTKAST Hey Ya!
8. KELIS Milkshake (Radio Mix)
9. BLINK-182 Feeling This
10. 3 DOORS DOWN Here Without You

## Top 10 Albums

1. BRITNEY SPEARS *In The Zone*
2. SARAH McLACHLAN *Afterglow*
3. TORI AMOS *A Tori Amos Collection...*
4. JOSH GROBAN *Closer*
5. DIDO *Life For Rent*
6. OUTKAST *Speakerboxxx/The Love Below*
7. CYNDI LAUPER *At Last*
8. NO DOUBT *It's My Life (single)*
9. THE STROKES *Room On Fire*
10. SARAH McLACHLAN *Live Acoustic EP*

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## Top Hip Hop

CHINGY Right Thurr  
OUTKAST The Way You Move  
FABOLOUS Into You  
MISSY ELLIOTT Pass That Dutch  
50 CENT In Da Club

## Top Latin

ALEJANDRO SANZ No Es Lo Mismo  
CELIA CRUZ Rie Y Lloro  
LA LEY Mas Alla  
JULIO Los Demas  
CABAS Mi Bombon

## Top World

KARSH KALE Milan  
GRACE GRIFFITH Carry You  
MIOVAL PUNOITZ Chandini Chowk  
NATACHA ATLAS Yalla Chant  
HAWAIIAN STYLE BAND The First Hawaiian

This week's adds on Live 365-programmed streams.

 gracenote.

If you play digital music or CDs on an Internet-connected computer or other device\*, you're probably using Gracenote CDDb, the industry standard for music recognition. Gracenote provides artist and track information to millions of online music listeners every day. Statistics from those users are collected and anonymously aggregated to determine popularity ratings for Gracenote's digital charts.

## Gracenote Top 15 Pop Currents

1. DIDO White Flag
2. CLAY AIKEN Invisible
3. SARAH McLACHLAN Fallen
4. MICHELLE BRANCH Breathe
5. JEWEL Intuition
6. MICHELLE BRANCH Are You Happy Now?
7. SARAH McLACHLAN Answer
8. HILARY DUFF So Yesterday
9. LIZ PHAIR Why Can't I?
10. DIDO Life For Rent
11. PINK Trouble
12. JOSH KELLEY Amazing
13. HOWIE DAY Perfect Time Of Day
14. SARAH McLACHLAN World On Fire
15. SARAH McLACHLAN Stupid

Data for the week of Nov. 9-16.

This chart rotates among four music genres: rock, country, urban and pop. Please visit [www.gracenote.com](http://www.gracenote.com) for more detailed chart information or contact [charts@gracenote.com](mailto:charts@gracenote.com) for access to customized reports.

\*For a list of Gracenote-enabled products, visit [www.gracenote.com/partners](http://www.gracenote.com/partners).

## DIGITAL BITS

## Senators Ask Peer-To-Peers To Change Their Ways

A letter written by Sen. Lindsey Graham and co-signed by Sens. Dianna Feinstein, Gordon Smith, Dick Durbin, John Cornyn and Barbara Boxer has gone to executives at file-sharing networks including Grokster, BearShare, Blubster and Morpheus parent StreamCast asking the companies to adhere to copyright laws and cease distributing pornography, especially child pornography.

Pornography makes up an ever-growing proportion of P2P traffic. In fact, one study found that 42% of P2P user searches are seeking legal or illegal pornography. The Senators' letter suggests that P2Ps provide clear warnings to users about the legal risks of using P2P software (most P2Ps already do this), incorporate effective filters for porn and copyrighted material and change the settings on their software so that sharing with other users is not automatically enabled.

## Bazbaz Becomes Arista Nat'l Dir./Rhythm-Crossover

Arista Records Exec. VP/Promotion Steve Bartels has announced the promotion of **Caroline Bazbaz** to National Director/Rhythm-Crossover Promotion. Based in New York, Bazbaz will report to VP/Rhythm-Crossover Promotion Rick Sackheim.



Bazbaz

Bazbaz's duties will include obtaining airplay for all artists on the Arista group of labels at the Rhythm and Crossover formats. She will also be responsible for all dance music promotion.

A five-year veteran of Arista, Bazbaz has served as National Manager/Rhythm-Crossover Mixshow & Dance Promotion since 2000. She began at Arista in 1998, as assistant to the VP/Rhythm-Crossover Promotion.

## Earnings

Continued from Page 3

\$1.9 million (3 cents).

The earnings results came as DG said that, as of Sept. 30, its net debt had shrunk to about \$1.3 million, a decrease of more than 65% from the \$3.8 million reported on June 30 and an 83% improvement from the debt of \$75 million seen on Dec. 31, 2002.

Meanwhile, DG restated its financial statements for fiscal year 2002 and for the six months ended June 30, 2003 after the company in Q3 identified an adjustment for noncash deferred income taxes of about \$1.8 million that should have been recorded in last year's figures. The restated figures show no change in revenue or EBITDA, but

## Jackson

Continued from Page 1

in connection with new sexual-abuse allegations brought by a 12-year-old Los Angeles boy. The next day, officials issued a warrant for Jackson's arrest on multiple counts of child molestation.

The professed King of Pop was led to jail in hand cuffs by Santa Barbara Sheriff's officials minutes after his jet landed at Santa Barbara Municipal Airport from Las Vegas, where he was shooting a TV special for CBS. Jackson posted \$3 million bail and surrendered his passport. Soon, Jackson's mug shot was all over the Internet.

The serious charges cast a harsh light on perhaps the biggest pop star of the century. Now 45, Jackson dealt with similar allegations in 1993, but no charges were filed as the parties reached a multimillion-dollar settlement out of court. This time is much different.

Thomas W. Sneddon Jr., the Santa Barbara County District Attorney who was thwarted in his attempt to bring charges against Jackson 10 years ago, has noted that the child in the current case is willing to give evidence against Jackson and that the child's family has no intention of filing a civil suit and thus cannot be silenced by a financial settlement. Partly as a result of the previous investigation of Jackson, the California legislature changed the law to require victims of child molestation to testify.

Sneddon has pushed back the anticipated filing of molestation charges against Jackson to mid-December, saying that the delay will allow development of a website for public posting of court-related in-

DG's net loss for 2002 now stands at \$127.4 million, up from \$126.6 million.

Additional reporting by Adam Jacobson.

formation in the case. The penalty on each count ranges from three to eight years in prison.

## Sales Affected

While Jackson has had public support from friends like Liz Taylor and Uri Geller, fan-organized candlelight vigils in cities like Los Angeles, New York and Paris have been sparsely attended. CBS has indefinitely postponed *Michael Jackson Number Ones*, a TV special originally scheduled for Nov. 26. Meanwhile, an Indiana high school marching band that had planned to play "Thriller" during the annual Macy's Thanksgiving Day Parade quickly changed its tune, switching to John Mellencamp's "R.O.C.K. in the U.S.A."

Then, of course, there's Jackson's new album, a collection of No. 1 hits and a new song, "One More Chance," that was penned by the similarly embattled R. Kelly, who faced scandal earlier this year over allegations of his having had sex with an underage girl. "These characters always seem to surface with dreadful allegations just as another project, an album, a video is being released," Jackson told the press shortly after the new accusations.

Unlike Kelly, however, the negative press is seeming to take its toll. While expectations for the new set may not have been sky high, sales of Jackson's collection of No. 1 hits pale in comparison to sales of similar sets recently released by The Beatles and Elvis Presley. In fact, Jackson debuted on the sales chart at No. 13 with 115,000 units sold. In the same week, the reworked Beatles' *Let It Be ... Naked* topped 268,000 units for a No. 5 finish, while consumers shelled out cash for the current Queen of Pop, Britney Spears, whose *In the Zone* debuted at No. 1 with over 605,000 in sales — numbers Jackson regularly saw in his prime.

## EXECUTIVE ACTION

### CC Boosts Oppenheimer To Tulsa VP/Market Mgr.

**Michael Oppenheimer**, a 20-year radio veteran who serves as Market Manager for Clear Channel's Waco, TX station group, has been promoted to VP/Market Manager for the company's six stations in Tulsa. In his new job, which he begins Dec. 1, Oppenheimer will direct the operations of **KAKC, KIZS, KMOD, KQLL, KTBT & KTBZ-AM**. He succeeds Rick Cohn, who departed the CC/Tulsa VP/GM post in late October.

Oppenheimer reports to CC Sr. VP Bruce Demps, who said, "Michael has extensive experience in midsize radio markets. He has the leadership qualities in radio that bring all sides of the station together, from programming to operations to sales. Michael is a charismatic executive who has the respect of all who have worked with him. He will be a great addition to our Tulsa growth."

Oppenheimer began his radio career in 1983 at KHFI/Austin. In 1992 he assumed his first GM role, at WMAK/Nashville. He relocated to Waco in 1994.

### McKay, Holiday Take New OM Roles At Jones

**Jones Radio Networks** has named **JJ McKay** OM for its 24-hour Good Time Oldies format. **Jon Holiday** has replaced her as OM for the company's 24-hour Adult Hit Radio format and will retain his post as Director/Contemporary Programming.

"As Director/Contemporary Programming, Jon is already intimate with Adult Hit Radio and its interrelationship with all of our other formats," JRN/Denver VP/GM Phil Barry said. "He'll bring a fresh perspective to the format. JJ took Adult Hit Radio to more than 100 stations during her tenure. Similarly, in this move, she brings some new ideas to our second-largest format, Good Time Oldies."

Prior to joining JRN, McKay was on the air at KNMQ/Albuquerque and KRFX and KYGO in Denver. Holiday worked at WUSA-FM/Tampa; was PD of WXLO-FM/Worcester, MA; and programmed and worked on-air in Boston; Miami; Denver; Providence; Hartford; and New Haven, CT.

## Year Of Turmoil

The latest controversy closes out a topsy-turvy 12 months for Jackson. In February, Jackson appeared in a British TV documentary in which he revealed that he sometimes shares his Neverland bedroom with young boys. In June, the singer faced a \$12 million breach-of-contract lawsuit by a former top advisor but avoided a trial that threatened to expose the details of his financial empire. And November 2002 saw the infamous "baby

dangling" incident in Berlin.

As for the current controversy, the Jackson camp has set up the website [www.mjnews.us](http://www.mjnews.us) to address all allegations. "As you know, the charges recently directed at me are terribly serious," Jackson says on the site. "They are, however, predicated on a big lie. This will be shown in court, and we will be able to put this horrible time behind us."

Regardless of whether or not the general public buys his albums, everyone can expect to be seeing a lot of Jackson in the next year.

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National Radio

● **MANNGROUP RADIO** announces that KYSR/Los Angeles middayer Lara Scott will take over as host of '80s-remix dance show *Twelve Inch Saturday Night* and the daily "80s Flashback" feature, effective Dec. 6. For more information, contact Jim Manney at 323-512-0144 or [jim@mangroupradio.com](mailto:jim@mangroupradio.com).

● **MADELINE LAWRIE-GOODRICH** is named VP/Affiliate Relations at REACH Media. She was most recently Sr. Director/Affiliate Relations for ABC Radio Network.

Records

● **CARL STUBNER** becomes co-President of Sanctuary Artist Management, based in Los Angeles. He brings to Sanctuary's management roster Mick Fleetwood, Something Corporate and Tommy Lee. Stubner will also have

Changes

**CHR/Pop:** WHOT-FM (Hot 101)/Youngstown, OH adds *The Best in Retro With Doctormix*, Fridays, 10pm-2am.

**Country:** Magnum Radio Group

Bronfman

Continued from Page 1

Universal Music Group, which he helped build into an industry leader during the '90s.

According to the *Los Angeles Times*, Bronfman is most likely to be the biggest individual investor, recently raising his stake to about \$250 million. Boston-based private equity group Thomas H. Lee is putting in \$600 million, **Bain Capital** is investing \$350 million, and **Providence Equity** is chipping in roughly \$150 million. TV mogul **Haim Saban**, who repeatedly changed his mind about investing in the company, pulled out at the last minute. Insiders, however, say Saban could rejoin the team with a smaller investment than the \$200 million he had planned.

The company will continue to be called Warner Music Group, with a roster that includes Red Hot Chili Peppers, Madonna, Linkin Park, Metallica, Sean Paul and R.E.M., among others.

'Full Potential'

"Warner Music Group is one of the world's greatest recorded-music and music-publishing companies, and we have great faith in its poten-

CHRONICLE

CONDOLENCES

Longtime Florida air talent **Jon Powers**, 63, Nov. 24.  
R&B singer **Arthur Conley**, 57, Nov. 17.  
KIQQ/Livermore, CA founder **Gerald "Mack" McLevis**, 62, Oct. 14.

a joint-venture label within the Sanctuary Records Group.

Industry

● **ROBERT MAHLMAN** joins media mergers and acquisitions firm W.B. Grimes & Co. as Director/Radio & Television Division. He was most recently a partner in the Mahlman Companies.



Mahlman

flips Oldies WBOG-FM/La Crosse, WI to Country as WTMG; the Oldies format and WBOG calls move to WTMB-AM/La Crosse.

**Records:** Warner Strategic Marketing acquires the Del-Fi catalog, including material by Ritchie Valens and Bobby Fuller.

tial for growth as an independent company and in the long-term opportunities of this industry," said Bronfman. "We have brought together a highly sophisticated and well financed group of investors to support the business. I personally look forward to working with [WBMG Chairman/CEO] Roger Ames and his outstanding management team to build on Warner Music's strengths, including its distinguished tradition of entrepreneurship and artist development. Together, we will continue to drive toward Warner Music's full potential."

Scott Sperling, Managing Director of Thomas H. Lee Partners, said, "We look forward to partnering with Warner Music Group's talented management to build upon its world-renowned franchise and industry-leading brands. While we do not foresee an immediate upturn in the overall market for recorded music, we believe opportunities are emerging that bode well for the long-term future of the business and that Warner Music will continue to be in the forefront of capitalizing on these opportunities."

Time Warner Chairman/CEO Richard Parsons said, "I'm very pleased that we are putting our music company in such capable hands. Despite my personal fondness for the music business, as well as for all of our wonderful managers and music group employees, I believe that this transaction is clearly in the best interests of our company's shareholders. Not only

BUSINESS BRIEFS

Continued from Page 5

Ellen Graham will serve as Judging Chair. The entry deadline for votes is Jan. 5, 2004; national Gracie winners will be honored next spring at a gala awards ceremony.

RAB To Offer Direct Access To Ad Council PSAs

Through an arrangement with the Ad Council, the **RAB** will provide radio stations with a direct link to currently active public service announcements via the RAB's website at [www.rab.com](http://www.rab.com). Radio stations can access the "Current Ad Council Campaigns" page from the "Ideas" section of the RAB site and preview PSAs for broadcast or webcast. Campaign descriptions and expiration dates are provided, along with contact information and links to related websites. There are currently 19 active PSA campaigns online, with more than 45 Ad Council PSAs ready for download.

Infinity To Give World AIDS Day Cross-Platform Support

Viacom's **Infinity** radio and outdoor divisions have joined forces with the KNOW HIV/AIDS media campaign in support of World AIDS Day, which will be observed Dec. 1. The campaign will provide awareness and prevention messages on a global scale and feature media placements valued in excess of \$120 million through a partnership between Viacom and the Henry J. Kaiser Family Foundation. On Dec. 1, Infinity's radio stations will broadcast *46664 — The Concert in Association with MTV's Staying Alive*, featuring performances from Cape Town, South Africa by Beyoncé, U2 frontman Bono, Eurythmics, Peter Gabriel and Anastacia. Additionally, Infinity will give prime placement and frequency across its stations to the PSAs associated with the concert.

RTNDA Produces Journalist's Guide To HIPAA Rules

The **RTNDA** says the Health Insurance Portability and Accountability Act, which took effect earlier this year, is causing confusion among journalists and medical workers about what medical information can legally be disclosed and has produced a new journalist's guide to the law. The guide, available at [www.rtna.org](http://www.rtna.org), answers some of the most common questions about the HIPAA, including what medical personnel are covered and what kinds of patient information hospitals and other institutions can legally reveal.

Clear Channel

Continued from Page 3

operated out of San Diego and simulcast KGB & KMYI/San Diego, respectively, in most dayparts.

CC/San Diego VP/Market Manager Mike Glickenhau did not return **R&R's** call seeking comment. However, he told **R&R** in a May 2002 interview that his company would work with the government to fix any problems that could arise from its agreements with the Mexican broadcasters. "We do our best with our properties to comply with every single law out there," he said.

While the Justice Department reviews its data concerning Clear Channel's operations in San Diego,

the company will continue to monitor the ultimate fate of the FCC's new media-ownership rules. The revised rules specifically require Clear Channel either to divest of some of its stations in San Diego or to terminate its joint sales agreements with four of the Mexican stations that are used to target listeners in San Diego.

CC Sr. VP/Government Affairs Andy Levin told **R&R** that Clear Channel will continue with a wait-and-see attitude before taking any action in San Diego. "All the FCC rules are in flux, so the company is waiting until there is more certainty before making any decisions," Levin said, adding that he's confi-

dent the DOJ will find nothing wrong with his company's operations in the market "We fully expect the DOJ will find, as it has in the past, that Clear Channel operates its business fully within the law and the inquiry will be completed promptly." In an interview with the *San Diego Union-Tribune*, Levin characterized the inquiry as "routine" and said Clear Channel is complying fully with the DOJ.

Jefferson-Pilot in 2002 filed a grievance with the FCC asking for a closure of the loophole that allowed Clear Channel to operate the Mexican stations. DOJ representatives were not available for comment. *Additional reporting by Joe Howard.*

will it greatly enhance our financial flexibility, it will also enable us to pursue higher growth opportunities in our other lines of business. At the same time, we expect to continue to work closely with Warner Music, and we are happy to have the option to participate in the music industry's eventual recovery. We thank Roger Ames for his superb leadership of the Warner Music Group over the past four years and offer him and all of our music colleagues our best wishes."

Jeff Bewkes, Chairman of Time Warner's Entertainment & Networks Group, said, "With this investor group's deep commitment to the music business, we believe this deal is the best outcome for the people of our music company, our stellar roster of artists and their millions of fans around the world. Even with this sale, we look forward to continuing to work closely with Warner Music through a number of productive relationships involving our other divisions. Finally,

we appreciate the tremendous efforts of Roger Ames and his management team in strengthening Warner Music and helping to make this deal happen."

'Independent Roots'

Ames said, "I have every confidence that Warner Music will thrive under Edgar's leadership. His passion for the music business is clear, and his understanding of the creative process will be enormously important. It's an exciting chance to return to the independent roots that the music industry was built upon with what will be one of the world's largest independent music companies. These factors, along with the solid foundation we've built at the Music Group, mean we're very well positioned to take advantage of the technological advances that are spurring the industry's next phase of growth. I look forward to working with Edgar as we strive to master the challenges our industry is facing."

Of course, there is much speculation over the current labels. An article in the *Los Angeles Times* says sources close to Bronfman expect him to slash at least \$100 million in costs, and he may consider restructuring music publisher Warner/Chappell and/or Warner Music operations in its 15 worst-performing countries. Meanwhile, the *New York Post* speculates that cost cutting may be accomplished through layoffs and by merging Elektra into Atlantic.

— Frank Correia

Baker

Continued from Page 3

Being from here also gives me insight and connections within the community. Many of the listeners are people I've grown up with. Also, since I've been part of the WCDX team for over seven years, I believe the staff is comfortable with me. We're in the midst of a challenging battle, but we're ready for it."

PROS ON THE LOOSE

KISW/Seattle weekender **Lisa Wood**; 206-240-6317 or [lisa@lisawood.net](mailto:lisa@lisawood.net).







# 'What I'm Thankful For'

Personal reflections from across the country

Each year at Thanksgiving I pause from our usual discussion of the day-to-day issues and topics covered on these pages to ask a cross section of Talk radio professionals to share their thoughts about what they are thankful for. It has become one of my favorite columns to write each year. The question I ask is a simple one: What are you thankful for this year? My thanks to all who agreed to share their thoughts, and my very best wishes for a happy Thanksgiving to you and your families.

**Glenn Beck**

**Premiere Radio Networks**

I'm thankful for the 250,000 people who braved the elements and showed up all across the country to rally for America. I'm thankful for all of the stations that saw the opportunity to not only do good radio, but to also do good.

I'm thankful for the recovery programs that have not only helped me turn around my life, but that will also enable Rush Limbaugh to be a better broadcaster than he has ever been. I'm thankful for non sequiturs and Moon Pies.

I'm thankful for my daughter, who taught me the most important lesson I learned all year: the difference between pride and inspiration. I always thought I was proud of my daughter until I watched this young girl with cerebral palsy finish 10 minutes behind her teammates in her cross-coun-

**"I'm thankful for all of the stations that saw the opportunity to not only do good radio, but to also do good."**

*Glenn Beck*

try meet. It was then that I realized I wasn't just proud, I was inspired.

**Mary June Rose**  
WGN/Chicago

Ron Santo was a 1969 Cub. He should have been on a World Series-

winning team, but, hey, you know the Cubs. He's currently our color analyst and famous for saying things like "Oh, nooooo," but this year he finally introduced the word YESSSSS!

Ron has had diabetes his whole life. He had to keep it a secret when he was a player, but since retiring he's helped raise millions of dollars for juvenile diabetes research. A month ago the Cubs retired his number, 10. He was only the third Cub to have this honor, along with Billy Williams and Ernie Banks.

In the last four years Ron has had bypass surgery and has flat-lined. He's had both legs amputated because of diabetes but walks around on two prostheses like it's no big deal. A few weeks ago he had his bladder removed due to cancer. The entire city was rooting for him.

All the TV stations and newspapers covered the operation, and we were "Operation Central," if you will pardon the pun. He's now recuperating rapidly, cracking jokes and ready to go back in the broadcast booth next spring and get the Cubs into the World Series once and for all. The entire city is in awe of Ron Santo. He's our blessing this Thanksgiving.

**Ken Charles**  
KTRH/Houston

I am thankful for and blessed by this year, and have been for the last 17 years, the love of my wife, Miriam. Despite the weirdness of this job, she

## TRS 2004 Online Registration Now Open

The annual R&R Talk Radio Seminar returns to our nation's capital for 2004 and will be held Feb. 26-28 at the Renaissance Washington, DC Hotel. Online early-bird registration and hotel reservation information for TRS 2004 is now available at [www.radioandrecords.com](http://www.radioandrecords.com). Save over \$100 off registration and take advantage of our special room rates now, as R&R continues to make it affordable for you to attend the one News/Talk radio event you can't afford to miss.



CBS News' Mike Wallace will be honored with the 2004 R&R News/Talk Radio Lifetime Achievement Award at TRS 2004 at our gala annual awards luncheon on Saturday, Feb. 28.

Invest in your career and your station's future. Don't miss your opportunity to join a who's who of the News and Talk radio industry in DC next February for News/Talk radio's most influential and informative event, TRS 2004.

has always been there and been supportive of my passion for radio. Long hours, late phone calls, listening to the station in the middle of the night or at family events to check on things, sleeping at the station instead of at home during some local or national news story and the myriad of other things we face every day — she has been there and never once questioned what I do and why I do it.

I am thankful to be working with the people I get to work with every day. They are some of the most talented, passionate and fun people I have ever worked with. Especially Tim Collins, Bryan Erickson, Melissa Brezner and Doug Roach. Our stations, KTRH, KPRC and KBME, have had a very successful 2003. I know we could not have done it without them and our great team of talk hosts, news people, producers and promotions staff.

Last, but not least, I am thankful to have found this career. This may scare some people, but I went to college to be an attorney and got into radio by

accident. I thank my lucky stars that I get to inform, entertain, tick off, make happy, be a friend to and even save the lives of some of the hundreds of thousands of people our stations touch each week. That is a rare gift that too few people get to experience, and I am truly blessed to have the opportunity.

**Elizabeth Estes-Cooper**  
KOA/Denver

I'm thankful every day for the unconditional love and support of my parents and my five siblings. Not only are they a ton of fun, but they are truly good people, and I'm proud of all of them. In addition, I'm thankful to work in a beautiful part of the country, for a super guy — Lee Larsen — and in an industry that I love.

**Doug Stephan**  
*Doug Stephan's Good Day*

I am most thankful that my two adult children are around. My son, Brendan, lives in our Santa Monica,

Continued on Page 15

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# 2004 R&R News/Talk Industry Achievement Awards Nominations

It's time to once again honor News/Talk radio's best players with our annual R&R News/Talk Industry Achievement Awards. The 2004 trophies will be handed out during the R&R Talk Radio Seminar, Feb. 26-28 at the Renaissance Washington, DC Hotel in the heart of our nation's capital. This is your chance to recognize excellence by nominating those stations and individuals you believe exemplify the best our format has to offer.

Below you will find a nomination ballot and the official rules governing the nominating process for all awards. Finalists will be announced in the Jan. 16, 2004 issue of R&R in the following six categories:

- **News/Talk Executive of the Year:** Anyone who serves in a management, sales or programming capacity at the radio group or network level is eligible.
- **News/Talk GM of the Year:** Anyone who serves as GM of one or more stations at the local level.
- **News/Talk Programmer of the Year:** Anyone who has primary responsibility for programming one or

more News and Talk stations at the local level.

- **News/Talk Station of the Year:** Any Talk-formatted station, including News, Talk and News/Talk.
  - **National Talk Personality of the Year:** Any talk host who is syndicated on multiple stations in multiple cities by a syndicator or network.
  - **Local Talk Personality of the Year:** Any talk host on any single local radio station or who is simulcast on a single-market group of stations.
- You may fax or mail your nominations, but only one form per person will be accepted for consideration by

the R&R nomination committee. You are not required to make nominations in all categories. Deadline for receipt of all nominations is Dec. 12, 2003. No nomination ballots will be accepted after that date.

Those subscribers with an active R&R News/Talk/Sports subscription in good standing will be eligible to participate in the final voting process, which will be by mail vote on official ballots mailed in conjunction with R&R's Jan. 16, 2004 issue. If you have any questions about R&R's News/Talk Industry Achievement Awards, e-mail me at [apeterson@radioandrecords.com](mailto:apeterson@radioandrecords.com) or call me at 858-486-7559.

### TALK BACK TO R&R!

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

Call me at 858-486-7559  
or e-mail: [apeterson@radioandrecords.com](mailto:apeterson@radioandrecords.com)

### 'What I'm Thankful For'

Continued from Page 14

CA home and works part-time for me while he pursues his professional writing work. My daughter, Megan, has just finished a doctorate at Oxford in England and has come back home to our family farm in Massachusetts as she researches the possibilities back here in the States. I find I am more thankful for our meaningful connection even as they move well into their own lives.

I'm also thankful for the great support my program has from people like Nancy Skinner, Bob K., Rich McFadden and all the others who combine their talents to keep it healthy and independent. As many people know, I am a farmer by avocation, and I am likewise blessed to have a few wonderful people who help me with the hundreds of acres and 180 or so cows that need and get lots of TLC.

Finally, I give thanks for the opportunities that hard work and persistence afford the ultimate users of *Good Day*, our listeners.

**Rod Arquette**

KSL/Salt Lake City

What am I thankful for? For a very supportive family that understands the 24/7 demands of an exciting industry. For a great company to work for and for a great group of people to work with. For the broadcasters and listeners who've helped make AM ra-

dio relevant again. It's great to hear from people who say it's cool to listen to News/Talk.

**Tom Tradup**

Salem Communications

First and foremost, I am thankful for my wife, Lori; son, Ethan; and daughter, Ellie Kate. Along with our Irish setter, they still warmly welcome me home every evening without regard to the roller-coaster ride that the Arbitron ratings can produce.

I'm also very grateful to be in a challenging position with a great company, working alongside Salem's team of News/Talk GMs and PDs across the nation, as well as with our national network talent at SRN.

Finally, I'm grateful for the incredible knowledge I've gained over the years from teaming up with Ed Atsinger, Norm Schruttt, Carl Brazell, Walter Sabo and others who encouraged me and let me make a few mistakes here and there. They saw in me not just the person I was, but, more important, the leader I could become.

**Peter Thiele**

WORD/Greenville, SC

I am thankful for new opportunities, friends and challenges. I am thankful that Rush Limbaugh is getting well and for his years to come on the radio. I am thankful to work for people who "get it" and support local radio. I am thankful for Greenville, SC. It's a great place to live and work.

## R&R 2004 NEWS/TALK INDUSTRY ACHIEVEMENT AWARDS

Here's your chance to celebrate excellence in the News/Talk industry! Nominate your favorite News/Talk radio stations, as well as News/Talk radio and industry professionals, for R&R's annual News/Talk Radio Industry Achievement Awards. Your nominations will help our awards committee determine final nominations for each category. The final results will be announced at **R&R's Talk Radio Seminar 2004**, Feb. 26-28.

### Here is the nomination process:

1. Nominations should be based on the highest standards of industry excellence and professionalism.
2. Any commercial, U.S.-licensed News/Talk station, regardless of market size or Arbitron status, is eligible for nomination.
3. Nominees must have been employed at the company for which they were nominated during calendar year 2003.
4. You can nominate yourself, your co-workers and your station.
5. Only one form per person will be accepted. You must indicate your name and affiliation on the nomination form. All responses will remain confidential.
6. You do NOT have to make nominations in every category.
7. Deadline: Dec. 12, 2003.

### R&R 2004 NEWS/TALK INDUSTRY ACHIEVEMENT AWARDS NOMINATION FORM

**NEWS/TALK EXECUTIVE OF THE YEAR:** (programming, sales or management at the group or network level) Name: \_\_\_\_\_ Station/Company: \_\_\_\_\_

**NEWS/TALK STATION OF THE YEAR:** Station: \_\_\_\_\_ Market: \_\_\_\_\_

**NEWS/TALK GENERAL MANAGER OF THE YEAR:** Name: \_\_\_\_\_ Station/Market: \_\_\_\_\_

**NEWS/TALK PROGRAMMER OF THE YEAR:** Name: \_\_\_\_\_ Station/Company: \_\_\_\_\_

**NATIONAL TALK HOST OF THE YEAR:** Name: \_\_\_\_\_ Network/Syndicator: \_\_\_\_\_

**LOCAL TALK HOST OF THE YEAR:** Name: \_\_\_\_\_ Station/Market: \_\_\_\_\_

COMPLETE THE FOLLOWING TO VALIDATE BALLOT (required):

Your Name \_\_\_\_\_

Title \_\_\_\_\_

Station/Affiliation \_\_\_\_\_

**THIS FORM MUST BE RECEIVED ON OR BEFORE DEC. 12, 2003**

**YOU MAY FAX TO 310.203.8450**



Please mail to:

R&R NEWS/TALK  
INDUSTRY AWARDS NOMINATIONS  
10100 Santa Monica Blvd., 3rd Floor  
Los Angeles, CA 90067-4004

## Agovino

Continued from Page 1

former Katz Radio Group President Steve Shaw, who will return to Katz Radio Group on Dec. 26 to resume those duties (see story, Page 1).

"I am delighted to welcome Mike, one of our industry's strongest managers, to Interep," Guild said. "Mike understands the power of independent radio representation. Having him on board gives us an even stronger rep management capability to serve our growing list of independent radio station groups."

Agovino, a 19-year industry veteran who helmed Clear Channel Radio Sales for three years and earlier was President of Katz Radio Sales, said, "As the only independent radio rep, Interep will best allow me to expand national market share for the industry's premier independent clients. I have a huge passion for business development, and Ralph shares that passion. Together we look forward to building a strong, new independent radio rep firm and programs, alliances, integrations and promotions that bring new revenue to Interep clients and radio in general."

Regarding the new representation extension through 2011, SBS President/CEO Raul Alarcon Jr. said, "I'm very confident of Interep's commitment to implement and execute SBS's aggressive national sales growth strategy for 2004 and be-

yond. Our long-term partnership with Interep has been mutually profitable. Interep understands and implements both the day-to-day agency selling we require, as well as the important job of dealing directly with advertisers to make sure Hispanic radio gets its fair share of radio advertising dollars."

Asked about the timetable for establishing the new firm, Guild told R&R, "What we're not going to do is force it the way it was done last week. Expecting stations to make a change in 48 hours was a little unrealistic. We're going to let clients make their decisions as they see fit, which is the best way to do it because they'll feel like they are really coming because they want to, not because somebody forced them into it."

## 'A New, Independent Home'

Describing his priorities, Agovino said, "First is to get a core group of people on board who see the world unfolding in front of us much the same way Ralph and I do. A big part of why this union made sense, for me, is because I've really been the biggest voice inside of the Katz companies on the business-development side for the last couple of years. Those companies are focused pretty purely on transactional business."

"Ralph and I started talking about our vision for a national sales company that not only serviced agencies and time buyers on the transactional side of things, but was built with ex-

ecutives who could hold their own across the desk from directors of marketing and VPs of advertising — people who could develop concepts, programs, strategies and alliances that would grow market share for those companies and bring dollars to radio. That's really been the primary focus with Clear Channel over the last three years out in Los Angeles.

"We were able to develop quite a bit of money doing very specialized programs that took advantage of what's going on in television and the movies — a dramatic move toward in-context or product-placement advertising. We've put together some great activations and ways for radio to be a partner with a television network, movie studio, content developer or whoever it is to bring new dollars to radio."

"So we see this thing in two ways: first, a new, truly and fully independent home for people dissatisfied with being part of a company that has some conflicts of interest to it; second, developing new sources of revenue for all Interep clients, and especially the independent clients that join this new firm."

SBS Chief Revenue Officer Marko Radlovic, who was until recently VP/GM for SBS's KLAX, KXOL, KZAB & KZBA/Los Angeles, will continue to oversee those properties until Agovino's successor is appointed.

*Additional reporting by Joe Howard.*

## Katz

Continued from Page 1

Katz Media Group CEO Stu Olds said, "The opportunity to close the circle by reuniting Steve, Tucker and Mark with the 130 Katz Radio Group employees who returned last week is in the best interests of our clients, our customers and our people."

Interep Chairman/CEO Ralph Guild blamed the sudden return of the would-be Interep employees to Katz Radio Group on "an apparently untrue announcement by KRG that all major radio groups currently represented by Christal and Katz Radio had made the decision to retain representation with those firms." He continued, "In subsequent conversations, each group head stated that they had not yet made any decision in their choice of representation firms."

While Guild initially said his company intended to enforce signed contracts with Shaw, Flood and Gray, Guild told R&R that in order to "create peace in the industry" he's released them from their "signed commitments." Guild said, "We want to get back to work, and we let them do the same. The part that's over as far as I'm concerned is anything that creates any hostility between the companies or anything that will be disruptive either for the stations or the agencies."

While Guild holds no ill will to-

ward the trio, he believes that they didn't give Interep enough of a chance. "They were upset that they couldn't get their old clients to come over in 48 hours, but we didn't expect them to," he said. "Broadcasters are not willing, ready or able to make those kinds of changes, nor should they be. But [Shaw, Flood and Gray] were just so upset that their relationships weren't as strong as they thought."

## \$50M Funding No Longer Necessary

Guild also said he tried to assure the three executives that Interep had enough cash on hand to keep them and the other migrating Katz employees on board for up to two years with little or no new income. Now that the Katz staff-immigration plan has cratered, Interep this week terminated the \$50 million financing deal it struck with Boston Ventures, along with the two board seats BV was to hold.

"We don't need \$50 million," Guild told R&R. "[Shaw, Flood and Gray] had the idea they were going to need all of this money to buy out their clients' contracts, but due to the events of last week, we do not feel that additional funding of this magnitude is necessary at this time."

Guild added, "They were great guys to work with, and I'd love to put something together with them if we

can, but I'm also talking with other people as well." Guild reported that the company is close to securing between \$10 million-\$12 million to finance the creation of the new company to be led by Agovino.

Guild said that Interep lost out on the move to attract the Katz and Christal staff when Katz ponied up "incredible bonuses" to lure back the proven executives. As for how Gray, Flood and Shaw were going to handle the alleged conflict-of-interest problems they had with Katz's relationship with Clear Channel stations, Guild said the men indicated that Katz has promised to "build larger walls" between the two companies. However, he added, "Money talks loud." But despite the tumultuousness of the whole situation, Guild joked, "The only thing I'm sorry for is that I didn't own a cross-town shuttle."

The entire incident has left some wreckage to clean up — a trail of hurt feelings, mistrust and frustration among the agency community, radio group owners, senior rep-firm executives and rank-and-file account managers. However, it appears that the leaderships of both firms are working to heal the wounds. Said a Katz insider, "We're happy to have them back. Morale is improving by the minute. Everyone wants to put this behind them."

*Additional reporting by Jeff Green.*



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A Perry Capital Corporation

## Deck The Halls With Wads Of Stuffing

To get into the proper Thanksgiving state of mind, KPWR (Power 106)/Los Angeles morning star **Big Boy** presented his annual "Thanksgiving O-Blimpics," a competition for listeners weighing more than 300 pounds. Promo Princess **Dianna Jason** tells us more: "The events included the frozen-turkey shotput, frozen-pizza discus, belly-bounce sumo wrestling, freestyle dance and a pumpkin-pie-eating contest," she says. During the heated competition, morning sidekicks **Fuzzy Fantabulous** and **Joe Grande** challenged each other — with huge stakes: "If Fuzzy won, Joe would have to give Fuzzy his autographed Shaquille O'Neal championship Laker shorts — and his three-peat victory ring," says Jason. "If Joe won, Fuzzy would have to cut off the dreadlocks he's been growing out for over 10 years." And the loser is... "Fuzzy is bald!" Jason announces.



See him before he gets small.

In other Big Boy news, he's about to get, well, less big. Mr. Boy was scheduled to undergo a surgical procedure called the duodenal switch on Nov. 26 at the Advanced Obesity Surgery Center in Woodstock, GA. When asked about his decision to undergo the surgery, Boy said, "I've always been the big guy, the funny guy ... but I've always been the unhealthy guy too. This is a life-or-death decision. I have a lot of years behind me, but I also have a lot of great years ahead of me. This is a serious situation that requires serious surgery."

### The Programming Dept.

- OM **Gerry DeFrancesco** exits Greater Media's WMWX (Mix 95.7)/Philadelphia. MD **Joe Proke** is Mix's acting PD.
- KPNT/St. Louis Asst. PD/afternoon personality **Woody Fife** is out.
- **David Smith**, who was named PD of Infinity Oldies WOMC/Detroit on Aug. 11, has unexpectedly left the station, reportedly due to family matters. **Tom Sleeker**, PD of sister WYMD/Detroit, is covering WOMC's programming on an interim basis.
- After a year in middays at WALK/Nassau-Suffolk, 20-year industry vet **Rick Martini** is headed west — all the way into Manhattan as the new Asst. PD/MD at WNEW/New York. Before arriving at WALK, Martini was PD of KOSI/Denver. He's also worked at KONO-FM/San Antonio

and WPXY/Rochester, NY.

- **Darrin Arriens** returns to Active Rocker WKLQ/Grand Rapids as PD. Arriens segues from Decatur, IL, where he was OM/PD of CHR/Pop WSOY. **Hunter Scott**, who has been wearing the PD hat, becomes Asst. PD.
- **Jon Reilly** is the new PD/afternoon driver of Clear Channel Hot AC WMAD/Madison. Most recently Reilly was OM/PD of Archway CHR/Pop WRHT & WCBZ/Greenville, NC. He replaces Mike Ferris, who remains CC/Madison's FM OM and PD of Classic Rock WIBA and Smooth Jazz WCJZ.
- WMJC/Nassau-Suffolk PD **Dan Binder** exits.

### Quick Hits

- **ST** has learned that Clear Channel Regional VP/Market Manager **Brian Purdy** exited Nov. 14 with little fanfare. For now, the Dallas cluster is being overseen by Clear Channel Sr. VP **Charlie Rahilly** by remote from L.A.
- WEEI & WRKO/Boston GM **Tom Baker** and WAAF & WQXS/Boston GM **Julie Kahn** play swap-the-stations in the Entercom cluster. Baker keeps WRKO and trades WEEI for WQXS. Kahn now oversees WAAF & WEEI.
- Clear Channel Alternative WZTA (94.9 Zeta)/Miami announces the arrival of **Mike Killabrew** as MD/midday personality; he comes from Infinity Alternative WMFS/Memphis. Current Zeta midday dude **Toast** moves to afternoon drive.
- After 13 years anchoring mornings at Clear Channel AC KODA/Houston, **Weaver Morrow** has exited. His longtime co-host, **Dana Tyson**, remains in mornings as PD. Marc Sherman begins the search for a new co-host.
- Clear Channel CHR/Pop **WIOQ/Philadelphia** has a huge night opening coming up, as current Q102 nighttime maniacs **Tic Tak**, **Mikey** and **Big Bob**, a.k.a. *The Freak Show*, are leaving by the end of the year — destination TBA.

### Condolences

Los Angeles record promo legend **Jan Basham** passed away last week after a four-month battle with cancer. She was 70. Basham is generally acknowledged as having been one of the first female promotion people in the country, in the mid-'60s. She did national promotion for GNP Crescendo and Record Merchandising and spent 10 years at A&M before retiring in 1980 to spend more time with her family. Basham is survived by her husband, Roger, and her children, Mark and Susan.

## R&R Timeline

### 1 YEAR AGO

- **Dennis Kelly** joins Fisher Broadcasting as AM Group PD.
- **Erik Hellum** becomes VP/GM at WRTH & WIL/St. Louis; **Greg Mozingo** becomes PD.
- **Kevin Robinson** becomes PD at WYLL-AM/Chicago.

### 5 YEARS AGO

- **Michael Horton** elevated to Sr. VP/Promotion, Black Music for Universal Records.
- **Dave Cooke** named PD at KFVB/Los Angeles.
- Citadel buys 16 Wicks Broadcast Group stations for \$77 million.



Michael Horton

### 10 YEARS AGO

- **John Lander** joins WHTZ/New York as host of *The Z Morning Zoo*.
- **Dr. Dre & Ed Lover** become morning hosts at WQHT/New York.
- **Lisa Velasquez** elevated to VP/Cross-over & Pop Promotion at Atlantic Records.



Lisa Velasquez

### 15 YEARS AGO

- **Chuck Goldmark** returns as VP/GM of WHQT/Miami.
- **E.J. Williams** becomes President of Sheridan Broadcasting Network.
- **Jim Harper** named PD of WMTG & WNIC/Detroit.

### 20 YEARS AGO

- **Scott Meier** promoted to GM of KSTP-AM/Minneapolis.
- **Tim Spencer** becomes OM for Satellite Music Network's CHR format, Rock America.
- **Jack Silver** named PD of KMEL/San Francisco.



Jack Silver

### 25 YEARS AGO

- **Bill Rock** appointed National Director/Program Development for Insilco Broadcast Group.
- **Sonny Taylor** appointed VP/Special Markets at Polydor Records.

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## The Truth Is Out There

Steve Earle and company tackle media consolidation with a unique tour

**L**ook at the charts, and you'd hardly believe that political issues are on the minds of musicians. But for artists like Steve Earle, music and politics are anything but strange bedfellows.

"I learned to play music in coffeehouses in the late '60s and early '70s with the Vietnam War going on," Earle says. "This idea that artists are somehow disqualified or unqualified to talk about issues, that's a new idea that came from Rupert Murdoch or somebody. Artists are the conscience of society; we always have been."

That belief in the importance of artists was the impetus for the 13-date Tell Us the Truth Tour, which wrapped up last Monday, appropriately enough, in Washington, DC. Featuring Earle, U.K. singer-songwriter Billy Bragg, ex-Rage Against The Machine/current Audio-slave guitarist Tom Morello (a.k.a. The Nightwatchman), Lester Chambers and others, the tour registered voters and addressed issues ranging from the Bush administration and the war in Iraq to free trade and, at the forefront, media consolidation.

"What it's about is the consolidation of the media and how that affects a lot of things — the quality of art that we get, for one thing," Earle says. "Artists are dependent on media as an outlet, and that's more and more true as technology advances. It's also about how consolidation affects the news and information that we receive, information that's really crucial in times like those we live in right now, especially heading into an election year."

**"Artists are the conscience of society; we always have been."**

"Corporate bias is the real problem right now. What we see in the news and what we see on television is completely and totally dictated by what they think is going to sell the most advertising and the most beer. That lends itself to a media that's easy for the right to manipulate, but I think the

real issue is that they're worried about stockholders and advertisers, not the administration itself."



**Steve Earle**

### Road To Reform

The multicity music and education trek picked its dates well, kicking off Nov. 7 in Madison as part of the first-ever National Conference on Media Reform; hitting Miami Nov. 19, during the People's Gala for Global Justice; and heading up the East Coast to New York, Boston and Washington. The tour had the support of unions and environmental, religious and media-reform groups, including the AFL-CIO, the Citizens Trade Campaign, Common Cause and Free Press, among others.

Earle notes that the consolidated radio landscape was one reason to do the tour. "What's happened at radio is what's got us so alarmed and why we're concerned about the same thing happening at television and the print media," he says.

While the pop music of '60s and '70s addressed the Vietnam War and the era's political climate, protest songs and political opinions from musicians can be a dicey area nowadays. Earle himself felt the sting of controversy with last year's *Jerusalem*, thanks in no small part to "John Walker's Blues," which told the story of American Taliban John Walker Lindh through Lindh's eyes.

When John Mellencamp released the anti-war-themed "To Washington" in March, an immediate explanation of the song was posted on his website and e-mailed to many industry players. And, most famously, The Dixie Chicks found themselves in a media firefight over Natalie Maines' anti-Bush comments, which resulted in the band's removal from many radio playlists.

A Nashville outsider himself, Earle says such situations are dangerous. "Number one, Natalie Maines is a citizen — she should be able to say anything she wants to," he says.

"What happened is, a corporation that happens to own every single venue that The Dixie Chicks' concerts were booked into and virtually every radio station that plays country mu-

sic in a major market in the U.S. leveraged The Dixie Chicks into a public apology. And that's dangerous.

"What's even more dangerous is that things have eroded enough that people didn't seem to be that alarmed about it. I think that scares me more than anything else."

When it comes to educating the public about media consolidation and its effects, Earle believes there's still a long way to go. "I don't think they're aware of it at all," he says. "I don't think the average person cares."

"I understand that, but I don't think they realize how it affects their lives. I don't think they understand that the airwaves are a public trust. The airwaves belong to us. The FCC basically exists to protect the airwaves for us. We do have a say in this. A lot of the regulations and the laws that were formulated to protect those things have been rolled back."

**"What we see in the news and what we see on television are completely and totally dictated by what they think is going to sell the most advertising and the most beer."**

### Something Old, Someone New

The tour's audience wasn't just aging hippies. In fact, Earle says he noticed quite an age range at the shows. "In clubs, kids under 21 can't get in a lot of times," he says. "In fact, we spent a lot of time sneaking kids into the show in Indianapolis the other night. We had a lot of really young kids — 17, 18, 19. They were coming because of Tom Morello. It really varies from city to city. The audiences have ranged from 17 to probably 70."

The young faces in the crowd are encouraging to Earle, who has seen a shift in voting habits since his teenage years.

"The truth of the matter is, the politicians don't give a fuck about the youth vote, and the reason they don't is that we've raised two generations now that don't vote."

"When I was 18 they lowered the drinking age to 18 and I got the right to vote. The argument was thrown up that if you were old enough to get your ass shot off in Vietnam, you were old enough to vote and drink."

"Young people were the lion's share of the people out in the street during the Vietnam War, because they were the ones whose lives were on the line. The war was going on. Eventually, it was going to be middle-class kids getting drafted, and if you were a middle-class kid who couldn't stay in college, you got drafted anyway."

"It was very much an issue for young people, and I've got news for young people today: They're all registered for the draft. They can start drafting people. If we stay in Iraq, they will have to draft people eventually. The math just doesn't work out. We have the smallest standing army we've ever had in modern times."

Earle says it's frightening how few people vote. "As un-American as it sounds by some people's standards, there are a lot of countries where you're required to vote," he says. "They don't lock you up for not voting, but you're not a full-fledged citizen with all the privileges of citizenship if you don't vote. They just figure that disqualifies you. That makes sense to me."

### A New Vietnam?

As someone who grew up during the Vietnam War, Earle sees parallels between that war and today's situation in Iraq. "I see a war that we got into with no idea how to get out of and no idea of what the objectives are, at least on the surface," he says. "The people who put us there have an objective, but the idea of bringing democracy to people who don't even understand or want Jeffersonian democracy — it just isn't part of their culture."

"Vietnam was very similar. We were propping up a really corrupt regime that killed people simply because they weren't Catholic. That's why a Buddhist monk set himself on fire in Saigon. But as long as it wasn't a Communist regime, we were willing to support it."

When it comes to the media's coverage of political issues, however, Earle does note some differences from the Vietnam era. "The obvious thing right now is the coverage of this war," he says. "Now you have embedded journalists. That's a myopic viewpoint to cover a war from. You're stuck to one unit, you have no one to compare notes with, and you're part of that unit and trained with that unit."

"Most journalists are men, and in those situations you train a man with a bunch of other men, and they become cheerleaders rather than journalists. It's just the way we are. If they embedded more women, you'd get a little bit more balanced look at the war, because they have the possibili-

ty of sending their sons to war one day. Women have always looked at war differently for that reason."

"During the Vietnam War everybody bought what they were being fed at the press conferences for a certain amount of time. Then, eventually, something didn't ring true. During that war a journalist could give a helicopter pilot a bottle of whiskey and see what was going on for himself. That's not possible anymore."

**"It's going to be another close election. Everybody needs to vote, and everybody needs to do due diligence to make sure they don't cheat, because they did last time."**

### Bush-Whacking

Heading into the election year of 2004, Earle and other like-minded musicians are doing their best to change the administration. "I think Bush is beatable," Earle says. "It's going to be another close election. Everybody needs to vote, and everybody needs to do due diligence to make sure they don't cheat, because they did last time."

Earle's crusade will continue with the followup to *Jerusalem* when he hits the studio in April for an album scheduled to drop before the election. And while politically and socially aware songs aren't exactly topping the charts, Earle certainly isn't alone as a politically aware songwriter. In fact, many younger popular acts are seeking to mobilize voters in the upcoming year.

Mike Burkett, bassist-singer for NOFX and owner of Bay Area indie label Fat Wreck Chords, has built an impressive coalition of musicians for *Rock Against Bush*, a compilation disc and tour set for this spring that includes chart-friendly acts like Sum 41, Good Charlotte and Green Day, among others. Furthermore, Burkett established [www.punkvoter.com](http://www.punkvoter.com) to help educate fans about the issues.

The similarly named Bands Against Bush is a loose coalition of local chapters that includes acts like The Donnas and Sonic Youth. Meanwhile, hip-hop impresario Russell Simmons, actor-musician Jack Black, Pearl Jam's Eddie Vedder, R.E.M.'s Michael Stipe and more are involved with MoveOn.org Voter Fund's "Bush in 30 Seconds" contest, a nationwide search for the best TV ad exposing the failures of the Bush administration at home and in Iraq. The next year could see a surging tide of musicians looking to make a difference.

As for his own motivation, Earle simply says, "I feel a responsibility as a citizen to bring these issues to light, and I happen to be a musician."

## THE INDUSTRY'S NO. 1 RETAIL CHART November 28, 2003

LW	TW	ARTIST	ALBUM	LABEL	POWERINDEX	CHANGE
—	1	<b>BRITNEY SPEARS</b>	In The Zone	<i>Jive</i>	605,622	—
3	2	<b>G-UNIT</b>	Beg For Mercy	<i>G Unit/Interscope</i>	321,236	-13%
—	3	<b>BLINK 182</b>	Blink 182	<i>Geffen</i>	318,381	—
1	4	<b>JAY-Z</b>	The Black Album	<i>Roc-A-Fella/IDJMG</i>	271,495	-39%
—	5	<b>BEATLES</b>	Let It Be...Naked	<i>Apple/Capitol</i>	268,250	—
6	6	<b>VARIOUS</b>	Now That's What I Call...Vol. 14	<i>Columbia</i>	178,022	-13%
4	7	<b>JOSH GROBAN</b>	Closer	<i>143/Reprise</i>	178,008	-52%
2	8	<b>TUPAC</b>	Tupac Resurrection	<i>Interscope</i>	162,335	-63%
5	9	<b>TOBY KEITH</b>	Shock'n Y'all	<i>DreamWorks</i>	156,231	-32%
10	10	<b>OUTKAST</b>	Speakerboxxx/The Love Below	<i>Arista</i>	135,391	-1%
11	11	<b>SHERYL CROW</b>	Very Best Of	<i>A&amp;M/Interscope</i>	130,817	-2%
7	12	<b>SARAH MCLACHLAN</b>	Afterglow	<i>Arista</i>	124,696	-34%
—	13	<b>MICHAEL JACKSON</b>	Number Ones	<i>Epic</i>	115,987	—
—	14	<b>DAVE MATTHEWS BAND</b>	Central Park Concert	<i>RCA</i>	107,802	—
19	15	<b>ALAN JACKSON</b>	Greatest Hits Vol.2	<i>Arista</i>	96,266	+57%
12	16	<b>ROD STEWART</b>	Great American Songbook 2	<i>J</i>	93,353	-10%
15	17	<b>CLAY AIKEN</b>	Measure Of A Man	<i>RCA</i>	92,538	+7%
8	18	<b>KID ROCK</b>	Kid Rock	<i>Atlantic</i>	92,325	-51%
—	19	<b>112</b>	Hot & Wet	<i>Def Jam/IDJMG</i>	87,841	—
—	20	<b>LINKIN PARK</b>	Live In Texas	<i>Warner Bros.</i>	87,355	—
—	21	<b>RED HOT CHILI PEPPERS</b>	Greatest Hits	<i>Warner Bros.</i>	85,589	—
—	22	<b>KORN</b>	Take A Look In The Mirror	<i>Epic</i>	85,376	—
16	23	<b>HILARY DUFF</b>	Metamorphosis	<i>Buena Vista/Hollywood</i>	81,982	+9%
17	24	<b>LUDACRIS</b>	Chicken & Beer	<i>Def Jam South/IDJMG</i>	73,106	+9%
—	25	<b>REBA MCENTIRE</b>	Room To Breathe	<i>Mca</i>	72,297	—
26	26	<b>CHINGY</b>	Jackpot	<i>Dtp/Capitol</i>	70,952	+44%
—	27	<b>LEANN RIMES</b>	Greatest Hits	<i>Curb</i>	70,686	—
9	28	<b>PINK</b>	Try This!	<i>Arista</i>	67,074	-54%
18	29	<b>DIDO</b>	Life For Rent	<i>Arista</i>	63,658	-4%
22	30	<b>NICKELBACK</b>	Long Road	<i>Roadrunner/IDJMG</i>	60,989	+11%
20	31	<b>3 DOORS DOWN</b>	Away From The Sun	<i>Republic/Universal</i>	60,905	-1%
36	32	<b>HARRY CONNICK JR.</b>	Harry For The Holidays	<i>Columbia</i>	57,717	+36%
—	33	<b>TIMBALAND &amp; MAGOO</b>	Under Construction Part II	<i>Universal</i>	57,492	—
—	34	<b>TORI AMOS</b>	Tales Of A Librarian: Collection	<i>Atlantic</i>	56,506	—
27	35	<b>MICHAEL MCDONALD</b>	Motown	<i>Motown</i>	52,730	+8%
—	36	<b>CYNDI LAUPER</b>	At Last	<i>Daylight/Epic</i>	52,157	—
34	37	<b>LINKIN PARK</b>	Meteora	<i>Warner Bros.</i>	51,476	+18%
37	38	<b>EVANESCENCE</b>	Fallen	<i>Wind-up</i>	51,473	+26%
24	39	<b>THE EAGLES</b>	The Very Best Of	<i>Elektra/WSM</i>	50,188	-2%
30	40	<b>BEYONCE</b>	Dangerously In Love	<i>Columbia</i>	49,140	+11%
39	41	<b>NORAH JONES</b>	Come Away With Me	<i>Blue Note/Virgin</i>	47,872	+20%
14	42	<b>BRUCE SPRINGSTEEN</b>	The Essential Bruce Springsteen	<i>Legacy</i>	45,134	-52%
23	43	<b>JA RULE</b>	Blood In My Eye	<i>Murder Inc./IDJMG</i>	41,959	-19%
45	44	<b>SOUNDTRACK</b>	Love Actually	<i>J</i>	41,919	+20%
31	45	<b>LIMPBIZKIT</b>	Results May Vary	<i>Flip/Interscope</i>	41,317	-7%
38	46	<b>JOHN MAYER</b>	Heavier Things	<i>Aware/Columbia</i>	36,767	-10%
48	47	<b>MARTINA MCBRIDE</b>	Martina	<i>Rca</i>	36,085	+6%
33	48	<b>JAGGED EDGE</b>	Hard	<i>Columbia</i>	34,704	-21%
46	49	<b>COLDPLAY</b>	Rush Of Blood To The Head	<i>Capitol</i>	34,281	-2%
—	50	<b>AL GREEN</b>	I Can't Stop	<i>Blue Note</i>	33,972	—

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### ON ALBUMS

#### True Brit!

Forget your turkey, cranberry sauce, chestnut stuffing, pumpkin pie and all the trimmings this week.

Save your appetite for Britney Spears, whose new *Jive* album, *In The Zone*, is more filling than all of them, debuting this week at No. 1 with a whop-



Britney Spears

ping 605,000 in sales. That's a lotta drumsticks, folks.

Spears is one of three newcomers in the top five, with Geffen's *Blink-182*, at No. 3 and clocking 300,000 in sales, and *Apple/Capitol* legends *The Beatles' Spector-less* reworking of *Let It Be ... Naked*, at No. 5 and topping 268,000.

The rest of the top 10 includes *G-Unit/Interscope's G-Unit* (No. 2), *Roc-A-Fella/IDJMG's Jay-Z* (last week's No. 1, now at No. 4), *Columbia's Now Vol. 14* (No. 6), *143/Re-*



Blink-182

*prise's Josh Groban* (No. 7), *Amaru/Interscope's Tupac* (No. 8), *DreamWorks Nashville's Toby Keith* (No. 9) and *Arista's OutKast* (No. 10).

Other chart newcomers include *Epic's embattled Michael Jackson* (No. 13), *RCA's Dave Matthews Band live* (No. 14), *Bad Boy/Def Soul/IDJMG's 112* (No. 19), *Warner Bros.' Linkin Park* (No. 20) and *Red Hot Chili Peppers* (No. 21), *Epic's Korn* (No. 22, rush-released last Friday), *MCA Nashville's Reba McEntire* (No. 25), *Curb's Leann Rimes* (No. 27), *Universal's Timbaland & Magoo* (No. 33), *Atlantic's Tori Amos* (No. 34), *Daylight/Epic's Cyndi Lauper* (No. 36) and *Blue Note's Al Green* (No. 50).

Double-digit increases are registered by *Arista Nashville's Alan Jackson* (19-15, +57%),

*DTP/Capitol's Chingy* (+44%), *Roadrunner/IDJMG's Nickelback* (30-22, +11%), *Columbia's Harry Connick Jr.* (36-32, +36%), *WB's Linkin Park* (+18%), *Wind-up's Evanescence* (+26%), *Columbia's Beyoncé* (40-30, +11%), *Blue Note's Norah Jones* (+20%) and *J Records' Love, Actually* soundtrack (+20%).



Chingy

Next week: It's all about *GM/Elektra/EEG's Missy Elliott*, *DreamWorks' Nelly Furtado*, *Interscope's Enrique Iglesias* and *Flip/Gef-*

## The Tryptophan Effect

It looks like the labels are experiencing a cycle similar to one that many people go through when Thanksgiving comes around. People sometimes reduce their normal intake of food so that when the holiday arrives, they can stuff themselves silly and, afterward, drop into a nice, long, food-induced coma. In terms of Going for Adds, the past few weeks have been relatively light, but next week some formats will get to gorge themselves at a smorgasbord of new titles. Then of course, the Tryptophan Effect will come into play, and Going for Adds will go to sleep, with the last new tracks of the year debuting the week of Dec. 15. (Random fact: Tryptophan is an amino acid contained in turkeys that helps the body produce serotonin, a chemical that plays a role in sleep. However, the tryptophan contained in turkeys is not enough to induce sleep, rather it's the high carbohydrate consumption and the resultant workload on your digestive system related to Thanksgiving meals that causes drowsiness.)

The holidays continue to arrive at AC next week as **Leon Redbone and Zoëy Deschanel** present "Baby It's Cold Outside," from the hit movie *Elf*. Redbone

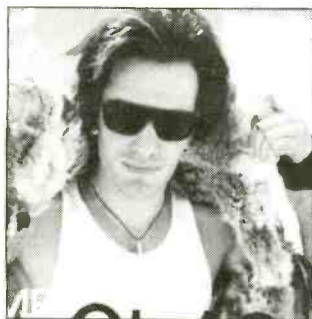


**Zoëy Deschanel**

emerged as a ragtime, blues and jazz performer in the '70s, while Deschanel actually plays Jovie, the love interest of Will Ferrell's character, Buddy The Elf, in the film. The song was incorporated into the movie in a sweet yet quirky way, and now it seems that everyone wants to hear it, creating a new Christmas classic. Though Redbone

himself does not appear in *Elf*, his voice does: He provides the voice for Ferrell's snowman friend.

**JC Chavez** is showing Pop a different side of himself next week. The 'N Sync member goes for adds with "Some Girls (Dance With Women)," the lead single from his solo debut effort, *Schizophrenic*. The album is slated to arrive in stores Jan. 27, and BT and Rockwilder are among the many talented producers who helped



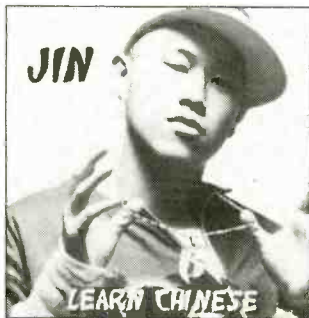
**JC Chavez**

out on the project. As for the single itself, rapper Dirt McGirt is featured on the cut, and it is currently enjoying early adds at KIIS/Los Angeles, KBRV/Dallas, WWWQ/Atlanta and WHYI/Miami-Ft. Lauderdale. Chavez will not be hitting the arena tour circuit right away like his 'N Sync partner, Justin Timberlake. Instead, he will start his touring in smaller clubs and as an act on radio-station shows. Upcoming performances will take place in California, New York City and Boston.

**Master P** is giving Rhythmic and Urban something to slip into next week as he presents radio with "Them Jeans." Born Percy Miller in New Orleans, Master P is the founder of No Limit Records and No Limit Films. However, like many rappers, he has been expanding his horizons in the past couple of years, acting in films such as *Hollywood Homicide* and *Scary Movie 3*. His son, Lil Romeo, is also delving into the big-screen business: He plays a role in the feature film *Honey*, starring Jessica Alba.

Also coming to the two formats is wordsmith extraordinaire **Jin** with "Learn Chinese." The cut is the title track from the emcee's forthcoming Ruff Ryders/Virgin debut album, scheduled for release March 23. The track itself was produced by none other than Wyclef Jean and Jerry "Wonder" Duplessis, and it contains a sample of James Brown's "Blind Man Can See It." As for Jin, he was born Jin Ayeung and is one of the first Asian-American rappers to come up into the mainstream by winning rap battles.

**Ruben Studdard**, winner of *American Idol 2003*, is Going for Adds at Rhythmic, Urban and Urban AC with "Sorry 2004," from his upcoming Dec. 9 debut CD, *Soulful*. The album features special guests Fat Joe, R. Kelly, Ja Rule and Swizz Beats. To promote the project, Studdard will be appearing on NBC's *Christmas in Rockefeller Center* on Dec. 3 and ABC's *TV Guide's Greatest Moments of TV* on Dec. 28.



**Jin**

— Mike Trias

# R&R Going For Adds™

Week Of 12/1/03

## CHR/POP

- ALICIA KEYS** You Don't Know My Name (J)
- JAGGED EDGE** Walked Outta Heaven (Columbia)
- JC CHASEZ** Some Girls (Dance With Women) (Jive)
- KELIS** Milkshake (Star Trak/Arista)

## CHR/RHYTHMIC

- BIG TYMERS f/R. KELLY** Gangsta Girl (Cash Money/Universal)
- BRAVEHEARTS** Quick To Back Down (Columbia)
- CARL THOMAS** She Is (Bad Boy/Universal)
- JIN** Learn Chinese (Ruff Ryders/Virgin)
- MASTER P** Them Jeans (New No Limit)
- RAEKWON** The Hood (Universal)
- RUBEN STUDDARD** Sorry 2004 (J)
- TWISTA f/KANYE WEST & JAMIE FOXX** Slow Jamz (Atlantic)

## URBAN

- BAD BOY'S DA BAND** Tonight (Bad Boy/Universal)
- GLENN LEWIS** Back For More (Epic)
- JIN** Learn Chinese (Ruff Ryders/Virgin)
- MASTER P** Them Jeans (New No Limit)
- PETEY PABLO** Freek-A-Leek (Jive)
- PHILLY'S MOST WANTED** Shake (Universal)
- RUBEN STUDDARD** Sorry 2004 (J)

## URBAN AC

- JAVIER** Beautiful U R (Capitol)
- RUBEN STUDDARD** Sorry 2004 (J)

## COUNTRY

No adds

## AC

- LEON REDBONE AND ZOOEY DESCHANEL** Baby It's Cold Outside (New Line)

## HOT AC

No adds

## SMOOTH JAZZ

- BRIAN BROMBERG** Bobblehead (A440)
- DENNY JIOSA** The Christmas Song (Jiosa Productions)
- MARK ISHAM** The Cooler (Koch)

## ROCK

- METALLICA** The Unnamed Feeling (Elektra/EEG)

## ACTIVE ROCK

- LOSTPROPHETS** Last Train Home (Columbia)
- METALLICA** The Unnamed Feeling (Elektra/EEG)

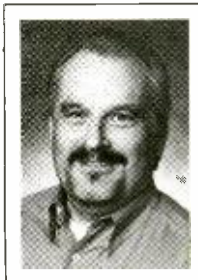
## ALTERNATIVE

- DAVE MATTHEWS** Save Me (RCA)
- LOSTPROPHETS** Last Train Home (Columbia)
- RADIOHEAD** A Punchup At A Wedding (Capitol)

## TRIPLE A

- JOAN BAEZ** Christmas in Washington (Koch)
- JOHN MAYER** Come Back To Bed (Aware/Columbia)
- R.E.M.** Animal (Warner Bros.)
- ROONEY** I'm Shakin' (Geffen)
- SHEMOKIA COPELAND** Stay A Little Longer, Santa (Alligator)

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



# The Anatomy Of A Station Flip

## Radio's version of *Extreme Makeover*, minus the painful swelling

By Kevin Carter & Keith Berman

First, the Earth cooled. Then the dinosaurs died and turned into oil. At some point San Antonio sprang up and the Battle of the Alamo was fought. Eventually, men began dreaming of sending music through the hot desert air to millions of excited young listeners throughout the metro area. Marconi later played the mamba, and they went ahead and built that city on rock 'n' roll.

Choosing a format is much like a chess game — move, countermove, attack, defend. Those who play the game have to do so with the pieces they are given, and players have to react quickly to establish a dominant position. Thus the radio game is played out in markets all over the country on a daily basis.

### The Battle Begins

Let's set up the San Antonio board: Infinity's KTFM, a heritage CHR mainstay in the market, had been doing battle with Univision's perennial CHR/Rhythmic giant KBBT (The Beat), and it was losing that fight — badly. On the other side, Clear Channel had KTFM flanked by KXXM (Mix 96), a Rock-leaning CHR/Pop station.

After a long and bloody battle KTFM finally decided to bow out. On Oct. 24 the station yanked the plug on Pop and flipped to Rock, deciding to challenge Cox Active Rocker KISS-FM instead. In the midst of all of this, Cox's Dance-

**"I think Mix 96 and The Beat are strong radio stations; we're just filling the hole — combining the best of both worlds."**

Jeremy Rice



Doug Bennett

leaning CHR/Rhythmic KCJZ sat quietly on the sidelines, watching it all go down. Then it decided to jump on what it saw as a real CHR opportunity.

Only a week after KTFM vacated the Pop arena, Cox blew up the Dance format on KCJZ and replaced it with a mainstream Pop format, changed the call letters to KELZ and dubbed the station "Z106.7, San Antonio's New No. 1 Hit Music Station." And there was much rejoicing.

"We were in a situation where we wanted to be a bigger CHR player," says KELZ PD Doug Bennett. "We were in a niche, and we owned that niche. The station's been going in that direction since August 2001 — that's when we initially evolved into a 'KTU-esque 'Jammin' Oldies' / Dance kind of rhythmic AC sound. Over time we evolved even further to truly sit somewhere in between a mainstream station and [Cox Dance-leaning sister] WPYM/Miami.

"We were playing some pretty aggressive dance tracks — a little too hip for the room, quite honestly — and we were doing a good job within that narrow lane of dance music based on the research we saw. We were satisfying that audience, but, as everybody knows, it's a small group. You're not going to pull a five or six share being a Dance station."

"It's pretty plain and simple," says Cox Top 40 Format Coordinator Jeremy Rice, who also programs WBLI/Nassau-Suffolk. "When KTFM, which still had a very strong market cume, went away from Pop/



SAN ANTONIO'S NEW #1 HIT MUSIC STATION

Rhythmic, we said, 'Hey, this hole is still too big, and with Mix 96 — the Clear Channel Top 40 — being very Rock-based, there's a hole for a real mainstream Top 40 station.'"

### Cooling The Dead Heat

Pop quiz, hotshot: You own a station with ratings and cume you want to grow, a heritage CHR station just ditched the format, and there's a hole in the market so big you can drive a Mack truck through it. What do you do?

Do you A) go to the supermarket and pick up some Pepperidge Farm Milano cookies, B) check to see if the *Family Guy* DVDs are on sale at Best



Jeremy Rice

Buy this week, or C) kick things into high gear and plug that hole quickly?

If you answered A, please send us some of those cookies. If you answered B, go watch those discs immediately — *Family Guy* is funny as hell and should be enjoyed as often as possible.

However, if you answered C, you'd be moving your pieces into place to make a huge strategic statement on that big-ass San Antonio chessboard, and that's exactly what Bennett, Rice and the rest of the Cox crew were preparing to do in the week after KTFM went Rock.

"We knew there was room for us to expand," says Bennett. "We'd been in a dead heat with KTFM for the better part of a year, where neither one of us could make a whole lot of headroom because the other one was in the way.

"Thursday evening, before KTFM flipped, the rumors started flying that their airstaff had been let go. By 7am that Friday they were gone, and I was in meetings with our Regional VP, Ben Reed, by 10am to talk about what that meant for us.

"KCJZ wasn't going to be the radio station that we all knew we could make, and with KTFM vacating its CHR space — leaving over 200,000 cume who expected to hear CHR music — we knew that was our opportunity to make our move."

### Methodical Planning

Though it took only a week to decide to make the flip and then prepare and execute it, Cox was actually being careful about the situation. "There was some reluctance at first to act too quickly," Bennett says. "What if this was just a stunt on their part? We didn't want to overreact and do something detrimental knowing we already had a core to work from.

"We didn't want to step out and then get squashed if they decided to walk backward, but it was pretty clear early on that they were committed to what they were doing. That was a key thing: We wanted to make sure KTFM was committed to this new format before we took any action.

"Once we got a good feeling about that, since they had some sales pieces out on the street reinforcing the new 'K-Rock' image, we knew it was real, so we started working on ideas."

The Tuesday after KTFM's flip, Rice and consultant Randy Kabrich met up with the rest of the Cox Omnipotent Strategic Team, consisting of Bennett and some local Cox employees in San Antonio.

"The official decision was made in the middle of that week," Bennett says. "Cox is a very methodical company, so we took the time to go back and look at the market research we had done just a couple of months earlier, and we had a pretty good read on where the market lay.

"We could take a look at what pitfalls we wanted to avoid and what territory KTFM owned and use that perceptual research to build what we wanted to do. Randy and Jeremy came in on Tuesday, and we spent the day looking at what we thought the music list should look like, spending a lot of time on Mediabase and BDS and getting a real good bead on what was out there. We looked through some of our most recent auditorium tests to get an idea on gold."

### Making The Play

"On Wednesday we spent the morning with the strategic team, our VP, our GM here locally, Randy, Jeremy and myself, as well as the GMs from KISS and [Hot AC] KSMG/San Antonio," Bennett continues.

"We tossed around ideas and made the decision locally that this is what we wanted to move forward with and began building it out from there, contracting with voice talent, writing imaging, and all the stuff that comes with that. CEO Bob Neil made the final decision to go ahead.

**"We were satisfying that audience, but, as everybody knows, it's a small group. You're not going to pull a five or six share being a Dance station."**

Doug Bennett

"The biggest challenge was getting the bulk of the music inserted into the automation system. It's a tight list, but it still takes a little time to get those records into the hard drive.

"I spent a lot of time doing that myself, because we obviously weren't running around the halls, blaring the trumpet that we were going to do this. We were trying to keep things as far out of the limelight as we could. My imaging director, who does most of his work from his home studio, was cranking away there, out of sight."

Finally, the pieces were in place. Cox made its move on Oct. 31 at 9am local time, debuting KCJZ in the Pop arena. The public, after its initial astonishment and hysteria, began to realize that they might actually like this new station.

"The PIs who love dance — we still play the Top 40 dance hits — are probably not too happy that their dance songs are gone," says Rice. "People are liking the hits and that they can hear all the hits on one station.

"Z106.7 is now the only station where you can hear Beyoncé, Baby Bash, 3 Doors Down, Santana, No Doubt and Lil Jon. I think Mix 96 and The Beat are strong radio stations; we're just filling the hole — combining the best of both worlds.

"Right now all the jocks are off the air, so it's a new radio station, and that's how we're starting it: jock-free, 52 minutes of hit music every hour. That's only eight units, if you do the math, and that's an advantage right there, because Cox limits our spotloads in every market."

"We put in some late nights, and it came together about as smoothly as these things can," Bennett concludes. "Once the decision was made, it moved pretty quickly. Everything stayed relatively calm, and we didn't want chaos.

"We wanted it to seem very thought-out, and it was — it was just thought out over a very short period of time. There was a lot of thought that had been going on for months before this happened. Then the opportunity presented itself, and we had to strike while the iron was hot."

EXCLUSIVE NATIONAL MUSIC RESEARCH ESTIMATES November 28, 2003

CalloUT AMERICA® song selection is based on the top 25 titles from the R&R CHR/Pop chart for the airplay week of November 2-8.

ARTIST TITLE LABEL(S)	TOTAL AVERAGE FAVORABILITY ESTIMATE (1-5)				TOTAL % FAMILIARITY	TOTAL % BURN	DEMOGRAPHICS			REGIONS			
	TW	LW	2W	3W			WOMEN 12-17	WOMEN 18-24	WOMEN 25-34	EAST	SOUTH	MID-WEST	WEST
<b>FABOLOUS f/TAMIA</b> Into You (Desert Storm/Elektra/EEG)	3.96	4.03	4.09	4.09	95.7	21.1	3.96	3.95	3.97	3.98	4.05	3.92	3.90
<b>BEYONCÉ f/SEAN PAUL</b> Baby Boy (Columbia)	3.90	3.92	3.96	4.03	99.4	30.6	3.83	4.03	3.85	4.06	3.78	3.97	3.80
<b>BUBBA SPARXXX</b> Deliverance (Beatclub/Interscope)	3.85	-	-	-	90.0	17.4	3.92	3.81	3.84	3.84	3.95	3.72	3.92
<b>3 DOORS DOWN</b> Here Without You (Republic/Universal)	3.85	3.83	3.88	3.91	90.3	26.9	3.73	3.92	3.90	3.89	3.80	4.02	3.68
<b>BABY BASH</b> Suga Suga (Universal)	3.85	3.89	3.93	3.84	90.6	16.6	4.06	3.70	3.78	3.84	3.93	3.80	3.81
<b>STACIE ORRICO</b> (There's Gotta Be) More To Life (ForeFront/Virgin)	3.84	3.89	3.90	3.85	89.1	18.3	3.81	3.87	3.82	3.91	3.87	3.71	3.86
<b>OUTKAST</b> Hey Ya! (Arista)	3.82	3.73	3.72	3.74	94.6	14.6	3.94	3.77	3.74	3.84	3.98	3.60	3.86
<b>LIL' JON &amp; THE EASTSIDE BOYZ</b> Get Low (TVT)	3.80	3.83	3.85	3.89	95.4	26.9	3.88	3.79	3.72	3.81	3.87	3.64	3.87
<b>BLACK EYED PEAS</b> Where Is The Love? (A&M/Interscope)	3.79	3.88	3.92	3.92	98.9	36.0	3.87	3.74	3.76	3.80	3.80	3.78	3.77
<b>NELLY f/P. DIDDY &amp; MURPHY LEE</b> Shake Ya... (Bad Boy/Universal)	3.79	3.87	3.91	3.89	96.9	34.3	3.67	3.85	3.85	3.83	3.93	3.62	3.77
<b>FOUNTAINS OF WAYNE</b> Stacy's Mom (S-Curve/EMC)	3.78	3.78	3.80	3.81	90.3	22.3	3.86	3.68	3.79	3.75	3.90	3.84	3.60
<b>CHRISTINA AGUILERA f/LIL' KIM</b> Can't Hold Us Down (RCA)	3.77	3.88	4.04	4.02	95.1	22.0	3.81	3.75	3.77	3.74	3.82	3.84	3.69
<b>LUDACRIS f/SHAWNNA</b> Stand Up (Def Jam South/IDJMG)	3.77	3.82	3.83	3.84	97.7	27.1	3.76	3.81	3.74	3.71	3.81	3.74	3.83
<b>STAIN'D</b> So Far Away (Flip/Elektra/EEG)	3.72	3.69	-	-	90.6	24.0	3.63	3.70	3.83	3.65	3.65	3.76	3.82
<b>CHRISTINA AGUILERA</b> The Voice Within (RCA)	3.68	3.68	-	-	88.3	16.3	3.68	3.66	3.70	3.59	3.85	3.69	3.57
<b>TRAPT</b> Headstrong (Warner Bros.)	3.68	3.69	3.73	3.67	92.0	29.4	3.76	3.66	3.61	3.57	3.83	3.74	3.55
<b>SIMPLE PLAN</b> Perfect (Lava)	3.67	3.73	3.81	3.73	89.1	20.0	3.73	3.62	3.66	3.88	3.68	3.49	3.62
<b>MATCHBOX TWENTY</b> Bright Lights (Atlantic)	3.67	3.80	3.93	3.80	85.7	21.7	3.65	3.70	3.65	3.59	3.88	3.65	3.53
<b>SANTANA f/ALEX BAND</b> Why Don't You & I (Arista)	3.66	3.74	3.87	3.92	92.0	32.6	3.42	3.77	3.77	3.58	3.72	3.51	3.82
<b>HILARY DUFF</b> So Yesterday (Buena Vista/Hollywood)	3.66	3.71	3.82	3.78	96.0	22.9	3.55	3.63	3.80	3.75	3.75	3.61	3.54
<b>NICKELBACK</b> Someday (Roadrunner/IDJMG)	3.64	-	-	-	84.9	22.9	3.56	3.69	3.65	3.65	3.73	3.60	3.57
<b>MAROON 5</b> Harder To Breathe (Octone/J)	3.60	3.70	3.82	3.79	86.3	26.0	3.61	3.56	3.62	3.53	3.78	3.59	3.46
<b>LIZ PHAIR</b> Why Can't I? (Capitol)	3.59	3.72	3.87	3.83	91.4	30.3	3.61	3.57	3.59	3.51	3.89	3.48	3.49
<b>NO DOUBT</b> It's My Life (Interscope)	3.54	3.55	-	-	84.6	17.1	3.45	3.54	3.64	3.52	3.51	3.58	3.57
<b>MICHELLE BRANCH</b> Breathe (Maverick/Warner Bros.)	3.53	3.51	3.50	-	90.6	20.0	3.48	3.58	3.53	3.54	3.66	3.43	3.49
<b>BRITNEY SPEARS f/MADONNA</b> Me Against The Music (Jive)	3.47	3.48	-	3.70	89.4	24.0	3.41	3.52	3.49	3.50	3.64	3.43	3.33
<b>JOHN MAYER</b> Bigger Than My Body (Aware/Columbia)	3.44	3.56	3.65	3.52	92.3	30.9	3.34	3.57	3.42	3.45	3.76	3.39	3.16

**CALLOUT AMERICA® HOT SCORES**

By ANTHONY ACAMPORA

Another week at No. 1 for Fabolous, as "Into You" (Desert Storm/Elektra/EEG) makes it five in a row. The track ranks No. 2 with teens, No. 2 18-24 and No. 1 25-34.

Bubba Sparxxx enters the survey in a tie for No. 3, with "Deliverance" (Beatclub/Interscope). The song ranks fourth with teens, sixth 18-24 and fifth 25-34.

One of the two songs tied with Sparxxx is "Suga Suga" by Baby Bash (Universal). It's also No. 1 with teens and ninth among women 25-34.

Stacie Orrico continues to post positive results with "(There's Gotta Be) More to Life" (ForeFront/Virgin). The song is No. 6 overall and is testing across all demos, with a No. 9 rank among teens, No. 4 with 18-24s and No. 7 among 25-34s.

OutKast roll into the No. 7 spot with "Hey Ya!" (Arista). They rank third with teens and ninth with women 18-24.

Lil Jon gets into the No. 8 spot with "Get Low" (TVT). He's fifth with teens and eighth with women 18-24.

Stain'd's "So Far Away" (Flip/Elektra/EEG) is strong with women 25-34, where it comes in sixth with a 3.83 total favorability.

You can view Callout America information online at [www.bullseye.com](http://www.bullseye.com). This week's password: turkey.

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

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# R&R CHR/POP TOP 50

Powered By



November 28, 2003

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
2	1	3 DOORS DOWN Here Without You (Republic/Universal)	8106	-204	643860	17	122/0
3	2	OUTKAST Hey Ya! (Arista)	8033	+944	656666	11	125/1
1	3	BEYONCE' f/SEAN PAUL Baby Boy (Columbia)	7572	-810	588976	15	124/0
4	4	BABY BASH Suga Suga (Universal)	6876	+380	524273	14	111/0
6	5	TRAPT Headstrong (Warner Bros.)	5920	-164	446536	19	115/0
5	6	FOUNTAINS OF WAYNE Stacy's Mom (S-Curve/EMC)	5633	-818	361142	13	125/0
7	7	SANTANA f/ALEX BAND Why Don't You & I (Arista)	5268	-628	399696	23	122/0
9	8	STACIE ORRICO (There's Gotta Be) More To Life (ForeFront/Virgin)	5005	+243	371900	18	122/0
8	9	MAROON 5 Harder To Breathe (Octone/J)	4608	-438	388195	23	122/0
14	10	SIMPLE PLAN Perfect (Lava)	4475	+501	360625	11	115/1
13	11	NO DOUBT It's My Life (Interscope)	4437	+326	332466	6	127/0
11	12	BRITNEY SPEARS f/MADONNA Me Against The Music (Jive)	4416	-271	292045	7	129/0
12	13	LIL' JON & THE EASTSIDE BOYZ Get Low (TVT)	4263	-217	290834	16	103/0
10	14	NELLY f/P. DIDDY & MURPHY LEE Shake Ya Tailfeather (Bad Boy/Universal)	4140	-583	310789	24	118/0
18	15	LIZ PHAIR Why Can't I? (Capitol)	3907	+310	265698	17	119/1
19	16	NICKELBACK Someday (Roadrunner/IDJMG)	3894	+469	261771	10	120/3
17	17	MATCHBOX TWENTY Bright Lights (Atlantic)	3747	+112	244770	14	103/2
20	18	CHRISTINA AGUILERA The Voice Within (RCA)	3490	+430	254497	4	126/0
22	19	CLAY AIKEN Invisible (RCA)	3288	+490	229253	7	113/3
15	20	CHRISTINA AGUILERA f/LIL' KIM Can't Hold Us Down (RCA)	3263	-669	295086	20	121/0
24	21	CHINGY f/SNOOP DOGG & LUDACRIS Holiday In (DTP/Capitol)	3227	+527	188422	5	98/5
21	22	MICHELLE BRANCH Breathe (Maverick/Warner Bros.)	3227	+174	244382	8	111/2
23	23	LUDACRIS f/SHAWNNA Stand Up (Def Jam South/IDJMG)	3063	+358	216859	7	102/5
25	24	STAIN'D So Far Away (Flip/Elektra/EEG)	2777	+194	177848	14	98/1
28	25	FEFE DOBSON Take Me Away (Island/IDJMG)	2286	+97	124535	11	105/0
26	26	BUBBA SPARXXX Deliverance (Beatclub/Interscope)	2221	-160	103972	13	89/1
27	27	FABOLOUS f/TAMIA Into You (Desert Storm/Elektra/EEG)	2110	-154	196601	20	82/0
36	28	JESSICA SIMPSON With You (Columbia)	1847	+411	140915	3	104/8
32	29	ENRIQUE IGLESIAS Addicted (Interscope)	1783	+274	109297	5	101/5
31	30	NELLY FURTADO Powerless (Say What You Want) (DreamWorks)	1766	-12	85723	7	96/2
41	31	OUTKAST The Way You Move (Arista)	1687	+488	157837	3	90/44
39	32	FUEL Falls On Me (Epic)	1549	+259	53955	7	93/11
38	33	DIDO White Flag (Arista)	1512	+149	111533	8	63/7
29	34	HILARY DUFF So Yesterday (Buena Vista/Hollywood)	1469	-615	134002	18	111/0
30	35	BLACK EYED PEAS Shut Up (A&M/Interscope)	1288	-537	79520	9	89/0
34	36	50 CENT P.I.M.P. (Shady/Aftermath/Interscope)	1284	-181	86557	19	101/0
42	37	EAMON F**k It (I Don't Want You Back) (Jive)	1281	+94	82852	5	66/9
33	38	MYA My Love Is Like...Whoa (A&M/Interscope)	1247	-245	88113	17	108/0
37	39	KELLY CLARKSON Low (RCA)	1223	-211	115191	16	93/0
35	40	JOHN MAYER Bigger Than My Body (Aware/Columbia)	1127	-338	70331	14	87/0
Debut	41	KELIS Milkshake (Star Trak/Arista)	1056	+412	131573	1	61/30
46	42	LINKIN PARK Numb (Warner Bros.)	1038	+144	52162	2	70/10
44	43	JOSH KELLEY Amazing (Hollywood)	912	-32	50938	8	48/0
Debut	44	BEYONCE' Me, Myself And I (Columbia)	840	+474	56289	1	63/4
Debut	45	KELLY CLARKSON The Trouble With Love Is (RCA)	829	+520	43141	1	77/13
49	46	WILLA FORD f/LADY MAY A Toast To Men (Lava)	819	+42	40580	2	52/1
Debut	47	GOOD CHARLOTTE Hold On (Epic)	804	+120	40329	1	71/7
45	48	LIVE Heaven (Radioactive/Geffen)	804	-95	61560	19	36/0
48	49	YOUNGBLOODZ f/LIL' JON Damn! (Arista)	797	+17	49273	4	26/0
47	50	BLAQUE I'm Good (Elektra/EEG)	796	+3	37556	5	51/0

129 CHR/Pop reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 11/16-11/22. 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. Total Audience equals Average Quarter Hour Persons times number of plays (times 100). Each daypart on each station is assigned an AQH number. Average Quarter Hour Persons used herein with permission from the Arbitron Company (© 2003, The Arbitron Company). © 2003, R&R, Inc.

## Most Added®

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ARTIST TITLE LABEL(S)	ADDS
OUTKAST The Way You Move (Arista)	44
KELIS Milkshake (Star Trak/Arista)	30
LUCKY BOYS CONFUSION Hey Driver (Elektra/EEG)	19
M. LEE f/J. DUPRI Wat Da Hook Gon Be (Fo' Reel/Universal)	17
PINK God Is A DJ (Arista)	16
BLINK-182 Feeling This (Geffen)	16
SHERYL CROW The First Cut Is The Deepest (A&M/Interscope)	14
KELLY CLARKSON The Trouble With Love Is (RCA)	13
JAY-Z Change Clothes (Roc-A-Fella/IDJMG)	12
DEFAULT (Taking My) Life Away (TVT)	12

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
OUTKAST Hey Ya! (Arista)	+944
CHINGY f/SNOOP DOGG & LUDACRIS Holiday In (DTP/Capitol)	+527
KELLY CLARKSON The Trouble With Love Is (RCA)	+520
SIMPLE PLAN Perfect (Lava)	+501
CLAY AIKEN Invisible (RCA)	+490
OUTKAST The Way You Move (Arista)	+488
BEYONCE' Me, Myself And I (Columbia)	+474
NICKELBACK Someday (Roadrunner/IDJMG)	+469
CHRISTINA AGUILERA The Voice Within (RCA)	+430
KELIS Milkshake (Star Trak/Arista)	+412

## Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
BLACK EYED PEAS Where Is The Love? (A&M/Interscope)	3206
BEYONCE' f/JAY-Z Crazy In Love (Columbia)	1886
50 CENT In Da Club (Shady/Aftermath/Interscope)	1801
JUSTIN TIMBERLAKE Rock Your Body (Jive)	1617
EVANESCENCE Bring Me To Life (Wind-up)	1545
MATCHBOX TWENTY Unwell (Atlantic)	1538
JASON MRAZ The Remedy (I Won't Worry) (Elektra/EEG)	1532
R. KELLY Ignition (Jive)	1416
CHINGY Right Thurr (DTP/Capitol)	1390
KELLY CLARKSON Miss Independent (RCA)	1283
SEAN PAUL Get Busy (VP/Arista)	1026
JUSTIN TIMBERLAKE Senorita (Jive)	978
3 DOORS DOWN When I'm Gone (Republic/Universal)	930
UNCLE KRACKER f/DOBBIE GRAY Drift Away (Lava)	899
LUMIDEE Never Leave You - Uh Ooh, Uh Ooh! (Universal)	835
MICHELLE BRANCH Are You Happy Now? (Maverick/Warner Bros.)	801
SIMPLE PLAN Addicted (Lava)	790
EMINEM Lose Yourself (Shady/Interscope)	780
LIL' KIM f/50 CENT Magic Stick (Queen Bee/Arista)	677
DJ SAMMY & YANDU Heaven (Robbins)	651
ASHANTI Rock Wit U (Awww Baby) (Murder Inc./IDJMG)	632
NELLY Hot In Herre (Fo' Reel/Universal)	614
CHRISTINA AGUILERA Fighter (RCA)	591
DANIEL BEDINGFIELD Gotta Get Thru This (Island/IDJMG)	557
JEWEL Intuition (Atlantic)	536

Detailed station playlists for all R&R reporters are available on the web at [www.radioandrecords.com](http://www.radioandrecords.com).

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November 28, 2003

## R&R'S EXCLUSIVE REPORTED OVERVIEW OF NATIONAL AIRPLAY

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	3 DOORS DOWN Here Without You (Republic/Universal)	2919	-50	72010	18	50/0
2	2	BEYONCE' f/SEAN PAUL Baby Boy (Columbia)	2702	-163	61669	14	48/0
3	3	FOUNTAINS OF WAYNE Stacy's Mom (S-Curve/EMC)	2525	-180	63501	12	48/0
6	4	OUTKAST Hey Ya! (Arista)	2516	+272	63768	8	48/0
4	5	TRAPT Headstrong (Warner Bros.)	2332	-21	54098	22	47/0
7	6	BABY BASH Suga Suga (Universal)	2141	+91	55366	12	41/0
5	7	SANTANA f/ALEX BAND Why Don't You & I (Arista)	2137	-123	47513	23	45/0
9	8	NO DOUBT It's My Life (Interscope)	1969	+115	48557	6	50/0
10	9	MATCHBOX TWENTY Bright Lights (Atlantic)	1865	+84	43934	15	45/0
11	10	STACIE ORRICO (There's Gotta Be) More To Life (ForeFront/Virgin)	1856	+91	46015	18	46/3
8	11	MAROON 5 Harder To Breathe (Dctone/J)	1794	-129	37223	21	41/0
14	12	NICKELBACK Someday (Roadrunner/IDJMG)	1616	+112	38242	11	48/1
12	13	BRITNEY SPEARS f/MADONNA Me Against The Music (Jive)	1591	-66	36926	7	44/0
15	14	MICHELLE BRANCH Breathe (Maverick/Warner Bros.)	1535	+86	37113	9	48/2
18	15	SIMPLE PLAN Perfect (Lava)	1459	+155	38455	9	45/5
16	16	LIZ PHAIR Why Can't I? (Capitol)	1452	+76	40030	17	43/1
13	17	NELLY f/P. DIDDY & MURPHY LEE Shake Ya Tailfeather (Bad Boy/Universal)	1427	-175	32068	22	41/0
21	18	CHRISTINA AGUILERA The Voice Within (RCA)	1370	+288	34277	4	48/1
19	19	LIL' JON & THE EASTSIDE BOYZ Get Low (TVT)	1151	-77	25414	10	37/0
17	20	CHRISTINA AGUILERA f/LIL' KIM Can't Hold Us Down (RCA)	1088	-275	26362	20	34/0
23	21	CLAY AIKEN Invisible (RCA)	1077	+181	28752	5	43/2
25	22	STAIN'D So Far Away (Flip/Elektra/EEG)	922	+79	23383	15	33/2
22	23	NELLY FURTADO Powerless (Say What You Want) (DreamWorks)	911	-5	25540	7	42/0
27	24	FEFE DOBSON Take Me Away (Island/IDJMG)	812	+21	20588	12	34/1
24	25	BUBBA SPARXXX Deliverance (Beatclub/Interscope)	811	-85	17724	13	36/0
32	26	CHINGY f/SNOOP DOGG & LUDACRIS Holidae In (DTP/Capitol)	786	+139	19875	5	39/5
30	27	ENRIQUE IGLESIAS Addicted (Interscope)	725	+39	17489	6	42/0
31	28	LUDACRIS f/SHAWNNA Stand Up (Def Jam South/IDJMG)	724	+69	18215	5	38/1
26	29	JOHN MAYER Bigger Than My Body (Aware/Columbia)	591	-240	11736	15	18/0
34	30	DIDO White Flag (Arista)	584	+59	14293	10	32/5
36	31	SHERYL CROW The First Cut Is The Deepest (A&M/Interscope)	562	+143	14299	7	37/3
29	32	BLACK EYED PEAS Shut Up (A&M/Interscope)	516	-226	9701	10	23/0
35	33	KK All The Pieces (Independent)	470	+19	11743	13	13/0
47	34	OUTKAST The Way You Move (Arista)	434	+181	11742	2	28/8
38	35	FABOLOUS f/TAMIA Into You (Desert Storm/Elektra/EEG)	419	+19	9297	19	13/0
33	36	MYA My Love Is Like...Whoa (A&M/Interscope)	419	-127	9961	17	16/0
37	37	DASHBOARD CONFESSIONAL Hands Down (Vagrant)	404	-15	10747	4	34/1
39	38	KILEY DEAN Who Will I Run To? (Beatclub/Interscope)	378	+9	11012	8	28/2
40	39	LINKIN PARK Numb (Warner Bros.)	375	+20	8787	3	26/1
46	40	JESSICA SIMPSON With You (Columbia)	356	+102	9903	2	25/5
28	41	HILARY DUFF So Yesterday (Buena Vista/Hollywood)	317	-437	6472	17	14/0
48	42	JAY-Z Change Clothes (Roc-A-Fella/IDJMG)	314	+66	6861	2	24/5
44	43	LIMP BIZKIT Behind Blue Eyes (Flip/Interscope)	286	+19	5272	2	23/1
Debut	44	KELLY CLARKSON The Trouble With Love Is (RCA)	282	+165	8863	1	22/2
42	45	50 CENT P.I.M.P. (Shady/Aftermath/Interscope)	272	-39	5794	17	13/0
Debut	46	EVANESCENCE My Immortal (Wind-up)	266	+93	8103	1	17/3
-	47	FUEL Falls On Me (Epic)	247	+30	5446	2	19/4
43	48	JOSH KELLEY Amazing (Hollywood)	237	-59	6306	8	11/0
41	49	KELLY CLARKSON Low (RCA)	223	-116	6374	15	10/0
Debut	50	EAMON F**k It (I Don't Want You Back) (Jive)	219	+60	4103	1	16/3

50 CHR/Pop reporters. Songs ranked by total plays for the airplay week of Sunday 11/16 - Saturday 11/22.  
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## Most Added®

www.rindicator.com

ARTIST TITLE LABEL(S)	ADDS
SMASH MOUTH Hang On (Interscope)	15
PINK God Is A DJ (Arista)	11
OUTKAST The Way You Move (Arista)	8
SIMPLE PLAN Perfect (Lava)	5
CHINGY f/SNOOP DOGG & LUDACRIS Holidae In (DTP/Capitol)	5
DIDO White Flag (Arista)	5
JESSICA SIMPSON With You (Columbia)	5
JAY-Z Change Clothes (Roc-A-Fella/IDJMG)	5
KELIS Milkshake (Star Trak/Arista)	5
FUEL Falls On Me (Epic)	4
STACIE ORRICO (There's Gotta Be) More To Life (ForeFront/Virgin)	3
SHERYL CROW The First Cut Is The Deepest (A&M/Interscope)	3
EVANESCENCE My Immortal (Wind-up)	3
EAMON F**k It (I Don't Want You Back) (Jive)	3
BEYONCE' Me, Myself And I (Columbia)	3
LUCKY BOYS CONFUSION Hey Driver (Elektra/EEG)	3

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
CHRISTINA AGUILERA The Voice Within (RCA)	+288
OUTKAST Hey Ya! (Arista)	+272
PINK God Is A DJ (Arista)	+188
CLAY AIKEN Invisible (RCA)	+181
OUTKAST The Way You Move (Arista)	+181
KELLY CLARKSON The Trouble With Love Is (RCA)	+165
SIMPLE PLAN Perfect (Lava)	+155
SHERYL CROW The First Cut Is The Deepest (A&M/Interscope)	+143
CHINGY f/SNOOP DOGG & LUDACRIS Holidae In (DTP/Capitol)	+139
NO DOUBT It's My Life (Interscope)	+115
NICKELBACK Someday (Roadrunner/IDJMG)	+112
JESSICA SIMPSON With You (Columbia)	+102
EVANESCENCE My Immortal (Wind-up)	+93
STACIE ORRICO (There's Gotta Be) More To Life (ForeFront/Virgin)	+91
BABY BASH Suga Suga (Universal)	+91
KELIS Milkshake (Star Trak/Arista)	+87
MICHELLE BRANCH Breathe (Maverick/Warner Bros.)	+86
MATCHBOX TWENTY Bright Lights (Atlantic)	+84
BEYONCE' Me, Myself And I (Columbia)	+80
STAIN'D So Far Away (Flip/Elektra/EEG)	+79
LIZ PHAIR Why Can't I? (Capitol)	+76
LUDACRIS f/SHAWNNA Stand Up (Def Jam South/IDJMG)	+69
JAY-Z Change Clothes (Roc-A-Fella/IDJMG)	+66
EAMON F**k It (I Don't Want You Back) (Jive)	+60
DIDO White Flag (Arista)	+59
SMASH MOUTH Hang On (Interscope)	+43
P.O.D. Will You (Atlantic)	+41
M. LEE f/J. DUPRI Wat Da Hook Gon Be (Fo' Reel/Universal)	+41
ENRIQUE IGLESIAS Addicted (Interscope)	+39
FUEL Falls On Me (Epic)	+30

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**America's Best Testing CHR/Pop Songs 12 +  
For The Week Ending 11/28/03**

Artist Title (Label)	TW	LW	Familiarity	Burn	Women 12-17	Women 18-24	Women 25-34
3 DOORS DOWN Here Without You (Republic/Universal)	4.16	4.14	95%	26%	4.15	4.29	4.02
MAROON 5 Harder To Breathe (Octone/J)	4.12	4.13	95%	27%	4.10	4.20	4.18
SANTANA f/ALEX BAND Why Don't You & I (Arista)	4.09	3.99	90%	26%	3.92	4.01	4.35
MATCHBOX TWENTY Bright Lights (Atlantic)	4.07	3.95	79%	12%	3.98	3.90	4.29
SIMPLE PLAN Perfect (Lava)	4.02	3.99	85%	18%	4.29	4.05	3.72
CHRISTINA AGUILERA The Voice Within (RCA)	4.02	—	79%	10%	4.25	3.86	4.09
TRAPT Headstrong (Warner Bros.)	4.00	3.99	88%	27%	3.94	3.95	4.02
NICKELBACK Someday (Roadrunner/IDJMG)	3.99	3.97	81%	16%	3.88	4.10	3.96
STACIE ORRICO (There's Gotta Be) More To Life (ForeFront/Virgin)	3.97	3.92	92%	25%	4.19	3.99	3.79
FOUNTAINS OF WAYNE Stacy's Mom (S-Curve/EMC)	3.85	3.74	98%	36%	4.13	3.62	3.80
FEFE DOBSON Take Me Away (Island/IDJMG)	3.85	3.65	56%	7%	3.99	3.82	3.68
OUTKAST Hey Ya! (Arista)	3.84	3.72	93%	27%	3.90	3.92	3.69
MICHELLE BRANCH Breathe (Maverick/Warner Bros.)	3.84	3.86	87%	19%	3.94	3.88	3.53
NO DOUBT It's My Life (Interscope)	3.84	3.78	83%	15%	3.65	3.78	3.96
STAIN'D So Far Away (Flip/Elektra/EEG)	3.81	3.74	75%	19%	3.78	3.86	3.85
CHRISTINA AGUILERA f/LIL' KIM Can't Hold Us Down (RCA)	3.79	3.73	99%	43%	3.82	3.71	4.25
LIZ PHAIR Why Can't I? (Capitol)	3.77	3.84	88%	25%	3.83	3.72	3.72
BEYONCÉ f/SEAN PAUL Baby Boy (Columbia)	3.72	3.54	98%	55%	3.79	3.70	3.83
NELLY f/P. DIDDY & MURPHY LEE Shake Ya Tailfeather (Bad Boy/Universal)	3.71	3.48	98%	47%	3.66	3.70	4.17
CLAY AIKEN Invisible (RCA)	3.70	—	81%	19%	3.81	3.68	3.67
BLACK EYED PEAS Where Is The Love? (A&M/Interscope)	3.62	3.72	99%	59%	3.81	3.21	4.03
BABY BASH Suga Suga (Universal)	3.58	3.44	81%	27%	3.83	3.60	3.61
BRITNEY SPEARS f/MADONNA Me Against The Music (Jive)	3.56	3.25	94%	27%	3.42	3.78	3.47
LIL' JON & THE EASTSIDE BOYZ Get Low (TVT)	3.47	3.31	86%	34%	3.70	3.52	3.72
JOHN MAYER Bigger Than My Body (Aware/Columbia)	3.47	3.39	84%	28%	3.28	3.44	3.64
LUDACRIS f/SHAWNNA Stand Up (Def Jam South/IDJMG)	3.46	—	80%	27%	3.51	3.55	3.53
FABOLOUS f/TAMIA Into You (Desert Storm/Elektra/EEG)	3.42	3.19	84%	38%	3.56	3.52	3.64
BUBBA SPARXXX Deliverance (Beatclub/Interscope)	3.39	3.22	59%	17%	3.59	3.38	3.21
HILARY DUFF So Yesterday (Buena Vista/Hollywood)	3.38	3.47	97%	46%	3.25	3.40	3.42
CHINGY f/SNOOP DOGG & LUDACRIS Holiday In (DTP/Capitol)	3.28	—	77%	29%	3.69	3.35	3.32

Total sample size is 404 respondents. Total average favorability estimates are based on a scale of 1-5. (1=dislike very much, 5 = like very much). Total familiarity represents the percentage of respondents who recognized the song. Total burn represents the number of respondents who said they are tired of hearing the song. Songs must have 40% familiarity to appear on survey. Sample composition is based on persons 12+. Persons are screened via the Internet. Once passed, they can take the music test based on the format/music preference. RateTheMusic.com results are not meant to replace callout research. The results are intended to show opinions of participants on the 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

**SHERYL CROW** The First Cut Is The Deepest (A&M/Interscope)  
Total Plays: 772, Total Stations: 56, Adds: 14

**JAY-Z** Change Clothes (Roc-A-Fella/IDJMG)  
Total Plays: 736, Total Stations: 63, Adds: 12

**KILEY DEAN** Who Will I Run To? (Beatclub/Interscope)  
Total Plays: 723, Total Stations: 52, Adds: 6

**YOUNG GUNZ** Can't Stop, Won't Stop (Def Jam/IDJMG)  
Total Plays: 707, Total Stations: 22, Adds: 5

**DASHBOARD CONFESSIONAL** Hands Down (Vagrant)  
Total Plays: 703, Total Stations: 62, Adds: 2

**PINK** God Is A DJ (Arista)  
Total Plays: 671, Total Stations: 66, Adds: 16

**LILLIX** Tomorrow (Maverick/Reprise)  
Total Plays: 603, Total Stations: 47, Adds: 3

**NICK LACHEY** This I Swear (Universal)  
Total Plays: 601, Total Stations: 43, Adds: 1

**JASON MRAZ** You And I Both (Elektra/EEG)  
Total Plays: 574, Total Stations: 60, Adds: 7

**EVANESCENCE** My Immortal (Wind-up)  
Total Plays: 528, Total Stations: 42, Adds: 4

Songs ranked by total plays



**LOOK AT THE SMILE ON HIS FACE!** WHTZ (Z100)/New York MD/afternoon driver Paul "Cubby" Bryant couldn't be much happier. He's being clutched by Ultra Records artist Dannii Minogue, who is just as much of a pop vixen as her sister, Kylie.



**TAKE THEM AWAY** Canadian fireball and Island artist FeFe Dobson (r) recently stopped by WBZN (Z107.3)/Bangor, ME, where she permanently attached herself to PD/midday guy Dan Cashman and proclaimed her everlasting love for him. Well, that's what he told us!



**SHVITZING SANTA** It doesn't seem right to see Santa Claus standing next to a man wearing a T-shirt — it just doesn't convey "winter" enough. But who needs winter when you live in beautiful, 85-degree Melbourne like WADA/Melbourne PD Beau Richards?

### Please Send Your Photos

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(color or black & white).

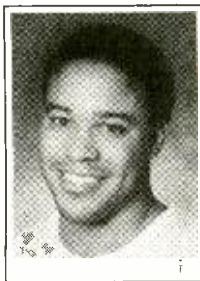
Please include the names and titles of all pictured and send them to:

R&R, c/o Keith Berman: [kberman@radioandrecords.com](mailto:kberman@radioandrecords.com)

Stations and their adds listed alphabetically by market

Table listing radio stations across various markets (e.g., Albany, NY; Canton, OH; Daytona Beach, FL) with their respective program directors and add details.

Monitored Reporters 179 Total Reporters 129 Total Monitored 50 Total Indicator. Reported Frozen Playlist (1): WGLU/Johnstown, PA. Did Not Report, Playlist Frozen (2): KDUK/Eugene-Springfield, OR; WDBR/Springfield, IL. Note: KCJZ/San Antonio, TX changes calls to KELZ.



# Clean Up Your Music Library

A look at the most played Rhythmic recurrents

Every few months programmers look over their music libraries with an eye to adding titles related to the time of year or certain promotional events or just to freshening up the sound of their station by making sure that certain titles aren't burned with their listeners.

Many Rhythmic and Urban stations, and with it can also add an edge to the sound of a handful of Pop stations, have many of the same popular titles on their playlists, so making sure that your recurrent and gold categories are freshened up every few months not only sets you apart from other stations in the market that you share titles your station.

Since many stations don't have the budget to do auditorium tests, I thought I'd get with my people at Mediabase to show you some of the most spun recurrents at the Rhythmic format from January-November 2003.

Rank	ARTIST Title (Label)	Total Plays
1	50 CENT In Da Club (Shady/Aftermath/Interscope)	134,399
2	R. KELLY Ignition (Jive)	107,751
3	SEAN PAUL Get Busy (VP/Atlantic)	107,586
4	FABOLOUS Can't Let You Go (Elektra/EEG)	106,762
5	50 CENT 21 Questions (Shady/Aftermath/Interscope)	105,854
6	LIL KIM f/50 CENT Magic Stick (QueenBee/Atlantic)	95,369
7	BUSTA RHYMES I Know What You Want (J)	94,699
8	FABOLOUS f/TAMIA & ASHANTI Into You (Elektra/EEG)	90,773
9	50 CENT P.I.M.P. (Shady/Aftermath/Interscope)	85,317
10	AALIYAH Miss You (Blackground/Universal)	83,074
11	BEYONCÉ Crazy In Love (Columbia)	80,926
12	SNOOP DOGG Beautiful (Capitol)	77,964
13	JENNIFER LOPEZ f/LL COOL J All I Have (Epic)	77,394
14	ASHANTI Rock Wit U (Murder Inc./IDJMG)	75,758
15	JA RULE f/ASHANTI Mesmerize (Murder Inc./IDJMG)	71,527
16	PHARRELL f/JAY-Z Frontin' (Star Trak/Arista)	67,754
17	LUMIDEE Never Leave You (Straightface/Universal)	64,986
18	MISSY ELLIOTT f/LUDACRIS Gossip Folks (Elektra/EEG)	63,229
19	B2K f/P. DIDDY Bump, Bump, Bump (Epic)	59,649
20	TYRESE How You Gonna Act Like That (J)	59,198
21	50 CENT Wanksta (Shady/Aftermath/Interscope)	56,671
22	GINUWINE In Those Jeans (Epic)	55,466
23	WAYNE WONDER No Letting Go (VP/Atlantic)	54,400
24	NELLY Air Force Ones (Fo Reel/Universal)	54,099
25	NAS I Can (Columbia)	53,795
26	GINUWINE Hell Yeah (Epic)	51,176
27	LIL KIM The Jump Off (QueenBee/Atlantic)	47,673
28	MYA My Love Is Like ... Whoa (A&M/Interscope)	46,768
29	BLACK EYED PEAS Where Is The Love? (Interscope)	46,135
30	JUSTIN TIMBERLAKE Rock Your Body (Jive)	45,441
31	MONICA So Gone (J)	45,133
32	MISSY ELLIOTT Work It (Elektra/EEG)	44,956
33	2PAC Thugz Mansion (Amaru/Tha Row/Interscope)	44,371
34	JAY-Z f/BEYONCÉ Bonnie & Clyde 2003 (Roc-A-Fella/IDJMG)	43,438
35	SEAN PAUL Like Glue (VP/Atlantic)	42,713
36	FIELD MOB Sick Of Being Lonely (MCA)	38,968

Rank	ARTIST Title (Label)	Total Plays
37	FRANKIE J Don't Wanna Try (Columbia)	38,445
38	AMANDA PEREZ Angel (Virgin)	38,443
39	DAVID BANNER Like A Pimp (SRC/Universal)	36,296
40	EMINEM Lose Yourself (Shady/Aftermath/Interscope)	34,855
41	NIVEA Don't Mess With My Man (Jive)	34,251
42	BONECRUSHER Never Scared (Arista)	34,115
43	2PAC f/TRICK DADDY Still Ballin' (Amaru/Tha Row/Interscope)	33,873
44	JOE BUDDEN Pump It Up (On Top/IDJMG)	32,733
45	BABY f/P. DIDDY Do That (Cash Money/Universal)	31,375
46	NELLY Dilemma (Fo Reel/Universal)	26,033
47	SMILEZ & SOUTHSTAR Tell Me (ARTISTdirect)	25,593
48	CLIPSE When The Last Time (Star Trak/Arista)	25,567
49	TRINA f/LUDACRIS B R Right (SNS/Atlantic)	25,295
50	DMX X Gon Give It To Ya (Def Jam/IDJMG)	25,267
51	EVE Satisfaction (Ruff Ryders/Interscope)	25,103
52	NELLY Hot In Herre (Fo Reel/Universal)	24,467
53	LUDACRIS Move Bitch (Def Jam South/IDJMG)	23,931
54	SEAN PAUL Gimme The Light (VP/Atlantic)	23,632
55	CAM'RON Hey Ma (Roc-A-Fella/IDJMG)	22,715
56	BIG TYMERS Still Fly (Cash Money/Universal)	18,673
57	P. DIDDY f/GINUWINE... I Need A Girl Pt. 2 (Bad Boy/Arista)	18,195
58	N.O.R.E. Nothin' (Def Jam/IDJMG)	17,879
59	ASHANTI Foolish (Murder Inc./IDJMG)	17,435
60	FAT JOE f/ASHANTI What's Luv (Terror Squad/Atlantic)	17,414
61	CAM'RON Oh Boy (Roc-A-Fella/IDJMG)	15,122
62	LL COOL J Luv U Better (Def Jam/IDJMG)	14,950
63	ASHANTI Baby (Murder Inc./IDJMG)	14,423
64	JENNIFER LOPEZ Jenny From The Block (Epic)	14,215
65	AALIYAH Come Over (Blackground/Universal)	13,321
66	EVE f/ALICIA KEYS Gangsta Lovin' (Ruff Ryders/Interscope)	12,823
67	JERMAINE DUPRI Welcome To Atlanta (So So Def/Columbia)	12,170
68	JAGGED EDGE f/NELLY Where The Party At? (So So Def/Columbia)	10,819
69	P. DIDDY & THE BAD... I Need A Girl Pt. 1 (Bad Boy/Arista)	10,626
70	BUSTA RHYMES Pass The Courvoisier (J)	10,061
71	JA RULE Always On Time (Murder Inc./IDJMG)	10,025
72	112 Peaches & Cream (Bad Boy/Arista)	9,444
73	JAGGED EDGE Let's Get Married (So So Def/Columbia)	9,010
74	LUDACRIS Roll Out (My Business) (Def Jam South/IDJMG)	8,996
75	ANGIE MARTINEZ If I Could Go (Elektra/EEG)	8,970
76	MARY J. BLIGE Family Affair (MCA)	8,919
77	EMINEM Cleanin' Out My Closet (Shady/Aftermath/Interscope)	8,881
78	ISYSS Single For The Rest Of My Life (Arista)	8,832
79	JAY-Z I Just Wanna Love U (Give It ...) (Roc-A-Fella/IDJMG)	8,715
80	LUDACRIS Southern Hospitality (Def Jam South/IDJMG)	8,689
81	LUDACRIS What's Your Fantasy (Def Jam South/IDJMG)	8,610
82	JENNIFER LOPEZ Ain't It Funny (Epic)	8,604
83	EVE Let Me Blow Ya Mind (Ruff Ryders/Interscope)	8,568
84	USHER U Got It Bad (Arista)	8,459
85	JENNIFER LOPEZ I'm Real (Epic)	8,246
86	NAPPY ROOTS Po' Folks (Atlantic)	8,219
87	MISSY ELLIOTT Get Ur Freak On (Elektra/EEG)	8,160
88	ASHANTI Happy (Murder Inc./IDJMG)	7,980
89	BIG TYMERS Oh Yeah (Cash Money/Universal)	7,871
90	USHER U Don't Have To Call (Arista)	7,483
91	GINUWINE Differences (Epic)	7,459
92	FABOLOUS Trade It All Pt. 2 (Elektra/EEG)	7,309
93	FABOLOUS f/NATE DOGG Ya'll Can't Deny It (Elektra/EEG)	7,093
94	IRV GOTTI PRESENTS... Down 4 U (Murder Inc./IDJMG)	7,082
95	AALIYAH Rock The Boat (Blackground/Virgin)	6,786
96	NELLY Ride Wit Me (Fo Reel/Universal)	6,638
97	JA RULE Put It On Me (Murder Inc./IDJMG)	6,599
98	EMINEM Without Me (Shady/Aftermath/Interscope)	6,595
99	AALIYAH Try Again (Blackground/Virgin)	6,524
100	FAT JOE We Thuggin' (Terror Squad/Atlantic)	6,510



November 28, 2003

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	LUDACRIS f/SHAWNNA Stand Up (Def Jam South/IDJMG)	5805	-219	606459	15	82/0
2	2	CHINGY f/SNOOP DOGG & LUDACRIS Holidae In (DTP/Capitol)	5397	-341	533196	14	84/0
3	3	YOUNGBLOODZ f/LIL' JON Damn! (Arista)	4786	-222	500492	20	80/0
5	4	OUTKAST The Way You Move (Arista)	4659	+123	426888	13	75/0
8	5	OUTKAST Hey Ya! (Arista)	4034	+411	350179	8	52/2
6	6	LIL' JON & THE EASTSIDE BOYZ Get Low (TVT)	4032	-216	394240	30	77/0
4	7	BEYONCE' f/SEAN PAUL Baby Boy (Columbia)	3964	-769	405656	17	86/0
9	8	KELIS Milkshake (Star Trak/Arista)	3960	+709	419459	9	78/2
7	9	BABY BASH Suga Suga (Universal)	3483	-301	369881	25	60/0
10	10	MURPHY LEE f/JERMAINE DUPRI Wat Da Hook Gon Be (Fo' Reel/Universal)	3479	+319	314466	14	72/0
13	11	G UNIT Stunt 101 (Interscope)	3338	+559	363457	6	83/1
11	12	JAGGED EDGE Walked Outta Heaven (Columbia)	3265	+303	300749	11	71/1
18	13	JAY-Z Change Clothes (Roc-A-Fella/IDJMG)	2962	+741	290092	4	84/0
14	14	2PAC f/NOTORIOUS B.I.G. Runnin' (Dying To Live) (Amaru/Interscope)	2853	+187	313045	8	75/2
17	15	R. KELLY Step In The Name Of Love (Jive)	2449	+198	285842	10	75/3
12	16	ASHANTI Rain On Me (Murder Inc./IDJMG)	2283	-559	191146	15	66/0
16	17	CHINGY Right Thurr (DTP/Capitol)	2042	-225	241923	31	78/0
19	18	YOUNG GUNZ Can't Stop, Won't Stop (Def Jam/IDJMG)	1861	-174	167591	23	76/0
20	19	NELLY f/P. DIDDY & MURPHY LEE Shake Ya Tailfeather (Bad Boy/Universal)	1794	-141	128527	25	75/0
21	20	JA RULE Clap Back (Murder Inc./IDJMG)	1772	+3	143900	6	64/0
23	21	MYA Fallen (A&M/Interscope)	1685	+175	120135	5	70/4
24	22	WESTSIDE CONNECTION Gangsta Nations (Hoo Bangin'/Capitol)	1671	+179	164509	6	59/5
15	23	MISSY ELLIOTT Pass That Dutch (Gold Mind/Elektra/EEG)	1616	-670	139548	8	79/0
28	24	NICK CANNON Gigolo (Jive)	1520	+365	110934	5	67/6
27	25	BOW WOW f/JAGGED EDGE My Baby (Columbia)	1371	+153	100727	5	61/5
32	26	CASSIDY f/R. KELLY Hotel (J)	1198	+145	72235	6	58/2
36	27	BABY BASH Shorty Doowop (Universal)	1158	+366	97658	4	40/10
22	28	WYCLEF JEAN f/MISSY ELLIOTT Party To Damascus (J)	1154	-545	104960	9	65/0
33	29	BEYONCE' Me, Myself And I (Columbia)	1150	+149	89238	4	51/1
35	30	YING YANG TWINS f/LIL' JON & THE EASTSIDE BOYZ Salt Shaker (TVT)	1111	+271	105610	3	50/5
31	31	YING YANG TWINS Naggin' (TVT)	1109	+36	104620	11	26/0
25	32	112 f/LUDACRIS Hot & Wet (Def Soul/IDJMG)	1074	-264	104888	9	59/0
29	33	50 CENT If I Can't (Shady/Aftermath/Interscope)	998	-146	85582	20	16/0
43	34	ALICIA KEYS You Don't Know My Name (J)	938	+296	147182	2	52/14
34	35	TOO SHORT f/LIL' JON Shake That Monkey (Short/Jive)	933	+67	94783	7	20/1
30	36	213 Fly (Geffen)	880	-230	89673	13	13/0
37	37	AVANT Read Your Mind (Geffen)	876	+135	81753	4	35/1
42	38	RYAN DUARTE You (Universal)	866	+218	72852	2	48/4
39	39	WAYNE WONDER Perfect Proposal (VP/Atlantic)	804	+114	62313	3	40/6
Debut	40	OBIE TRICE The Set Up (Shady/Aftermath/Interscope)	760	+287	50224	1	57/5
26	41	NELLY Iz U (Fo' Reel/Universal)	743	-480	29706	7	49/0
Debut	42	MARQUES HOUSTON Pop That Booty (T.U.G./EEG)	705	+321	55452	1	45/3
47	43	WARREN G Let's Go (It's A Movement) (MSC)	629	+98	20912	2	43/5
38	44	GEMINI f/NB RIDAZ Crazy For You (Catalyst)	621	-71	48414	16	9/0
41	45	SEAN PAUL I'm Still In Love With You (VP/Atlantic)	602	-47	48814	3	43/0
Debut	46	TWISTA f/KANYE WEST & JAMIE FOXX Slow Jamz (Atlantic)	592	+353	85375	1	46/19
46	47	BIG TYMERS This Is How We Do (Cash Money/Universal)	572	-52	46544	11	29/1
Debut	48	KANYE WEST Through The Wire (Roc-A-Fella/IDJMG)	570	+166	64627	1	34/9
44	49	DMX Get It On The Floor (Ruff Ryders/IDJMG)	565	-67	37704	3	32/0
50	50	EAMON F**k It (I Don't Want You Back) (Jive)	542	+51	27781	2	15/2

## Most Added

www.rroads.com

ARTIST TITLE LABEL(S)	ADDS
MARY J. BLIGE f/EVE Not Today (Geffen)	45
B. RHYMES, FAT JOE, CHINGY... Shorty... (Hollywood)	28
TWISTA f/KANYE WEST & JAMIE FOXX Slow Jamz (Atlantic)	19
BIG TYMERS f/R. KELLY Gangsta Girl (Cash Money/Universal)	18
ALICIA KEYS You Don't Know My Name (J)	14
JUVENILE In My Life (Cash Money/Universal)	13
BABY BASH Shorty Doowop (Universal)	10
TLC f/LIL' JON Come Get Some (Arista)	10
KANYE WEST Through The Wire (Roc-A-Fella/IDJMG)	9

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
JAY-Z Change Clothes (Roc-A-Fella/IDJMG)	+741
KELIS Milkshake (Star Trak/Arista)	+709
G UNIT Stunt 101 (Interscope)	+559
OUTKAST Hey Ya! (Arista)	+411
BABY BASH Shorty Doowop (Universal)	+366
NICK CANNON Gigolo (Jive)	+365
TWISTA f/KANYE WEST & JAMIE FOXX Slow Jamz (Atlantic)	+353
MARQUES HOUSTON Pop That Booty (T.U.G./EEG)	+321
M. LEE f/J. DUPRI Wat Da Hook Gon Be (Fo' Reel/Universal)	+319
JAGGED EDGE Walked Outta Heaven (Columbia)	+303

## New & Active

- TRILLVILLE** Neva Eva (Warner Bros.)  
Total Plays: 494, Total Stations: 22, Adds: 1
- LOON** f/MARIO WINANS Down For Me (Bad Boy/Universal)  
Total Plays: 474, Total Stations: 33, Adds: 1
- JS** Love Angel (DreamWorks)  
Total Plays: 441, Total Stations: 35, Adds: 0
- TLC** f/LIL' JON Come Get Some (Arista)  
Total Plays: 385, Total Stations: 38, Adds: 10
- CHRISTINA AGUILERA** f/LIL' KIM Can't Hold Us Down (RCA)  
Total Plays: 321, Total Stations: 14, Adds: 0
- MARY J. BLIGE** f/EVE Not Today (Geffen)  
Total Plays: 313, Total Stations: 45, Adds: 45
- TIMBALAND & MAGOO...** Indian Flute (BlackGround)  
Total Plays: 308, Total Stations: 17, Adds: 1
- BRAVEHEARTS** f/LIL' JON Quick To Back Down (Columbia)  
Total Plays: 287, Total Stations: 9, Adds: 4
- KNOC-TURN'AL** Way I Am (L.A. Confidential/Elektra/EEG)  
Total Plays: 274, Total Stations: 19, Adds: 2
- B2K** f/FABOLOUS Bada Boom (Epic)  
Total Plays: 188, Total Stations: 28, Adds: 8

Songs ranked by total plays

Detailed station playlists for all R&R reporters are available on the web at [www.radioandrecords.com](http://www.radioandrecords.com).

89 CHR/Rhythmic reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 11/16-11/22. 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. Total Audience equals Average Quarter Hour Persons times number of plays (times 100). Each daypart on each station is assigned an AQH number. Average Quarter Hour Persons used herein with permission from the Arbitron Company (© 2003, The Arbitron Company). © 2003, R&R, Inc.

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America's Best Testing CHR/Rhythmic Songs 12 + For The Week Ending 11/28/03

Table with columns: Artist Title (Label), TW, LW, Familiarity, Burn, Persons 12-17, Persons 18-24, Persons 25-34. Lists top 12 songs including Outkast, Lil' Jon & The Eastside Boyz, Beyonce, Ludacris, Baby Bash, Chingy, 50 Cent, etc.

Total sample size is 434 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.

HEAD RUSH

ARTIST: Floetry LABEL: DreamWorks By MIKE TRIAS/Assistant Editor



Singer Marsha Ambrosius and MC Natalie Stewart first came up in the business as songwriters — their biggest credit to date is "Butterflies" from Michael Jackson's Invincible album — but they have never turned their back on their goal to become full-fledged recording artists.

Their common interest in verbal art sparked the birth of Floetry, a sort of yin-and-yang musical relationship. "We're very different," says Stewart, "People often laugh and say Marsha's jiggy and I'm earthy. But we round each other out."

"Wanna B Where U R (Thisizzaluvsong)" shows the pair getting down in a slightly different way than usual. This time around they go a little more pop hip-hop through the sampled beat, employing Mos Def for flavoring.

Reporters

- List of reporters by state: AK, AL, AR, AZ, CA, CO, CT, DC, DE, FL, GA, HI, IL, IN, IA, KS, KY, LA, MA, MD, ME, MI, MN, MO, MS, MT, NC, ND, NE, NH, NJ, NM, NV, NY, OH, OK, OR, PA, RI, SC, SD, TN, TX, UT, VA, VT, WA, WI, WY. Each entry includes reporter name and station.

\* Monitored Reporters 99 Total Reporters 89 Total Monitored 10 Total Indicator Did Not Report, Playlist Frozen (1): KRRG/Laredo, TX



# From Retail To Radio To Records

Helen Little has it covered

The argument can be made that radio and records professionals don't always understand the job demands or goals of their counterparts on the other side of the business. But if there's anyone who can understand both points of view, it would be Helen Little. After 15 years in radio, she left at the top of her game to run a record label. Today she's one of four African-American women who spearhead urban divisions at major music-distribution companies. She's also running her own company, Dangerous Entertainment Group, which she hopes will help all players in the music game.

Little excelled in radio, earning the titles of MD, Asst. PD and PD while moving from small Southern markets to the majors, eventually working at KJMZ/Dallas, WBLS/New York and WUSL (Power 99)/Philadelphia.

At Power she quickly rose to OM, becoming one of the first African-American

women to hold an OM post, and she ultimately took on the position of Director/Urban Programming for the then-newly created Office of Product & Strategies for Clear Channel. In that role she worked with the company's top Urban outlets in Los Angeles, Chicago, Detroit, Boston and San Francisco, in addition to her duties in Philadelphia.

Little eventually made the decision to leave radio and take on the challenge of heading up a record label as President of RuffNation/Warner Bros. She co-founded Dangerous Entertainment Group in 2001, and in February of 2003 she joined WEA Distribution as VP/Urban Marketing.

I spoke with Little recently about her thoughts on both the radio and record industries and her duties at WEA and DEG.

**R&R:** What do you do as VP/Urban Marketing for WEA Distribution?

**HL:** I work with several labels, including Warner Bros., Elektra and Atlantic Records. Our responsibility on the marketing side is to make sure that



Helen Little

all the product on these labels is available for purchase at retail stores — whether that be independent or chain music stores or mass merchants — and that our product is displayed, positioned and priced competitively. Simply put, it's our job to make the artist visible and available. But radio airplay also

factors in to what we do.

We look for the stations that are likely to support an artist based, in part, on history. We look at who the tastemakers are and who is more likely to step out on a record. For example, in Chicago we saw Elroy Smith at WGCI jump on the Yolanda Adams record "Open My Heart" several years ago. He opened a whole new audience to her in that market.

Now, when she comes out with new product, we can plan accordingly for Chicago — not only because she now has a large fan base there, but also because radio in Chicago is perhaps more apt to be open to playing her music.

Having a successful record depends so much on timing. You have to have the product in the stores when radio is playing it so that when consumers come to buy it, it's there. Most consumers don't go from store to store looking for something; they simply buy what's available. So if you're not getting your product in stores at the right time — when radio is banging it — it's almost a waste of airplay.

**R&R:** Explain your role with Dangerous Entertainment Group and what the company does.

**HL:** The idea came out of my desire to try to make a change for the better in the music industry, based on the relationships I have. Over the years I've been able to see how retail, radio, records and, now, distribution work. What I've found in every case is that when the artists are present and active in their careers, you have a better, fully developed product. Unfortunately, a lot of artists are not.

When you factor in that labels are operating in a world that is more fast-paced than ever, they simply don't have the time to develop artists fully. It's fallen to the acts themselves and their support teams to make sure they understand what's happening in their careers and how they can affect that.

**"Whenever you have a local artist creating a buzz in a market, you usually see that it brings consumers into the record stores."**

What we do at Dangerous Entertainment is try to develop artists who want to learn about the business of music. We impart knowledge to those artists we believe can be career talent. We get them ready for the many changes they will face in their careers and personal lives as recording artists.

**R&R:** What are some of the needs of the industry that you feel Dangerous Entertainment can help address?

**HL:** Part of what we do is define the uniqueness of an artist's talent and groom them professionally. Programmers across the country will tell you about artists who have come to their stations not fully prepared to be interviewed, perform or interact with the audience. Our idea is to help develop an artist's total package, including the recording process and song selection, the live performance, their look and how to do a live radio interview.

To a degree, we even help them un-

**"We look for the stations that are likely to support an artist based, in part, on history. We look at who the tastemakers are and who is more likely to step out on a record."**

derstand the politics of the industry and how the business works. If you look at the most successful artists out there, they contribute to their own success in a lot of ways. They take an active role in their own success and how they want to accomplish it. We want to help our artists to have long careers.

**R&R:** How does the company fulfill your needs as a music-industry executive?

**HL:** I've always wanted to work in music — all kinds of music. But too often in this business you are typecast. People have no idea what my background includes — the fact that at 8 years old I was listening to Iron Butterfly and Deep Purple or that I worked in Country radio and that all of this has influenced my musical interests. Here at WEA I work with urban artists, but I'm interested in almost all of our music.

When I saw Frankie Perez perform, I thought he was fabulous. Even though he isn't an urban artist, I felt strongly enough about it to talk about him to whomever I felt would be interested. With Dangerous Entertainment, I am looking for real talent in any format. In fact, we have artists who cross all boundaries: hard rock with 13 EVEN; a pop rock band called The Jealous Type; a pop artist, Kenli Mattus; a singer-songwriter, Steve Laret; and a hip-hop artist.

**R&R:** Do you see radio as being open to local artists or artists not signed to major labels?

**HL:** Radio has changed so much, and there doesn't seem to be a lot of room for local artists anymore, which is sad. The key is, as a local artist seeking airplay, you have to be competitive with the major-label product to be considered for the station playlist. But when a station finds the right local artist or regional act, it can not only help ignite the career of that act, it also brings attention to the radio station. It can benefit the station in that it shows your audience that you are aware of what's happening musically in your area. It's a local connection of sorts.

When I was at WUSL/Philadelphia, part of my attempt to make the station unique and separate us from the other stations on the dial was seeking out great local talent we could play on the air. It created a sense of pride from the audience and the artists, it helped to differentiate the station, and it helped bring attention to the vibrant music scene there. Wherever there is a strong music scene, you have radio responding to the local musicians — just look at Chicago, Miami, Atlanta and New Orleans.

This also benefits retail. Whenever you have a local artist creating a buzz in a market, you usually see that it brings consumers into the record

stores. This is in part because there is nowhere else to get music from local artists except local music stores.

In some cases, this has helped to keep some small retailers from going out of business. I've seen it in the Oakland, CA area, where the local hip-hop music scene is helping to keep indie retailers in business. It's proven profitable, so they're not worried about the major-label artists that everyone is selling for less than they can afford to offer them. It's helping to bring the passion back to record buying.

**R&R:** Independent retailers are facing many challenges today. What is their role in relation to radio and records?

**HL:** A lot of the buzz over new music still comes out of the independent retailers. The independent retailers make an impact in helping to spread this buzz before music reaches radio. One way in particular is with in-store play. If a person is in a store, with money in their pocket, and they hear a record they like, they will buy it. That can start a chain reaction, a word-of-mouth marketing campaign.

After all, not every artist is going to get on the radio, nor is every artist looking to be played on the radio. So there need to be other ways to expose those types of artists, and retail is one of the most basic opportunities to do so. Most people in the record industry consider radio's sole purpose to be to sell records. Well, coming from radio, I know that's not the case. Radio sells advertising. But retail and records both have the same objective — to sell records.

At the same time, it seems as though radio is less likely to reach out to local retailers for feedback. This type of "free research" has been key to many programmers' finding the next hit. Today, I know of more PDs and MDs who look at SoundScan or their callout with less interest than what's buzzing in their own backyard at retail. However, the demands on the programmers have changed, and using retail as a form of music research may not be as much of a priority. That's why that connection isn't as strong as it used to be.

**R&R:** How do you keep your passion for what you do?

**HL:** Just by loving music and what I do. When I see how passionate fans are about an artist like Marques Houston, I feel it. I spent the day with him and was amazed at how passionate his fans are. Many of his fans have been with him for 10 years, since his days with Immature. I feel the passion when I see the mass hysteria over an artist like him — young girls crying and screaming and rocking the van he was in. That energy is the thing that keeps me excited about what I do.

**"It seems as though radio is less likely to reach out to local retailers for feedback."**



# R&R URBAN TOP 50

November 28, 2003

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LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
	1	JAGGED EDGE Walked Outta Heaven (Columbia)	3473	+53	457801	17	62/0
	2	OUTKAST The Way You Move (Arista)	3462	+55	422671	12	62/0
1	3	LUDACRIS f/SHAWNNA Stand Up (Def Jam South/IDJMG)	3135	-286	405907	14	66/0
5	4	R. KELLY Step In The Name Of Love (Jive)	2971	+57	391114	19	67/1
6	5	AVANT Read Your Mind (Geffen)	2853	+153	329697	15	63/0
4	6	CHINGY f/SNOOP DOGG & LUDACRIS Holidae In (DTP/Capitol)	2735	-352	297768	12	64/0
12	7	ALICIA KEYS You Don't Know My Name (J)	2426	+557	308246	5	68/0
7	8	YOUNGBLOODZ f/LIL' JON Damn! (Arista)	2375	-221	296555	22	62/0
9	9	MURPHY LEE f/JERMAINE DUPRI Wat Da Hook Gon Be (Fo' Reel/Universal)	2275	-53	227487	14	49/0
11	10	G UNIT Stunt 101 (Interscope)	2229	+286	287273	7	64/1
8	11	ASHANTI Rain On Me (Murder Inc./IDJMG)	2168	-421	269506	15	63/0
16	12	JAY-Z Change Clothes (Roc-A-Fella/IDJMG)	2061	+486	267161	4	68/0
10	13	BEYONCE' f/SEAN PAUL Baby Boy (Columbia)	1860	-362	236732	17	64/0
13	14	2PAC f/NOTORIOUS B.I.G. Runnin' (Dying To Live) (Amaru/Interscope)	1849	+41	176609	8	63/0
15	15	JA RULE Clap Back (Murder Inc./IDJMG)	1589	+1	153385	8	66/0
20	16	BEYONCE' Me, Myself And I (Columbia)	1540	+262	172280	5	56/1
22	17	KELIS Milkshake (Star Trak/Arista)	1373	+229	215332	7	47/3
23	18	JOE More & More (Jive)	1360	+218	140941	10	63/2
21	19	GINUWINE Love You More (Epic)	1359	+144	134536	10	40/1
14	20	BAD BOY'S DA BAND Bad Boy This Bad Boy That (Bad Boy/Universal)	1347	-260	158123	11	46/0
19	21	MONICA Knock Knock (J)	1319	-87	149272	13	55/0
18	22	MISSY ELLIOTT Pass That Dutch (Gold Mind/Elektra/EEG)	1316	-150	144879	8	62/0
24	23	MUSIQ Forthenight (Def Soul/IDJMG)	1220	+91	124864	6	60/0
17	24	MARQUES HOUSTON f/JOE BUDDEN & PIED PIPER Clubbin' (T.U.G./EEG)	1155	-320	187104	18	53/0
28	25	NICK CANNON Gigolo (Jive)	1063	+122	110055	8	58/0
27	26	BOW WOW f/JAGGED EDGE My Baby (Columbia)	1051	+82	113106	6	47/0
33	27	TWISTA f/KANYE WEST & JAMIE FOXX Slow Jamz (Atlantic)	958	+299	123953	2	46/12
34	28	KANYE WEST Through The Wire (Roc-A-Fella/IDJMG)	851	+213	81954	2	48/5
31	29	MYA Fallen (A&M/Interscope)	832	+109	88840	3	55/0
25	30	112 f/LUDACRIS Hot & Wet (Def Soul/IDJMG)	778	-250	79421	9	51/0
30	31	NELLY Iz U (Fo' Reel/Universal)	759	-53	55640	5	48/0
29	32	LOON f/MARIO WINANS Down For Me (Bad Boy/Universal)	711	-126	107765	9	43/0
32	33	T.I. Be Easy (Grand Hustle/Atlantic)	703	-11	56054	6	40/0
Debut	34	BIG TYMERS f/R. KELLY Gangsta Girl (Cash Money/Universal)	671	+341	54771	1	49/1
38	35	CEE-LO I'll Be Around (LaFace/Arista)	597	+37	50576	3	41/1
39	36	ISLEY BROTHERS f/IRON ISLEY Busted (DreamWorks)	592	+54	87031	18	19/0
40	37	TRILLVILLE Neva Eva (Warner Bros.)	586	+85	52529	4	32/5
50	38	OBIE TRICE The Set Up (Shady/Aftermath/Interscope)	550	+191	36566	2	40/2
47	39	YING YANG TWINS f/LIL' JON & THE EASTSIDE BOYZ Salt Shaker (TVT)	540	+159	56765	2	38/2
41	40	TIMBALAND & MAGOO f/SEBASTIAN Indian Flute (BlackGround)	498	+4	40388	6	33/0
Debut	41	OUTKAST Hey Ya! (Arista)	490	+146	68425	1	3/0
35	42	DMX Get It On The Floor (Ruff Ryders/IDJMG)	486	-143	36861	6	40/0
49	43	BRAVEHEARTS f/LIL' JON Quick To Back Down (Columbia)	483	+105	37069	2	40/1
36	44	FLOETRY Getting Late (DreamWorks)	477	-134	60610	11	31/0
43	45	JAHEIM Backtigh (Divine Mill/Warner Bros.)	468	-3	39953	11	28/0
42	46	NAPPY ROOTS Sick & Tired (Atlantic)	463	-13	26792	4	25/0
37	47	WYCLEF JEAN f/MISSY ELLIOTT Party To Damascus (J)	451	-121	50772	9	52/0
44	48	JS Love Angel (DreamWorks)	416	-54	45552	5	38/0
48	49	TOO SHORT f/LIL' JON Shake That Monkey (Short/Jive)	413	+33	30362	12	26/0
Debut	50	MARQUES HOUSTON Pop That Booty (T.U.G./EEG)	407	+171	32648	1	38/6

## Most Added®

www.radds.com

ARTIST TITLE LABEL(S)	ADDS
MARY J. BLIGE f/EVE Not Today (Geffen)	57
JUVENILE In My Life (Cash Money/Universal)	40
ERYKAH BADU Back In The Day (Motown)	35
B. RHYMES, FAT. JOE, CHINGY AND... Shorty... (Hollywood)	19
PITCH BLACK It's All Real (Universal)	14
TWISTA f/KANYE WEST & JAMIE FOXX Slow Jamz (Atlantic)	12
LIL SCRAPPY Head Bussa (Reprise)	10
MARQUES HOUSTON Pop That Booty (T.U.G./EEG)	6
KANYE WEST Through The Wire (Roc-A-Fella/IDJMG)	5
TRILLVILLE Neva Eva (Warner Bros.)	5

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
ALICIA KEYS You Don't Know My Name (J)	+557
JAY-Z Change Clothes (Roc-A-Fella/IDJMG)	+486
BIG TYMERS f/R. KELLY Gangsta Girl (Cash Money/Universal)	+341
TWISTA f/KANYE WEST & JAMIE FOXX Slow Jamz (Atlantic)	+299
G UNIT Stunt 101 (Interscope)	+286
BEYONCE' Me, Myself And I (Columbia)	+262
KELIS Milkshake (Star Trak/Arista)	+229
JOE More & More (Jive)	+218
KANYE WEST Through The Wire (Roc-A-Fella/IDJMG)	+213
OBIE TRICE The Set Up (Shady/Aftermath/Interscope)	+191

## New & Active

- CARL THOMAS** She Is (Bad Boy/Universal)  
Total Plays: 315, Total Stations: 40, Adds: 3
- WESTSIDE CONNECTION** Gangsta Nations (Hoo Bangin'/Capitol)  
Total Plays: 309, Total Stations: 27, Adds: 3
- GERALD LEVERT** U Got That Love (Call It A Night) (Elektra/EEG)  
Total Plays: 304, Total Stations: 27, Adds: 2
- MARY J. BLIGE** f/EVE Not Today (Geffen)  
Total Plays: 292, Total Stations: 58, Adds: 57
- WARREN G** Let's Go (It's A Movement) (MSC)  
Total Plays: 278, Total Stations: 23, Adds: 1
- T. MOSES** f/JADAKISS You'll Never Find (A Better Woman) (TVT)  
Total Plays: 266, Total Stations: 17, Adds: 1
- TLC** f/LIL' JON Come Get Some (Arista)  
Total Plays: 251, Total Stations: 30, Adds: 1
- JUVENILE** In My Life (Cash Money/Universal)  
Total Plays: 216, Total Stations: 41, Adds: 40
- LIL SCRAPPY** Head Bussa (Reprise)  
Total Plays: 211, Total Stations: 24, Adds: 10
- FLOETRY** wannaBwhereUR (thisizzaluvsong) (DreamWorks)  
Total Plays: 206, Total Stations: 31, Adds: 2

Songs ranked by total plays

Detailed station playlists for all R&R reporters are available on the web at [www.radioandrecords.com](http://www.radioandrecords.com).

69 Urban reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 11/16-11/22. 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. Total Audience equals Average Quarter Hour Persons times number of plays (times 100). Each daypart on each station is assigned an AQH number. Average Quarter Hour Persons used herein with permission from the Arbitron Company (© 2003, The Arbitron Company). © 2003, R&R, Inc.

# R&R's Year-End Chart Pack

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America's Best Testing Urban Songs 12 + For The Week Ending 11/28/03

Table with 8 columns: Artist Title (Label), TW, LW, Familiarity, Burn, Persons 12-17, Persons 18-24, Persons 25-34. Lists top 50 songs including Ludacris, Outkast, 2Pac, Lil' Jon & The Eastside Boyz, Chingy, Youngbloodz, G Unit, Jagged Edge, Beyonce, Loon, Murphy Lee, Ginuwine, Nelly, Marques Houston, Alicia Keys, Jay-Z, Missy Elliott, Kelis, Nick Cannon, Joe, Ashanti, Avant, R. Kelly, Ja Rule, Beyonce, Monica, Bad Boy's Da Band, and R. Kelly.

Total sample size is 460 respondents. Total average favorability estimates are based on a scale of 1-5. (1=dislike very much, 5=like very much). Total familiarity represents the percentage of respondents who recognized the song. Total burn represents the number of respondents who said they are tired of hearing the song. Songs must have 40% familiarity to appear on survey. Sample composition is based on persons 12+. Persons are screened via the Internet. Once passed, they can take the music test based on the format/music preference. RateTheMusic.com results are not meant to replace callout research. The results are intended to show opinions of participants on the the Internet only. RateTheMusic is a registered trademark of RateTheMusic.com. The RTM system, is available for local radio stations by calling 818-377-5300. RateTheMusic.com data is provided by Mediabase Research, a division of Premiere Radio Networks.

Indicator Most Added

- MARY J. BLIGE f/EVE Not Today (Geffen)
ERYKAH BADU Back In The Day (Motown)
JUVENILE In My Life (Cash Money/Universal)

Songs ranked by total plays

Recurrents

- LIL' JON & THE EASTSIDE BOYZ Get Low (TVT) 1044
CHINGY Right Thurr (DTP/Capitol) 836
R. KELLY Thoa Thong (Jive) 822
YOUNG GUNZ Can't Stop, Won't Stop (Def Jam/IDJMG) 814
NELLY f/P. DIDDY & MURPHY LEE Shake Ya Tailfeather (Bad Boy/Universal) 643
PHARRELL f/JAY-Z Frontin' (Star Trak/Arista) 633
AALIYAH f/TANK Come Over (BlackGround/Universal) 628
FABOLOUS f/TAMIA Into You (Desert Storm/Elektra/EEG) 484
BEYONCE f/JAY-Z Crazy In Love (Columbia) 434
MONICA So Gone (J) 422
50 CENT P.I.M.P. (Shady/Aftermath/Interscope) 403
50 CENT In Da Club (Shady/Aftermath/Interscope) 366
SEAN PAUL Get Busy (VP/Atlantic) 356
DAVID BANNER f/LIL' FLIP Like A Pimp (Universal) 356
BONE CRUSHER Never Scared (Arista) 310
B.RHYMES f/MARIAH CAREY I Know What You Want (J) 297
GINUWINE In Those Jeans (Epic) 281

Reporters

Grid of reporter information for various markets including Albany, NY; Biloxi, MS; Cleveland, OH; Greenville, SC; Little Rock, AR; Nashville, TN; Richmond, VA; St. Louis, MO; Tampa, FL; Toledo, OH; Tulsa, OK; Washington, DC; Wilmington, DE; Atlanta, GA; Augusta, GA; Baltimore, MD; Baton Rouge, LA; Beaumont, TX; Birmingham, AL; Charlotte, NC; Chicago, IL; Cincinnati, OH; Dallas, TX; Detroit, MI; Fayetteville, NC; Gainesville, FL; Greensboro, NC; Houston, TX; Jacksonville, FL; Kansas City, MO; Knoxville, TN; Las Vegas, NV; Little Rock, AR; Louisville, KY; Madison, TN; Memphis, TN; Miami, FL; Milwaukee, WI; Montgomery, AL; Nashville, TN; Norfolk, VA; Oklahoma City, OK; Omaha, NE; Philadelphia, PA; Pittsburgh, PA; Raleigh, NC; San Antonio, TX; Savannah, GA; Seattle, WA; Springfield, MA; St. Louis, MO; Tampa, FL; Toledo, OH; Tulsa, OK; Washington, DC; Wilmington, DE; Wichita, KS.

\*Monitored Reporters
81 Total Reporters
70 Total Monitored
11 Total Indicator
Did Not Report, Playlist Frozen (2):
KBCE/Alexandria, LA
WESE/Tupelo, MS

# R&R URBAN AC TOP 30

November 28, 2003

Powered By



LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	GERALD LEVERT U Got That Love (Call It A Night) (Elektra/EEG)	1081	-32	113700	14	39/0
2	2	R. KELLY Step In The Name Of Love (Jive)	973	-29	112221	30	21/1
3	3	KEM Love Calls (Motown/Universal)	876	-39	116299	44	32/0
4	4	DWELE Find A Way (Virgin)	798	+9	80327	21	40/0
7	5	ARETHA FRANKLIN Wonderful (Arista)	779	+86	96224	9	36/0
11	6	ALICIA KEYS You Don't Know My Name (J)	754	+216	89836	5	42/3
9	7	JOE More & More (Jive)	742	+129	89201	8	39/0
6	8	SMOKIE NORFUL I Need You Now (EMI Gospel)	697	-23	79596	34	35/0
5	9	LUTHER VANDROSS Dance With My Father (J)	682	-55	79635	30	39/0
8	10	HEATHER HEADLEY I Wish I Wasn't (RCA)	650	-36	69823	37	38/0
12	11	MICHAEL JACKSON One More Chance (Epic)	569	+39	64641	6	32/2
13	12	WILL DOWNING A Million Ways (GRP/VMG)	562	+42	44388	10	30/1
10	13	ANTHONY HAMILTON Comin' From Where I'm From (So So Def/Arista)	548	-20	41541	15	34/0
18	14	AVANT Read Your Mind (Geffen)	519	+120	39555	8	30/0
14	15	JAHEIM Backtight (Divine Mill/Warner Bros.)	480	-29	39901	13	28/0
16	16	RHIAN BENSON Say How I Feel (DKG)	473	+43	45327	20	33/0
17	17	ASHANTI Rain On Me (Murder Inc./IDJMG)	401	-16	47296	7	18/0
19	18	ERYKAH BADU Back In The Day (Motown)	391	+16	27980	6	27/1
22	19	MUSIQ Forthenight (Def Soul/IDJMG)	381	+88	36448	4	30/3
21	20	LUTHER VANDROSS Think About You (J)	356	+60	37248	3	37/0
20	21	CALVIN RICHARDSON Keep On Pushin' (Hollywood)	349	-12	21139	20	23/0
24	22	FLOETRY Getting Late (DreamWorks)	266	-1	25574	16	28/0
23	23	ISLEY BROTHERS IIRON ISLEY Busted (DreamWorks)	245	-31	15880	18	11/0
25	24	MANHATTANS Turn Out The Stars (Love-Lee)	215	+4	11589	12	11/0
26	25	EARTH, WIND & FIRE Hold Me (Kalimba)	200	+9	9775	7	18/0
-	26	JAGGED EDGE Walked Outta Heaven (Columbia)	183	+53	21730	2	17/12
29	27	STEPHANIE MILLS Can't Let Him Go (J&M)	172	+15	17350	6	10/0
27	28	KEM Matter Of Time (Motown)	172	+3	12625	4	19/0
28	29	VIVIAN GREEN What Is Love? (Columbia)	155	-4	14995	14	12/0
30	30	VAN HUNT Seconds Of Pleasure (Capitol)	152	+2	11338	2	19/1

## Most Added

www.rraddds.com

ARTIST TITLE LABEL(S)	ADDS
JAGGED EDGE Walked Outta Heaven (Columbia)	12
JAVIER Beautiful U R (Capitol)	5
SILK Side Show (Liquid 8)	4
ALICIA KEYS You Don't Know My Name (J)	3
MUSIQ Forthenight (Def Soul/IDJMG)	3
KINDRED THE FAMILY SOUL Stars (Hidden Beach)	3
MICHAEL JACKSON One More Chance (Epic)	2
OUTKAST The Way You Move (Arista)	2

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
ALICIA KEYS You Don't Know My Name (J)	+216
JOE More & More (Jive)	+129
AVANT Read Your Mind (Geffen)	+120
MUSIQ Forthenight (Def Soul/IDJMG)	+88
ARETHA FRANKLIN Wonderful (Arista)	+86
LUTHER VANDROSS Think About You (J)	+60
SHIRLEY CAESAR IFAITH EVANS Hurting Woman (Word)	+58
JAGGED EDGE Walked Outta Heaven (Columbia)	+53
KINDRED THE FAMILY SOUL Stars (Hidden Beach)	+46
RHIAN BENSON Say How I Feel (DKG)	+43

## Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
TAMIA Officially Missing You (Elektra/EEG)	469
JAVIER Crazy (Capitol)	365
JAHEIM Put That Woman First (Divine Mill/Warner Bros.)	359
KINDRED Far Away (Epic)	312
FLOETRY Say Yes (DreamWorks)	278
RUBEN STUDDARD Superstar (J)	271
BRIAN MCKNIGHT Shoulda, Woulda, Coulda (Motown/Universal)	250
LUTHER VANDROSS Take You Out (J)	214
R. KELLY I'll Never Leave (Jive)	207
VIVIAN GREEN Emotional Rollercoaster (Columbia)	195

42 Urban AC reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 11/16-11/22. 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. Total Audience equals Average Quarter Hour Persons times number of plays (times 100). Each daypart on each station is assigned an AQH number. Average Quarter Hour Persons used herein with permission from the Arbitron Company (© 2003. The Arbitron Company). © 2003, R&R, Inc.

### New & Active

<b>FREDDIE JACKSON</b> Natural Thang (Martland) Total Plays: 135, Total Stations: 15, Adds: 0	<b>SILK</b> Side Show (Liquid 8) Total Plays: 110, Total Stations: 18, Adds: 4
<b>KINDRED THE FAMILY SOUL</b> Stars (Hidden Beach) Total Plays: 123, Total Stations: 15, Adds: 3	<b>TONY RICH PROJECT</b> Red Wine (Compendia) Total Plays: 93, Total Stations: 8, Adds: 0
<b>AL GREEN</b> I Can't Stop (Blue Note/EMC) Total Plays: 125, Total Stations: 16, Adds: 0	<b>JEFFREY OSBORNE</b> Caller ID (JayOz/Koch) Total Plays: 92, Total Stations: 16, Adds: 1
<b>OUTKAST</b> The Way You Move (Arista) Total Plays: 114, Total Stations: 4, Adds: 2	<b>DONNIE</b> Do You Know (Universal) Total Plays: 81, Total Stations: 8, Adds: 0
<b>TARRALYN RAMSEY</b> Up Against All Odds (Casablanca) Total Plays: 112, Total Stations: 13, Adds: 0	<b>ANN NESBY</b> With Open Arms (RT Entertainment) Total Plays: 70, Total Stations: 12, Adds: 1

Detailed station playlists for all R&R reporters are available on the web at [www.radioandrecords.com](http://www.radioandrecords.com).

Songs ranked by total plays

## Urban AC Reporters

Stations and their adds listed alphabetically by market

<b>WWIN/Baltimore, MD*</b> PD: Tim Watts APD/MD: Keith Fisher 11 ALICIA KEYS	<b>WLXC/Columbia, SC*</b> PD: Doug Williams No Adds	<b>WFLM/Ft. Pierce, FL*</b> OM: Mike James PD/MD: Tony Bear No Adds	<b>KMJK/Kansas City, MO*</b> PD: Greg Love MD: Trey Michaels ANN NESBY	<b>WJMR/Milwaukee, WI*</b> PD/MD: Lauri Jones VAN HUNT	<b>WRKS/New York, NY*</b> OM: John Mullen PD: Toya Beasley MD: Julie Gustines No Adds	<b>WKJS/Richmond, VA*</b> OM/MD: Kevin Gardner 2 MUSIQ 1 WILL DOWNING	<b>WIMX/Toledo, OH*</b> PD: Rocky Love MD: Brandi Browne KINDRED THE FAMILY SOUL JAGGED EDGE
<b>KQXL/Baton Rouge, LA*</b> PD/MD: Mya Vemon JAVIER	<b>WWDN/Columbia, SC*</b> PD: Mike Love JAVIER	<b>WOMG/Greensboro, NC*</b> PD/MD: AC Stone JAGGED EDGE SILK	<b>KNEK/Lafayette, LA*</b> PD/MD: John Kinnitt 12 JAGGED EDGE 2 JEFFREY OSBORNE 1 SILK JAVIER	<b>WMCS/Milwaukee, WI</b> SM: Penelope Stewart DM: Steve Scott PD/MD: Tyrene Jackson 5 JAVIER	<b>WSVY/Norfolk, VA*</b> OM: Daisy Davis PD/MD: Heart Attack 34 JAGGED EDGE	<b>WVBE/Roanoke, VA*</b> PD/MD: Walt Ford JAGGED EDGE	<b>WHUR/Washington, DC*</b> OM: David A. Dickinson SILK EN VOGUE
<b>WBHK/Birmingham, AL*</b> PD: Jay Dixon APD/MD: Daryl Johnson No Adds	<b>WAGH/Columbus, GA</b> OM: Brian Waters PD/APD: Queen Rasheeda MD: Ed Lewis KINDRED THE FAMILY SOUL STAR	<b>KMJQ/Houston, TX*</b> PD: Carl Conner MD: Sam Choice No Adds	<b>KOKY/Little Rock, AR*</b> OM: Joe Booker PD: Mark Dylan MD: Jamal Quarles 8 SHIRLEY CAESAR IFAITH EVANS KINDRED THE FAMILY SOUL JAVIER JAGGED EDGE	<b>WDLT/Mobile, AL*</b> PD: Steve Crumbley MD: Kathy Barlow No Adds	<b>WVWL/Norfolk, VA*</b> OM: Dick Lamb PD/MD: Don London No Adds	<b>WLVH/Savannah, GA</b> OM: Brad Kelly PD/MD: Gary Young 13 JOE 8 ARETHA FRANKLIN 7 VAN HUNT	<b>WMMJ/Washington, DC*</b> PD: Mike Chase 19 ALICIA KEYS
<b>WMGL/Charleston, SC*</b> OM/MD: Terry Base APD/MD: Belinda Parker JAVIER JAGGED EDGE	<b>WRNB/Dayton, OH*</b> OM/MD: J.D. Kunes No Adds	<b>WTLC/Indianapolis, IN*</b> PD: Brian Wallace APD/MD: Garth Adams No Adds	<b>KJLH/Los Angeles, CA*</b> PD/MD: Aundrea Russell 33 ALICIA KEYS 25 JAGGED EDGE 15 MUSIQ 9 KINDRED THE FAMILY SOUL SILK	<b>WQQK/Nashville, TN*</b> PD/MD: Derrick Corbett No Adds	<b>WCFB/O Orlando, FL*</b> PD: Steve Holbrook MD: Joe Davis No Adds		
<b>WBAV/Charlotte*</b> PD/MD: Terri Avery No Adds	<b>WMXD/Detroit, MI*</b> OM: KJ Holiday PD: Jamillah Muhammad APD: Onell Stevens MD: Sheila Little 1 MICHAEL JACKSON MUSIQ	<b>WKXI/Jackson, MS*</b> OM/MD: Stan Branson No Adds	<b>KJMS/Memphis, TN*</b> PD: Nate Bell APD/MD: Eileen Collier No Adds	<b>WYBC/New Haven, CT*</b> OM: Wayne Schmidt PD: Juan Castillo APD: Angela Materba 11 MICHAEL JACKSON 3 JAGGED EDGE 3 KELLY	<b>WDAS/Philadelphia, PA*</b> OM: Thea Michem PD: Joe Tamburo APD/MD: Jo Gamble ISLEY BROTHERS ERYKAH BADU		
<b>WVAZ/Chicago, IL*</b> OM/MD: Elroy Smith APD/MD: Armando Rivera 4 BEYONCÉ 4 OUTKAST OUTKAST	<b>WUKS/Fayetteville, NC*</b> PD: Garrett Davis MD: Calvin Pee JAGGED EDGE	<b>WSOL/Jacksonville, FL*</b> PD: Mike Williams MD: KJ Brooks No Adds	<b>WHQT/Miami, FL*</b> PD: Derrick Brown APD/MD: Karen Vaughn 7 OUTKAST	<b>WYLD/New Orleans, LA*</b> OM: Carla Boatner PD: AJ Appleberry No Adds	<b>WFXC/Raleigh, NC*</b> PD: Cy Young APD/MD: Jodi Berry No Adds		

\*Monitored Reporters  
46 Total Reporters

42 Total Monitored

4 Total Indicator

Did Not Report, Playlist Frozen (1):  
WRBV/Macon, GA





**LON HELTON**  
lhelton@radioandrecords.com

# Christmastime — And Music — Are A-Comin'

Put the trimmings on your seasonal song list

**S**anta is makin' his list and checkin' it twice — and you should be too. While we can't offer Santa any tips on whether you've been naughty or nice, we can lend a hand as you check your Christmas music list.

To take into account regional and weather-related considerations, we asked a group of Country stations from the North, South, East and West for the songs they'll be playing this holiday season. We not only got their catalogs of most-played Christmas songs so you can be sure your list is up to date, we also asked them to break down their library into "A" and "B" rota-

tions to give you an even better idea of how they view the relative importance of each tune.

Contributing their lists were WKLB/Boston, WFMS/Indianapolis, WWKA/Orlando, KNIX/Phoenix and KMPS/Seattle. One caveat: These lists do not include seasonal songs released this year. For an overview of what's new this year, check out Chuck Aly's column on Page 35.

ARTIST Title	WKLB	WFMS	WWKA	KNIX	KMPS
ALABAMA Angels Among Us	A				A
ALABAMA Christmas In Dixie	A	A	A	A	A
ALABAMA Happy Holidays	A	A			A
ALABAMA Joseph And Mary's Boy			B		A
ALABAMA Santa Claus (I Still Believe...)	A		B		B
ALABAMA Thistlehair The Christmas Bear	A	B			A
GENE AUTRY Rudolph The Red-Nosed Reindeer	B	A	B		
BEACH BOYS Little St. Nick	B				
DAVID BENOIT Carols Of The Bells	B				
JOHN BERRY O Holy Night			B		B
CLINT BLACK Til Santa's Gone	A	A	A	A	A
SUZY BOGGUSS Two-Step Around The Christmas Tree	A	A	B		
BONEY M Mary's Boy Child	B				
GARTH BROOKS Belleau Wood	A				B
GARTH BROOKS Have Yourself A Merry Little Christmas					A
GARTH BROOKS It's The Most Wonderful Time Of The Year	A			B	A
GARTH BROOKS Let It Snow, Let It Snow	A				
GARTH BROOKS Santa Looks A Lot Like Daddy	A	A	A		A
GARTH BROOKS Sleigh Ride	A	A	A		A
GARTH BROOKS The Old Man's Back In Town	A		A	B	A
GARTH BROOKS There's No Place Like Home...		A	A	B	
GARTH BROOKS White Christmas	A		A		A
GARTH BROOKS Zat You, Santa Claus					A
BROOKS & DUNN Hangin' Around The Mistletoe				A	
BROOKS & DUNN I'll Be Home For Christmas			A		
BROOKS & DUNN Santa Claus Is Comin' To Town		A	A		A
BROOKS & DUNN Winter Wonderland		A	A		A
JEFF CARSON Santa Got Lost In Texas				B	A
NAT KING COLE The Christmas Song	B			A	
BING CROSBY White Christmas	B			A	
JOE DIFFIE LeRoy, The Redneck Reindeer		A	B	A	A
ELMO & PATSY Grandma Got Run Over By A Reindeer	A	B	B		
SKIP EWING Christmas Carol			B	A	A
SKIP EWING It Wasn't His Child			B		B
JOSE FELICIANO Feliz Navidad	A			A	
JEFF FOXWORTHY Redneck 12 Days of Christmas	A	A	B	A	B
VINCE GILL Have Yourself A Merry Little Christmas	A			A	A
VINCE GILL I'll Be Home For Christmas	A			B	A
VINCE GILL It's The Most Wonderful Time of the Year	A	A			
KEITH HARLING Santa's Got A Semi				B	A
BOBBY HELMS Jingle Bell Rock	B	A		A	
FAITH HILL Where Are You Christmas			B	B	A
BURL IVES Holly Jolly Christmas	B	B	B	A	
ALAN JACKSON Holly Jolly Christmas	A	A	A	A	A
ALAN JACKSON I Only Want You For Christmas	A	A		A	A
ALAN JACKSON Jingle Bells		A	A		
ALAN JACKSON Let It Be Christmas	A	A		A	A
ALAN JACKSON Rudolph The Red-Nosed Reindeer			A		A
ALAN JACKSON Santa Claus Is Comin' To Town		A	A		

ARTIST Title	WKLB	WFMS	WWKA	KNIX	KMPS
JUDDS Santa Claus Is Comin' To Town		B			A
JUDDS Winter Wonderland					A
TOBY KEITH Old Toy Trains					A
TOBY KEITH Santa, I'm Right Here	A				A
SAMMY KERSHAW Christmas Time's A Comin'		A			B
BRENDA LEE Rockin' Around The Christmas Tree	A	A	B	A	A
JOHN LENNON Happy Christmas	B				
LONESTAR All My Love For Christmas		A		B	
LONESTAR Little Drummer Boy	A		B		B
MARTINA MCBRIDE Have Yourself A Merry Little Christmas		A	A		A
MARTINA MCBRIDE I'll Be Home For Christmas		A			A
MARTINA MCBRIDE Let It Snow, Let It Snow	A				A
MARTINA MCBRIDE O Holy Night			B	A	A
MARTINA MCBRIDE Silver Bells		A	A		
MARTINA MCBRIDE The Christmas Song				A	A
MARTINA MCBRIDE White Christmas		A		A	
NEAL MCCOY Merry Christmas Darling		A	B		
REBA MCENTIRE I Saw Mommy Kissing Santa Claus		A	B		
REBA MCENTIRE I'll Be Home For Christmas	A		A		A
REBA MCENTIRE White Christmas			A		
JO DEE MESSINA I'll Be Home For Christmas		A			
JO DEE MESSINA Joyful Noise	A				
JO DEE MESSINA Sleigh Ride		A			
GEORGIA MIDDLEMAN O Come All Ye Faithful	A		B		
DEAN MILLER Old Toy Trains		B			A
RONNIE MILSAP It's Christmas		B	B		
RONNIE MILSAP It's Just Not Christmas		B	B		
RONNIE MILSAP Silver Bells		B	A		
JOHN M. MONTGOMERY Have Yourself A Merry...	A				
JOHN M. MONTGOMERY Rudolph The Red-Nosed...	A	A			
LORRIE MORGAN My Favorite Things	A				A
LORRIE MORGAN Sleigh Ride	A		A		A
ANNE MURRAY Christmas In Killarney	A				
WILLIE NELSON Pretty Paper		A	B		
NEWSONG The Christmas Shoes			A		
DOLLY PARTON Hard Candy Christmas		B	B		
DOLLY PARTON I'll Be Home For Christmas			A		A
ELVIS PRESLEY Blue Christmas	B	A			
COLLIN RAYE The Christmas Song			A	B	
RESTLESS HEART Little Drummer Boy			B		B
RICOCHET Let It Snow, Let It Snow	A	A	A	A	A
LEANN RIMES Put A Little Holiday...	A	A		B	
KENNY ROGERS My Favorite Things	A				
K. ROGERS & D. PARTON The Greatest Gift Of All					A
K. ROGERS & WYNONNA Mary, Did You Know			B	A	
RONETTES Sleigh Ride	B				
ROYAL GUARDSMEN Snoopy's Christmas	B				
SAWYER BROWN It Wasn't His Child			B		B
SAWYER BROWN Please Come Home For Christmas	A	A			A
SHEDAISY Deck The Halls	A				
SHEDAISY Jingle Bells	A			A	
BRUCE SPRINGSTEEN Santa Claus Is Comin' To Town	B				
RAY STEVENS Santa Claus Is Watchin'	A	B			
DOUG STONE Santa's Flying a 747 Tonight	A				A
GEORGE STRAIT All I Want For Christmas		A	B		
GEORGE STRAIT Christmas Cookies		A	B	A	A
GEORGE STRAIT Frosty The Snowman	A	A			A
GEORGE STRAIT Jingle Bell Rock			A		A
GEORGE STRAIT Merry Christmas Strait To You	A	A			A
GEORGE STRAIT Santa Claus Is Comin' To Town	A	A		B	A
GEORGE STRAIT The Christmas Song			A		A
GEORGE STRAIT White Christmas	A	A			B
GEORGE STRAIT Winter Wonderland		A	A		A
TRACTORS Santa Claus Is Comin'...	A		B		A
TRACTORS The Santa Claus Boogie	A		B	B	
RANDY TRAVIS An Old Time Christmas		B	B		
RANDY TRAVIS How Do I Wrap My Heart For Christmas		A		A	A
RANDY TRAVIS Meet Me Under The Mistletoe			B	A	
RANDY TRAVIS White Christmas Makes Me...		A	B		
RANDY TRAVIS Winter Wonderland		B			B
TRAVIS TRITT I Heard The Bells On Christmas Day			B		B
TRAVIS TRITT Santa Looked A Lot Like Daddy	A			B	
TANYA TUCKER Winter Wonderland	A				B
VINCE VANCE & THE VALIANTS All I Want For Christmas	A		A	A	A
RICKY VAN SHELTON Please Come Home For Christmas			B		A
CLAY WALKER Blue Christmas		A		A	A
STEVE WARINER It's The Most Wonderful Time Of The Year	A	A	A		
STEVE WARINER Let It Snow, Let It Snow	A		A		
STEVE WARINER This Christmas Prayer		A			
CARNIE & WENDY WILSON Hey Santa	B				
LEE ANN WOMACK Let It Snow/Winter Wonderland	A	A			
TRISHA YEARWOOD It Wasn't His Child			B		B
TRISHA YEARWOOD Reindeer Boogie	A			B	
TRISHA YEARWOOD Santa Claus Is Back In Town	A	B			
DWIGHT YOAKAM Santa Claus Is Back In Town		B	A		A



**CHUCK ALY**  
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# There Arose Such A Clatter

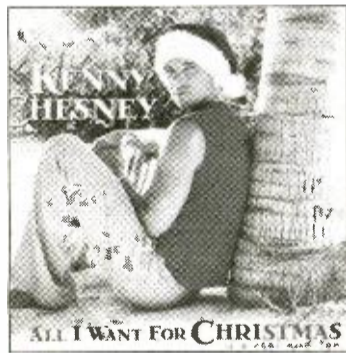
Nashville decks the halls with holiday music

**M**usic is an integral part of the Christmas experience, setting a mood and conveying the emotions of the season. Certain songs and melodies evoke strong memories, and recording artists often put their stamp on the season's sounds.

This year is no different. This week we take a look at four Christmas releases that run the gamut from Kenny Chesney's island-flavored *All I Want for Christmas Is a Real Good Tan* to Steve Wariner's instrumental standards. Kathy Mattea hopes her offering will follow in the footsteps of her acclaimed 1993 release, while a new acoustic compilation joins a series that has raised millions for charity. Take a look.

## Frosty The Sandman

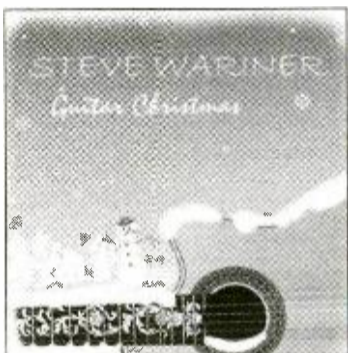
All Kenny Chesney wants for Christmas is a real good tan, and the tropical sounds and rhythms of his holiday offering bear that out. "He didn't want to make a totally traditional Christmas record," says manager Clint Higham. "This is the common thread we're working in to his shows and his music. This is really his lifestyle — when he's not working, he's on an island."



More than 100 Country stations are participating in a promotion that sends winners to the Mall of America for a one-time-only Christmas performance by Chesney. He'll also participate in *Christmas in Washington* at the White House, which airs Dec. 14 on the USA Network.

**Music matters:** *All I Want for Christmas Is a Real Good Tan* has some notable guests. Willie Nelson duets with Chesney on "Pretty Paper." Randy Owen chimes in on the Alabama favorite "Christmas in Dixie." Liner notes also feature a credit for The Grigsby Twins — Chesney's mother, Karen, and her sister — on "Silent Night."

**Spin this:** The title track says it all, both musically and lyrically — a welcome change of pace from snow-



bound standards. Chesney co-wrote "The Angel at the Top of My Tree."

## Good Again

Kathy Mattea's 1993 Christmas album, *Good News*, drew raves and went on to win a Grammy. *Joy for Christmas Day*, released in September on Narada, has the potential to emulate its predecessor's success. Mattea recently taped GAC's December episode of *Country Request Live*, which will air throughout the month. She's also aligned with *Woman's Day* magazine in holiday supplements and ads running during its seasonal cable television special. Chordant Distribution is working the record in the Christian marketplace, and an eight-city Christmas tour kicks off Dec. 2 in Nashville.

**Music matters:** *Joy for Christmas Day* taps the same vein of expressive spirituality as *Good News* did, and the two are the basis for a special stop on Mattea's holiday tour. On Dec. 4 in Atlanta Mattea will perform with the Atlanta Symphony in a completely reworked show that features music from both Christmas albums.

**Spin this:** "Angels We Have Heard on High" was serviced to Country and Americana stations



and was included on CDX. "When Baby Grew Up" is also getting some attention.

## Six-String Santa

Steve Wariner's *Guitar Christmas* is a collection of instrumental standards he arranged, recorded and produced. Released on Wariner's Selectone Records, the album wasn't done in time for a retail release. "Wal-Mart wanted to carry it, but it's too late," says Wariner's wife, label President Caryn Wariner.

Instead, the disc is selling for \$12.99 on [www.stevewariner.com](http://www.stevewariner.com) at a rate of a few hundred copies a week, even before guitar-giveaway weekends with Westwood One, ABC and Jones take place in coming weeks. "We've already paid for the record, and the promotions haven't started yet," says Mrs. Wariner, admitting to a bit of apprehension about the number of sales they'll see. "I hope my website works."



**Music matters:** *Guitar Christmas* is intended to sound as through the listener is in the room, sitting right next to the guitar player. Each song was matched with one of Wariner's guitars, blending styles and textures to best suit the piece. "White Christmas," for instance, was performed on a 1989 Gibson Chet Atkins Country Gentleman that actually belonged to Atkins.

**Spin this:** Selectone serviced the album but isn't working any particular tracks as singles. "I Saw Three Ships" and "Winter Wonderland" are worth an extra listen or two, however.

**Put a bow on him:** Wariner was born on Christmas Day.

## Mettle Winner

Lost Highway's *A Very Special Acoustic Christmas* is the sixth release in the *A Very Special Christmas* series. Created by Interscope Records President Jimmy Iovine as a tribute to his late father, the series has raised more

# McBride's Sleigh Ride

Christmas tours abound, but the designation doesn't quite do justice to Martina McBride's second annual holiday outing. Billed as a multimedia theatrical event, *Martina McBride's The Joy of Christmas* marries a variety of elements to create a groundbreaking experience.

"Two or three years ago she mentioned she would love to do a Christmas tour, but she didn't want it to be another predictable thing," says **Bud Schaeztle**, the show's director and producer. "She was looking to do something unusual. Technology had gotten to the point where some spectacular things were possible."



**Martina McBride**

McBride and Schaeztle arranged the show around several thematic points, creating a theatrical experience that changes environments from song to song. "One minute you're in a little tiny village underneath a Christmas tree; the next minute you're in Bethlehem, crossing the desert at night; and the next you've got a World War II, Bob Hope-Bing Crosby vibe," Schaeztle says. "We wove as many ideas into the show as we could."

Techniques from a variety of disciplines were incorporated.

Filmmaking, Broadway-style staging and dancing, state-of-the-art lighting, physical effects, scenery changes and projection screens transport the audience in ways traditional music concerts never have. The centerpiece, of course, is McBride and her music.

"It's a different side of Martina," Schaeztle says. "Everyone who has seen her live is accustomed to the power of her voice and the stunning imagery in her music. This is the playful side of her."

Last year's tour was extremely well received, with critics praising McBride's performance and the overall effect. A few tweaks and song additions were made for this year's edition, and Gillette has signed on as a sponsor to promote its Passion Venus razor. The tour kicks off Nov. 28 in Erie, PA, and its final date is Dec. 22 in Oklahoma City. Schaeztle says the production "is a fairly hefty thing to undertake." He continues, "It's much more of an investment in time, money and focus than a standard tour, but she took the time to do it right."

"What we ended up with was something nobody had ever done before. We were right out on the edge of applying some of these things." So much so that the effort has drawn the scrutiny of other touring productions, which are incorporating elements that McBride pioneered.

Imitative flattery aside, the sweetest affirmation comes from the folks in the seats. "Audiences have really responded well," Schaeztle says. "I've done a lot of big events over the years, and I honestly can't remember sitting at the board in the dark, having the lights come up and seeing so many happy people."



**'TIS THE SEASON** A scene from last year's Martina McBride Christmas tour.

than \$70 million to benefit Special Olympics.

**Music matters:** True to its name, the disc features predominantly acoustic arrangements, and the songs range from standards to less well-known material. Reba McEntire sings "Silent Night," Earl Scruggs gives a banjo take on "Jingle Bells," and Norah Jones offers

"Peace." Willie Nelson, Marty Stuart, Pat Green, Sam Bush and Patty Loveless also contribute.

**Spin this:** Hard to go wrong with Alan Jackson's fire-lighting romantic ballad "Just Put a Ribbon in Your Hair." For something totally different, check out Alison Krauss' "Only You Can Bring Me Cheer (Gentleman's Lady)."



LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL POINTS	+/- POINTS	TOTAL PLAYS	+/- PLAYS	TOT. AUD. (00)	+/- AUD. (00)	WEEKS ON	TOTAL ADDS
1	1	TOBY KEITH I Love This Bar (DreamWorks)	15199	-449	4886	-94	446066	-10072	15	115/0
2	2	RASCAL FLATTS I Melt (Lyric Street)	13323	258	4300	+16	388791	8358	22	115/0
3	3	PAT GREEN Wave Dn Wave (Republic/Universal South)	11942	-592	3950	-177	330142	-13532	28	115/0
6	4	MONTGOMERY GENTRY Hell Yeah (Columbia)	11307	932	3705	+244	296947	26071	20	114/0
5	5	GEORGE STRAIT Cowboys Like Us (MCA)	11231	181	3718	+65	311345	5352	18	114/0
7	6	KENNY CHESNEY There Goes My Life (BNA)	11058	825	3482	+274	322370	26560	7	115/0
8	7	CHRIS CAGLE Chicks Dig It (Capitol)	9793	273	3404	+95	252319	646	23	114/0
10	8	BROOKS & DUNN You Can't Take The Honky Tonk... (Arista)	9171	335	2952	+135	259793	7298	11	115/0
9	9	LONESTAR Walking In Memphis (BNA)	9160	97	2923	+64	243059	-948	17	114/0
11	10	RODNEY ATKINS Honesty (Write Me A List) (Curb)	7894	461	2623	+154	212083	18761	24	111/0
12	11	TRACY BYRD Drinkin' Bone (RCA)	7466	354	2555	+148	197991	9102	18	112/1
14	12	SHANIA TWAIN She's Not Just A Pretty Face (Mercury)	6916	720	2120	+194	191342	25172	8	110/2
16	13	TERRI CLARK I Wanna Do It All (Mercury)	6810	886	2077	+231	179509	28299	14	111/7
15	14	JO DEE MESSINA I Wish (Curb)	6073	8	2006	+57	159019	-628	20	110/3
23	15	ALAN JACKSON Remember When (Arista)	6005	1765	1839	+527	167865	50320	5	113/15
21	16	TIM MCGRAW Watch The Wind Blow By (Curb)	5982	1133	1804	+315	174915	34447	6	107/6
17	17	DIAMOND RIO Wrinkles (Arista)	5878	86	2031	+20	152294	1848	19	108/1
20	18	BRAD PAISLEY Little Moments (Arista)	5632	682	1773	+185	156526	23909	12	106/4
18	19	SHERRIE AUSTIN Streets Of Heaven (C4/BBR)	5631	1	2014	+5	148200	2196	25	102/0
22	20	SCOTTIE EMERICK I Can't Take You Anywhere (DreamWorks)	4639	370	1476	+109	112867	10141	20	97/0
24	21	JOSH TURNER Long Black Train (MCA)	4222	384	1481	+148	97881	10633	25	92/0
26	22	TRACE ADKINS Hot Mama (Capitol)	4073	530	1358	+182	98069	12595	11	94/9
25	23	JIMMY WAYNE I Love You This Much (DreamWorks)	4028	214	1342	+67	108821	6391	15	101/4
27	24	SARA EVANS Perfect (RCA)	3846	390	1147	+120	105178	13606	12	92/5
29	25	CLINT BLACK Spend My Time (Equity Music Group)	3296	506	1043	+164	76478	11031	6	93/6
28	26	CRAIG MORGAN Every Friday Afternoon (BBR)	3283	334	1036	+98	85173	10695	17	83/1
36	27	MARTINA MCBRIDE In My Daughter's Eyes (RCA)	3100	1619	976	+497	86924	42347	3	88/18
30	28	JOE NICHOLS Cool To Be A Fool (Universal South)	2916	180	824	+71	69179	4612	12	78/5
33	29	BUDDY JEWELL Sweet Southern Comfort (Columbia)	2631	612	959	+215	65589	17572	6	96/5
32	30	BLUE COUNTY Good Little Girls (Asylum/Curb)	2591	307	862	+100	66627	11476	7	76/4
31	31	KELLIE COFFEY Texas Plates (BNA)	2210	-102	672	-44	44786	-6534	9	77/6
34	32	TOBY KEITH American Soldier (DreamWorks)	2188	491	618	+135	66160	4681	3	37/17
35	33	DIERKS BENTLEY My Last Name (Capitol)	1674	164	536	+53	37751	900	6	65/6
42	34	GARY ALLAN Songs About Rain (MCA)	1651	613	470	+178	41762	11173	3	55/13
37	35	BRIAN MCCOMAS You're In My Head (Lyric Street)	1541	104	530	+25	31565	4447	7	66/6
39	36	SHERYL CROW The First Cut Is The Deepest (A&M/Interscope/Mercury)	1362	37	429	-18	37176	-1195	6	27/2
41	37	JAMES OTTO Days Of Our Lives (Mercury)	1275	205	464	+51	25727	4491	9	56/3
43	38	TRACY LAWRENCE Paint Me A Birmingham (DreamWorks)	1100	197	346	+9	27066	6735	5	43/2
44	39	VINCE GILL Young Man's Town (MCA)	1066	68	374	+49	23882	2303	7	44/0
38	40	WYNONNA Heaven Help Me (Asylum/Curb)	1065	-383	366	-131	23378	-7427	11	48/0
45	41	KENNY ROGERS Handprints On The Wall (Dreamcatcher)	919	124	399	+51	20203	2573	7	48/3
47	42	PATTY LOVELESS On Your Way Home (Epic)	733	102	290	+18	14844	1362	4	52/5
46	43	KEVIN DENNEY A Year At A Time (Lyric Street)	690	-4	293	-8	11406	-1121	6	45/3
48	44	BILLY DEAN I'm In Love With You (View2)	538	-57	198	-24	12614	-1167	10	23/0
49	45	REBECCA LYNN HOWARD I Need A Vacation (MCA)	506	19	214	+3	9122	718	2	31/0
Debut	46	SONYA ISAACS No Regrets, Yet (Lyric Street)	499	156	181	+62	9596	1371	1	26/5
Debut	47	MARK WILLS That's A Woman (Mercury)	463	246	181	+80	7791	3551	1	35/8
Debut	48	CAROLYN DAWN JOHNSON Simple Life (Arista)	448	177	164	+54	9526	1335	1	40/35
50	49	AMANDA WILKINSON Gone From Love Too Long (Universal South)	428	-17	135	+9	8572	-1404	2	21/1
Debut	50	CROSS CANADIAN RAGWEED Constantly (Universal South)	348	125	40	+9	9388	2837	1	8/0

### Most Added®

www.rradds.com

ARTIST TITLE LABEL(S)	ADDS
CAROLYN DAWN JOHNSON Simple Life (Arista)	35
CLAY WALKER I Can't Sleep (RCA)	19
MARTINA MCBRIDE In My Daughter's Eyes (RCA)	18
TOBY KEITH American Soldier (DreamWorks)	17
ALAN JACKSON Remember When (Arista)	15
GARY ALLAN Songs About Rain (MCA)	13
TRACE ADKINS Hot Mama (Capitol)	9
MARK WILLS That's A Woman (Mercury)	8
TERRI CLARK I Wanna Do It All (Mercury)	7

### Most Increased Points

ARTIST TITLE LABEL(S)	TOTAL POINT INCREASE
ALAN JACKSON Remember When (Arista)	+1765
MARTINA MCBRIDE In My Daughter's Eyes (RCA)	+1602
TIM MCGRAW Watch The Wind Blow By (Curb)	+1133
MONTGOMERY GENTRY Hell Yeah (Columbia)	+932
TERRI CLARK I Wanna Do It All (Mercury)	+886
KENNY CHESNEY There Goes My Life (BNA)	+825
SHANIA TWAIN She's Not Just A Pretty Face (Mercury)	+720
BRAD PAISLEY Little Moments (Arista)	+682
GARY ALLAN Songs About Rain (MCA)	+620
BUDDY JEWELL Sweet Southern Comfort (Columbia)	+612

### Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
ALAN JACKSON Remember When (Arista)	+527
MARTINA MCBRIDE In My Daughter's Eyes (RCA)	+497
TIM MCGRAW Watch The Wind Blow By (Curb)	+315
KENNY CHESNEY There Goes My Life (BNA)	+274
MONTGOMERY GENTRY Hell Yeah (Columbia)	+244
TERRI CLARK I Wanna Do It All (Mercury)	+231
BUDDY JEWELL Sweet Southern Comfort (Columbia)	+215
SHANIA TWAIN She's Not Just A Pretty Face (Mercury)	+194
BRAD PAISLEY Little Moments (Arista)	+185
TRACE ADKINS Hot Mama (Capitol)	+182

### Breakers

No Songs qualify for Breaker Status this week.

Songs ranked by total plays

Detailed station playlists for all R&R reporters are available on the web at [www.radioandrecords.com](http://www.radioandrecords.com).

115 Country reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total points for the airplay week of 11/16-11/22. Bullets appear on songs gaining points and/or plays 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 and plays for three consecutive weeks are moved to recurrent. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Points lists the songs with the greatest week-to-week increases in total points. Station Weight = AQH Persons + (Market rank X 10) divided by 4180. Total Audience equals Average Quarter Hour Persons times number of plays (times 100). Each daypart on each station is assigned an AQH number. Average Quarter Hour Persons used herein with permission from the Arbitron Company (© 2003, The Arbitron Company). © 2003, R&R, Inc.

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November 28, 2003

## R&R'S EXCLUSIVE REPORTED OVERVIEW OF NATIONAL AIRPLAY

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL POINTS	+/- POINTS	TOTAL PLAYS	+/- PLAYS	TOT. AUD. (00)	+/- AUD. (00)	WEEKS ON	TOTAL ADDS
1	1	TOBY KEITH I Love This Bar (DreamWorks)	5748	-182	4182	-146	121285	-3508	15	111/0
4	2	GEORGE STRAIT Cowboys Like Us (MCA)	5532	120	4049	+76	114749	2308	17	111/0
2	3	PAT GREEN Wave On Wave (Republic/Universal South)	5422	-176	4045	-119	113110	-2483	26	110/0
5	4	CHRIS CAGLE Chicks Dig It (Capitol)	5164	46	3811	+24	107876	248	23	111/0
6	5	MONTGOMERY GENTRY Hell Yeah (Columbia)	4871	269	3619	+216	101590	5133	19	107/0
7	6	BROOKS & DUNN You Can't Take The Honky Tonk... (Arista)	4485	207	3278	+144	93163	4442	12	109/0
9	7	KENNY CHESNEY There Goes My Life (BNA)	4452	466	3321	+377	93663	9178	7	108/1
8	8	LONESTAR Walking In Memphis (BNA)	4157	134	3131	+76	85969	3010	18	107/0
10	9	TRACY BYRD Drinkin' Bone (RCA)	3631	116	2687	+94	75785	3008	17	106/0
14	10	RODNEY ATKINS Honesty (Write Me A List) (Curb)	3611	340	2713	+249	73390	5775	22	108/2
13	11	DIAMOND RIO Wrinkles (Arista)	3428	108	2519	+56	70536	2289	20	109/0
17	12	ALAN JACKSON Remember When (Arista)	3323	504	2442	+328	69816	10909	5	109/2
11	13	SHERRIE AUSTIN Streets Of Heaven (C4/BBR)	3262	-148	2453	-95	67685	-3406	23	101/0
16	14	BRAD PAISLEY Little Moments (Arista)	3239	301	2358	+227	67332	5522	13	110/3
19	15	SHANIA TWAIN She's Not Just A Pretty Face (Mercury)	3066	399	2297	+274	63892	7240	8	107/3
20	16	TERRI CLARK I Wanna Do It All (Mercury)	2799	260	2097	+181	59050	4998	14	104/8
18	17	JO DEE MESSINA I Wish (Curb)	2776	81	2032	+52	59085	1313	19	102/11
22	18	TIM MCGRAW Watch The Wind Blow By (Curb)	2639	425	2009	+284	55032	8738	6	104/6
21	19	TRACE ADKINS Hot Mama (Capitol)	2615	225	1877	+148	55701	5347	12	100/5
25	20	SCOTTY EMERICK I Can't Take You Anywhere (DreamWorks)	2327	168	1741	+131	47455	3143	20	95/5
24	21	JIMMY WAYNE I Love You This Much (DreamWorks)	2326	166	1734	+119	48525	3829	15	92/2
23	22	JOSH TURNER Long Black Train (MCA)	2227	26	1626	+34	47348	488	21	81/1
26	23	SARA EVANS Perfect (RCA)	2080	180	1519	+116	42443	4249	11	95/4
27	24	JOE NICHOLS Cool To Be A Fool (Universal South)	1663	83	1325	+59	32911	1811	12	77/3
28	25	BUDDY JEWELL Sweet Southern Comfort (Columbia)	1658	186	1186	+123	35406	4757	7	85/4
29	26	CRAIG MORGAN Every Friday Afternoon (BBR)	1545	113	1111	+75	31970	2578	17	78/2
35	27	MARTINA MCBRIDE In My Daughter's Eyes (RCA)	1510	749	1178	+560	31519	16680	3	92/18
30	28	BLUE COUNTY Good Little Girls (Asylum/Curb)	1306	103	988	+86	27250	2213	8	69/2
34	29	CLINT BLACK Spend My Time (Equity Music Group)	1114	270	809	+167	23936	6158	6	63/7
36	30	GARY ALLAN Songs About Rain (MCA)	1112	375	856	+274	22655	7471	3	72/17
33	31	DIERKS BENTLEY My Last Name (Capitol)	1044	169	817	+111	21416	3661	6	63/5
31	32	BRIAN MCCOMAS You're In My Head (Lyric Street)	938	39	675	+32	20863	735	10	55/5
32	33	KELLIE COFFEY Texas Plates (BNA)	934	74	769	+52	18131	789	9	66/3
46	34	TOBY KEITH American Soldier (DreamWorks)	810	476	644	+377	15787	8707	2	46/27
37	35	VINCE GILL Young Man's Town (MCA)	652	29	473	-29	14506	1777	9	38/2
40	36	TRACY LAWRENCE Paint Me A Birmingham (DreamWorks)	570	61	411	+25	11482	412	6	34/4
38	37	KENNY ROGERS Handprints On The Wall (Dreamcatcher)	568	4	460	+7	10268	-79	7	42/6
42	38	KEVIN DENNEY A Year At A Time (Lyric Street)	527	35	405	+30	10702	564	7	37/5
45	39	PATTY LOVELESS On Your Way Home (Epic)	477	74	381	+53	9519	1401	4	38/6
43	40	JAMES OTTO Days Of Our Lives (Mercury)	471	40	371	+16	9376	384	8	37/4
44	41	REBECCA LYNN HOWARD I Need A Vacation (MCA)	466	42	355	+28	10077	805	6	30/1
47	42	LORRIE MORGAN Do You Still Want To Buy Me... (Image/Quarterback)	356	26	292	+19	6306	542	4	27/1
49	43	MARK WILLS That's A Woman (Mercury)	346	84	294	+70	6545	1353	2	32/10
48	44	BILLY DEAN I'm In Love With You (View2)	266	-6	223	-10	5455	-178	5	16/0
50	45	SONYA ISAACS No Regrets, Yet (Lyric Street)	244	4	173	+5	5215	85	2	19/3
Debut	46	SHERYL CROW The First Cut Is The Deepest (A&M/Interscope)	232	43	185	+31	4322	561	1	17/5
Debut	47	AMANDA WILKINSON Gone From Love Too Long (Universal South)	203	.	188	+2	3722	19	1	17/0
Debut	48	CAROLYN DAWN JOHNSON Simple Life (Arista)	184	75	147	+58	4145	1706	1	21/12
Debut	49	KEN MELLONS Paint Me A Birmingham (Curb)	141	6	128	+6	2657	180	1	9/0
Debut	50	DARRYL WORLEY I Will Hold My Ground (DreamWorks)	129	0	110	+1	2821	85	1	12/0

112 Country reporters. Songs ranked by total plays for the airplay week of Sunday 11/16 - Saturday 11/22.  
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## Most Added®

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ARTIST TITLE LABEL(S)	ADDS
TOBY KEITH American Soldier (DreamWorks)	27
MARTINA MCBRIDE In My Daughter's Eyes (RCA)	18
GARY ALLAN Songs About Rain (MCA)	17
CAROLYN DAWN JOHNSON Simple Life (Arista)	12
JO DEE MESSINA I Wish (Curb)	11
MARK WILLS That's A Woman (Mercury)	10
KEITH URBAN You'll Think Of Me (Capitol)	10
TERRI CLARK I Wanna Do It All (Mercury)	8
CLINT BLACK Spend My Time (Equity Music Group)	7

## Most Increased Points

ARTIST TITLE LABEL(S)	TOTAL POINT INCREASE
MARTINA MCBRIDE In My Daughter's Eyes (RCA)	+752
ALAN JACKSON Remember When (Arista)	+504
TOBY KEITH American Soldier (DreamWorks)	+470
KENNY CHESNEY There Goes My Life (BNA)	+466
TIM MCGRAW Watch The Wind Blow By (Curb)	+425
SHANIA TWAIN She's Not Just A Pretty Face (Mercury)	+399
GARY ALLAN Songs About Rain (MCA)	+374
RODNEY ATKINS Honesty (Write Me A List) (Curb)	+340
BRAD PAISLEY Little Moments (Arista)	+301
CLINT BLACK Spend My Time (Equity Music Group)	+270

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
MARTINA MCBRIDE In My Daughter's Eyes (RCA)	+560
KENNY CHESNEY There Goes My Life (BNA)	+377
TOBY KEITH American Soldier (DreamWorks)	+377
ALAN JACKSON Remember When (Arista)	+328
TIM MCGRAW Watch The Wind Blow By (Curb)	+284
SHANIA TWAIN She's Not Just A Pretty Face (Mercury)	+274
GARY ALLAN Songs About Rain (MCA)	+274
RODNEY ATKINS Honesty (Write Me A List) (Curb)	+249
BRAD PAISLEY Little Moments (Arista)	+227
MONTGOMERY GENTRY Hell Yeah (Columbia)	+216

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EXCLUSIVE NATIONAL MUSIC RESEARCH ESTIMATES November 28, 2003

Callout America® song selection is based on the top 35 titles from the R&R Country chart for the airplay week of November 3-9.

ARTIST Title (Label)	LIKE A LOT	TOTAL POSITIVE	NEUTRAL	FAMILIARITY	DISLIKE	BURN
TOBY KEITH I Love This Bar (DreamWorks)	40.0%	80.0%	12.8%	98.0%	3.8%	1.5%
SHERRIE AUSTIN Streets Of Heaven (C4/BBR)	39.3%	75.0%	12.8%	96.5%	7.0%	1.8%
KEITH URBAN Who Wouldn't Wanna Be Me (Capitol)	34.8%	76.0%	15.0%	98.8%	5.3%	2.5%
SCOTTY EMERICK I Can't Take You Anywhere (DreamWorks)	33.8%	69.8%	19.8%	94.5%	4.8%	0.3%
PAT GREEN Wave On Wave (Republic/Universal South)	32.8%	73.0%	16.3%	95.5%	3.8%	2.5%
JIMMY WAYNE I Love You This Much (DreamWorks)	32.3%	76.0%	16.5%	97.8%	4.5%	0.8%
TRACY BYRD Drinkin' Bone (RCA)	31.8%	71.5%	18.3%	98.3%	6.3%	2.3%
GEORGE STRAIT Cowboys Like Us (MCA)	31.0%	71.3%	18.8%	99.3%	8.8%	0.5%
TERRI CLARK I Wanna Do It All (Mercury)	31.0%	73.8%	16.5%	96.3%	5.0%	1.0%
RASCAL FLATTS I Melt (Lyric Street)	30.5%	71.8%	17.3%	97.8%	6.3%	2.5%
RODNEY ATKINS Honesty (Write Me A List) (Curb)	29.5%	67.0%	19.5%	94.8%	7.0%	1.3%
REBA MCENTIRE I'm Gonna Take That Mountain (MCA)	29.3%	70.3%	23.5%	99.8%	2.8%	3.3%
JOE NICHOLS Cool To Be A Fool (Universal South)	28.8%	66.5%	18.3%	91.0%	6.0%	0.3%
SHANIA TWAIN She's Not Just A Pretty Face (Mercury)	28.0%	65.8%	19.5%	94.0%	7.0%	1.8%
JOSH TURNER Long Black Train (MCA)	27.0%	63.8%	19.5%	92.5%	8.8%	0.5%
KELLIE COFFEY Texas Plates (BNA)	26.5%	64.5%	25.0%	95.0%	4.8%	0.8%
MONTGOMERY GENTRY Hell Yeah (Columbia)	26.5%	69.3%	17.0%	98.5%	8.0%	4.3%
ALAN JACKSON Remember When (Arista)	26.5%	65.0%	16.3%	86.5%	3.8%	1.5%
LONESTAR Walking In Memphis (BNA)	25.8%	69.3%	19.5%	99.0%	5.8%	4.5%
CHRIS CAGLE Chicks Dig It (Capitol)	25.8%	70.8%	17.5%	96.8%	5.0%	3.5%
BUDDY JEWELL Sweet Southern Comfort (Columbia)	25.0%	58.0%	23.8%	86.3%	3.8%	0.8%
DIAMOND RIO Wrinkles (Arista)	25.0%	68.3%	18.8%	95.0%	5.3%	2.8%
TRACE ADKINS Hot Mama (Capitol)	24.5%	58.0%	25.0%	93.5%	9.3%	1.3%
RUSHLOW I Can't Be Your Friend (Lyric Street)	24.3%	66.8%	24.0%	97.0%	4.0%	2.3%
BRAD PAISLEY Little Moments (Arista)	24.0%	58.0%	25.3%	93.0%	7.5%	2.3%
BROOKS & DUNN You Can't Take The Honky Tonk Out Of The Girl (Arista)	23.8%	68.0%	20.3%	96.0%	7.0%	0.8%
BRIAN MCCOMAS You're In My Head (Lyric Street)	23.5%	56.0%	23.3%	86.0%	5.0%	1.8%
CRAIG MORGAN Every Friday Afternoon (BBR)	23.3%	65.5%	18.0%	91.0%	6.0%	1.5%
JO DEE MESSINA I Wish (Curb)	23.3%	63.3%	24.5%	94.5%	6.3%	0.5%
SARA EVANS Perfect (RCA)	23.0%	63.3%	20.3%	91.0%	6.5%	1.0%
BLUE COUNTY Good Little Girls (Asylum/Curb)	23.0%	60.3%	22.3%	90.5%	6.8%	1.3%
CLINT BLACK Spend My Time (Equity Music Group)	21.3%	58.5%	23.0%	90.3%	6.5%	2.3%
TIM MCGRAW Watch The Wind Blow By (Curb)	20.8%	56.0%	21.3%	83.8%	6.0%	0.5%
DIERKS BENTLEY My Last Name (Capitol)	16.8%	48.5%	17.5%	73.5%	7.3%	0.3%
KENNY CHESNEY There Goes My Life (BNA)	15.3%	52.3%	34.3%	93.8%	6.8%	0.5%

## CALLOUT AMERICA® HOT SCORES

**Password of the Week:** Young. **Question of the Week:** Lets talk about the Dixie Chicks. I don't want you to answer this question on what you have heard the Chicks say or what your friends think and say. This is important: I want your personal opinion of just what place you think The Dixie Chicks have in the Country Music Industry.

Rate the Dixie Chicks on a scale of 1-5, with "1" meaning you think the Dixie Chicks are no longer a factor and radio stations should just quit playing their music altogether and move on, and "5" meaning you think the Dixie Chicks are very important to country music and radio stations should continue to play their music both new and old as they once did before the big flap — a return to normal for The Dixie Chicks. (Note: This is phase two of the question, bringing the total sample to 400 persons.)

Total

5. Very important: 32%

4. Important: 26%

3. Don't know: 21%

2. Kind of not a factor: 6%

1. Not a factor, move on: 15%

P1

5. Very important: 28%

4. Important: 29%

3. Don't know: 21%

2. Kind of not a factor: 6%

1. Not a factor, move on: 16%

P2

5. Very important: 39%

4. Important: 19%

3. Don't know: 19%

2. Kind of not a factor: 6%

1. Not a factor, move on: 17%

Male

5. Very important: 32%

4. Important: 29%

3. Don't know: 19%

2. Kind of not a factor: 6%

1. Not a factor, move on: 17%

Female

5. Very important: 32%

4. Important: 23%

3. Don't know: 23%

2. Kind of not a factor: 7%

1. Not a factor, move on: 15%

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<sup>rd</sup> each in the 25-34, 35-44, and 45-54 demos. The sample is balanced by region, and markets within that region. Bullseye Callout is conducted in these regions and markets. Market selection is determined by Bullseye. **NORTHEAST:** Washington, DC., Harrisburg, PA., Providence, Rochester, NY, Springfield, MA, Hartford, Portland, ME, Portsmouth, NH. **SOUTHEAST:** Charlotte, Atlanta, Tampa, Nashville, Chattanooga, Mobile, AL, Charleston, SC, Jackson, MS. **MIDWEST:** Milwaukee, Cincinnati, Cleveland, Kansas City, Lansing, MI, Ft Wayne, IN, Rockford, IL, Indianapolis. **SOUTHWEST:** Dallas-Ft. Worth, Tucson, Albuquerque, Oklahoma City, Houston-Galveston, Phoenix, Lafayette, LA, San Antonio. **WEST:** Portland, OR, Salt Lake City, Fresno, Bakersfield, Spokane, WA, Riverside-San Bernardino, Boise, Denver, Monterey-Salinas. © 2003 R&R Inc. © 2003 Bullseye Marketing Research Inc..



Country Radio's #1 Overnight Program

PREMIERE



**TRACE AND BLAIR**

Trace Adkins visits the After MidNite studios.



<p><b>KEAN/Abilene, TX</b> OM: James Cameron PD/M: Rudy Fernandez APD: Shay Hill 14 KEITH URBAN 14 LEANN RIMES</p> <p><b>WOMX/Akron, OH</b> OM/MD: Kevin Mason APD: Ken Steel 1 TERRI CLARK 1 TM MCGRAW 1 ALAN JACKSON</p> <p><b>WGNA/Albany, NY</b> PD: Buzz Brindle OM/MD: Bill Earley 4 TOBY KEITH</p> <p><b>KBQ/Abuquerque, NM</b> PD: Tommy Carrera MD: Sammy Craze 6 SHARNA THUAN CLAY WALKER</p> <p><b>KRST/Albuquerque, NM</b> PD: John Richards MD: Paul Bailey GARY ALLAN CLAY WALKER TOBY KEITH</p> <p><b>KRRV/Alexandria, LA</b> OM: Scott Bryant PD/APD/MD: Steve Casey 2 MARTINA MORRIS</p> <p><b>WCTO/Allentown, PA</b> PD: Dave Russell APD/MD: Sam Malone 1 MARK WELLS CAROLYN DAWN JOHNSON AMANDA WILSONSON</p> <p><b>KGNC/Amritillo, TX</b> OM: Dan Gorman PD: Tim Butler APD/MD: Patrick Clark 10 GARY ALLAN 10 TOBY KEITH</p> <p><b>KBRJ/Anchorage, AK</b> PD/MD: Matt Valley No Adds</p> <p><b>WWWV/Ann Arbor, MI</b> PD: Barry Marolt MD: Tom Baker 3 MARTINA MORRIS 3 DENNIS BENTLEY 3 BUDDY JEWELL</p> <p><b>WNCY/Appleton, WI</b> OM: Jeff McCarthy PD: Randy Shannon MD: Marci Braun 1 CLINT BLACK 1 MARK WELLS 1 TOBY KEITH</p> <p><b>WKSJ/Asheville, NC</b> SM: Diane Auroman OM/MD: Jeff Davis MD: Andy Woods GARY ALLAN TOBY KEITH</p> <p><b>WKHX/Atlanta, GA</b> OM/MD: Mark Richards MD: Johnny Gray No Adds</p> <p><b>WPUR/Atlantic City, NJ</b> PD/MD: Joe Kelly KEITH URBAN RACHEL PROCTOR TOBY KEITH CAROLYN DAWN JOHNSON</p> <p><b>WIOX/Augusta, GA</b> PD: T Gentry MD: Zach Taylor CAROLYN DAWN JOHNSON</p> <p><b>KASE/Austin, TX</b> OM/MD: Jason Kane APD/MD: Bob Pickert 4 ALAN JACKSON 3 KELIE COFFEY</p> <p><b>KUZZ/Bakersfield, CA</b> PD: Evan Bridwell OM: Adam Jeffries CAROLYN DAWN JOHNSON LEANN RIMES</p> <p><b>WPOG/Baltimore, MD</b> PD: Scott Lindy MD: Michael J. Fozz 4 TOBY KEITH</p> <p><b>WYNK/Baton Rouge, LA</b> OM: Bob Murphy PD: Paul Orr APD/MD: Austin James No Adds</p> <p><b>WJLS/Beckley, WV</b> OM: Mark Reid PD/MD: Dave Willis 11 KEVIN DENNEY 11 MARTINA MORRIS 11 TRACY LAWRENCE</p> <p><b>WQNN/Blacksburg, VA</b> OM: Walker Brown PD: Ken Gregory 2 TRACE ADAMS 1 TM MCGRAW</p> <p><b>WZOX/Blacksburg, VA</b> PD: Bryan Rhodes MD: Gene Wilson 1 MARTINA MORRIS 1 TOBY KEITH</p>	<p><b>WHWK/Binghamton, NY</b> OM: Bob Adams PD/APD/MD: Ed Walker 10 PATTY LOVELESS 10 ROONEY CROWLEY 10 MARTINA MORRIS 10 TOBY KEITH</p> <p><b>WDXB/Birmingham, AL</b> PD: Tom Hanrahan MD: Jay Cruze No Adds</p> <p><b>WZZX/Birmingham, AL</b> PD/MD: Brian Driver 2 JOE NICHOLS 2 TM MCGRAW KEVIN DENNEY SOFIA SAACS MARK WELLS</p> <p><b>WPSK/Blacksburg, VA</b> OM/MD: Scott Stevens MD: Sean Semmer 25 TOBY KEITH 14 SHERRY CROW 14 MARK WELLS</p> <p><b>WBWN/Bloomington, IL</b> OM/MD: Dan Westhoff APD/MD: Buck Stevens 10 TOBY KEITH</p> <p><b>WHWC/Bluefield, WV</b> OM/MD/MD: Dave Crosier No Adds</p> <p><b>KZIN/Boise, ID</b> OM/MD: Rich Summers APD/MD: Spencer Burke 2 KEITH URBAN 1 CLINT BLACK</p> <p><b>KQFC/Boise, ID</b> PD: Lance Tidwell No Adds</p> <p><b>WYRK/Bufalo, NY</b> PD: John Paul APD/MD: Wendy Lynn DENNIS BENTLEY SHERRY CROW</p> <p><b>WOKD/Burlington</b> PD: Steve Pelkey MD: Margot St. John No Adds</p> <p><b>WKHF/Charleston, SC</b> OM: Dick Stadler PD: Bob James MD: Dawn Johnson 11 BRAD PASLEY 8 TM MCGRAW 5 TRACE ADAMS 5 MARTINA MORRIS</p> <p><b>WYXJ/Champaign, IL</b> OM/MD/MD: R. W. Smith 15 BUDDY JEWELL 6 CLINT BLACK 6 JIMMY WAYNE</p> <p><b>WEZL/Charleston, SC</b> PD: Trey Cooler MD: Gary Griffin 4 CAROLYN DAWN JOHNSON KEVIN DENNEY</p> <p><b>WVNT/Charleston, SC</b> PD: Loyd Ford APD/MD: Eric Chaney 12 TOBY KEITH 11 MARTINA MORRIS CLAY WALKER</p> <p><b>WOBK/Charleston, WV</b> OM: Adam Jeffries PD: Ed Roberts MD: Bill Hagy 18 VINCE GILL 10 BRAD PASLEY 10 TM MCGRAW 9 MONTGOMERY GENTRY 8 TM MCGRAW 5 DENNIS BENTLEY</p> <p><b>WWSO/Charlotte</b> OM/MD: Jeff Roper MD: Rick McCracken GARY ALLAN CAROLYN DAWN JOHNSON</p> <p><b>WUSY/Chattanooga, TN</b> PD: Kris Van Dyke MD: Bill Poindexter No Adds</p> <p><b>WYKR/Beaumont, TX</b> PD/MD: Mickey Ishworth 1 GARY ALLAN</p> <p><b>WJLS/Beckley, WV</b> OM: Mark Reid PD/MD: Dave Willis 11 KEVIN DENNEY 11 MARTINA MORRIS 11 TRACY LAWRENCE</p> <p><b>WQNN/Blacksburg, VA</b> OM: Walker Brown PD: Ken Gregory 2 TRACE ADAMS 1 TM MCGRAW</p> <p><b>WZOX/Blacksburg, VA</b> PD: Bryan Rhodes MD: Gene Wilson 1 MARTINA MORRIS 1 TOBY KEITH</p>	<p><b>WGAR/Cleveland, OH</b> PD: Meg Stevens MD: Chuck Collier MARTY STUART GARY ALLAN CLAY WALKER CHAD BROCK CAROLYN DAWN JOHNSON</p> <p><b>KCCY/Colorado Springs, CO</b> PD: Travis Daily MD: Valerie Hart No Adds</p> <p><b>KKCS/Colorado Springs, CO</b> PD: Shannon Stone MD: Stu Franklin 3 MARK WELLS 3 CAROLYN DAWN JOHNSON 2 DENNIS BENTLEY</p> <p><b>WCOS/Columbia, SC</b> PD: Ron Brooks MD: Glen Garrett 5 SHARNA THUAN 1 TOBY KEITH</p> <p><b>WCOL/Columbus, OH</b> PD: John Crenshaw APD/MD: Dan E. Zuker 3 TRACE ADAMS</p> <p><b>WGSQ/Cookeville, TN</b> OM: Marty McFly PD: Gator Harrison APD: Philip Gibbons MD: Stewart James BRIAN MCCOMAS KELIE COFFEY</p> <p><b>KRYS/Corpus Christi, TX</b> PD: Frank Edwards MD: Louis Ramirez 3 TM MCGRAW 3 SARA EVANS</p> <p><b>KQFC/Boise, ID</b> PD: Lance Tidwell No Adds</p> <p><b>WYRK/Bufalo, NY</b> PD: John Paul APD/MD: Wendy Lynn DENNIS BENTLEY SHERRY CROW</p> <p><b>WOKD/Burlington</b> PD: Steve Pelkey MD: Margot St. John No Adds</p> <p><b>WKHF/Charleston, SC</b> OM: Dick Stadler PD: Bob James MD: Dawn Johnson 11 BRAD PASLEY 8 TM MCGRAW 5 TRACE ADAMS 5 MARTINA MORRIS</p> <p><b>WYXJ/Champaign, IL</b> OM/MD/MD: R. W. 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Collins, CO</b> PD: Mark Callaghan MD: Brian Gary 3 KENNY ROGERS</p> <p><b>WCKT/Fl. Myers, FL</b> OM/MD: Ray Myers, FL APD/MD: Dave Logan 2 BUDDY JEWELL 2 TRACE ADAMS MARTINA MORRIS</p> <p><b>WWGR/Fl. Myers, FL</b> PD: Mark Phillips MD: Steve Hart 6 LEANN RIMES PATTY LOVELESS</p> <p><b>WQHK/Fl. Wayne, IN</b> PD/MD: Rob Kelley No Adds</p> <p><b>WOGK/Gainesville, FL</b> PD: Mr. Bob MD: Big Red 1 TOBY KEITH</p> <p><b>WBCT/Grand Rapids, MI</b> PD: Doug Montgomery MD: Dave Tall No Adds</p> <p><b>WTQR/Greensboro, NC</b> OM: Tim Satterfield PD: Bill Dobson APD/MD: Angie Ward No Adds</p> <p><b>WVWV/Knoxville, TN</b> OM/MD: Mike Hammond MD: Colleen Addair No Adds</p> <p><b>WRNS/Greenville, NC</b> PD: Wayne Carlyle MD: Boomer Lee 2 BLUE COUNTY 1 GARY ALLAN</p> <p><b>WESC/Greenville, SC</b> OM/MD: Scott Johnson APD/MD: John Landrum 5 TRACE ADAMS</p> <p><b>WSSL/Greenville, SC</b> OM/MD: Scott Johnson APD/MD: Kiz Layton 3 KEITH URBAN 1 CLAY WALKER KELIE COFFEY</p> <p><b>KKCC/Lafayette, LA</b> PD: Renee Revett MD: Sean Riley No Adds</p> <p><b>WPCV/Lakeview, FL</b> PD: Oave Wright MD: Joni Taylor CAROLYN DAWN JOHNSON</p> <p><b>WVOW/Lancaster, PA</b> PD/MD: Dick Raymond 4 CAROLYN DAWN JOHNSON DENNIS BENTLEY KENNY ROGERS</p> <p><b>WVTL/Lansing, MI</b> PD: Jay J. McCrae APD/MD: Chris Tyler 11 TOBY KEITH 5 CAROLYN DAWN JOHNSON 2 KEITH URBAN 2 KEVIN DENNEY 2 SONYA SAACS</p> <p><b>KWNR/Las Vegas, NV</b> PD: John Marks APD/MD: Brooks O'Brien 10 ALAN JACKSON 10 MARTINA MORRIS 10 SARA EVANS 10 BRIAN MCCOMAS</p> <p><b>WBBN/Laurel, MS</b> PD: Larry Blateney APD/MD: Alyson Scott 10 GARY ALLAN 10 MARK WELLS</p> <p><b>WBUL/Lexington, KY</b> PD/MD: Ric Larson 2 TRACE ADAMS KENNY ROGERS</p> <p><b>WLJX/Lexington, KY</b> OM: Robert Lindsey PD: John Sebastian MD: Karl Shannon 11 BRAD PASLEY 1 TERRI CLARK 1 JOE DEE MESSIA</p> <p><b>KZIO/Lincoln, NE</b> PD: Brian Jennings APD/MD: Carol Turner No Adds</p> <p><b>WFMS/Indianapolis, IN</b> OM: David Wood PD: Bob Richards MD: J.D. Cannon No Adds</p> <p><b>WMSM/Little Rock, AR</b> PD/MD: Chad Heritage 11 ALAN JACKSON 10 MARTINA MORRIS 4 CLINT BLACK</p> <p><b>KZLA/Los Angeles, CA</b> OM/MD: R. J. Curtis APD/MD: Tonya Campos 1 TRACE ADAMS MARTINA MORRIS</p>	<p><b>WUSJ/Jackson, MS</b> OM/MD/MD: Tom Freeman No Adds</p> <p><b>WROO/Jacksonville, FL</b> OM/MD: Gail Austin MD: Dizie Jones 7 TERRI CLARK 3 MARTINA MORRIS JE NICHOLS KEITH URBAN BLUE COUNTY JAMES OTTO BUDDY JEWELL</p> <p><b>WXBQ/Johnson City</b> PD/MD: Bill Hagy 1 TM MCGRAW 3 DENNIS BENTLEY</p> <p><b>WMTZ/Johnstown, PA</b> OM/MD: Steve Walker MD: Lara Mosby 10 TOBY KEITH 4 CAROLYN DAWN JOHNSON 3 GARY ALLAN 1 TRACE ADAMS</p> <p><b>KXQ/Joplin, MO</b> OM: Ray Michaels PD/MD: Cody Carlson APD: Jay McRae 5 GARY ALLAN</p> <p><b>WVNW/Kalamazoo, MI</b> PD: P.J. Lacey APD/MD: Phil O'Reilly 4 SHERRY CROW 4 TOBY KEITH 1 MARTINA MORRIS 1 MARK WELLS BRIAN MCCOMAS</p> <p><b>KBEO/Kansas City, MO</b> PD: Mike Kennedy MD: T.J. McEntire 3 CLAY WALKER CAROLYN DAWN JOHNSON</p> <p><b>KFKF/Kansas City, MO</b> OM/MD: Dale Carter APD/MD: Tony Stevens 1 JOE NICHOLS TOBY KEITH CAROLYN DAWN JOHNSON</p> <p><b>WDAF/Kansas City, MO</b> PD: Bill Dobson PD/MD: Ted Cramer TOBY KEITH</p> <p><b>WVWV/Knoxville, TN</b> OM/MD: Mike Hammond MD: Colleen Addair No Adds</p> <p><b>WVTL/Lansing, MI</b> PD: Jay J. McCrae APD/MD: Chris Tyler 11 TOBY KEITH 5 CAROLYN DAWN JOHNSON 2 KEITH URBAN 2 KEVIN DENNEY 2 SONYA SAACS</p> <p><b>KWNR/Las Vegas, NV</b> PD: John Marks APD/MD: Brooks O'Brien 10 ALAN JACKSON 10 MARTINA MORRIS 10 SARA EVANS 10 BRIAN MCCOMAS</p> <p><b>WBBN/Laurel, MS</b> PD: Larry Blateney APD/MD: Alyson Scott 10 GARY ALLAN 10 MARK WELLS</p> <p><b>WBUL/Lexington, KY</b> PD/MD: Ric Larson 2 TRACE ADAMS KENNY ROGERS</p> <p><b>WLJX/Lexington, KY</b> OM: Robert Lindsey PD: John Sebastian MD: Karl Shannon 11 BRAD PASLEY 1 TERRI CLARK 1 JOE DEE MESSIA</p> <p><b>KZIO/Lincoln, NE</b> PD: Brian Jennings APD/MD: Carol Turner No Adds</p> <p><b>WFMS/Indianapolis, IN</b> OM: David Wood PD: Bob Richards MD: J.D. Cannon No Adds</p> <p><b>WMSM/Little Rock, AR</b> PD/MD: Chad Heritage 11 ALAN JACKSON 10 MARTINA MORRIS 4 CLINT BLACK</p> <p><b>KZLA/Los Angeles, CA</b> OM/MD: R. J. Curtis APD/MD: Tonya Campos 1 TRACE ADAMS MARTINA MORRIS</p>	<p><b>WAMZ/Louisville, KY</b> PD/MD: Coyote Calhoun 4 BLUE COUNTY 4 TRACE ADAMS</p> <p><b>KLLL/Lubbock, TX</b> OM/MD: Jay Richards MD: Kelly Greene 11 JOE DEE MESSIA</p> <p><b>WDEN/Macon, GA</b> PD: Gerry Marshall APD/MD: Laura Staring 1 TERRI CLARK 1 JOE DEE MESSIA</p> <p><b>WVOM/Madison, WI</b> PD: Mark Grantham MD: Mel McKenzie 1 SHERRY CROW 1 SONYA SAACS</p> <p><b>KJAI/Mason City, IA</b> PD/MD: J. Brooks 2 MARTINA MORRIS</p> <p><b>KTEX/McAllen, TX</b> OM: Billy Santiago PD: Jojo Corda APD: Frankie Dee MD: Patches KELIE COFFEY</p> <p><b>KRWQ/Medford, OR</b> OM: Keith Lottis PD: Larry Neal MD: Scott Schuler MARK WELLS TOBY KEITH CAROLYN DAWN JOHNSON</p> <p><b>WGKX/Memphis, TN</b> PD: Chip Miller MD: Mark Billingsley 2 ALAN JACKSON CLAY WALKER CAROLYN DAWN JOHNSON</p> <p><b>WOKK/Meridian, MS</b> OM/MD: Scotty Ray 30 ROONEY CROWLEY 10 KEITH URBAN</p> <p><b>WKIS/Miami, FL</b> PD: Bob Barnett MD: Darlene Evans No Adds</p> <p><b>WVIL/Milwaukee, WI</b> OM/MD: Mitch Morgan 1 CAROLYN DAWN JOHNSON DENNIS BENTLEY</p> <p><b>KEYE/Minneapolis, MN</b> OM/MD: Gregg Sweetberg APD/MD: Travis Moon TOBY KEITH</p> <p><b>WKSJ/Mobile, AL</b> OM: KJ Carson PD/MD: Bill Black 2 MARTINA MORRIS 1 SARA EVANS 2 TRACE ADAMS CAROLYN DAWN JOHNSON JAMES OTTO</p> <p><b>KJLO/Monroe, LA</b> OM/MD: Mike Blateney APD/MD: Stacy Collins 15 JIMMY WAYNE</p> <p><b>KTOM/Monterey, CA</b> PD/MD: Jim Dorman GARY ALLAN LORRIE MORGAN CHAD BROCK DORIAN CHAPMAN</p> <p><b>WVOW/Lancaster, PA</b> PD/MD: Dick Raymond 4 CAROLYN DAWN JOHNSON DENNIS BENTLEY KENNY ROGERS</p> <p><b>WVTL/Lansing, MI</b> PD: Jay J. 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Curtis APD/MD: Tonya Campos 1 TRACE ADAMS MARTINA MORRIS</p>	<p><b>KTST/Oklahoma City, OK</b> PD: Crash Pollett 2 MARTINA MORRIS MARK WELLS GARY ALLAN</p> <p><b>IOOY/Oklahoma City, OK</b> PD: L.J. Smith APD/MD: Bill Reed 4 TM MCGRAW 3 JIMMY WAYNE 1 CLINT BLACK</p> <p><b>KOKT/Omaha, NE</b> PD: Tom Goodwin MD: Craig Allen 7 TOBY KEITH 1 LEANN RIMES 1 CLAY WALKER LORRIE MORGAN SONYA SAACS MARK WELLS PATTY LOVELESS CAROLYN DAWN JOHNSON</p> <p><b>WWKA/Oriando, FL</b> PD: Len Shaddock MD: Shadow Stevens CHAD BROCK</p> <p><b>KHAY/Oxnard, CA</b> SM: Ernie Bingham PD/MD: Mark Hill 6 TERRI CLARK 1 MARTINA MORRIS</p> <p><b>KPLM/Palm Springs, CA</b> OM: Todd Marter PD: Al Gordon MD: Kory James 11 CAROLYN DAWN JOHNSON</p> <p><b>WPAP/Panama City, FL</b> OM/MD: Todd Berry MD: Shane Collins 35 KENNY CHERRY 25 ALAN JACKSON 10 JAMES OTTO 4 SCOTTY EMERICK 15 TM MCGRAW 10 JOE NICHOLS 15 SCOTTY EMERICK 15 TOBY KEITH 10 JAMES OTTO 10 TRACY LAWRENCE</p> <p><b>WXBM/Pensacola, FL</b> PD/MD: Lynn West CLAY WALKER KEVIN DENNEY LORRIE MORGAN MARK WELLS CAROLYN DAWN JOHNSON</p> <p><b>WXCL/Peoria, IL</b> PD/MD: Dan Dermody 18 DANIEL LEE MARTIN 18 TOBY KEITH</p> <p><b>WXTU/Philadelphia, PA</b> PD: Bob McKay APD/MD: Cadillac Jack KELIE COFFEY CAROLYN DAWN JOHNSON</p> <p><b>KMLE/Phoenix, AZ</b> PD: Jay McCarthy APD/MD: Dave Collins 1 TOBY KEITH</p> <p><b>KNX/Phoenix, AZ</b> PD: Shaan Holly MD: Gene Foster 7 JOE DEE MESSIA 3 TM MCGRAW 2 MARTINA MORRIS CAROLYN DAWN JOHNSON</p> <p><b>WDSY/Pittsburgh, PA</b> PD: Keith Clark APD/MD: Stoney Richards 9 ALAN JACKSON 5 TERRI CLARK</p> <p><b>WPOR/Portland, ME</b> PD: Rick Jordan MD: Giori Marie 1 TOBY KEITH</p> <p><b>KUPL/Portland, OR</b> PD: Cary Rolle MD: Rick Taylor 2 JIMMY WAYNE 2 TOBY KEITH 1 CLINT BLACK</p> <p><b>KWJJ/Portland, OR</b> PD: Mike Moore MD: Craig Lockwood GARY ALLAN KEVIN DENNEY MARK WELLS CAROLYN DAWN JOHNSON</p> <p><b>WOKK/Portland, ME</b> PD: Mark Jennings MD: Dan Lemmie 4 TOBY KEITH</p> <p><b>WVOW/Lancaster, PA</b> PD/MD: Dick Raymond 4 CAROLYN DAWN JOHNSON DENNIS BENTLEY KENNY ROGERS</p> <p><b>WVTL/Lansing, MI</b> PD: Jay J. 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Curtis APD/MD: Tonya Campos 1 TRACE ADAMS MARTINA MORRIS</p>	<p><b>KFRG/Riverside, CA</b> OM: Lee Douglas PD/MD: Don Jeffrey 2 CLINT BLACK MARTINA MORRIS CAROLYN DAWN JOHNSON</p> <p><b>WSLC/Roanoke, VA</b> PD: Brett Sharp MD: Robbyn Jaymes No Adds</p> <p><b>WYYD/Roanoke, VA</b> PD/MD: Steve Cross GARY ALLAN</p> <p><b>WBEW/Rochester, NY</b> OM: Dave Symonds PD: Chris Kayzer MD: Billy Kidd 4 CAROLYN DAWN JOHNSON 1 LEANN RIMES GARY ALLAN CLAY WALKER</p> <p><b>WXXO/Rockford, IL</b> OM/MD: Jesse Garcia APD: Steve Summers MD: Kelly Hess TERRI CLARK JOE DEE MESSIA</p> <p><b>KNCI/Sacramento, CA</b> OM/MD: Paul Evans APD: Greg Cole MD: Jennifer Wood 1 CAROLYN DAWN JOHNSON</p> <p><b>WCEN/Saginaw, MI</b> PD: Jim Johnson MD: Keith Allen 21 MARTINA MORRIS 3 TOBY KEITH 4 SCOTTY EMERICK 1 SARA EVANS 5 JOE NICHOLS KEVIN DENNEY GARY ALLAN</p> <p><b>WKOC/Saginaw, MI</b> OM/MD: Rick Walker SM: George Demarco OM/MD: Brad Hansen APD: Carly Clark 35 TOBY KEITH 8 SHARNA THUAN</p> <p><b>WICO/Salisbury, MD</b> OM: Joe Edwards PD/MD: EJ Fozz 21 TOBY KEITH 10 LEANN RIMES 10 JOE NICHOLS 10 CRAIG MORGAN</p> <p><b>KKAT/Salt Lake City, UT</b> OM: Bill Bets PD: Eddie Haskell MD: Justin Taylor TRACE ADAMS CAROLYN DAWN JOHNSON</p> <p><b>KSOP/Salt Lake City, UT</b> PD: Don Hilton APD/MD: Debby Turpin 5 SONYA SAACS 5 LEANN RIMES CLAY WALKER</p> <p><b>KUBL/Salt Lake City, UT</b> PD: Ed Hill MD: Pat Garrett 5 CLINT BLACK 3 MARTINA MORRIS 2 TOBY KEITH CAROLYN DAWN JOHNSON</p> <p><b>KGKL/San Angelo, TX</b> PD/MD: David Hoffebek 12 KEITH URBAN 12 RACHEL PROCTOR 12 TOBY KEITH 12 WLD MESSIA 11 HONEYBROWNIE 11 HILLBACK</p> <p><b>KAJA/San Antonio, TX</b> OM: Alan Forst PD/MD: Clayton Allen No Adds</p> <p><b>KSON/San Diego, CA</b> OM/MD: John Dimick APD/MD: Greg Frey 4 BUDDY JEWELL 2 ALAN JACKSON MARTINA MORRIS</p> <p><b>KRTY/San Jose, CA</b> PD: Julie Stevens MD: Hale Deaton 1 JOE DEE MESSIA CHAD BROCK CAROLYN DAWN JOHNSON</p> <p><b>KJLG/San Luis Obispo, CA</b> PD: Pepper Daniels APD/MD: Jay Bradley SONYA SAACS</p> <p><b>KRAZ/Santa Barbara, CA</b> PD/MD: Rick Barber CAROLYN DAWN JOHNSON</p> <p><b>KSNH/Santa Maria, CA</b> OM: Keith Royer PD/MD: Tim Brown 3 PATTY LOVELESS 5 TRACE ADAMS</p> <p><b>WCTQ/Sarasota, FL</b> PD/MD: Mark Wilson CLAY WALKER TRACY LAWRENCE</p> <p><b>WJCL/Savannah, GA</b> OM: John Thomas PD: Bill West 8 TERRI CLARK 6 JOE DEE MESSIA SCOTTY EMERICK</p> <p><b>KMPS/Seattle, WA</b> SM: Lisa Decker PD: Becky Browner MD: Tony Thomas 2 JIMMY WAYNE 2 SARA EVANS</p> <p><b>KRMD/Shreveport, LA</b> PD/MD: James Anthony 2 JOE DEE MESSIA</p>	<p><b>WTCM/Traverse City, MI</b> PD: Jack D. Malley APD/MD: Wayne Dolny 9 ROONEY CROWLEY</p> <p><b>KIMM/Tucson, AZ</b> OM: Herb Crowe PD: Buzz Jackson MD: John Phillips JAMES OTTO</p> <p><b>KOYT/Tucson, AZ</b> PD: Tim Richards 2 TRACE ADAMS 1 ALAN JACKSON</p> <p><b>KVOO/Tulsa, OK</b> PD/MD: Mason Mullins 8 SARA EVANS 5 CAROLYN DAWN JOHNSON 4 PATTY LOVELESS</p> <p><b>WWZD/Tulpejo, MS</b> PD: Bill Hughes 12 JOSH TURNER 12 BRAD PASLEY 12 TOBY KEITH 8 GARY ALLAN 6 SHERRY CROW 6 JOE NICHOLS</p> <p><b>KNUE/Tyler, TX</b> OM/MD/MD: Dave Ashcraft 10 TOBY KEITH 1 JAMES OTTO 1 ALAN JACKSON 6 BUDDY JEWELL</p> <p><b>KJUG/Visalia, CA</b> PD/MD: Cave Daniels CAROLYN DAWN JOHNSON</p> <p><b>WVWK/Palm Beach, FL</b> PD: Mitch Mahan MD: J.R. Jackson 18 TOBY KEITH 3 CLAY WALKER CLAY WALKER</p> <p><b>WACO/Waco, TX</b> OM/MD/MD: Zack Owen 10 GARY ALLAN 10 SARA EVANS 10 MARTINA MORRIS</p> <p><b>WMZQ/Washington, DC</b> OM: Jeff Wyatt APD/MD: Jon Anthony 21 TRACY LAWRENCE 6 MARTINA MORRIS</p> <p><b>WDEZ/Wausau, WI</b> PD/MD: Jim Coffey 8 GARY ALLAN 8 KELIE COFFEY 8 SHERRY CROW</p> <p><b>WOTW/Wheeling, WV</b> PD/MD: Jim Elliott 18 BUDDY JEWELL</p> <p><b>KLUR/Wichita Falls, TX</b> PD/MD: Brent Warner TERRI CLARK JOE DEE MESSIA</p> <p><b>KFDI/Wichita, KS</b> OM/MD: Beverlee Brannigan APD/MD: Pat James 3 JELIE COFFEY</p> <p><b>KZSN/Wichita, KS</b> PD: Chuck Geiger MD: Dan Holiday 14 MARTINA MORRIS</p> <p><b>WGGY/Wilkes Barre, PA</b> PD: Mike Klink MD: Jaymie Gordon No Adds</p> <p><b>WVVO/Wilmington, NC</b> OM: Perry Stone PD: Paul Johnson APD/MD: Bright Banks 5 TERRI CLARK 4 JOE DEE MESSIA</p> <p><b>KOBD/Wyndham, VA</b> PD: David Boyd APD/MD: Joel Baker SHERRY CROW TRACY LAWRENCE</p> <p><b>WGTY/York, PA</b> PD: John Pellegrini APD/MD: Brad Austin No Adds</p> <p><b>WJXX/Youngstown, OH</b> OM: Ed O'Donnell PD: Rich Bowes APD/MD: Stephanie Lynn 27 MARTINA MORRIS</p>
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**"Monitored Reporters"**  
227 Total Reporters

**115 Total Monitored**

**112 Total Indicator**

**Did Not Report, Playlist Frozen (3):**  
WXTA/Erie, PA  
WFRG/Utica, NY  
WY2B/Ft. Walton Beach, FL



## Help For The Holidays

Continued from Page 1

weekends. The holiday music tactic means that listeners will use your station in a new way, but it doesn't replace any of AC's typical usage patterns.

Include Christmas imaging in your standard live talk sets. Positioning statements can change, i.e., "Continuous Lite favorites" becomes "Continuous Christmas favorites"; "Mix means variety" becomes "Mix means Christmas"; "The best variety of the '80s, '90s and today" becomes "The best variety of Christmas music."

### The Basics

- Run music-image promos throughout the day to market your station to the huge infusion of new cume. Dazzle the new cume. All-Christmas music brings former listeners as well as new ones. Welcome new listeners and businesses in promos and positioning.

- On Dec. 26 go back to your regular library minus the secondary categories. Slam your audience with powers, powers and powers. Burn isn't an issue, since you just rested your whole library for a month. Figure out your rotations now and play

nothing but hits for a month or so after the holidays.

- Share the listeners' excitement for All-Christmas. The callers are excited, so reflect their passion in imaging promos. Record comments from the request line and play them back frequently.



Mike McVay

- Cross-promote on cluster stations frequently. All-Christmas is a unique selling proposition for any format in the cluster.

- Continue to air news updates as you are currently. World events may dictate that you go to wall-to-wall news coverage.

- After Christmas, present a New Year's Resolution Line: "It's a new year, and WXXX wants to know how we can continue to be your favorite radio station. Call our listener comment line."

- Take credit for playing All-Christmas: "When you're at the mall and you hear Christmas music, it's probably [station name/frequency]. All Christmas music, all season long."

- Promote holiday usage: "When you're [shopping, putting up your tree, cleaning, hanging Christmas lights, etc.] and you need Christmas music, turn on the holiday music station, [calls]."

- Promote the music as a gift or thank you to listeners: "All-Christmas is our way of saying thanks for making us one of [city's] most listened-to radio stations. It's our gift to you this holiday season."

- Your weather out-cue could say something like: "It's 40 degrees at [city's] official home for the holidays, [calls]."

### Imaging Matters

Your production or imaging director will be busy. Because you are playing a short list of music for some time, the imaging should be compelling and fun. Have lots of promos. The imaging has to carry on the energy of the radio station. This is especially important if you're a Hot AC all of a sudden playing Johnny Mathis.

Recorded elements in music sweeps can be categorized as warm (use into slow, traditional or religious songs), happy (use into contemporary and upbeat songs) and jingles (use into any song).

Here are a few more production ideas:

- Record kids saying "Merry Christmas" or "Happy holidays." Record kids talking about sweet things like family holiday traditions or silly things like how Santa actually climbs down the chimney.

- Find someone who can do a Grinch voice.

- If you have a military base nearby, get greetings from soldiers.

- Get local celebrities (the mayor, TV anchors, etc.) to record custom drops.

- Have local retailers do IDs: "I'm [name] from [store], and we listen to the sounds of the season all day on [calls]." Your sales department may even be able to sell these, but they shouldn't be any more than name and location.

### Nice Features

- "Christmas Cafe" or "The Christmas Shoppers' Lunch": Play all-Christmas requests during the lunch hour.

- "Christmas Wrapping Music" or "Trim a Tree" evening specials: Position the same list of songs you're playing as "holiday music to wrap presents by." Cross-promote and attach a sponsor to it. It can air from 6-7pm for *Delilah* stations or 7-9pm for non-*Delilah* stations.

- "Santa Calls": Find the staffer who sounds most like Santa and have them talk to listeners' kids.

## Reindeer Games

Programming and promotion features to add glitter to the holidays

By Gary Berkowitz

*Berkowitz Broadcast Consulting's head honcho pulled out this list of holiday ideas from his new book, the aptly titled The Holiday Ideas Book.*

**Nonstop Christmas Music:** If you aren't going All-Christmas the entire month of December, at least play all Christmas music Christmas Eve and Christmas Day, if not more. Make it easy on yourself and produce a four- to six-hour segment of music and repeat.

**Website:** Dress up your station's website to look like the holidays. Put a banner on it that says "Your home for the holidays."

**Jingle Bells:** Keep sleigh bells in the studio for the jocks to ring when giving "Happy holiday time."

**Staff Greetings:** Play these into holiday music. Example: "Hi, this is Bill Fries, Operations Manager at Magic 105.1, wishing you and yours all the best this holiday season."

**Relaxation Kiosk:** Set up a kiosk at the mall. Offer a place for listeners to relax while shopping. Of course the station is playing in the background.

**Neighborhood Caroling:** Listeners enter and win your staff showing up at their home with hot chocolate and cider for a sing-along with the neighbors.

**Gift Wrapping:** Jocks show up at client locations and wrap gifts for free.

**Needy Kids:** Have talent visit the local children's hospital and hand out goodies to the kids who won't be home for the holidays.

**Hassle-Free Shopping:** Arrange for a bus to take last-minute shoppers from mall to mall, providing them with a hassle-free day. Arrange for lunch. Give all winners a \$100 gift certificate to start the day with. One grand prize winner wins \$1,000.

**Santa's Sleigh:** Listeners call in, and we tell them three things in Santa's sleigh that hour. They pick one and win.

**Coats for Kids:** Align with a local merchant to collect winter coats for kids who may otherwise go without.

**Christmas Card Contest:** Kids design cards that are judged at a client location.

**Phone Home:** Work with a long-distance carrier to provide folks the chance to phone home for the holidays.

**Light up the Night:** Listeners send in photos of their decorated homes. Station call letters must be included in their decorations. The best display wins the prize.

**Holiday Tours:** Rent a bus and tour neighborhoods looking at Christmas lights.

**Caravan of Carolers:** Form a group of Christmas carolers from your staff. Send them all over the area to entertain folks. Malls are great for this one.

**Sleigh Rides:** Offer sleigh rides to kids at high-traffic locations.

**A Family Christmas:** From Christmas Eve at 6pm through Christmas Day, personalities each host one-hour shows of Christmas music. Family members can be featured talking about their holiday traditions. These shows can be repeated over the Christmas Eve-Christmas Day time period.

**Kids Call Santa:** A great Christmas Eve show. Run from 6-8pm. Kids call the station and talk to Santa. You will need the harmonizer for this one.

**Santa Patrol:** The station tracks Santa's progress from the North Pole to your city. Do three or four short, fun reports an hour.



Gary Berkowitz



**HOLD THE MAYER** To celebrate the release of his new CD, *Heavier Things*, John Mayer spent the morning with WPLJ/New York's Scott & Todd in the Morning show. He performed his hit single "Bigger Than My Body" and few other new songs.

Solicit participation via mail, e-mail and telephone. Brownie Bee [female] calls the entrant [child] and asks them to hold for Santa Claus, calling from the North Pole. Santa chats with the child for a minute. The calls are recorded off-air and turned into vignettes for replay the next morning. Who doesn't want to talk to Santa Claus?

- "Ho Ho Ho Means Money": This is a twist on "call in to win." Listeners tune in to hear Santa call out, "Merry Christmas to all." The

correct caller wins the money. The hook is "When Santa hollers, you call for the dollars." Have fun with it!

### TALK BACK TO R&R!

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or e-mail:

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# R&R AC TOP 30

November 28, 2003

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LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
2	1	SHANIA TWAIN Forever And For Always (Mercury/IDJMG)	1987	-10	166559	31	103/0
3	2	TRAIN Calling All Angels (Columbia)	1860	-85	138327	22	98/0
1	3	UNCLE KRACKER f/DOBIE GRAY Drift Away (Lava)	1788	-237	157647	39	94/0
4	4	MATCHBOX TWENTY Unwell (Atlantic)	1755	-106	154457	29	93/0
5	5	SIMPLY RED Sunrise (simplyred.com)	1518	-166	102833	21	86/1
7	6	PHIL COLLINS Look Through My Eyes (Walt Disney/Hollywood)	1404	-115	85110	11	92/1
6	7	MERCYME I Can Only Imagine (INO/Curb)	1389	-142	82886	30	84/0
9	8	CELINE DION Have You Ever Been In Love (Epic)	1315	-124	110182	32	103/0
8	9	COUNTING CROWS Big Yellow Taxi (Geffen/Interscope)	1286	-138	108055	30	83/1
10	10	LUTHER VANDROSS Dance With My Father (J)	1236	-109	113985	25	94/0
11	11	DANIEL BEDINGFIELD If You're Not The One (Island/IDJMG)	1103	0	81343	34	90/0
12	12	JOSH GROBAN You Raise Me Up (143/Reprise)	1017	-48	70631	6	82/1
16	13	CLAY AIKEN Invisible (RCA)	885	+4	74331	7	78/3
13	14	JIM BRICKMAN Peace (Where The Heart Is) (AAL)	852	-78	40524	16	80/0
17	15	SHERYL CROW The First Cut Is The Deepest (A&M/Interscope)	812	+28	81051	9	60/3
18	16	CELINE DION Stand By Your Side (Epic)	736	-28	38581	10	65/0
20	17	SARAH MCLACHLAN Fallen (Arista)	704	+64	55515	8	47/1
19	18	DIDO White Flag (Arista)	703	+42	81089	9	41/0
22	19	TIM MCGRAW Tiny Dancer (Curb)	628	+16	21052	7	70/0
23	20	MICHAEL MCDONALD Ain't No Mountain High Enough (Motown)	543	-19	31654	5	57/1
24	21	ROD STEWART f/CHER Bewitched, Bothered And Bewildered (J)	494	+23	33931	5	63/1
25	22	HALL & DATES Getaway Car (U-Watch)	413	-16	13513	6	62/3
26	23	SEAL Waiting For You (Warner Bros.)	349	-56	26539	14	41/0
27	24	SANTANA f/ALEX BAND Why Don't You & I (Arista)	331	+6	38225	4	18/0
21	25	MICHAEL BOLTON When I Fall In Love (Passion Group)	328	-294	10745	12	64/0
28	26	BURKE RONEY Let It All Come Down (R World/Ryko)	313	+28	4445	5	36/3
30	27	CHRISTINA AGUILERA The Voice Within (RCA)	271	+56	8222	2	41/2
Debut	28	TARRALYN RAMSEY Up Against All Odds (Casablanca)	155	-3	3217	1	32/2
Debut	29	ELTON JOHN The Heart Of Every Girl (Epic)	143	+96	4433	1	28/5
Debut	30	JOHN MAYER Bigger Than My Body (Aware/Columbia)	141	-20	7087	1	11/0

## Most Added®

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ARTIST TITLE LABEL(S)	ADDS
JIM BRICKMAN Sending You A Little Christmas (AAL)	7
ELTON JOHN The Heart Of Every Girl (Epic)	5
LEANN RIMES O Holy Night (Curb)	5
MERCYME O Holy Night (INO)	4
BEBE WINANS f/ROB THOMAS My Christmas Prayer (Epic)	4
CLAY AIKEN Invisible (RCA)	3
HALL & DATES Getaway Car (U-Watch)	3
SHERYL CROW The First Cut Is The Deepest (A&M/Interscope)	3
BURKE RONEY Let It All Come Down (R World/Ryko)	3
BANGLES Something That You Said (Koch)	3

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
ELTON JOHN The Heart Of Every Girl (Epic)	+96
JOSH GROBAN O Holy Night (143/Reprise)	+91
TRANS-SIBERIAN ORCH. Christmas Canon (Lava)	+70
GABRIELLE Out Of Reach (Go Beat/Universal)	+65
MARC ANTHONY I Need You (Columbia)	+64
SARAH MCLACHLAN Fallen (Arista)	+64
JAMES TAYLOR Have Yourself A Merry... (Columbia)	+63
NITA WHITAKER Heaven Holds The Ones I Love (Independent)	+63
B. MIDLER f/B. MANILOW On A Slow Boat To China (Columbia)	+62
BETTE MIDLER Memories Of You (Atlantic)	+62

107 AC reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 11/16-11/22. 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. Songs below No. 10 are moved to recurrent after 50 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. Total Audience equals Average Quarter Hour Persons times number of plays (times 100). Each daypart on each station is assigned an AQH number. Average Quarter Hour Persons used herein with permission from the Arbitron Company (© 2003, The Arbitron Company). © 2003, R&R, Inc.

## New & Active

**BANGLES** Something That You Said (Koch)  
Total Plays: 124, Total Stations: 32, Adds: 3

**ABENAA** Song 4 U (Nkunim)  
Total Plays: 82, Total Stations: 22, Adds: 2

**SUZY K. Gabriel** (Vellum)  
Total Plays: 123, Total Stations: 28, Adds: 2

Songs ranked by total plays

Detailed station playlists for all R&R reporters are available on the web at [www.radioandrecords.com](http://www.radioandrecords.com).

### RULE # 1

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America's Best Testing AC Songs 12 + For The Week Ending 11/28/03

Table with columns: Artist Title (Label), TW, LW, Familiarity, Burn, Women 25-54, Women 25-34, Women 35-54. Lists top 12 AC songs including Clay Aiken, Matchbox Twenty, Josh Groban, Dido, Train, Daniel Bedingfield, Phil Collins, Celine Dion, Jim Brickman, Celine Dion, Luther Vandross, Shania Twain, Simply Red, Eagles, Sheryl Crow, Uncle Kracker, Christina Aguilera, Michael Bolton, and Counting Crows.

Total sample size is 417 respondents. Total average favorability estimates are based on a scale of 1-5. (1=dislike very much, 5=like very much). Total familiarity represents the percentage of respondents who recognized the song. Total burn represents the number of respondents who said they are tired of hearing the song. Songs must have 40% familiarity to appear on survey. Sample composition is based on persons 12+. Persons are screened via the Internet. Once passed, they can take the music test based on the format/music preference. RateTheMusic.com results are not meant to replace callout research. The results are intended to show opinions of participants on the the Internet only. RateTheMusic is a registered trademark of RateTheMusic.com. The RTM system, is available for local radio stations by calling 818-377-5300. RateTheMusic.com data is provided by Mediabase Research, a division of Premiere Radio Networks.

Indicator Most Added

- UNCLE KRACKER f/DOBIE GRAY Drift Away (Lava)
COUNTING CROWS Big Yellow Taxi (Geffen/Interscope)
JIM BRICKMAN Peace (Where The Heart Is) (AAL)
CHRISTINA AGUILERA Beautiful (RCA)
SANTANA f/MICHELLE BRANCH The Game Of Love (Arista)
DIDO White Flag (Arista)
CLAY AIKEN Invisible (RCA)
MICHAEL MCDONALD Ain't No Mountain High Enough (Motown)
TIM MCGRAW Tiny Dancer (Curb)
CHRISTINA AGUILERA The Voice Within (RCA)
TRAIN Drops Of Jupiter (Tell Me) (Columbia)

Songs ranked by total plays

- ENRIQUE IGLESIAS Hero (Interscope) 851
PHIL COLLINS Can't Stop Loving You (Atlantic) 850
SANTANA f/MICHELLE BRANCH The Game Of Love (Arista) 836
VANESSA CARLTON A Thousand Miles (A&M/Interscope) 801
CHRISTINA AGUILERA Beautiful (RCA) 775
NORAH JONES Don't Know Why (Blue Note/Virgin) 773
LONESTAR I'm Already There (BNA) 750
EAGLES Hole In The World (ERC) 744
SHERYL CROW Soak Up The Sun (A&M/Interscope) 700
TRAIN Drops Of Jupiter (Tell Me) (Columbia) 587
CELINE DION A New Day Has Come (Epic) 543
FAITH HILL Cry (Warner Bros.) 538

Reporters

Grid of reporter information for various markets including Albany, Boston, Des Moines, Grand Rapids, Lafayette, Monterey, Nassau, Portland, South Bend, Wichita, and Wilmington. Includes station call letters, reporter names, and phone numbers.

Monitored Reporters 139 Total Reporters 122 Total Monitored 17 Total Indicator

Did Not Report, Playlist Frozen (1): WGFB/Rockford, IL
The following stations are temporarily removed from the panel due to Holiday programming (14): KBAY/San Jose, CA; KGBY/Sacramento, CA; KLTQ/Omaha, NE; KSRC/Kansas City, MO; KUDL/Kansas City, KS; WBEB/Philadelphia, PA; WLIT/Chicago, IL; WLTQ/Milwaukee, WI; WMJJ/Birmingham, AL; WNIC/Detroit, MI; WOOD/Grand Rapids, MI; WWSA/Huntsville, AL; WRSN/Raleigh-Durham, NC; WPEZ/Macon, GA (indicator)

# R&R HOT AC TOP 40

November 28, 2003

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LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	SANTANA f/ALEX BAND Why Don't You & I (Arista)	3715	-112	230394	25	92/0
2	2	3 DOORS DOWN Here Without You (Republic/Universal)	3587	+69	217208	17	90/1
3	3	MATCHBOX TWENTY Bright Lights (Atlantic)	3460	+10	218476	17	93/0
4	4	DIDO White Flag (Arista)	3188	-15	210331	20	90/0
7	5	SHERYL CROW The First Cut Is The Deepest (A&M/Interscope)	2785	+166	173003	10	93/1
6	6	SARAH MCLACHLAN Fallen (Arista)	2770	+159	173828	12	92/0
5	7	MATCHBOX TWENTY Unwell (Atlantic)	2460	-140	185119	42	95/0
8	8	TRAIN Calling All Angels (Columbia)	2392	-118	154766	34	92/0
15	9	NO DOUBT It's My Life (Interscope)	2100	+218	127133	6	86/3
9	10	JOHN MAYER Bigger Than My Body (Aware/Columbia)	2054	-358	129214	16	88/0
12	11	BARENAKED LADIES Another Postcard (Chimps) (Reprise)	2012	+53	110556	12	83/3
14	12	NICKELBACK Someday (Roadrunner/IDJMG)	1960	+90	109551	11	80/4
11	13	LIZ PHAIR Why Can't I? (Capitol)	1908	-152	112642	28	80/0
10	14	LIVE Heaven (Radioactive/Geffen)	1902	-332	112107	29	77/0
13	15	JASON MRAZ The Remedy (I Won't Worry) (Elektra/EEG)	1762	-168	112044	41	80/0
16	16	TRAIN When I Look To The Sky (Columbia)	1632	+86	85621	6	86/3
17	17	MICHELLE BRANCH Breathe (Maverick/Warner Bros.)	1542	+98	72535	8	81/3
18	18	NELLY FURTADO Powerless (Say What You Want) (DreamWorks)	1362	-5	64565	7	69/2
20	19	SEAL Waiting For You (Warner Bros.)	1075	+55	67508	14	58/1
19	20	STAIN'D So Far Away (Flip/Elektra/EEG)	1066	-33	43164	16	50/3
21	21	JASON MRAZ You And I Both (Elektra/EEG)	948	+115	45786	8	60/5
30	22	FIVE FOR FIGHTING 100 Years (Aware/Columbia)	746	+306	42032	3	58/10
23	23	FOUNTAINS OF WAYNE Stacy's Mom (S-Curve/EMC)	734	+136	40136	20	39/2
22	24	HOWIE DAY Perfect Time Of Day (Epic)	689	+22	29599	10	45/1
27	25	COUNTING CROWS She Don't Want Nobody Near (Geffen)	579	+74	24747	4	51/4
34	26	EVANESCENCE My Immortal (Wind-up)	561	+221	25636	2	37/5
29	27	DAVE MATTHEWS Save Me (RCA)	506	+49	21899	4	43/1
28	28	SHANIA TWAIN Forever And For Always (Mercury/IDJMG)	505	+10	28183	15	27/0
24	29	VERTICAL HORIZON I'm Still Here (RCA)	484	-69	30292	18	28/0
25	30	SALIVA Rest In Pieces (Island/IDJMG)	472	-56	28357	20	16/0
33	31	CLAY AIKEN Invisible (RCA)	460	+120	35206	3	17/3
32	32	FUEL Falls On Me (Epic)	460	+64	16326	4	29/3
26	33	MERCYME I Can Only Imagine (IND/Curb)	458	-11	22183	19	21/0
31	34	STACIE ORRICO (There's Gotta Be) More To Life (ForeFront/Virgin)	411	-5	23912	4	18/0
36	35	TRAPT Headstrong (Warner Bros.)	319	+25	12921	3	5/0
37	36	BEN HARPER Diamonds On The Inside (Virgin)	291	+26	7543	2	26/1
35	37	MEAT LOAF I Couldn't Have Said It Better (Sanctuary/SRG)	240	-83	6505	4	20/0
40	38	BLACK EYED PEAS Where Is The Love? (A&M/Interscope)	230	+26	12006	3	7/1
	39	COLDPLAY Moses (Capitol)	209	+35	8170	1	20/1
	40	OUTKAST Hey Ya! (Arista)	195	+100	9147	1	5/2

Debut

Debut

## Most Added\*

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ARTIST TITLE LABEL(S)	AOS
FIVE FOR FIGHTING 100 Years (Aware/Columbia)	10
SIMPLE PLAN Perfect (Lava)	7
JASON MRAZ You And I Both (Elektra/EEG)	5
EVANESCENCE My Immortal (Wind-up)	5
DEFAULT (Taking My) Life Away (TVT)	5
NICKELBACK Someday (Roadrunner/IDJMG)	4
COUNTING CROWS She Don't Want Nobody Near (Geffen)	4
KELLY CLARKSON The Trouble With Love Is (RCA)	4

**BON JOVI**  
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## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
FIVE FOR FIGHTING 100 Years (Aware/Columbia)	+306
EVANESCENCE My Immortal (Wind-up)	+221
NO DOUBT It's My Life (Interscope)	+218
SHERYL CROW The First Cut Is The Deepest (A&M/Interscope)	+166
SARAH MCLACHLAN Fallen (Arista)	+159
FOUNTAINS OF WAYNE Stacy's Mom (S-Curve/EMC)	+136
CLAY AIKEN Invisible (RCA)	+120
JASON MRAZ You And I Both (Elektra/EEG)	+115
OUTKAST Hey Ya! (Arista)	+100
MICHELLE BRANCH Breathe (Maverick/Warner Bros.)	+98

Detailed station playlists for all R&R reporters are available on the web at [www.radioandrecords.com](http://www.radioandrecords.com).

96 Hot AC reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 11/16-11/22. 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. Total Audience equals Average Quarter Hour Persons times number of plays (times 100). Each daypart on each station is assigned an AQH number. Average Quarter Hour Persons used herein with permission from the Arbitron Company (© 2003, The Arbitron Company). © 2003, R&R, Inc.

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America's Best Testing Hot AC Songs 12 + For The Week Ending 11/28/03

Table with columns: Artist Title (Label), TW, LW, Familiarity, Burn, Women 18-34, Women 18-24, Women 25-34. Lists top songs like MATCHBOX TWENTY Bright Lights, 3 DOORS DOWN Here Without You, etc.

Total sample size is 488 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.

New & Active

SIMPLE PLAN Perfect (Lava) Total Plays: 144, Total Stations: 16, Adds: 7

JACK JOHNSON Taylor (Jack Johnson Music/Universal) Total Plays: 141, Total Stations: 17, Adds: 3

KELLY CLARKSON The Trouble With Love Is (RCA) Total Plays: 125, Total Stations: 19, Adds: 4

JEWEL 2 Become 1 (Atlantic) Total Plays: 115, Total Stations: 17, Adds: 3

BON JOVI Wanted Dead Or Alive 2003 (Mercury/IDJMG) Total Plays: 75, Total Stations: 17, Adds: 3

DEFAULT (Taking My) Life Away (TVT) Total Plays: 58, Total Stations: 11, Adds: 5

Songs ranked by total plays

Indicator Most Added

FIVE FOR FIGHTING 100 Years (Aware/Columbia)

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Reporters

Grid of reporter information for various markets including WKDD/Akron, OH; WZZF/Burlington; KVVU/Colorado Springs, CO; KSIV/El Paso, TX; WENS/Indianapolis, IN; WMC/Memphis, TN; KSRZ/Omaha, NE; KLCA/Reno, NV; KYKY/St. Louis, MO; WRMF/W. Palm Beach, FL; WRVE/Albany, NY; WCDQ/Cape Cod, MA; WBNS/Columbus, OH; WNKI/Elmira, NY; WZPL/Indianapolis, IN; WKTI/Milwaukee, WI; WQMX/Oriando, FL; WVR/Rochester, NY; KPEK/Albuquerque, NM; WMT/Cedar Rapids, IA; KKPW/Corpus Christi, TX; WOSM/Fayetteville, NC; KBBY/Dartmouth, CA; KBYZ/Dartmouth, CA; KZSO/Sacramento, CA; KOMB/Salt Lake City, UT; KMXS/Anchorage, AK; WALS/Charleston, SC; KDMX/Dallas, TX; WDAQ/Danbury, CT; WMEF/Fl. Wayne, IN; KJRB/Little Rock, AR; WTTI/Grand Rapids, MI; WTKZ/Chicago, IL; KALC/Denver, CO; WDOZ/Greensboro, NC; WTKZ/Hagerstown, MD; WYZZ/Washington, DC; WMMX/Baltimore, MD; WKRC/Cincinnati, OH; KSTZ/Des Moines, IA; WMMX/Cincinnati, OH; WDOV/Detroit, MI; WTKZ/Hagerstown, MD; WYZZ/Washington, DC; WTTSS/Buffalo, NY; WOAL/Cleveland, OH; WKMX/Dothan, AL; WMBZ/Memphis, TN; WRFY/Reading, PA; WBYN/Springfield, MA.

Monitored Reporters

109 Total Reporters

98 Total Monitored

11 Total Indicator

The following stations are temporarily removed from the panel due to Holiday programming (2): KMY/San Diego, CA WMYX/Milwaukee, WI



# Shopping At The Groove Boutique

## This eclectic mix show is so cool it attracts a younger demo

Sometimes necessity is the mother of invention, but other times the solution comes before you recognize the problem. The second scenario unfolded when DJ and mixer Rafe Gomez brought his mix-show concepts to the United Stations Radio Networks. *The Groove Boutique* and its accompanying short-form spinoff, *The Groove Boutique Blends*, are the latest offerings to the Smooth Jazz community from United Stations, the same network that distributes *Legends of Jazz* with Ramsey Lewis and Art Good's *JazzTrax*.

According to USRN Exec. VP/Programming Andy Denmark, who has been involved with smooth jazz since before it was a radio format, the first meeting between Gomez and the network came about under unusual circumstances. "Rafe had a sponsor in his back pocket, and that was an interesting way to begin," he says.

"With Ramsey's show and Art's show, we weren't looking to produce more programming for the Smooth Jazz format, but we thought *The Groove Boutique* had underwriting from the start, so we set up a meeting."

Unfortunately, the sponsor fell through, but discussions continued. "Rafe's concept seemed really fresh, and his personal energy and commitment to the music were infectious," Denmark says. "Then the R&R Convention in June really brought it home that we should do this show."

As many in the format family will recall, much of the discussion among Smooth Jazz programmers at the convention was about the format's aging demographics — as it always is, and rightly so — and what to do about it.

It was during the "Rate-a-Record, Rate-a-Wine" session that Denmark experienced an awakening: KIFM/San Diego Asst. PD/MD Kelly Cole spoke about her interest in a show called *The Big Sonic Chill* that aired on Jefferson-Pilot's Alternative station in her market. "It's very cool and kind of scary to me too," Cole explained. "We need something like that in Smooth Jazz."

That's when the light bulb went on for the network programmer about what Gomez's show could accomplish. Denmark closed the deal for *The Groove Boutique* not long after that.



Rafe Gomez  
Street Cred

So what, exactly, is the show? That depends, as it's adaptable to a variety of uses. *Groove Boutique* programming comes to affiliates as a two-part package, which consists of a two-hour weekend show featuring an eclectic mix of music encompassing soul jazz, acid jazz, funky jazz and beyond. The same music also comes in a Monday-through-Friday mini-mix.

Gomez explains that the weekend show is longer and that its music breathes a bit more, while the daily features are intended to both cross-promote the weekend and give stations a "morning blend" or "drive home" feature that's different from regular programming.

Gomez creates the show's segments beat by beat. As an experienced club mixer and producer who got his start in radio researching underground tracks for their hit potential for the legendary Frankie Crocker at WBLS/New York, Gomez has plenty of street cred, which backs up his ears and his vision for the show. *The Groove Boutique* provides an outlet for a deep library of music that previously hasn't had much, or possibly any, airtime.

"There are so many rich and diverse niches in music and so many exciting genres within the broad definition of jazz that were relevant in clubs, lounges and home record collections but weren't getting radio play," Gomez says. "It seemed obvious that other radio formats were staking a claim to an active late-night audience and that Smooth Jazz was missing out."

Impressively, Emmis' WQCD (CD101.9)/New York was the first Smooth Jazz station on board, airing *The Groove Boutique* on Saturday nights and *The Blends* in early morning drive. "We program to the most exciting city in America, and we were looking for something exactly like this at the time that the program came along," says WQCD PD Charley Connolly. "Rafe has great knowledge and a unique skill. Response from listeners and advertisers has been great."

### Invaluable Linkage

Gomez has livened up more than the airwaves at WQCD, where the phones regularly light up with listeners wanting the titles and artists of the songs they are hearing; he's also energized folks in the sales department there, and they are finding sponsors that want to be in *The Groove Boutique* environment late on Saturday night. Previously, that off-peak time slot was less appealing to sponsors.

Connolly has also added music that he discovered on the show, such as Chris Standring's "Miss Downtown Sugar Girl," to the station's playlist. "Rafe has a good feel for the music, and we are going to take advantage of his know-how in a variety of ways," Connolly says.

Another way the New York affiliate is taking advantage of the relationship is by having Gomez spin music at the station's year-end holiday event at New York's Beacon Theater (12/12).

*The Groove Boutique* has become a darling of the press as well, and CD-101.9 was the happy recipient of an unusually large listing last week in *Time Out New York*, a leading source of Big Apple entertainment listings. Now that's buzz.

On the record-company side, shows like *The Groove Boutique* are

**"Fans are stumbling on to the show, and they get hooked right away. They recognize that the music is close to what they are used to, but it's different enough that they can also say, 'Wow, this is cool!'"**

Rafe Gomez

always welcome, because they are outlets to expose music that was not getting commercial radio play before. Some labels even have product that goes along with the concept. Verve, for example, recently released the imaginative project *Verve Remixed Volume 2*.

Higher Octave, in particular, is watching the progress of the show. That label has just released a compilation, *Smooth Grooves 4*, which is being touted as the first true jazz mix release, where the tracks are blended, as opposed to standing alone. The disc was assembled by none other than Gomez. Clearly, the *Boutique* is a product and concept given to linkages of all sorts.

generalizing, but there are two types of syndicated music shows — shows that repackage the tracks that are already getting airplay and shows that provide a very special block that's different from the format but still sensible within the context of the station," he says.

"*The Groove Boutique* is closer to the latter of those two types, but that's what makes it exciting."

Listeners are picking up on the excitement as well. Whenever the show airs, e-mail begins to fly in the direction of Gomez and his website at [www.thegrooveboutique.com](http://www.thegrooveboutique.com). "Fans are stumbling on to the show, and they get hooked right away," he says. "They recognize that the music is close to what they are used to, but it's different enough that they can also say, 'Wow, this is cool!'"

### Groove Jazz

And it's more than just the music that's a bit unfamiliar. Gomez, an experienced voice actor who has done commercial work, also does the vocal imaging on the show. Some programmers find his sound to be rougher around the edges than most regular Smooth Jazz jocks, but Gomez maintains that his sound is more "groove jazz" than Smooth Jazz, which adds to the nighttime energy of the show.

For *The Groove Boutique's* producers, Gomez's unique delivery has meant two things: It's added to the challenge of marketing something that's different, but it has also led them to "plain wrap" the shows. Additionally, the short-form *Groove Boutique Blends* are being provided to affiliates in a form where the local jock can do the back-announce and get credit for being the mixer.

"Our philosophy at United Stations is that it's always about the network being the behind-the-scenes entity when it comes to the programming," Denmark says. "We're a business-to-business company, and we're not looking for the on-air credit. We're really happy when something that we provide gives the affiliate an opportunity to attract attention."

The network is obviously happy: Gomez and *The Groove Boutique* have only been on the air a matter of weeks, and the show's affiliates have already gained a lot of attention. As they say, stay tuned.

**"We're a business-to-business company, and we're not looking for the on-air credit. We're really happy when something that we provide gives the affiliate an opportunity to attract attention."**

Andy Denmark

### A New Concept

As with any new concept in radio, there are some people who will take a while to convince, especially because a good deal of the music in the show is unfamiliar. Gomez says that he is consciously mixing in a number of familiar titles and melodies and that he's tapping into local station research in order to gather a list of hits that work within *The Groove Boutique* concept and sound.

According to Denmark, the blend of familiar and unfamiliar is exactly what the show is about. "I'm

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	DAVE KOZ Honey-Dipped (Capitol)	958	-7	122578	14	42/0
2	2	PRAFUL Sigh (Rendezvous/N-Coded)	887	+2	104923	20	42/0
4	3	MINDI ABAIR Flirt (GRP/VMG)	752	+40	84241	20	38/1
6	4	JAZZMASTERS Puerto Banus (Trippin 'N' Rhythm)	708	+110	91753	16	41/1
3	5	CANDY DULFER Finsbury Park, Cafe 67 (Eagle Rock)	638	-82	91457	25	37/1
8	6	CHRIS BOTTI Indian Summer (Columbia)	592	0	71898	11	42/0
7	7	RICK BRAUN Green Tomatoes (Warner Bros.)	587	-9	69225	18	38/0
5	8	KENNY G. Malibu Dreams (Arista)	557	-76	52527	21	29/0
9	9	DARYL HALL She's Gone (Rhythm & Groove/Liquid 8)	543	+16	53104	11	39/1
10	10	PAUL JACKSON, JR. It's A Shame (Blue Note)	454	-1	46771	28	31/0
11	11	NICK COLIONNE High Flyin' (3 Keys Music)	442	+1	62154	9	37/1
14	12	JIMMY SOMMERS Take My Heart... (Gemini/Higher Octave)	420	+35	49109	15	32/1
12	13	CHUCK LOEB eBop (Shanachie)	420	-18	56354	18	31/0
15	14	LEE RITENOUR Inner City Blues (GRP/VMG)	381	+1	38701	10	31/0
19	15	SEAL Touch (Warner Bros.)	362	+57	25197	7	26/2
17	16	DAVID BENOIT Watermelon Man (GRP/VMG)	358	+41	35719	7	32/0
18	17	MICHAEL MCDONALD Ain't No Mountain High Enough (Motown)	337	+29	25091	5	27/2
16	18	STEVE COLE Everyday (Warner Bros.)	329	-10	43086	8	28/0
20	19	SIMPLY RED Sunrise (simplyred.com)	321	+26	24414	16	24/1
22	20	KIM WATERS The Ride (Shanachie)	277	+52	33644	3	32/4
21	21	MARC ANTOINE Funky Picante (Rendezvous)	266	+6	19196	9	24/0
23	22	PAMELA WILLIAMS Afterglow (Shanachie)	244	+19	21953	9	20/0
Debut	23	RICHARD ELLIOT Sly (GRP/VMG)	215	+139	31054	1	24/8
24	24	BRIAN CULBERTSON Serpentine Fire (Warner Bros.)	192	-1	20358	5	17/0
26	25	KIRK WHALUM Do You Feel Me (Warner Bros.)	191	+29	18372	4	17/1
25	26	BASS X Vonni (Liquid 8)	188	+22	11228	4	17/1
Debut	27	DOWN TO THE BONE Cellar Funk (Narada)	157	+38	9435	1	15/1
30	28	HIROSHIMA Revelation (Heads Up International)	148	+26	16951	4	15/3
27	29	STEVE OLIVER Positive Energy (Native Language)	143	-12	5243	14	15/0
28	30	GREGG KARUKAS Riverside Drive (N-Coded)	142	-11	24144	11	13/1

42 Smooth Jazz reporters. Songs ranked by total plays for the airplay week of 11/16-11/22. 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. Total Audience equals Average Quarter Hour Persons times number of plays (times 100). Each daypart on each station is assigned an AQH number. Average Quarter Hour Persons used herein with permission from the Arbitron Company (© 2003, The Arbitron Company). © 2003, R&R, Inc.

**New & Active**

**RICHARD SMITH** Sing A Song (A440)  
Total Plays: 135, Total Stations: 14, Adds: 1

**SPYRO GYRA** Cape Town Love (Heads Up International)  
Total Plays: 95, Total Stations: 11, Adds: 1

**SPECIAL EFX** Ladies Man (Shanachie)  
Total Plays: 88, Total Stations: 10, Adds: 1

**NAJEE** Eye 2 Eye (N-Coded)  
Total Plays: 72, Total Stations: 9, Adds: 0

**VOODOO VILLAGE** Memphis Underground (40 West)  
Total Plays: 60, Total Stations: 6, Adds: 0

**NORAH JONES** Turn Me On (Blue Note/Virgin)  
Total Plays: 54, Total Stations: 7, Adds: 1

**JEFF LORBER** Under Wraps (Narada)  
Total Plays: 52, Total Stations: 5, Adds: 0

**KEM** Love Calls (Motown/Universal)  
Total Plays: 45, Total Stations: 4, Adds: 1

**YULARA** City Of Joy (Higher Octave)  
Total Plays: 44, Total Stations: 4, Adds: 0

**JEFF GOLUB** Pass It On (GRP/VMG)  
Total Plays: 43, Total Stations: 6, Adds: 1

Songs ranked by total plays

**Most Added®**

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ARTIST TITLE LABEL(S)	ADDS
RICHARD ELLIOT Sly (GRP/VMG)	8
KIM WATERS The Ride (Shanachie)	4
HIROSHIMA Revelation (Heads Up International)	3
MICHAEL MCDONALD Ain't No Mountain High Enough (Motown)	2
SEAL Touch (Warner Bros.)	2

**Most Increased Plays**

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
RICHARD ELLIOT Sly (GRP/VMG)	+139
JAZZMASTERS Puerto Banus (Trippin 'N' Rhythm)	+110
SEAL Touch (Warner Bros.)	+57
KIM WATERS The Ride (Shanachie)	+52
DAVID BENOIT Watermelon Man (GRP/VMG)	+41
MINDI ABAIR Flirt (GRP/VMG)	+40
DOWN TO THE BONE Cellar Funk (Narada)	+38
RICHARD SMITH Sing A Song (A440)	+37
JIMMY SOMMERS Take My Heart... (Gemini/Higher Octave)	+35

**Most Played Recurrents**

ARTIST TITLE LABEL(S)	TOTAL PLAYS
LUTHER VANDROSS Dance With My Father (J)	335
M. MCDONALD I Heard It Through... (Motown/Universal)	251
PAUL TAYLOR On The Move (Peak)	244
URBAN KNIGHTS Got To Give It Up (Narada)	196
DAVID SANBORN Comin' Home Baby (GRP/VMG)	195
JEFF LORBER Gigabyte (Narada)	174
RONNY JORDAN At Last (N-Coded)	146
CHIELI MINUCCI Kickin' It Hard (Shanachie)	127
RICHARD ELLIOT Corner Pocket (GRP/VMG)	121
WALTER BEASLEY Precious Moments (N-Coded)	105
BRIAN CULBERTSON Say What? (Warner Bros.)	102
SPYRO GYRA Getaway (Heads Up)	62
PHIL COLLINS Come With Me (Atlantic)	51
PIECES OF A DREAM Love's Silhouette (Heads Up)	49
EUGE GROOVE Rewind (Warner Bros.)	47
KEN NAVARRO Bringing Down The House (Shanachie)	47

Detailed station playlists for all R&R reporters are available on the web at [www.radioandrecords.com](http://www.radioandrecords.com).

**RICHARD ELLIOT "SLY"** R&R: Debut 23  
#1 Most Added! #1 Most Increased! +139  
New at: WNUA KOAI KIFM WLOQ WJZN KSMJ KRVR KNIK

**JEFF GOLUB "PASS IT ON"** New At: WJZN  
Already on: WJJZ!! KSBR KJCD WEIB JRN

**DAVID BENOIT "WATERMELON MAN"** gp  
Most Increased! +40 R&R: 16 358 spins

**MINDI ABAIR "FLIRT"** R&R: 3! 752 spins New at: KKSF  
Most Increased! +40

**BERNIE WILLIAMS "STRANDED ON THE BRIDGE"** | **LEE RITENOUR "INNER CITY BLUES"** R&R: 14!  
Already On: WQCD WMMV WNWV WEIB 381 spins



**ON THE RECORD**

With **Mark Sanford**  
MD, KOAI (The Oasis)/Dallas



One track that PD Kurt Johnson and I are excited about is the new Najee, "Eye to Eye," which has a strong hook and is a very good song — plus it's the first product from him in five years. There are lots of strong saxophone songs right now, including Richard Elliot's "Sly," which we just added out of the box. Besides, he's a consistently strong Smooth Jazz artist. ♦

Kim Waters' "The Ride" is just terrific, and it was a no-brainer add. Dave Koz is tearing it all up with "Honey-Dipped." And the new Kirk Whalum, "Do You Feel Me," really has a feel to it, no pun intended. ♦ Generally, the way we work is, I bring my short stack to Kurt with priorities marked one through five, he gives me his, and then we meet in the middle. Something we're not playing yet but like is Down To The Bone's "Cellar Funk," especially the WNUA edit, which jumps right to it. I am also really impressed with Steve Winwood's "Why Can't We Live Together." It's very strong and very soulful, and he's a great performer. I can easily hear it coming out of a George Benson song. ♦ We're considering Bass X's "Vonni," but Kurt isn't as sold on it as me. We don't have time or room for many adds before the end of the year, so we have to be choosy. We're very close to Jeff Golob, and we love Minda Abair's cover of John Lennon's "Happy Christmas," which is going into our holiday mix.

**D**ave Koz's "Honey-Dipped" (Capitol) takes the top slot for the third week. Coincidentally, KIFM/San Diego adds Koz's track "All I See Is You"... **Jazzmasters'** "Puerto Banus" (Trippin' 'N Rhythm) surges 6-4\* and is second Most Added, with a gain of 110 plays and an add on KKSF/San Francisco, which leaves WJJZ/Philadelphia as the only holdout ... The week's No. 1 Most Increased, with +139 plays and at No. 1 Most Added, is **Richard Elliot's** combustible "Sly" (GRP/VMG). It debuts at 23\*. Eight new adds include WNUA/Chicago, KOAI/Dallas, KIFM and WLOQ/Orlando. This is the track's fifth week in power at KTWV/Los Angeles, and it jumps to 19 plays at KJCD/Denver ... At 20\*, **Kim Waters'** "Ride" (Shanachie) is third Most Added, with four new adds: KSSJ/Sacramento, KBZN/Salt Lake City, WJZA/Columbus and KEZL/Fresno ... **Down To The Bone's** "Cellar Funk" (Narada) debuts at 27\* and picks up one add ... **Hiroshima's** "Revelation" (Heads Up) is 28\* and earns three new adds: WJZI/Milwaukee, WLOQ and WDRR/Ft. Myers ... The No. 1 New & Active, **Richard Smith's** "Sing a Song" (A440), is poised to debut next week ... A-stack recommendations: **Brian Bromberg's** "Bobblehead" (A440), which sounds like a hit to me, and **Mark Isham's** cool title track from the film *The Cooler*... And for the sheer joy of the experience, be sure to check out **The Blind Boys Of Alabama's** *Go Tell It on the Mountain* (Narada), with guests as varied as **Les McCann, Tom Waits, Mavis Staples** and **Shelby Lynne**.



— Carol Archer, Smooth Jazz Editor

**Reporters**

**WZMR/Albany, NY**  
DM: Michael Morgan  
PD: Kevin Callahan  
10 AL GREEN  
1 ERIC MARIENTHAL

**KAJZ/Albuquerque, NM**  
PD: Paul Lavoie  
APD/MD: Jeff Young  
NOSAH JONES  
ILONA KNOPFLER  
JIM BRICKMAN  
PLAN 9

**KNIK/Anchorage, AK**  
DM/MD: Aaron Wallender  
16 MICHAEL McDONALD  
13 RICHARD ELLIOT  
13 RICHARD SMITH  
13 DOWN TO THE BONE

**WJZZ/Atlanta, GA**  
PD/MD: Nick Francis  
No Adds

**KSMJ/Bakersfield, CA**  
DM/MD: Chris Townshend  
APD: Matt Kelly  
RICHARD ELLIOT

**WNUA/Chicago, IL**  
DM: Bob Raabe  
PD/MD: Steve Stiles  
RICHARD ELLIOT

**WNWV/Cleveland, OH**  
DM/MD: Bernie Kimble  
No Adds

**WJZA/Columbus, OH**  
PD/MD: Bill Harman  
KIM WATERS

**KOAI/Dallas, TX**  
DM/MD: Kurt Johnson  
MD: Mark Sanford  
SEAL  
RICHARD ELLIOT

**KJCD/Denver, CO**  
PD/MD: Michael Fischer  
No Adds

**WVMV/Detroit, MI**  
DM/MD: Tom Sleeker  
MD: Sandy Kovach  
No Adds

**KEZL/Fresno, CA**  
PD/MD: J. Weidenheimer  
1 KIM WATERS

**WDRR/Ft. Myers, FL**  
PD: Ron "Jomama" Shepard  
MD: Randi Bachman  
7 HIROSHIMA

**KHJZ/Houston, TX**  
PD: Maxine Todd  
APD/MD: Greg Morgan  
No Adds

**WYJZ/Indianapolis, IN**  
DM/MD: Carl Frye  
No Adds

**KOAS/Las Vegas, NV**  
PD/MD: Erik Foxx  
BASS X  
KIRK WHALUM

**KSBR/Los Angeles, CA**  
DM/MD: Terry Wade  
MD: Susan Keshbay  
1 MICHAEL McDONALD  
1 SPYRD GYRA

**KTWV/Los Angeles, CA**  
PD: Paul Goldstein  
APD/MD: Samantha Wiedmann  
No Adds

**WCJZ/Madison, WI**  
DM/MD: Mike Ferris  
APD: Sybil McGuire  
No Adds

**WJZN/Memphis, TN**  
PD/MD: Norm Miller  
7 RICHARD ELLIOT  
2 JEFF GOLUB

**WLVE/Miami, FL**  
DM: Rob Roberts  
PD/MD: Rich McMillan  
EARTH, WIND & FIRE

**WJZI/Milwaukee, WI**  
DM/MD: Steve Scott  
MD: Jeff Peterson  
2 HIROSHIMA

**KRVR/Modesto, CA**  
DM/MD: Doug Wulff  
PD: Jim Bryan  
1 RICHARD ELLIOT

**Jones Smooth Jazz/Network**  
PD/MD: Steve Hibbard  
No Adds

**WQCD/New York, NY**  
DM: John Mullen  
PD/MD: Charley Connolly  
6 KEM

**WJCD/Norfolk, VA**  
DM/MD: Daisy Davis  
APD/MD: Larry Hollowell  
No Adds

**WLOQ/Orlando, FL**  
PD: Brian Morgan  
MD: Patricia James  
7 HIROSHIMA  
7 RICHARD ELLIOT

**WJJZ/Philadelphia, PA**  
PD: Michael Tozzi  
MD: Frank Childs  
No Adds

**KYOT/Phoenix, AZ**  
PD: Shaun Holly  
APD/MD: Angie Handa  
No Adds

**KJZS/Reno, NV**  
DM: Rob Brooks  
PD: Harry Reynolds  
APD/MD: Doug Thomas  
5 MINDI ABAIR

**WJWV/Richmond, VA**  
PD/MD: Lee Hansen  
No Adds

**KSSJ/Sacramento, CA**  
PD/MD: Lee Hansen  
APD: Ken Jones  
KIM WATERS

**KBZN/Salt Lake City, UT**  
DM/MD: Dan Jessop  
4 KIM WATERS

**KIFM/San Diego, CA**  
DM: John Dimick  
PD: Mike Vasquez  
APD/MD: Kelly Cole  
2 RICHARD ELLIOT  
2 SPECIAL FX  
2 DAVE KOZ

**KKSF/San Francisco, CA**  
DM: Michael Martin  
PD: Michael Erickson  
15 CANDY DULFER  
13 DARYL HALL  
11 SEAL  
9 JAZZMASTERS  
7 MINDI ABAIR  
5 SIMPLY RED

**KJZY/Santa Rosa, CA**  
PD: Gordon Zlot  
APD/MD: Rob Singleton  
No Adds

**KWJZ/Seattle, WA**  
PD: Carol Handley  
MD: Dianna Rose  
10 BOB JAMES  
9 RUSS FREEMAN  
9 GREGG KARUKAS  
9 ACOUSTIC ALCHEMY  
7 JIMMY SOMMERS  
JEFF GOLUB & MARC COHN

**WEIB/Springfield, MA**  
PD: Carol Cutting  
MD: Juanita Shavers  
10 PONCHO SANCHEZ

**WSSM/St. Louis, MO**  
PD: David Myers  
3 RONALD ISLEY  
1 IMPROMPTU 2  
1 NICK COLUONNE

**WSJT/Tampa, FL**  
PD: Ross Block  
MD: Kathy Curtis

42 Total Reporters

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# Summer Sanitarium

If the ratings drive you crazy, this column's for you

We don't typically expect our format to do especially well in the 12+ demo. When a PD discards it, you know his station isn't in the top three. But those that rank first, second or third overall deserve all the bragging rights that come their way.

Although the summer '03 ratings period didn't deliver any 12+ No. 1 rankers, three Actives (WRIF/Detroit, KISS/San Antonio and KILO/Colorado Springs) and one Rocker (WEBN/Cincinnati) did place second overall in their markets, and one Active (KQRC/Kansas City) and three Rockers (KMOD/Tulsa, KEZO/Omaha, KLAQ/El Paso) came in third.

The following chart compares how the format did this summer vs. last summer. For ex-

ample, in the first line of the Active Rock chart, we see that 60% of the format's stations ranked No. 1 in the male 18-34 demo in summer 2002 while 56% of stations did so in summer 2003.

While the 18-34 demo was fairly consistent at both Active Rock and Rock, there was a bigger change in men 25-54 at both formats. More Active Rockers ranked No. 1 in this demo in summer '03 than in summer '02, whereas fewer Rock outlets did so this year than last.

## Active Rock

	Men 18-34		Men 25-54	
	Summer '02	Summer '03	Summer '02	Summer '03
No. 1	60%	56%	17%	25%
No. 2	17%	15%	23%	15%
No. 3	17%	10%	15%	13%

## Rock

	Men 18-34		Men 25-54	
	Summer '02	Summer '03	Summer '02	Summer '03
No. 1	37%	39%	41%	30%
No. 2	26%	22%	30%	30%
No. 3	11%	13%	7%	4%

## Share Leaders

Thanks to the miracle of spreadsheet technology, here is a nice, tidy list of the top three stations with the highest shares in each demo. If more than three stations are listed, it is because of a tie. Congratulations, you animals.

Active Rock		Rock	
<b>• 12+</b>		<b>• 12+</b>	
KILO/Colorado Springs	7.5	KLAQ/El Paso	7.7
WJXQ/Lansing, MI	7.3	WZZO/Allentown	7.4
KAZR/Des Moines	7.3	KEZO/Omaha	7.3
KICT/Wichita	6.6	<b>• Men 18-34</b>	
WRTT/Huntsville, AL	6.6	WZZO/Allentown	20.8
KISS/San Antonio	6.6	WEBN/Cincinnati	18.5
<b>• Men 18-34</b>		KLAQ/El Paso	16.7
WJXQ/Lansing, MI	21.4	<b>• Men 25-54</b>	
KILO/Colorado Springs	20.4	KLAQ/El Paso	15.5
KAZR/Des Moines	19.6	KEZO/Omaha	15.2
KICT/Wichita	19.6	KMOD/Tulsa	14.8
<b>• Men 25-54</b>			
WJXQ/Lansing, MI	13.9		
WCCC/Hartford	11.9		
WAQX/Syracuse	11.5		
WXTB/Tampa	11.5		
WRIF/Detroit	11.5		

## Active Rock

Mkt. No. Calls/City	12+ AQH Share (Rank)	M18-34 AQH Share (Rank)	M25-54 AQH Share (Rank)
5 KEGL/Dallas	2.5 (16) t	5.1 (6) t	2.5 (15) t
6 WYSP/Philadelphia	4.2 (8)	13.3 ①	9.6 ①
9 WAAF/Boston	2.0 (16)	8.1 (2) t	3.5 (9) t
10 WRIF/Detroit	5.5 (2) t	16.4 ①	11.5 ①
15 KUPD/Phoenix	3.8 (10)	10.7 (2)	6.3 (4)
16 KXXR/Minneapolis	5.3 (4)	16.9 ①	5.9 (4)
17 KIOZ/San Diego	3.8 (9) t	10.7 ①	6.4 (2)
19 WIYY/Baltimore	3.4 (8)	7.4 (4)	7.1 (4)
21 WXTB/Tampa	5.5 (5) t	17.5 ①	11.5 ①
22 KBPI/Denver	4.1 (7)	16.0 ①	6.4 (4) t
24 KUFO/Portland, OR	3.5 (11) t	10.8 (2)	6.9 ①
25 WMMS/Cleveland	3.1 (14)	7.4 (4)	5.2 (6)
29 KQRC/Kansas City	5.8 (3)	16.1 ①	9.7 ①
31 KISS/San Antonio	6.6 (2)	13.5 ①	9.3 ① t
33 WLZR/Milwaukee	5.3 (6)	15.4 ①	10.8 (2)
35 WAZU/Columbus, OH	1.1 (20) t	2.2 (12)	1.2 (18)
35 WBZX/Columbus, OH	4.5 (8)	11.8 (2)	6.0 (5)
39 KOMP/Las Vegas	3.9 (9) t	6.2 (3) t	7.3 (3)
40 WNOR/Norfolk	5.5 (5)	16.6 ①	8.0 (2)
49 WCCC/Hartford	5.1 (8)	16.5 (2)	11.9 ①
53 KATT/Oklahoma City	5.5 (6)	16.1 ①	9.2 (2)
54 WNVE/Rochester, NY	4.0 (9)	14.2 ①	6.8 (5)
55 WTFX/Louisville	5.2 (4) t	19.2 ①	9.3 (2) t
59 WTPT/Greenville, SC	4.3 (9)	13.0 ①	5.2 (6)
61 KPOI/Honolulu	2.4 (15) t	6.4 (8) t	5.2 (8) t
64 WQBK & WQBJ/Albany, NY	5.8 (6)	17.6 ①	9.4 (2)
65 KRTQ/Tulsa	2.9 (15) t	8.5 (3)	4.6 (9)
66 WKLQ/Grand Rapids	3.3 (11) t	7.5 (5)	4.7 (5)
68 KRZR/Fresno	4.1 (7)	7.9 (3)	6.4 (3)
69 WBSX & WCWQ/Wilkes Barre	3.8 (9)	13.8 ① t	5.7 (6)
74 KRQC/Omaha	3.3 (12)	7.5 (3)	4.9 (6)
79 WQXA/Harrisburg	6.1 (6)	18.7 ①	11.3 (3)
80 WAQX/Syracuse	6.5 (5) t	18.2 ①	11.5 ①
80 WWDG/Syracuse	1.5 (17)	4.5 (7) t	1.8 (15) t
81 WLZX/Springfield, MA	5.4 (7)	15.7 ①	8.1 (3)
84 WXQR/Greenville, NC	3.7 (7) t	8.4 (4)	5.6 (5)
85 KDJE/Little Rock	5.8 (4)	18.4 ①	8.2 (3)
87 KRAB/Bakersfield	4.0 (6)	10.2 ①	4.4 (6) t
87 KRFR/Bakersfield	1.4 (20)	2.5 (11) t	1.3 (19) t
91 KAZR/Des Moines	7.3 (4)	19.6 ①	10.4 ① t
92 KHTQ/Spokane	5.0 (9)	16.3 ①	6.6 (3)
95 KICT/Wichita	6.6 (4)	19.6 ①	7.2 (5)
96 KILO/Colorado Springs	7.5 (2)	20.4 ①	8.2 ① t
97 WJJO/Madison	6.1 (4)	16.3 ①	9.9 (2)
105 WRXR/Chattanooga, TN	4.0 (8)	13.3 (2) t	5.0 (6) t
118 WRTT/Huntsville, AL	6.6 (4)	12.9 (2) t	9.3 ① t
120 WJXQ/Lansing, MI	7.3 (4) t	21.1 ①	13.9 ①
123 WRXW/Jackson, MS	3.6 (9) t	8.2 (3)	4.7 (7) t

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## Rock

Mkt. No. Calls/City	12+ AQH Share (Rank)	M18-34 AQH Share (Rank)	M25-54 AQH Share (Rank)
6 WMMR/Philadelphia	2.8 (13) t	6.9 (5)	5.3 (4) t
7 KLOL/Houston	2.2 (19)	4.6 (6)	3.9 (6)
11 WKLS/Atlanta	2.9 (13)	6.7 (4)	4.5 (4)
14 KISW/Seattle	2.8 (13)	8.9 (3)	5.5 (2)
15 KDKB/Phoenix	3.2 (13)	3.6 (10)	6.4 (3)
18 WBAB & WHFM/Nassau Suffolk	4.3 (5)	7.2 (2)	9.3 ①
26 WEBN/Cincinnati	6.6 (2)	18.5 ①	12.5 (2)
27 KRXQ/Sacramento	3.5 (12)	8.3 (3) t	4.7 (4)
28 KCAL/Riverside	4.1 (5)	8.0 ①	5.8 (2)
30 KSJO/San Jose	2.6 (14) t	7.1 (2)	3.1 (6) t
32 KBER/Salt Lake City	3.8 (9)	8.7 (2)	6.2 (2)
34 WHJY/Providence	5.5 (4)	9.3 ①	10.3 ①
42 KLBK/Austin	3.3 (11) t	4.1 (8) t	4.5 (7) t
46 WBBB/Raleigh	4.7 (7)	13.2 (2)	7.9 (2)
51 WBUF/Buffalo	3.3 (12)	9.8 (3) t	7.0 (4)
62 KLPX/Tucson	4.9 (6) t	11.5 (2)	12.5 ①
65 KMOD/Tulsa	7.2 (3)	13.4 ①	14.8 ①
70 WZZO/Allentown	7.4 (4) t	20.8 ①	12.8 (2)
71 KZRR/Albuquerque	5.2 (4)	12.3 ①	11.3 ①
74 KEZO/Omaha	7.3 (3)	13.0 ①	15.2 ①
78 KLAQ/El Paso	7.7 (3)	16.7 ①	15.5 ①
83 KOOJ/Baton Rouge	4.2 (9)	13.6 ①	8.7 (2) t
132 KTUX/Shreveport, LA	4.0 (12)	6.5 (4) t	7.5 (5) t

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# R&R ROCK TOP 30



November 28, 2003

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
2	1	STONE TEMPLE PILOTS All In The Suit That You Wear (Atlantic)	494	+2	26643	6	24/0
1	2	STAIN'D So Far Away (Flip/Elektra/EEG)	483	-43	27754	23	24/0
4	3	A PERFECT CIRCLE Weak And Powerless (Virgin)	471	0	20952	16	23/0
3	4	AUDIOSLAVE Show Me How To Live (Interscope/Epic)	468	-16	28575	24	24/0
5	5	NICKELBACK Someday (Roadrunner/IDJMG)	366	-27	18298	17	20/0
6	6	PUDDLE OF MUDD Away From Me (Geffen)	363	-19	14379	7	24/1
8	7	NICKELBACK Figured You Out (Roadrunner/IDJMG)	355	+28	21825	4	22/1
7	8	TRAPT Still Frame (Warner Bros.)	351	+22	18376	17	19/1
10	9	GODSMACK Serenity (Republic/Universal)	313	+8	20031	22	19/0
12	10	AUDIOSLAVE I Am The Highway (Interscope/Epic)	279	+33	13548	10	19/0
9	11	FUEL Falls On Me (Epic)	264	-43	11497	18	17/1
16	12	LINKIN PARK Numb (Warner Bros.)	246	+34	12967	8	18/0
13	13	WHITE STRIPES Seven Nation Army (Third Man/V2)	242	0	14267	16	16/0
11	14	LINKIN PARK Faint (Warner Bros.)	241	-25	18467	23	13/0
21	15	OFFSPRING Hit That (Columbia)	220	+52	14459	3	13/1
15	16	3 DOORS DOWN Here Without You (Republic/Universal)	211	-19	8271	16	14/0
22	17	RED HOT CHILI PEPPERS Fortune Faded (Warner Bros.)	201	+45	11513	2	16/0
18	18	P.O.D. Will You (Atlantic)	188	-10	4683	8	17/0
23	19	DEFAULT (Taking My) Life Away (TVT)	186	+31	6774	5	17/2
19	20	JET Are You Gonna Be My Girl (Elektra/EEG)	184	-2	7112	12	17/2
17	21	SEETHER Gasoline (Wind-up)	178	-32	4698	13	17/0
24	22	THREE DAYS GRACE (I Hate) Everything About You (Jive)	166	+11	5161	7	13/2
20	23	SEVENDUST Enemy (TVT)	163	-19	4216	12	14/0
25	24	KID ROCK Feel Like Makin' Love (Top Dog/Atlantic)	161	+22	5631	6	10/0
Debut	25	GODSMACK Re-Align (Republic/Universal)	159	+71	7773	1	13/1
29	26	STAIN'D How About You (Flip/Elektra/EEG)	141	+30	9264	2	12/1
27	27	KORN Right Now (Epic)	121	+4	3251	4	11/1
30	28	HOOBASTANK Out Of Control (Island/IDJMG)	120	+15	3401	4	12/0
26	29	CHEVELLE Closure (Epic)	120	-4	4766	7	14/3
28	30	COLD Suffocate (Flip/Geffen/Interscope)	94	-23	3220	12	9/0

## Most Added

www.rradds.com

ARTIST TITLE LABEL(S)	ADDS
CHEVELLE Closure (Epic)	3
DARKNESS I Believe In A Thing Called Love (Must...Destroy/Atlantic)	3
DEFAULT (Taking My) Life Away (TVT)	2
JET Are You Gonna Be My Girl (Elektra/EEG)	2
THREE DAYS GRACE (I Hate) Everything About You (Jive)	2
A PERFECT CIRCLE The Outsider (Virgin)	2

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
GODSMACK Re-Align (Republic/Universal)	+71
OFFSPRING Hit That (Columbia)	+52
RED HOT CHILI PEPPERS Fortune Faded (Warner Bros.)	+45
LINKIN PARK Numb (Warner Bros.)	+34
AUDIOSLAVE I Am The Highway (Interscope/Epic)	+33
DEFAULT (Taking My) Life Away (TVT)	+31
STAIN'D How About You (Flip/Elektra/EEG)	+30
NICKELBACK Figured You Out (Roadrunner/IDJMG)	+28
LIMP BIZKIT Behind Blue Eyes (Flip/Interscope)	+25

## Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
TRAPT Headstrong (Warner Bros.)	244
DISTURBED Liberate (Reprise)	230
BLACK LABEL SOCIETY Stillborn (Spitfire)	212
FOO FIGHTERS All My Life (Roswell/RCA)	157
3 DOORS DOWN When I'm Gone (Republic/Universal)	141
MUDVAYNE Not Falling (Epic)	139
SEETHER Fine Again (Wind-up)	130
FOO FIGHTERS Times Like These (Roswell/RCA)	126
AUDIOSLAVE Like A Stone (Interscope/Epic)	119
SHINEDOWN Fly From The Inside (Atlantic)	117

Detailed station playlists for all R&R reporters are available on the web at [www.radioandrecords.com](http://www.radioandrecords.com).

26 Rock reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 11/9-11/15. 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. Total Audience equals Average Quarter Hour Persons times number of plays (times 100). Each daypart on each station is assigned an AQH number. Average Quarter Hour Persons used herein with permission from the Arbitron Company (© 2003, The Arbitron Company). © 2003, R&R, Inc.

## New & Active

- SHINEDOWN 45 (Atlantic)**  
Total Plays: 84, Total Stations: 8, Adds: 0
- ILL NINO How Can I Live (Roadrunner/IDJMG)**  
Total Plays: 67, Total Stations: 5, Adds: 0
- DARKNESS I Believe In A Thing Called Love (Must...Destroy/Atlantic)**  
Total Plays: 66, Total Stations: 10, Adds: 3
- IGGY POP Little Know It All (Virgin)**  
Total Plays: 53, Total Stations: 4, Adds: 1
- LIMP BIZKIT Behind Blue Eyes (Flip/Interscope)**  
Total Plays: 50, Total Stations: 4, Adds: 0

- BLACK LABEL SOCIETY The Blessed Hellride (Spitfire)**  
Total Plays: 46, Total Stations: 4, Adds: 0
- QUEENSRYCHE Losing Myself (Sanctuary/SRG)**  
Total Plays: 42, Total Stations: 4, Adds: 1
- SKRAPE Stand Up (RCA)**  
Total Plays: 32, Total Stations: 3, Adds: 0
- CHEAP TRICK My Obsession (Big3)**  
Total Plays: 28, Total Stations: 4, Adds: 1
- 3 DOORS DOWN That Smell (Republic/Universal)**  
Total Plays: 24, Total Stations: 3, Adds: 0

## Songs ranked by total plays

## Reporters

<b>KZRR/Albuquerque, NM*</b> OMC: Bob May PD: Phil Mahoney MD: Rob Brothers 14 DEFAULT	<b>KIOC/Beaumont, TX*</b> OMC: Mike Davis No Adds	<b>KNCN/Corpus Christi, TX*</b> OMC: Paula Howell APD: Monte Montana No Adds	<b>WDHA/Morristown, NJ*</b> PD: Trent Carr No Adds	<b>KDKB/Phoenix, AZ*</b> PD: Joe Bonadonna APD: Lemp Paul 1 KID ROCK THREE DAYS GRACE DARKNESS	<b>WXRX/Rockford, IL</b> OMC: Keith Edwards PD: Jim Stone 2 JET 2 DARKNESS	<b>KISW/Seattle, WA*</b> PD: Steve Richards APD: Ryan Castle 3 NICKELBACK JET PEARL JAM	<b>WKLT/Traverse City, MI</b> PD: Trent Carr 6 JOHNNY'N'G 6 OFFSPRING 1 CHOCOLATE COVERED...
<b>WZZO/Allentown, PA*</b> PD: Robin Lee MD: Keith Meyer No Adds	<b>WBUF/Buffalo, NY*</b> PD: John Paul APD: Joe Russo OFFSPRING	<b>KLAQ/EI Paso, TX*</b> OMC: Courtney Nelson APD: Glenn Carris No Adds	<b>KFZX/Odessa, TX</b> PD: Steve Orsini No Adds	<b>WHEB/Portsmouth, NH*</b> PD: Alex James APD: Chris "Doc" Garret No Adds	<b>KRXQ/Sacramento, CA*</b> OMC: Jim Fox PD: Paul Marini MD: Paul Sheehy 17 RUEL 16 JET 1 A PERFECT CIRCLE STAIN'D	<b>KTUX/Shreveport, LA*</b> PD: Kevin West MD: Tyrel Stone No Adds	<b>WMZK/Wausau, WI</b> PD: Matt Summers 25 GODSMACK 24 NICKELBACK 17 STAIN'D 12 OFFSPRING 8 DEFTONES
<b>KWHL/Anchorage, AK</b> PD: Larry Sailer APD: Kathy Mitchell No Adds	<b>WRQK/Canton, OH*</b> PD: Bob O'Neil MD: Kelly Carr KORN	<b>WPHD/Elmira, NY</b> PD: George Harris MD: Stephen Shiner 1 BURDEN BROTHERS 1 SHINEDOWN	<b>KCLB/Palm Springs, CA</b> OMC: Gary DeHavenney APD: Rick Sports No Adds	<b>WHJY/Providence, RI*</b> APD: Doug Palumbo MD: John Lammell 2 DARKNESS GODSMACK	<b>KBER/Salt Lake City, UT*</b> OMC: Bruce Jones PD: Kelly Hammer APD: Helen Powers No Adds	<b>*Monitored Reporters</b> <b>38 Total Reporters</b> <b>26 Total Monitored</b> <b>12 Total Indicator</b>	
<b>KLBJ/Austin, TX*</b> OMC: Jill Carr MD: Lorie Lann CHEVELLE QUEENSRYCHE CHEAP TRICK	<b>WPXC/Cape Cod, MA</b> OMC: Randy Chausson PD: Suzanne Tomlin APD: James Callaghan 3 LIMP BIZKIT 1 KID ROCK THRICE	<b>WRCQ/Fayetteville, NC*</b> OMC: Perry Stone PD: Mark Arnes MD: Al Fink No Adds	<b>WRRX/Pensacola, FL*</b> PD: Dan McMichael 1 JET	<b>WBBB/Raleigh, NC*</b> PD: Sam Hillman APD: Jay Heston 10 IGGY POP	<b>KSJO/San Jose, CA*</b> PD: Brian Thomas MD: Zack Yee PUDDLE OF MUDD		
<b>KOOJ/Baton Rouge, LA*</b> PD: Paul Camel APD: Steve Michaels 41 TRAPT A PERFECT CIRCLE LOSTPROPHETS BURDEN BROTHERS	<b>WKLC/Charleston, WV</b> PD: Mike Eggert OMC: Scott Reubert MD: Rick Vasta A PERFECT CIRCLE	<b>WRKR/Kalamazoo, MI</b> OMC: Mike McCally PD: Jay Deacon No Adds	<b>WWCT/Peoria, IL</b> PD: Jamie Heston MD: Debbie Hunter RED HOT CHILI PEPPERS	<b>KCAL/Riverside, CA*</b> PD: Steve Hoffman APD: M.J. Matthews FOO FIGHTERS	<b>KZOO/San Luis Obispo, CA</b> PD: David Abbott No Adds		
<b>WEBN/Cincinnati, OH*</b> OMC: Scott Reubert MD: Rick Vasta No Adds	<b>WMMR/Philadelphia, PA*</b> PD: Sam Hillman APD: Ken Zippo CHEVELLE DARKNESS	<b>WROV/Roanoke, VA*</b> PD: James Roberts MD: Heidi Loomer-Tate 1 THREE DAYS GRACE DEFAULT					



LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
2	1	TRAPT Still Frame (Warner Bros.)	1904	+34	92985	24	62/0
1	2	A PERFECT CIRCLE Weak And Powerless (Virgin)	1758	-146	90840	17	63/0
3	3	PUDDLE OF MUDD Away From Me (Geffen)	1754	+80	80798	7	63/0
4	4	LINKIN PARK Numb (Warner Bros.)	1721	+198	80460	10	62/0
8	5	THREE DAYS GRACE (I Hate) Everything About You (Jive)	1478	+213	67742	27	60/0
7	6	SEETHER Gasoline (Wind-up)	1356	+59	60358	16	60/0
5	7	DISTURBED Liberate (Reprise)	1342	-145	70017	26	58/0
9	8	SEVENDUST Enemy (TVT)	1257	+27	58509	15	59/0
10	9	STONE TEMPLE PILOTS All In The Suit That You Wear (Atlantic)	1236	+20	53105	6	60/1
12	10	P.O.D. Will You (Atlantic)	1205	+36	45438	10	62/0
6	11	STAIN'D So Far Away (Flip/Elektra/EEG)	1200	-148	60423	24	61/0
13	12	KORN Right Now (Epic)	1161	+55	46181	8	60/0
11	13	LINKIN PARK Faint (Warner Bros.)	1112	-95	74262	29	57/0
19	14	NICKELBACK Figured You Out (Roadrunner/IDJMG)	1032	+177	41962	4	55/4
14	15	OFFSPRING Hit That (Columbia)	1032	+64	41965	4	60/0
16	16	AUDIOSLAVE I Am The Highway (Interscope/Epic)	959	+15	42165	11	59/0
15	17	GODSMACK Serenity (Republic/Universal)	895	-59	56900	24	49/0
18	18	CHEVELLE Closure (Epic)	882	-14	39844	12	59/1
23	19	HOOBASTANK Out Of Control (Island/IDJMG)	825	+54	26928	7	53/0
25	20	LIMP BIZKIT Behind Blue Eyes (Flip/Interscope)	794	+55	43324	7	43/4
24	21	RED HOT CHILI PEPPERS Fortune Faded (Warner Bros.)	792	+41	30528	3	52/0
26	22	STAIN'D How About You (Flip/Elektra/EEG)	758	+95	32265	4	59/1
21	23	NICKELBACK Someday (Roadrunner/IDJMG)	751	-95	34101	17	49/0
22	24	STATIC-X The Only (Warner Bros.)	730	-81	25922	12	53/0
20	25	COLD Suffocate (Flip/Geffen/Interscope)	684	-168	28091	16	47/0
30	26	GODSMACK Re-Align (Republic/Universal)	626	+209	21732	3	58/2
28	27	JET Are You Gonna Be My Girl (Elektra/EEG)	547	+56	13646	13	43/4
31	28	SHINEDOWN 45 (Atlantic)	497	+86	15053	7	42/0
29	29	DEFAULT (Taking My) Life Away (TVT)	486	+12	21098	7	35/2
35	30	SMILE EMPTY SOUL Nowhere Kids (Lava)	423	+49	7264	4	46/3
33	31	ILL NINO How Can I Live (Roadrunner/IDJMG)	385	-4	10948	17	37/0
27	32	FUEL Falls On Me (Epic)	380	-148	16107	18	27/0
32	33	REVIS Seven (Epic)	349	-47	9251	9	34/0
36	34	MEMENTO Saviour (Columbia)	336	-28	5778	7	32/0
34	35	3 DOORS DOWN Here Without You (Republic/Universal)	336	-45	8627	17	20/0
38	36	KID ROCK Feel Like Makin' Love (Top Dog/Atlantic)	321	+56	12188	6	32/2
40	37	ELEMENT EIGHTY Broken Promises (Universal)	285	+34	11645	8	31/4
39	38	FINGERELEVEN One Thing (Wind-up)	261	+8	5164	11	23/0
42	39	SKRAPE Stand Up (RCA)	252	+26	3589	5	32/2
37	40	ROB ZOMBIE Two Lane Blacktop (Geffen)	235	-57	5907	7	28/2
41	41	40 BELOW SUMMER Self Medicate (Razor & Tie)	233	+4	3328	6	25/1
45	42	BLINK-182 Feeling This (Geffen)	223	+38	4690	2	17/1
44	43	LACUNA COIL Heavens A Lie (Century Media)	195	-11	6075	10	18/0
50	44	DARKNESS I Believe In A Thing Called Love (Must...Destroy/Atlantic)	187	+56	6429	2	18/2
43	45	ADEMA Promises (Arista)	175	-39	2824	6	22/0
47	46	MUSHROOMHEAD Sun Doesn't Rise (Republic/Universal)	167	+7	3797	12	19/1
Debut	47	AFI Silver And Cold (DreamWorks)	166	+84	2323	1	23/6
48	48	EVANESCENCE Going Under (Wind-up)	129	-28	5874	19	12/0
Debut	49	A PERFECT CIRCLE The Outsider (Virgin)	126	+78	3709	1	27/13
46	50	V SHAPE MIND Monsters (Republic/Universal)	123	-59	2373	14	12/0

## Most Added®

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ARTIST TITLE LABEL(S)	ADDS
A PERFECT CIRCLE The Outsider (Virgin)	13
LOSTPROPHETS Last Train Home (Columbia)	8
AFI Silver And Cold (DreamWorks)	6
METALLICA The Unnamed Feeling (Elektra/EEG)	5
NICKELBACK Figured You Out (Roadrunner/IDJMG)	4
JET Are You Gonna Be My Girl (Elektra/EEG)	4
LIMP BIZKIT Behind Blue Eyes (Flip/Interscope)	4
ELEMENT EIGHTY Broken Promises (Universal)	4
THRICE Stare At The Sun (Island/IDJMG)	4

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
THREE DAYS GRACE (I Hate) Everything About You (Jive)	+213
GODSMACK Re-Align (Republic/Universal)	+209
LINKIN PARK Numb (Warner Bros.)	+198
NICKELBACK Figured You Out (Roadrunner/IDJMG)	+177
STAIN'D How About You (Flip/Elektra/EEG)	+95
THRICE Stare At The Sun (Island/IDJMG)	+88
SHINEDOWN 45 (Atlantic)	+86
AFI Silver And Cold (DreamWorks)	+84
PUDDLE OF MUDD Away From Me (Geffen)	+80
A PERFECT CIRCLE The Outsider (Virgin)	+78

## Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
AUDIOSLAVE Show Me How To Live (Interscope/Epic)	759
WHITE STRIPES Seven Nation Army (Third Man/V2)	660
SMILE EMPTY SOUL Bottom Of A Bottle (Lava)	623
TRAPT Headstrong (Warner Bros.)	595
CHEVELLE Send The Pain Below (Epic)	573
SHINEDOWN Fly From The Inside (Atlantic)	553
MUDVAYNE Not Falling (Epic)	550
AUDIOSLAVE Like A Stone (Interscope/Epic)	513
SEETHER Fine Again (Wind-up)	473
LINKIN PARK Somewhere I Belong (Warner Bros.)	470

63 Active Rock reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 11/16-11/22. 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. Total Audience equals Average Quarter Hour Persons times number of plays (times 100). Each daypart on each station is assigned an AQH number. Average Quarter Hour Persons used herein with permission from the Arbitron Company (© 2003, The Arbitron Company). © 2003, R&R, Inc.

Detailed station playlists for all R&R reporters are available on the web at [www.radioandrecords.com](http://www.radioandrecords.com).

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## America's Best Testing Active Rock Songs 12+ For The Week Ending 11/28/03

Artist Title (Label)	TW	LW	Familiarity	Burn	Men 18-34	Men 18-24	Men 25-34
DISTURBED Liberate (Reprise)	4.35	4.13	94%	18%	4.35	4.26	4.46
STATIC-X The Only (Warner Bros.)	4.26	4.18	80%	8%	4.19	4.18	4.20
KORN Right Now (Epic)	4.20	4.14	81%	10%	4.14	4.05	4.25
LINKIN PARK Numb (Warner Bros.)	4.19	4.12	96%	20%	4.02	4.08	3.94
GODSMACK Serenity (Republic/Universal)	4.15	3.95	96%	26%	3.84	3.63	4.11
A PERFECT CIRCLE Weak And Powerless (Virgin)	4.15	4.04	89%	16%	4.30	4.29	4.30
THREE DAYS GRACE (I Hate) Everything About You (Live) (Jive)	4.14	4.13	90%	17%	3.97	4.19	3.69
SEVENDUST Enemy (TVT)	4.11	4.06	83%	12%	4.20	4.29	4.07
HOOBASTANK Out Of Control (Island/IDJMG)	4.06	3.82	71%	8%	4.03	4.08	3.97
LINKIN PARK Faint (Warner Bros.)	4.05	3.98	98%	33%	3.96	4.08	3.81
COLD Suffocate (Flip/Geffen/Interscope)	4.03	3.96	86%	17%	4.01	4.02	4.00
TRAPT Still Frame (Warner Bros.)	4.00	3.93	91%	24%	3.87	3.84	3.91
STAIN'D So Far Away (Flip/Elektra/EEG)	3.99	3.91	98%	36%	3.77	3.68	3.90
SEETHER Gasoline (Wind-up)	3.93	3.86	78%	16%	3.97	3.95	4.00
CHEVELLE Closure (Epic)	3.91	3.89	84%	19%	3.92	4.05	3.76
PUDDLE OF MUDD Away From Me (Geffen)	3.90	3.75	86%	16%	3.93	3.86	4.02
AUDIOSLAVE Show Me How To Live (Interscope/Epic)	3.89	3.75	96%	35%	4.06	3.89	4.28
STAIN'D How About You (Flip/Elektra/EEG)	3.89	—	66%	12%	3.59	3.74	3.40
ILL NINO How Can I Live (Roadrunner/IDJMG)	3.86	3.91	65%	12%	4.01	4.13	3.85
FUEL Falls On Me (Epic)	3.80	3.76	88%	25%	3.51	3.40	3.65
NICKELBACK Someday (Roadrunner/IDJMG)	3.79	3.75	96%	34%	3.59	3.54	3.67
OFFSPRING Hit That (Columbia)	3.78	—	68%	13%	3.76	3.85	3.63
NICKELBACK Figured You Out (Roadrunner/IDJMG)	3.77	—	67%	14%	3.60	3.47	3.74
P.O.D. Will You (Atlantic)	3.73	3.75	86%	23%	3.62	3.65	3.58
LIMP BIZKIT Behind Blue Eyes (Flip/Interscope)	3.70	3.56	82%	19%	3.43	3.52	3.32
DEFAULT (Taking My) Life Away (TVT)	3.70	3.69	54%	9%	3.57	3.37	3.76
AUDIOSLAVE I Am The Highway (Interscope/Epic)	3.68	3.69	84%	25%	3.77	3.61	3.98
STONE TEMPLE PILOTS All In The Suit That You Wear (Atlantic)	3.65	3.57	63%	13%	3.65	3.75	3.53
RED HOT CHILI PEPPERS Fortune Faded (Warner Bros.)	3.33	—	63%	18%	3.13	3.19	3.06
WHITE STRIPES Seven Nation Army (Third Man/V2)	3.18	3.34	95%	56%	3.17	3.08	3.28

Total sample size is 383 respondents. Total average favorability estimates are based on a scale of 1-5. (1=dislike very much, 5 = like very much). Total familiarity represents the percentage of respondents who recognized the song. Total burn represents the number of respondents who said they are tired of hearing the song. Songs must have 40% familiarity to appear on survey. Sample composition is based on persons 12+. Persons are screened via the Internet. Once passed, they can take the music test based on the format/music preference. RateTheMusic.com results are not meant to replace callout research. The results are intended to show opinions of participants on the 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

**THRICE** Stare At The Sun (Island/IDJMG)  
Total Plays: 109, Total Stations: 17, Adds: 4

**SWITCHFOOT** Meant To Live (Red Ink/Columbia)  
Total Plays: 97, Total Stations: 7, Adds: 0

**IGGY POP** Little Know It All (Virgin)  
Total Plays: 86, Total Stations: 10, Adds: 1

**LOSTPROPHETS** Last Train Home (Columbia)  
Total Plays: 28, Total Stations: 8, Adds: 8

**METALLICA** The Unnamed Feeling (Elektra/EEG)  
Total Plays: 6, Total Stations: 6, Adds: 5

### Songs ranked by total plays

## Indicator

## Most Added\*

**A PERFECT CIRCLE** The Outsider (Virgin)

**GODSMACK** Re-Align (Republic/Universal)

**KIO ROCK** Feel Like Makin' Love (Top Dog/Atlantic)

**STAIN'D** How About You (Flip/Elektra/EEG)

**AFI** Silver And Cold (DreamWorks)

**FUEL** Million Miles (Epic)

## Reporters

<b>WOBK/Albany, NY*</b> PD: Chit Walker DREAM THEATER	<b>WRXR/Chattanooga, TN*</b> PD: Boner MD: Dave Spain No Adds	<b>WGBF/Evansville, IN</b> OM: Mike Sanders PD: Fatboy APD/MD: Slick Nick AFI A PERFECT CIRCLE	<b>WQXA/Harrisburg, PA*</b> PD: Claudine DeLorenzo MD: Nixon 1 FUEL	<b>KIBZ/Lincoln, NE</b> OM: Jim Steel PD: E.J. Marshall APD/MD: Sparty DOPE A PERFECT CIRCLE	<b>WRAT/Monmouth, NJ*</b> OM/MD: Carl Craft APD/MD: Robyn Lane No Adds	<b>KUFO/Portland, OR*</b> OM/MD: Dave Numme APD/MD: Dan Boyak 8 NICKELBACK STAIN'D	<b>KQFX/Santa Rosa, CA*</b> OM/MD: Don Harrison No Adds	<b>WAOX/Syracuse, NY*</b> OM: Tom Mitchell PD: Alexis APD/MD: Ryno 1 CHEVELLE 1 KRAPE
<b>KZRK/Amarillo, TX</b> PD/MD: Eric Slayter 5 ELEMENT EIGHTY	<b>WMMW/Cleveland, OH*</b> PD: Jim Trapp MD: Stars NICKELBACK	<b>WWRN/Flint, MI*</b> OM: Jay Patrick PD: Brian Beddow APD/MD: Tony Labrie THRICE	<b>WCCC/Hartford, CT*</b> PD: Michael Piccizi APD/MD: Mike Karolyi AFI LOSTPROPHETS	<b>KDJE/Little Rock, AR*</b> OM/MD: Ken Wall 8 GODSMACK	<b>WCLG/Morgantown, WV</b> OM/MD: Jeff Miller MD: Dave Munklock 11 GODSMACK 7 A PERFECT CIRCLE 6 LIMP BIZKIT 1 FUEL	<b>KORB/Quad Cities, IA*</b> OM: Darren Pitra PD/MD: Dave Levora 3 A PERFECT CIRCLE	<b>WRRB/South Bend, IN</b> OM/MD: Ron Styler GODSMACK LO-PRO FUEL KIO ROCK	<b>WWDG/Syracuse, NY*</b> OM: Rich Luster PD: Eric Bristol APD/MD: Scorch 13 IGGY POP 16 DARKNESS 1 JUMP BIZKIT 1 EACH 454
<b>WVWX/Appleton, WI*</b> PD/MD: Guy Dark 2 JET	<b>KILO/Colorado Springs, CO*</b> OM: Rich Hawk PD/MD: Ross Ford APD: Matt Gentry METALLICA JET	<b>KRZR/Fresno, CA*</b> OM/MD: E. Curtis Johnson APD: Don De La Cruz MD: Rick Roddam No Adds	<b>KPOM/Honolulu, HI*</b> PD: Ryan Sean OM/MD: Fil Slash WASHBURNHEAD KID ROCK	<b>WTFX/Louisville, KY*</b> PD: Michael Lee MD: Frank Webb No Adds	<b>WKQZ/Myrtle Beach, SC</b> APD/MD: Charley BLUE OCTOBER DARKNESS STROKES KID ROCK	<b>KOOT/Reno, NV*</b> OM: Jim McCain PD/MD: Jave Patterson A PERFECT CIRCLE	<b>KHTQ/Spokane, WA*</b> OM: Brew Michaels PD: Ken Richards MD: Barry Bennett A PERFECT CIRCLE	<b>NFTQ/Tulsa, OK*</b> OM: Steve Hamer PD/MD: Chris Kelly APD: Kelly Garrett GODSMACK METALLICA JET
<b>WCHZ/Augusta, GA*</b> SM: Kent Dunn OM: Harley Drew PD/MD: Chuck Williams 1 AFI	<b>WBZX/Columbus, OH*</b> PD: Hal Fish APD/MD: Ronni Hunter ELEMENT EIGHTY	<b>WBYY/Fl. Wayne, IN*</b> PD: Greg Gillispie No Adds	<b>WRHT/Huntsville, AL*</b> OM: Rob Harder PD/MD: Jimbo Wood APD: Joe Kuter ROB ZUMBE A PERFECT CIRCLE	<b>KFMX/Lubbock, TX</b> OM/MD: Wes Nessmann 23 PUDDLE OF MUDD 7 GODSMACK 6 40 BELOW SUMMER	<b>WNOR/Norfolk, VA*</b> PD: Hanrey Kujan APD/MD: Tim Parker 2 LOSTPROPHETS FUEL	<b>WVVE/Rochester, NY*</b> PD: Erik Anderson MD: Nick DiTucci THRICE	<b>WQZ/Saginaw, MI*</b> PD: Jerry Tarrant APD/MD: Mason Lucas 3 ELEMENT EIGHTY 1 LIMP BIZKIT	<b>WLTZ/Springfield, IL</b> PD: Ray Lytle MD: Smash 2 THRICE 2 A PERFECT CIRCLE
<b>KRAB/Bakersfield, CA*</b> OM: Don Cretel PD/MD: Danny Spantz No Adds	<b>KCCG/Corpus Christi, TX*</b> PD: Scott Holt MD: Dave Ross BLINK-182 LOSTPROPHETS	<b>WRUF/Gainesville, FL*</b> OM/MD: Harry Cassot APD: Brian Lee MD: Matt Innes BLACK LABEL SOCIETY FUEL	<b>WRXW/Jackson, MS*</b> PD: Brother Sam APD: Big Johnson MD: Brad Stevens 10 THRICE 1 ELEMENT EIGHTY	<b>WJQ/Madison, WI*</b> PD: Randy Hawke APD/MD: Blake Patton LOSTPROPHETS	<b>KATT/Oklahoma City, OK*</b> OM/MD: Chris Baker MD: Jake Daniels 40 BELOW SUMMER	<b>WKQZ/Saginaw, MI*</b> PD: Jerry Tarrant APD/MD: Mason Lucas 3 ELEMENT EIGHTY 1 LIMP BIZKIT	<b>WVVE/Rochester, NY*</b> PD: Erik Anderson MD: Nick DiTucci THRICE	<b>WVVE/Rochester, NY*</b> PD: Erik Anderson MD: Nick DiTucci THRICE
<b>WYZZ/Baltimore, MD*</b> OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	<b>KEGL/Dallas, TX*</b> PD: Max Dupan APD: Chris Ryan MD: Cindy Sealf 5 SMILE EMPTY SOUL 3 DEFAULT	<b>WKLO/Grand Rapids, MI*</b> OM: Brent Alberts PD: Hunter Scott MD: Cristi Cantle No Adds	<b>KQRC/Kansas City, MO*</b> PD: Bob Edwards APD/MD: Don Jantzen 1 BURDON BROTHERS 1 A PERFECT CIRCLE 1 JET	<b>WGR/Manchester, NH</b> PD: Valorie Knight MD: Jason "JR" Russell No Adds	<b>KRQC/Omaha, NE*</b> OM: Jim Steel PD: Tim Sheridan MD: Jon "Animal" Terry 3 A PERFECT CIRCLE 1 THRICE	<b>WVVE/Rochester, NY*</b> PD: Erik Anderson MD: Nick DiTucci THRICE	<b>WVVE/Rochester, NY*</b> PD: Erik Anderson MD: Nick DiTucci THRICE	<b>WVVE/Rochester, NY*</b> PD: Erik Anderson MD: Nick DiTucci THRICE
<b>WCPR/Blount, MS*</b> OM: Jay Taylor PD: Scot Fox MD: Mitch Cry No Adds	<b>KAZR/Des Moines, IA*</b> OM: Ryan Houston MD: Jo Michaels LIMP BIZKIT	<b>WZOR/Green Bay, WI</b> PD/MD: Roxanne Steele No Adds	<b>WJXQ/Lansing, MI*</b> PD: Bob Dison MD: Carolyn Stone No Adds	<b>WJQ/Madison, WI*</b> PD: Randy Hawke APD/MD: Blake Patton LOSTPROPHETS	<b>KFRQ/McAllen, TX*</b> PD: Stacy Taylor A PERFECT CIRCLE	<b>WVVE/Rochester, NY*</b> PD: Erik Anderson MD: Nick DiTucci THRICE	<b>WVVE/Rochester, NY*</b> PD: Erik Anderson MD: Nick DiTucci THRICE	<b>WVVE/Rochester, NY*</b> PD: Erik Anderson MD: Nick DiTucci THRICE
<b>WKGB/Binghamton, NY</b> OM/MD: Jim Free APD/MD: Tim Boland No Adds	<b>WRHF/Detroit, MI*</b> OM/MD: Doug Podell APD/MD: Mark Pennington AFI ROB ZUMBE	<b>WXOR/Greenville, NC*</b> MD: Matt Lee 1 DARKNESS 1 KID ROCK	<b>KOPM/Las Vegas, NV*</b> PD: John Griffin MD: Big Marty METALLICA A PERFECT CIRCLE	<b>WJQ/Madison, WI*</b> PD: Randy Hawke APD/MD: Blake Patton LOSTPROPHETS	<b>KMRQ/Modesto, CA*</b> SM: Gary Halladay OM: Max Miller PD/MD: Jack Paper APD: Matt Foley 3 A PERFECT CIRCLE METALLICA	<b>WVVE/Rochester, NY*</b> PD: Erik Anderson MD: Nick DiTucci THRICE	<b>WVVE/Rochester, NY*</b> PD: Erik Anderson MD: Nick DiTucci THRICE	<b>WVVE/Rochester, NY*</b> PD: Erik Anderson MD: Nick DiTucci THRICE
<b>WAAF/Boston, MA*</b> PD: Keith Hastings MD: Mistress Carrie No Adds	<b>KBRQ/Eugene, OR</b> OM: Russ Davidson PD: Chris Crowley APD/MD: Stu Allen 10 CHEVELLE 8 SKINNY 7 SYSTEM OF A DOWN 7 CHEVELLE 7 AUDIOSLAVE 6 AFI	<b>WTPT/Greenville, SC*</b> OM: Brent Alberts PD: Hunter Scott MD: Cristi Cantle No Adds	<b>WXZZ/Lexington, KY*</b> PD/MD: Jarome Fischer SMILE EMPTY SOUL	<b>WJQ/Madison, WI*</b> PD: Randy Hawke APD/MD: Blake Patton LOSTPROPHETS	<b>KUPD/Phoenix, AZ*</b> PD: JJ Jeffries MD: Larry McFadden 6 A PERFECT CIRCLE JET	<b>WVVE/Rochester, NY*</b> PD: Erik Anderson MD: Nick DiTucci THRICE	<b>WVVE/Rochester, NY*</b> PD: Erik Anderson MD: Nick DiTucci THRICE	<b>WVVE/Rochester, NY*</b> PD: Erik Anderson MD: Nick DiTucci THRICE

### \* Monitored Reporters

83 Total Reporters

63 Total Monitored

20 Total Indicator

Did Not Report, Playlist Frozen (2):  
**KRQR/Chico, CA**  
**WAMX/Huntington, WV**





PART ONE OF A TWO-PART SERIES

# Death To 2003!

Before 2004, it's time to jam a stake into the heart of the current year

Let's review our choices. We can look back in anger, joy, relief, shame, humiliation, sadness or none of the above. We can take the Zen approach and remain calm, choosing to react like a lotus blossom floating on a turbulent sea, utterly unruffled while being tossed about by 50-foot waves. Personally, I'm opting for total madness and horror, much like the reaction of those who watched the videotape in the movie *The Ring*.

All right, that is a bit extreme. I'm probably too dark for my own good. After all, this is the first time in three years I've actually had to wear clothes to work. That's why I needed a different perspective on the year just past. So I put the call out to all corners of the industry. I asked promo execs, radio programmers, managers, consultants, marketing gurus and other luminaries/leeches on society to give us a few words on what they thought of 2003. Some responded with prose, others with a best-and-worst list. And a few chose to toss me what can only be described as last-breath curses.

## Mark Kates

Owner & Founder,  
Fenway Recordings

In 2003 I found more exciting new music than my small company could possibly release, basically the opposite scenario from the days when I was paid well to do A&R. Fenway Recordings began to develop our first important band of the future, Read Yellow, and found sup-

**"I learned to not waste time chasing the perceived easy major-label money and to focus on developing our roster."**

Mark Kates

port in the U.K. on BBC Radio 1, XFM, NME and other outlets while struggling to get college and specialty play in the band's native U.S. I learned to not waste time chasing the perceived easy major-label money and to focus on developing our roster.



Larry Weintraub

I finally came to terms with Los Angeles nearly two years after leaving. I believe the future will be more than rosy for those prepared for it. As a man wiser than I said to me recently, "We all have to develop our own small businesses so that we are prepared for the future when none of this exists." Simplistic, perhaps. Inevitable, likely.

Meanwhile, in Boston energetic and frequently crowded gigs happen every night of the year with audiences that never have and never will hear of R&R. And, yes, I got to go to more Red Sox postseason games than ever, only to watch the pennant handed over.

## Larry Weintraub

Co-Owner & Co-Founder,  
Fanscape Marketing

The best thing in the music business this year was watching bands that have built followings from the ground up start to gain mainstream recognition. Bands like Taking Back Sunday, Coheed & Cambria and Starting Line sold lots of records, lots of tickets and lots of T-shirts without much or any radio or video airplay.

Meanwhile, bands with strong fan bases, like Good Charlotte, AFI and The Ataris, finally got their first real chances to be heard and seen in the media. It gives great hope to bands that have worked so hard for a really long time that they may get the chance to reach wider audiences in the coming year.

**"The return of on-air personalities and radio stations with personality began in 2003, and it will be what keeps radio a vital consumer option in 2004."**

John Bradley

You gotta have faith. Music isn't going anywhere; we all just have to work harder to make a living at it.

## John Bradley

Co-President,  
SBR Creative Media

The return of radio personality started this year and will continue. Personality, both individual and total station personality, has been sucked out of radio over the past seven years in favor of longer sweeps, longer spot breaks, produced liners, little live talk and certainly no talk of any substance.

With the continued influence of iPods, MP3 players, personal-mix CDs, home CD libraries, downloading, CDs in the car, satellite radio and Internet streaming, there are too many other places besides radio for consumers to get "more music." Radio can no longer win by being a repetitive, no-talk jukebox. The return of on-air personalities and radio stations with personality began in 2003, and it will be what keeps radio a vital consumer option in 2004.

## John Boulos

Sr. VP/Promotion,  
Warner Bros.

1. The future is bright for our business. It's a new revolution, so we'd

better learn how best to sell and market our music in a new world.

2. Some great music broke in 2003.

3. We at Warner Bros. are proud of our accomplishments.

4. It's great to see more people in radio start to use their guts again and stop living only by a piece of research.

5. In 2003 Tolkoff was still bald.

6. In 2003 the Red Sox still sucked.

## Kris Metzdorf

Co-Sr. Director/Alternative  
& Adult Alternative  
Promotion, Atlantic

For most of this year I felt alone — alone in all my fears about the industry, my job, the state of music, adds, spins, etc. And then I was standing around at an industry party with a bunch of promo people, and without my even saying one thing, all my stresses and fears were vocalized by every promotion person there.

As we all nodded our heads in agreement with everything that any one person said, it dawned on me: I am not alone! We are not alone! It was almost a relief to realize that everyone is struggling. And yet it is not a relief, because it is a reflection of the sad state of this business right now.

With all the impending mergers, it's hard not to worry about whether I'll have a job in the next year or so. I thought about seeing a career counselor, but, upon further reflection, I decided that the music business, good or bad, is still under my skin. I still love music. I still get excited when I hear a great record from a new band. I still get excited when I hear one of the artists I promoted played on the radio for the first time.

I hope the passionate people out there don't let this time of uncertainty wear them down. The music industry needs you to stay and weather the storm. And I hope that in that thought I am also not alone.

## Agent 001, Marc Kordelos

The Man From U.N.C.L.E.



John Boulos

forniya (I'm confused on how to even pronounce our state these days), the Siegfried & Roy incident (I'm thinking of renaming my dog Manticore), *I'm With Busey* (that fab reality show that shows all of us just how sane we are compared to Gary Busey — at least I now know how

**"I still get excited when I hear one of the artists I promoted played on the radio for the first time."**

Kris Metzdorf

to barbecue roadkill badger), Rubin vs. Clay vs. Kelly vs. Justin ('nuff said), the *Man vs. Beast* show (something about midgets pulling an aircraft vs. an elephant is just damn funny), *Gigli*, dangling infants from a balcony as taught by you-know-who and, of course, Max's obsession with pork products.

Bring on next year soon, or bring back the Cold War.

## Dan Connelly

National Director/Rock  
Formats, Astralwerks

2003 was a very strange year. I began the year trying hard to fill Jenni Sperandeo's shoes at Astralwerks

— which was very difficult, because she is good. That position quickly changed to running the Rock formats for the newly created EMI Music Collective, a promotion team dedicated to EMI's independent labels (Blue Note, Astralwerks, S-Curve and so on). This brought Liam Lynch and "My United States of Whatever" and the parodies that followed. We "Jerked It Out" it out on the Caesars front and slugged it out with "Stacy's Mom" by Fountains Of Wayne. Oh, that video!

We all created a bit of pop culture along the way, and I learned hard and fast that the Alternative format still has many different faces. This new year will see a three-piece from Toronto named Thousand Foot Krutch throw up their "rawk fist" in January. And, coming very soon, the second single from Fountains Of Wayne, "Mexican Wine," a truly "alternativity" record. Personally, I'm looking forward to the challenges of 2004, as well as the victories.

## TALK BACK TO R&R!

Do you have questions,  
comments  
or feedback regarding  
this column or other issues?  
Call me at 310-788-1673  
or e-mail:

mtolkoff@radioandrecords.com

# R&R ALTERNATIVE TOP 50

November 28, 2003

Powered By



LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	LINKIN PARK Numb (Warner Bros.)	2799	+124	208890	13	75/0
2	2	BLINK-182 Feeling This (Geffen)	2598	+132	185074	8	79/0
3	3	THREE DAYS GRACE (I Hate) Everything About You (Jive)	2478	+103	176552	24	73/1
5	4	TRAPT Still Frame (Warner Bros.)	2217	-103	134639	21	71/0
8	5	OFFSPRING Hit That (Columbia)	2104	+212	155233	4	81/0
7	6	PUDDLE OF MUDD Away From Me (Geffen)	2084	+86	140353	7	77/0
4	7	STAIN'D So Far Away (Flip/Elektra/EEG)	2080	-250	160019	24	73/0
10	8	SWITCHFOOT Meant To Live (Red Ink/Columbia)	1971	+175	113678	21	71/1
9	9	JET Are You Gonna Be My Girl (Elektra/EEG)	1905	+84	134130	13	76/1
6	10	A PERFECT CIRCLE Weak And Powerless (Virgin)	1880	-221	134186	17	71/0
14	11	RED HOT CHILI PEPPERS Fortune Faded (Warner Bros.)	1718	+250	122904	4	78/1
13	12	P.O.D. Will You (Atlantic)	1601	-11	100466	10	71/0
11	13	LINKIN PARK Faint (Warner Bros.)	1592	-159	125522	35	73/0
16	14	HOOBASTANK Out Of Control (Island/IDJMG)	1562	+148	83962	7	71/0
17	15	KORN Right Now (Epic)	1477	+122	96370	8	61/1
15	16	STROKES 12:51 (RCA)	1467	+48	112731	12	63/0
12	17	WHITE STRIPES The Hardest Button To Button (Third Man/V2)	1434	-296	92094	23	68/0
20	18	AUDIOSLAVE I Am The Highway (Interscope/Epic)	1357	+99	89419	10	72/4
22	19	OUTKAST Hey Ya! (Arista)	1333	+140	139429	13	41/0
18	20	AUDIOSLAVE Show Me How To Live (Interscope/Epic)	1248	-103	120193	25	55/0
23	21	CHEVELLE Closure (Epic)	1222	+104	72269	11	62/3
21	22	STONE TEMPLE PILOTS All In The Suit That You Wear (Atlantic)	1208	0	71061	6	64/1
19	23	NICKELBACK Someday (Roadrunner/IDJMG)	1147	-199	84669	17	44/0
25	24	COLDPLAY Moses (Capitol)	910	+32	69372	6	54/1
31	25	STAIN'D How About You (Flip/Elektra/EEG)	791	+188	60385	3	63/4
27	26	ATARIS The Saddest Song (Columbia)	722	-6	22043	7	50/0
32	27	STORY OF THE YEAR Until The Day I Die (Maverick/Reprise)	708	+110	35117	13	40/2
35	28	AFI Silver And Cold (DreamWorks)	707	+175	51811	3	47/4
40	29	NICKELBACK Figured You Out (Roadrunner/IDJMG)	678	+177	35557	2	39/4
26	30	3 DOORS DOWN Here Without You (Republic/Universal)	676	-56	49058	17	29/0
34	31	FOO FIGHTERS Darling Nikki (Roswell/RCA)	655	+76	56659	5	28/4
33	32	DISTILLERS Drain The Blood (Sire/Reprise)	655	+75	31447	4	51/3
41	33	FINGER ELEVEN One Thing (Wind-up)	620	+129	33754	6	37/3
24	34	COLD Suffocate (Flip/Geffen/Interscope)	605	-286	22583	14	45/0
37	35	SMILE EMPTY SOUL Nowhere Kids (Lava)	549	+30	18698	3	45/1
38	36	SOMETHING CORPORATE Space (Drive-Thru/Geffen)	542	+23	21675	7	33/0
39	37	DEFAULT (Taking My) Life Away (TVT)	526	+21	29865	5	32/2
43	38	311 Beyond The Gray Sky (Volcano)	517	+50	27271	4	42/0
44	39	IGGY POP Little Know It All (Virgin)	506	+67	26819	5	37/3
29	40	SEVENDUST Enemy (TVT)	493	-145	17439	14	32/0
45	41	DARKNESS I Believe In A Thing Called Love (Must...Destroy/Atlantic)	468	+81	37011	2	37/6
30	42	THURSDAY Signals Over The Air (Island/IDJMG)	417	-200	22489	13	36/0
36	43	FUEL Falls On Me (Epic)	399	-130	34525	18	21/0
47	44	NO DOUBT It's My Life (Interscope)	383	+45	45415	3	16/3
46	45	RANCID Red Hot Moon (Hellcat/Warner Bros.)	375	+35	22753	2	32/3
42	46	YELLOWCARD Way Away (Capitol)	329	-148	16919	17	29/0
Debut	47	GODSMACK Re-Align (Republic/Universal)	328	+163	15095	1	28/4
Debut	48	A PERFECT CIRCLE The Outsider (Virgin)	302	+217	16502	1	44/11
Debut	49	LIMP BIZKIT Behind Blue Eyes (Flip/Interscope)	294	+29	14382	1	20/10
49	50	SEETHER Gasoline (Wind-up)	292	-27	12415	14	13/0

81 Alternative reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 11/16-11/22. 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. Total Audience equals Average Quarter Hour Persons times number of plays (times 100). Each daypart on each station is assigned an AQH number. Average Quarter Hour Persons used herein with permission from the Arbitron Company (© 2003, The Arbitron Company). © 2003, R&R, Inc.

## Most Added®

www.rradds.com

ARTIST TITLE LABEL(S)	ADDS
LOSTPROPHETS Last Train Home (Columbia)	14
THRICE Stare At The Sun (Island/IDJMG)	12
A PERFECT CIRCLE The Outsider (Virgin)	11
LIMP BIZKIT Behind Blue Eyes (Flip/Interscope)	10
CRYSTAL METHOD Born Too Slow (V2)	8
DARKNESS I Believe In A Thing Called Love (Must...Destroy/Atlantic)	6
JACK JOHNSON Taylor (Jack Johnson Music/Universal)	5

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
RED HOT CHILI PEPPERS Fortune Faded (Warner Bros.)	+250
A PERFECT CIRCLE The Outsider (Virgin)	+217
OFFSPRING Hit That (Columbia)	+212
STAIN'D How About You (Flip/Elektra/EEG)	+188
CRYSTAL METHOD Born Too Slow (V2)	+185
NICKELBACK Figured You Out (Roadrunner/IDJMG)	+177
SWITCHFOOT Meant To Live (Red Ink/Columbia)	+175
AFI Silver And Cold (DreamWorks)	+175
GODSMACK Re-Align (Republic/Universal)	+163
HOOBASTANK Out Of Control (Island/IDJMG)	+148

## Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
WHITE STRIPES Seven Nation Army (Third Man/V2)	1095
TRAPT Headstrong (Warner Bros.)	962
CHEVELLE Send The Pain Below (Epic)	867
GODSMACK Serenity (Republic/Universal)	849
AUDIOSLAVE Like A Stone (Interscope/Epic)	833
QUEENS OF THE STONE AGE No One Knows (Interscope)	829
FOO FIGHTERS All My Life (Roswell/RCA)	754
SMILE EMPTY SOUL Bottom Of A Bottle (Lava)	708
EVANESCENCE Going Under (Wind-up)	699
RED HOT CHILI PEPPERS Can't Stop (Warner Bros.)	663

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Reporters

<p><b>WHRL/Albany, NY*</b> DM: John Cooper PD: Lisa Biello 4 LIMP BIZKIT</p>	<p><b>WAVF/Charleston, SC*</b> PD: Dave Rossi APD/MD: Susie Bowe STAINO</p>	<p><b>CIMX/Detroit, MI*</b> PD: Murray Brookshaw APD: Vince Cannova MD: Matt Franklin PEARL JAM</p>	<p><b>WRZX/Indianapolis, IN*</b> PD: Scott Jameson MD: Michael Young No Adds</p>	<p><b>WMFS/Memphis, TN*</b> PD: Rob Crossman MD: Mike Kilabrew BURDEN BROTHERS THRICE A PERFECT CIRCLE</p>	<p><b>KQRX/Odessa, TX</b> PO/MD: Michael Todd 24 POSTAL SERVICE 7 JACK JOHNSON 7 THRICE 7 KORN</p>	<p><b>WBRR/Providence, RI*</b> PD: Seth Resler MD: Andy Yen 5 BLINK-182 A PERFECT CIRCLE</p>	<p><b>KBZT/San Diego, CA*</b> PD: Garrett Michaels APD/MD: Michael Halloran No Adds</p>	<p><b>WXSR/Tallahassee, FL</b> DM: Steve Cannon PD: Dale Flint APD/MD: Meathead No Adds</p>
<p><b>KTZO/Albuquerque, NM*</b> PD: Scott Souhrada MD: Don Kelley 1 GOOSMACK 1 NICKELBACK DARKNESS</p>	<p><b>WEND/Charlotte*</b> PD: Jack Daniel APD/MD: Kristen Honeycutt No Adds</p>	<p><b>KHRO/El Paso, TX*</b> DM: Mike Preston PD/MD: Jojo Garcia 20 EVANESCENCE 6 CHEVELLE 1 FOO FIGHTERS DASHBOARD CONFSSIONAL LOSTPROPHETS</p>	<p><b>WPLA/Jacksonville, FL*</b> DM: Gail Auslin PD: Bo Matthews APD/MD: Chad Chumley No Adds</p>	<p><b>WZTA/Miami, FL*</b> PD: Troy Hanson 2 AFI 1 JET 1 A PERFECT CIRCLE</p>	<p><b>KHBZ/Oklahoma City, OK*</b> DM: Bill Hurley PD: Jimmy Barreda THRICE DEFAULT</p>	<p><b>WWRX/Providence, RI*</b> PD: Kevin Mays MD: Bryan Slater 1 S.T.U.N. 1 LOSTPROPHETS EVANESCENCE</p>	<p><b>XTRA/San Diego, CA*</b> PD: Jim Richards MD: Marty Whitney 7 STONE TEMPLE PILOTS 3 DISTILLERS</p>	<p><b>WSUN/Tampa, FL*</b> PD: Shark APD: Pat Largo No Adds</p>
<p><b>WNNX/Atlanta, GA*</b> DM: Leslie Fram PD: Chris Williams MD: Jay Harren 1 AFI 1 A PERFECT CIRCLE</p>	<p><b>WKQX/Chicago, IL*</b> PD: Mike Stom MD: Mary Shurmas NICKELBACK DISTILLERS</p>	<p><b>KXNA/Fayetteville, AR</b> PD/MD: Dave Jackson 8 FUEL</p>	<p><b>WRZK/Johnson City*</b> PD: Mark McKinney S.T.U.N. THRICE CRYSTAL METHOD</p>	<p><b>WLUM/Milwaukee, WI*</b> PD: Tommy Wilde MD: Kenny Neumann DARKNESS LOSTPROPHETS</p>	<p><b>WJRR/Orlando, FL*</b> DM: Adam Cook PD: Pat Lynch APD: Rick Everett MD: Brian Dickerman No Adds</p>	<p><b>KRZQ/Reno, NV*</b> DM: Rob Brooks PD: Jeremy Smith APD/MD: Mat Diabio 6 STROKES 1 CHEVELLE</p>	<p><b>KITS/San Francisco, CA*</b> PD: Sean Demery APD: Spud MD: Aaron Azelton 39 NO DOUBT 14 CHEVELLE 14 THREE DAYS GRACE 13 AUDIOSLAVE</p>	<p><b>KFMA/Tucson, AZ*</b> PD: Libby Carstensen MD: Matt Spry THRICE</p>
<p><b>WJSE/Atlantic City, NJ*</b> PD: Al Parinello No Adds</p>	<p><b>WZZM/Chicago, IL*</b> PD: Bill Gambie APD: Steve Levy MD: James VanDsdol 8 JET</p>	<p><b>KFRR/Fresno, CA*</b> PD: Chris Squires MD: Reverend RANCIO</p>	<p><b>KRBZ/Kansas City, MO*</b> PD: Greg Bergen APD: Lizio MD: Jason Ulanet 1 THRICE DASHBOARD CONFSSIONAL NO DOUBT LOSTPROPHETS</p>	<p><b>WHTG/Monmouth, NJ*</b> PD: Darrin Smith No Adds</p>	<p><b>WOCL/Orlando, FL*</b> PD: Bobby Smith 16 LIMP BIZKIT 10 SWITCHFOOT 8 CRYSTAL METHOD 6 EVANESCENCE 6 AUDIOSLAVE</p>	<p><b>WRXL/Richmond, VA*</b> DM: Bill Cahill PD/MD: Casey Krukowski No Adds</p>	<p><b>KCNL/San Jose, CA*</b> PD/MD: John Allers 3 DARKNESS</p>	<p><b>KMYZ/Tulsa, OK*</b> PD: Lynn Barstow MD: Corbin Pierce 2 COLOPLAY 2 CRYSTAL METHOD 1 AUDIOSLAVE</p>
<p><b>KROX/Austin, TX*</b> DM: Jeff Carrol PD: Melody Lee MD: Toby Ryan No Adds</p>	<p><b>WAQZ/Cincinnati, OH*</b> PD/MD: Jeff Nagel THRICE CRYSTAL METHOD</p>	<p><b>WJBX/Ft. Myers, FL*</b> DM/PD: John Rozz APD: Fitz Madrid MD: Jeff Zilo 1 AFI</p>	<p><b>WVFX/Knoxville, TN*</b> PD: Anthony Profit MD: Dustin Matthews 1 FOO FIGHTERS AFI A PERFECT CIRCLE</p>	<p><b>KMBY/Monterey, CA*</b> PD/MD: Kenny Allen STAINO LIMP BIZKIT NICKELBACK NO DOUBT</p>	<p><b>WPLY/Philadelphia, PA*</b> PD: Jim McGuinn MD: Dan Fein RANCIO NICKELBACK</p>	<p><b>WRXL/Richmond, VA*</b> DM: Bill Cahill PD/MD: Casey Krukowski No Adds</p>	<p><b>KJEE/Santa Barbara, CA</b> MD: Dakota 19 FOO FIGHTERS LIMP BIZKIT PENNYWISE CRYSTAL METHOD LOSTPROPHETS</p>	<p><b>WPBZ/W. Palm Beach, FL*</b> PD: John D'Connell MD: Eric Kristensen LOSTPROPHETS</p>
<p><b>WRAX/Birmingham, AL*</b> PD: Susan Groves MD: Mark Lindsey 5 LOSTPROPHETS JACK JOHNSON</p>	<p><b>WXTM/Cleveland, OH*</b> PD: Kim Monroe APD: Dom Mandella MD: Pete Schlete LIMP BIZKIT A PERFECT CIRCLE LOSTPROPHETS</p>	<p><b>WXTW/Ft. Wayne, IN*</b> DM: JJ Fabini PD: Don Walker APD: Matt Jericho MD: Greg Travis 6 THRICE 5 LIMP BIZKIT</p>	<p><b>KFTE/Lafayette, LA*</b> PD: Scott Perrin MD: Chris Divier LIMP BIZKIT DEFAULT</p>	<p><b>WBUR/Nashville, TN*</b> DM: Jim Patrick PD/MD: Russ Schenck 16 IGGY POP 5 LIMP BIZKIT 2 JACK JOHNSON GOOSMACK SHINER MASSIVE LOSTPROPHETS</p>	<p><b>KEDJ/Phoenix, AZ*</b> DM: Laura Havro PD: Nancy Stevens APD: Dead Air Dave MD: Robin Nash 3 FOO FIGHTERS JACK JOHNSON</p>	<p><b>WZNE/Rochester, NY*</b> DM/PD: John McCrae MD: Jeff Sottolano 4 LOSTPROPHETS GOOSMACK BRAND NEW YEAR OF THE RABBIT</p>	<p><b>KNDJ/Seattle, WA*</b> PD: Phil Manning APD: Jim Keller No Adds</p>	<p><b>WHF/Washington, DC*</b> PD: Lisa Worden APD: Bob Waugh MD: Pat Ferrise 3 BLINK-182 FINGER ELEVEN STORY OF THE YEAR</p>
<p><b>KQXR/Boise, ID*</b> PD/MD: Jacint Jackson No Adds</p>	<p><b>WARQ/Columbia, SC*</b> PD: Dave Stewart MD: Dave Farra 7 A PERFECT CIRCLE 5 THRICE 4 YEAR OF THE RABBIT 4 CRYSTAL METHOD</p>	<p><b>WGRD/Grand Rapids, MI*</b> PD: Bobby Duncan MD: Michael Grey No Adds</p>	<p><b>KXTE/Las Vegas, NV*</b> PD: Dave Wellington APD/MD: Chris Ripley 11 LOSTPROPHETS 10 FOO FIGHTERS 9 STORY OF THE YEAR</p>	<p><b>KKND/New Orleans, LA*</b> PD: Sig 1 LIMP BIZKIT</p>	<p><b>KZON/Phoenix, AZ*</b> PD/MD: Kevin Mannion JACK JOHNSON A PERFECT CIRCLE FIVE FOR FIGHTING</p>	<p><b>WZNE/Rochester, NY*</b> DM/PD: John McCrae MD: Jeff Sottolano 4 LOSTPROPHETS GOOSMACK BRAND NEW YEAR OF THE RABBIT</p>	<p><b>KWOD/Sacramento, CA*</b> DM: Curtis Johnson PD: Ron Bance MD: Marco Collins 9 LOSTPROPHETS 4 FINGER ELEVEN</p>	<p><b>WWDC/Washington, DC*</b> PD: John Bevilacqua MD: Danielle Flynn FUEL</p>
<p><b>WBCN/Boston, MA*</b> DM: Tony Berardini PD: Deadbus APD/MD: Steven Strick KORN</p>	<p><b>WWCD/Columbus, OH*</b> DM: Randy Malloy PD: Andy Davis MD: Jack DeVoss YEAR OF THE RABBIT APOLLO SUNSHINE CRYSTAL METHOD</p>	<p><b>WXNR/Greenville, NC*</b> PD: Jeff Sanders APD/MD: Turner Watson 1 LIMP BIZKIT DARKNESS FINGER ELEVEN</p>	<p><b>KLEC/Little Rock, AR*</b> PD: Hoser APD/MD: Adroq 17 STARKZ 11 GOOSMACK JACK JOHNSON THRICE AGENTS OF THE SUN</p>	<p><b>WXRK/New York, NY*</b> PD: Robert Cross MD: Mike Peer No Adds</p>	<p><b>WDXD/Pittsburgh, PA*</b> PD: John Moschitta MD: Vinnie F. AUDIOSLAVE</p>	<p><b>WKRL/Syracuse, NY*</b> DM: Mimi Grswold PD/MD: Abbie Weber BRAND NEW THRICE LIMP BIZKIT</p>	<p><b>WSFM/Wilmington, NC</b> PD: Knothead MD: Mike Kennedy No Adds</p>	
<p><b>WFXN/Boston, MA*</b> PD/MD: Paul Driscoll APD: Keith Dakin 2 CRYSTAL METHOD</p>	<p><b>KDGE/Dallas, TX*</b> PD: Duane Cokerly APD/MD: Alan Ayo 4 IGGY POP SMILE EMPTY SOUL</p>	<p><b>WEEQ/Hagerstown</b> APD/MD: Dave Roberts 1 FOO FIGHTERS 1 CRYSTAL METHOD</p>	<p><b>KROQ/Los Angeles, CA*</b> PD: Kevin Weatherly APD: Gene Sandblom 10 BLINK-182 7 RED HOT CHILI PEPPERS LOSTPROPHETS GOOD CHARLOTTE</p>	<p><b>WRRV/Newburgh, NY</b> PD/MD: Andrew Boris No Adds</p>	<p><b>WCYY/Portland, ME</b> SM: Mike Sambrook PD: Herb Ivy MD: Brian James No Adds</p>	<p><b>KCPX/Salt Lake City, UT*</b> DM: Keith Abrams PD: Ian McCain RANCIO LOSTPROPHETS</p>	<p><b>WEDG/Buffalo, NY*</b> PD: Lenny Diana No Adds</p>	<p><b>WXEG/Dayton, OH*</b> PD: Steve Kramer MD: Boomer No Adds</p>
<p><b>WBTZ/Burlington*</b> DM: Matt Grasso MD: Christine Pawlak DASHBOARD CONFSSIONAL</p>	<p><b>KTCL/Denver, CO*</b> PD: Mike O'Connor APD: Rich Rubin MD: Hill Jordan No Adds</p>	<p><b>KTBL/Houston, TX*</b> PD/MD: Vince Richards APD: Eric Schmidt 5 IGGY POP 3 DARKNESS 1 A PERFECT CIRCLE</p>	<p><b>WLRS/Louisville, KY*</b> PD: Lance Hale MD: Anrae Fitzgerald 1 DISTILLERS DARKNESS A PERFECT CIRCLE</p>	<p><b>WROX/Norfolk, VA*</b> PD: Michele Diamond MD: Mike Powers No Adds</p>	<p><b>KNRK/Portland, OR*</b> APD: Jaime Cooley No Adds</p>	<p><b>KXRX/Salt Lake City, UT*</b> DM: Alan Hague PD: Todd Hoker MD: Artie Furkin 1 THRICE STAINO</p>	<p><b>WEDG/Buffalo, NY*</b> PD: Lenny Diana No Adds</p>	

\* Monitored Reporters  
94 Total Reporters  
85 Total Monitored  
9 Total Indicator



New & Active

**EVANESCENCE** My Immortal (*Wind-up*)  
Total Plays: 283, Total Stations: 18, Adds: 3

**CRYSTAL METHOD** Born Too Slow (*V2*)  
Total Plays: 275, Total Stations: 34, Adds: 8

**BRAND NEW** The Quiet Things That No One... (*Razor & Tie*)  
Total Plays: 250, Total Stations: 14, Adds: 0

**JACK JOHNSON** Taylor (*Jack Johnson Music/Universal*)  
Total Plays: 230, Total Stations: 23, Adds: 5

**RYAN ADAMS** So Alive (*Last Highway/IDJMG*)  
Total Plays: 147, Total Stations: 13, Adds: 0

**TAKING BACK SUNDAY** You're So Last Summer (*Victory*)  
Total Plays: 139, Total Stations: 9, Adds: 0

**THRICE** Stare At The Sun (*Island/IDJMG*)  
Total Plays: 132, Total Stations: 26, Adds: 12

**KILL HANNAH** Kennedy (*Atlantic*)  
Total Plays: 122, Total Stations: 8, Adds: 0

**BRAND NEW** Sic Transit Gloria...Glory Fad (*Triple Crown/Razor & Tie*)  
Total Plays: 117, Total Stations: 12, Adds: 2

**S.T.U.N.** Annihilation Of The Generations (*Geffen*)  
Total Plays: 106, Total Stations: 15, Adds: 2

Songs ranked by total plays

Indicator

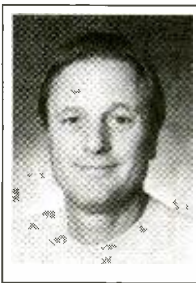
Most Added\*

- FOO FIGHTERS** Darling Nikki (*Roswell/RCA*)
- CRYSTAL METHOD** Born Too Slow (*V2*)
- KORN** Right Now (*Epic*)
- LIMP BIZKIT** Behind Blue Eyes (*Flip/Interscope*)
- JACK JOHNSON** Taylor (*Jack Johnson Music/Universal*)
- THRICE** Stare At The Sun (*Island/IDJMG*)
- LOSTPROPHETS** Last Train Home (*Columbia*)
- FUEL** Million Miles (*Epic*)
- PENNYWISE** Yesterdays (*Epitaph*)
- POSTAL SERVICE** Such Great Heights (*Sub Pop*)

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# Interviewer Of The Stars

## KGSR/Austin's Jody Denberg does interview discs

**W**e all know Jody Denberg as the likable and successful Program Director of Triple A stalwart KGSR/Austin. But over the past 10 years he has also become a respected producer of interview discs with some of the format's most important artists.

Denberg has done well over 20 of these specially produced discs, and this year has proven to be an exceptionally busy one for him. As you read this column, three new discs should be on your desk: *At Home With Joan Baez* on Koch, *A Conversation With Bruce Cockburn* on Rounder and *A Joyful Noise: In Time With R.E.M.* on Warner Bros. Plus, an interview disc he did with Ringo Starr earlier in the year is being included in the *Ringo Rama Deluxe* three-disc repackaging just out in stores.

Denberg's discs, as well as similar products produced by others, have proven to be valuable for programmers while also serving as unique promotional tools for labels and artists. Join me as we talk with Denberg about how this all started, what it takes to do one of these CDs and the satisfaction he receives from the process.

**R&R:** What was the first interview disc you ever did?

**JD:** The first one I ever did was Marcia Ball back in 1994. She is an Austin-based artist and a friend of mine, so Brad Paul from Rounder called me to do the interview. It was for the album *Blue House*. I have done about 25 of them now.

**R&R:** What kind of prep goes into doing them?

**JD:** I can't prep enough. I listen to every record in the artist's catalog — especially the new album, which is usually the focus of these discs. I go to every web link I can find to read about the artist, and I make notes along the way. Then I narrow down the songs we are going to use in the interview and make an outline below each to refer to while I am discussing it. Then I script my questions. I want to get it right, because I know there is not a second chance.

**R&R:** What's the starting point for you?

**JD:** In almost all cases it's the new release that's already out or getting ready to come out. That's usually the reason why labels want these discs done — to act as a promotional tool for the project. Occasionally, they are a little more open than that. One of the projects I did with Yoko Ono turned out to be a lot of fun because it was about reissues of three John Lennon

songs we want to play during the interview and so on.

When it is completed, the label gets a mastered CD from me to use for reproduction. I also get involved in the liner notes and the titles of the discs and even have some input into the artwork.

**R&R:** I imagine you take pride in helping to create something that is going to help these artists' careers.

**JD:** On a personal level, doing these interview discs is a life's dream come true. On a professional level, I hope the CDs accomplish a variety of things: Ideally, I want them to be used as one-hour radio specials, and I tailor them with breaks and so on to make that easy to do.

They can also be used as a way for programmers and their staffs to learn more about the artist. They may even be intrigued enough to add the record based on the insight they gained from the interview. Plus, they can be used as CD-Pros, because they contain a few focus songs isolated from the album.

Finally, they may be used to pull liners from to use on a morning show or before you go into a song. I make sure the interviews and the songs are on their own individual tracks so the disc has the flexibility to meet many needs. I also add some "pull quotes" or sound bites at the end of the disc for this purpose.

**R&R:** I imagine the artists take the interviews seriously.

**JD:** The artists realize they are doing an interview that will be out on a CD and may be aired all over the country. They come to the table understanding this and are therefore really ready to give it up. Whether it was Steely Dan or Tom Waits or Ringo Starr or Yoko Ono or R.E.M. or Joan Baez, they knew what the purpose of the disc was and were ready to remain focused — more so, I think, than if it was just another interview in the studio of some station while they were on the road. Since I have now done a few of these, word is out, and they know I am going to be prepared and professional on my end.

**R&R:** A new twist has come up with the one you did with Ringo Starr.

**JD:** I did one earlier this year with Ringo, and it was conceived for all the reasons we have just run down, but now that Koch is readying the *Ringo Rama Deluxe* package, it is going to be included for retail consumers. The re-release will include the current CD with a few bonus songs added, plus a DVD and my interview disc.



Jody Denberg and Tom Petty

records that came out during different parts of his career, so I was able to touch on all points of John's life. This current R.E.M. disc is also more of a retrospective, because it is about a "Best of" package.

**R&R:** Once you have done the interview, what happens next?

**JD:** This is the basic timeline of doing one of these projects: I prepare for and then do the interview. I try to do them in a studio so that we have the best possible sound, but I have also done some on a portable DAT recorder in a hotel room or even backstage.

I get the entire interview put on a disc and then get it transcribed. I listen to the entire interview and go through a heavy editing process — not only for irrelevant sentences or questions, but even certain parts of answers, as well as the "ums" and the "you knows" that people often use in



Jody Denberg talking with Ringo Starr

a conversation. With ProTools you can edit a lot of that out and make it flow better.

I work with Bill Johnson and Jerry Tubb at Terra Nova Digital Audio, who follow my editing suggestions and come up with a first run of the interview. Then we repeat the process until we have what we think is a finished version of the interview. This is also the time when we'll interject the

## Interview Tips From A Pro

Jody Denberg can't emphasize enough the need for preparation before the interview starts. Here are some of his tips.

- Have a conversation, not an interview.
- Prepare by reading as much as you can, scanning every website, etc. You never know when a piece of information might come in handy.
- Have an outline and questions, but be ready to deviate from them at any time.
- Listen to the answers. They could spark a great followup question.
- Have the technical aspects of recording together so you can make eye contact and only have to concentrate on the interview.

## Interview Discography

Below is the list the of the special interview discs Jody Denberg has done over the past 10 years, from his first to his latest.

ARTIST Title (Label) Year

- MARCIA BALL** *A Promotional Interview Disc* (Rounder) 1994
- SIMON BONNEY** *A Conversation With Simon Bonney* (Mute) 1995
- ALEJANDRO ESCOVEDO** *With These Hands Music & Interview Session* (Rykodisc) 1996
- B.B. KING** *A Conversation* (MCA) 1997
- LYLE LOVETT** *A Conversation With Lyle Lovett* (MCA) 1998
- YOKO ONO** *howitis: The John Lennon Anthology Yoko Ono Interview* (Capitol) 1998
- JONI MITCHELL** *A Conversation With Joni Mitchell* (Reprise) 1998
- TOM WAITS** *Mule Conversations* (Anti/Epitaph) 1999
- JULIAN LENNON** *Lennon ... And Proud Of It: A Conversation With Julian Lennon* (Fuel 2000) 1999
- PATTI SMITH** *One Common Wire: A Gung Ho Conversation With Patti Smith* (Arista) 2000
- WARREN ZEVON** *Primate Discourse: Warren Zevon Talks* (Artemis) 2000
- NEIL YOUNG** *Silver And Gold World Premiere Broadcast* (SFX; syndicated on CD) 2000
- YOKO ONO** *John Lennon — Starting Over: A Conversation With Yoko Ono About The John Lennon Reissues* (Capitol) 2000
- COWBOY JUNKIES** *In The Open With Cowboy Junkies* (Rounder) 2001
- LUCINDA WILLIAMS** *In Touch With Lucinda Williams' Essence* (Lost Highway) 2001
- JOHN HIATT** *Inside The Tiki Bar* (Vanguard) 2001
- THE FLATLANDERS** *Sundogs Barkin': The Flatlanders Now Again Conversation* (New West) 2002
- BETH ORTON** *Daybreaker Dialogue* (Heavenly/Astralwerks) 2002
- LINDA THOMPSON** *A Fashionably Late Conversation With Linda Thompson* (Rounder) 2002
- TOM PETTY** *The Last DJ Album Premiere* (Westwood One; syndicated on CD) 2002
- PAUL MCCARTNEY** *Talk In The U.S.* (Capitol) 2002
- STEELY DAN** *One Hour Sale!* (Reprise) 2003
- RINGO STARR** *The Ringo Rama Radio Hour* (Koch) 2003
- BRUCE COCKBURN** *A Conversation With Cockburn* (Rounder) 2003
- JOAN BAEZ** *At Home With Joan Baez* (Koch) 2003
- R.E.M.** *A Joyful Noise: In Time With R.E.M.* (Warner Bros.) 2003

It is such a thrill and an honor. Of all the discs I have done, that one with Ringo he asked me if I had done the one with Tom Waits. When I said yes, I think it opened him up a bit and made him consider his answers a little more before he spoke. He was very candid.

**R&R:** What kind of feedback do you get on the discs?

**JD:** Generally, the feedback has been very good. I would hate to think that they are perceived as a kind of vanity thing on my part, because I truly take them seriously and I am honored that the labels and the artists trust that I will do them to a high standard.

Even though I am not aware of any scientific research that's discovered how these disc are used, anecdotally I find that they serve a good and positive purpose. Certainly, I use all of them here at KGSR. I have a Sunday-

night specialty show that I have been doing for 20 years called *The KGSR Sunday Night News*. It is a perfect place for me to premiere them on my airwaves.

I hope that other stations — on both the commercial and the noncomm ends — take them to heart as much as I do and use them in as many ways as possible. I certainly use discs that have been produced by other folks when the artist makes sense for my station. I think they make informative and entertaining programming.

**R&R:** These discs have also become collector's items.

**JD:** I often end up with exclusive live versions of songs for these discs, and that adds to the collectability of them for fans of these artists. I have seen some of them on eBay for as much as \$150! In fact, when I run out of certain ones, I have been known to go on eBay and buy my owns discs to make sure I have a full collection.



LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
	1	SARAH MCLACHLAN <i>Fallen (Arista)</i>	509	+39	34230	11	19/0
7	2	SHERYL CROW <i>The First Cut Is The Deepest (A&amp;M/Interscope)</i>	440	+66	24801	10	23/0
2	3	JONNY LANG <i>Red Light (A&amp;M/Interscope)</i>	433	-18	19951	13	23/0
8	4	HOWIE DAY <i>Perfect Time Of Day (Epic)</i>	413	+51	20904	15	23/1
3	5	R.E.M. <i>Bad Day (Warner Bros.)</i>	404	-42	19861	11	23/0
9	6	COUNTING CROWS <i>She Don't Want Nobody Near (Geffen)</i>	369	+33	20443	5	24/0
4	7	JASON MRAZ <i>You And I Both (Elektra/EEG)</i>	366	-32	13912	22	20/1
5	8	BEN HARPER <i>Diamonds On The Inside (Virgin)</i>	347	-49	12308	17	23/0
11	9	DAVE MATTHEWS <i>Save Me (RCA)</i>	314	+14	17226	6	22/0
6	10	JOHN MAYER <i>Bigger Than My Body (Aware/Columbia)</i>	311	-74	21688	16	19/0
16	11	JOE FIRSTMAN <i>Breaking All The Ground (Atlantic)</i>	286	+31	9175	10	20/2
10	12	JACK JOHNSON <i>Wasting Time (Jack Johnson Music/Universal)</i>	282	-49	21642	21	21/0
17	13	STEREOPHONICS <i>Maybe Tomorrow (V2)</i>	276	+26	11935	5	18/2
13	14	WALLFLOWERS <i>Closer To You (Interscope)</i>	269	-3	12778	22	17/0
12	15	STING <i>Send Your Love (A&amp;M/Interscope)</i>	266	-30	9898	14	19/0
18	16	COLDPLAY <i>Moses (Capitol)</i>	260	+11	13230	7	15/0
20	17	GUSTER <i>Careful (Palm/Reprise)</i>	241	+19	9714	4	21/0
15	18	TRAIN <i>When I Look To The Sky (Columbia)</i>	241	-15	12568	12	19/0
19	19	DIDD <i>White Flag (Arista)</i>	237	-3	15567	18	9/0
14	20	LOS LONELY BOYS <i>Heaven (Or)</i>	231	-39	9823	17	20/0
22	21	BARENAKED LADIES <i>Another Postcard (Chimps) (Reprise)</i>	227	+15	12756	11	14/0
21	22	VAN MORRISON <i>Once In A Blue Moon (Blue Note/EMC)</i>	222	+6	4989	9	17/1
24	23	JACK JOHNSON <i>Taylor (Jack Johnson Music/Universal)</i>	214	+40	9712	2	18/3
25	24	THORNS <i>Blue (Aware/Columbia)</i>	196	+22	11278	5	16/2
26	25	DAMIEN RICE <i>Volcano (Vector Recordings)</i>	189	+16	11345	12	16/0
23	26	LYLE LOVETT <i>My Baby Don't Tolerate (Curb/Lost Highway)</i>	186	-23	7190	10	13/0
29	27	MATCHBOX TWENTY <i>Bright Lights (Atlantic)</i>	185	+36	13149	3	5/2
<b>Debut</b>	28	THRILLS <i>One Horse Town (Virgin)</i>	176	+43	5511	1	16/0
30	29	RICKIE LEE JONES <i>Second Chance (V2)</i>	152	+6	3526	2	12/1
27	30	MAVERICKS <i>I Want To Know (Sanctuary/SRG)</i>	147	-12	4212	6	13/0

## Most Added®

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ARTIST TITLE LABEL(S)	ADDS
FIVE FOR FIGHTING <i>100 Years (Aware/Columbia)</i>	4
JACK JOHNSON <i>Taylor (Jack Johnson Music/Universal)</i>	3
ROBERT CRAY BAND <i>Up In The Sky (Sanctuary/SRG)</i>	3
CRASH TEST DUMMIES <i>Flying Feeling (Cha-Ching)</i>	3
JOE FIRSTMAN <i>Breaking All The Ground (Atlantic)</i>	2
STEREOPHONICS <i>Maybe Tomorrow (V2)</i>	2
THORNS <i>Blue (Aware/Columbia)</i>	2
MATCHBOX TWENTY <i>Bright Lights (Atlantic)</i>	2
P. MCCARTNEY & E. CLAPTON <i>While My Guitar... (Warner Bros.)</i>	2
JOAN BAEZ <i>Christmas In Washington (Koch)</i>	2

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
FIVE FOR FIGHTING <i>100 Years (Aware/Columbia)</i>	+79
SHERYL CROW <i>The First Cut Is The Deepest (A&amp;M/Interscope)</i>	+66
HOWIE DAY <i>Perfect Time Of Day (Epic)</i>	+51
EASTMOUNTAINSOUTH <i>Rain Come Down (DreamWorks)</i>	+45
THRILLS <i>One Horse Town (Virgin)</i>	+43
JACK JOHNSON <i>Taylor (Jack Johnson Music/Universal)</i>	+40
SARAH MCLACHLAN <i>Fallen (Arista)</i>	+39
MATCHBOX TWENTY <i>Bright Lights (Atlantic)</i>	+36
COUNTING CROWS <i>She Don't Want Nobody Near (Geffen)</i>	+33

## Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
COLDPLAY <i>Clocks (Capitol)</i>	210
NICKEL CREEK <i>Smoothie Song (Sugar Hill)</i>	162
TRAIN <i>Calling All Angels (Columbia)</i>	160
JASON MRAZ <i>The Remedy (I Won't Worry) (Elektra/EEG)</i>	154
GUSTER <i>Amsterdam (Gonna Write You A Letter) (Palm/Reprise)</i>	143
MATCHBOX TWENTY <i>Umwel (Atlantic)</i>	131
MAROON 5 <i>Harder To Breathe (Octone/J)</i>	129
PETE YORN <i>Crystal Village (Columbia)</i>	109
TORI AMOS <i>A Sorta Fairytale (Epic)</i>	104
JACK JOHNSON <i>Flake (Enjoy/Universal)</i>	94

Detailed station playlists for all R&R reporters are available on the web at [www.radioandrecords.com](http://www.radioandrecords.com).

25 Triple A reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 11/16-11/22. 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. Total Audience equals Average Quarter Hour Persons times number of plays (times 100). Each daypart on each station is assigned an AQH number. Average Quarter Hour Persons used herein with permission from the Arbitron Company (© 2003, The Arbitron Company). © 2003, R&R, Inc.

## New & Active

FIVE FOR FIGHTING *100 Years (Aware/Columbia)*

Total Plays: 146, Total Stations: 16, Adds: 4

ZIGGY MARLEY *Dragonfly (Private Music/AAL)*

Total Plays: 146, Total Stations: 14, Adds: 0

JOHN EDDIE *If You're Here When I Get Back (Thrill Show/Lost Highway)*

Total Plays: 131, Total Stations: 13, Adds: 0

3 DOORS DOWN *Here Without You (Republic/Universal)*

Total Plays: 127, Total Stations: 4, Adds: 0

RED HOT CHILI PEPPERS *Fortune Faded (Warner Bros.)*

Total Plays: 110, Total Stations: 4, Adds: 0

SEAL *Waiting For You (Warner Bros.)*

Total Plays: 102, Total Stations: 7, Adds: 1

RYAN ADAMS *So Alive (Lost Highway/IDJMG)*

Total Plays: 98, Total Stations: 9, Adds: 0

CRACKER *Duty Free (iMusic)*

Total Plays: 98, Total Stations: 6, Adds: 0

EASTMOUNTAINSOUTH *Rain Come Down (DreamWorks)*

Total Plays: 94, Total Stations: 8, Adds: 0

NELLY FURTADO *Powerless (Say What You Want) (DreamWorks)*

Total Plays: 81, Total Stations: 4, Adds: 0

Songs ranked by total plays

**ROONEY "I'm Shakin"**  
FROM THEIR SELF-TITLED DEBUT ALBUM "ROONEY." IN STORES NOW.

**GOING FOR ADDS NOW!**

**ALREADY IN:**  
**KFOG (ranked #8) WDOD**

**SOUNSCAN 135,000 +**

[www.rooney-band.com](http://www.rooney-band.com) <<http://www.rooney-band.com/>>

Produced by Jimmy Iovine  
Mixed by Andy Wallace  
Executive Producer: Jordan Schurr  
Management: The Firm



November 28, 2003

## R&R'S EXCLUSIVE REPORTED OVERVIEW OF NATIONAL AIRPLAY

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ADDS
1	1	<b>JONNY LANG</b> Red Light (A&M/Interscope)	378	-11	2001	12	20/0
2	2	<b>R.E.M.</b> Bad Day (Warner Bros.)	341	-24	1342	10	20/0
3	3	<b>SHERYL CROW</b> The First Cut Is The Deepest (A&M/Interscope)	324	+9	1560	9	17/0
6	4	<b>DAVE MATTHEWS</b> Save Me (RCA)	305	+23	1549	6	20/0
8	5	<b>COUNTING CROWS</b> She Don't Want Nobody Near (Geffen)	293	+17	1237	4	19/1
4	6	<b>HOWIE DAY</b> Perfect Time Of Day (Epic)	284	-16	1536	13	15/0
5	7	<b>STING</b> Send Your Love (A&M/Interscope)	273	-23	1202	14	17/0
10	8	<b>COLDPLAY</b> Moses (Capitol)	264	+1	1407	6	19/0
7	9	<b>JOHN MAYER</b> Bigger Than My Body (Aware/Columbia)	254	-27	1075	15	15/0
9	10	<b>SARAH MCLACHLAN</b> Fallen (Arista)	251	-17	966	8	13/0
11	11	<b>VAN MORRISON</b> Once In A Blue Moon (Blue Note/EMC)	247	-1	790	9	20/0
15	12	<b>GUSTER</b> Careful (Palm/Reprise)	225	+20	931	4	17/0
12	13	<b>LYLE LOVETT</b> My Baby Don't Tolerate (Curb/Lost Highway)	224	-14	1126	9	18/0
14	14	<b>MAVERICKS</b> I Want To Know (Sanctuary/SRG)	221	+14	915	11	21/1
18	15	<b>JASON MRAZ</b> You And I Both (Elektra/EEG)	208	+5	1336	22	11/0
22	16	<b>RYAN ADAMS</b> So Alive (Lost Highway/IDJMG)	200	+9	994	5	17/0
16	17	<b>BARENAKED LADIES</b> Another Postcard (Chimps) (Reprise)	199	-6	897	9	13/0
23	18	<b>RICKIE LEE JONES</b> Second Chance (V2)	194	+5	713	7	16/0
17	19	<b>TRAIN</b> When I Look To The Sky (Columbia)	194	-10	861	10	12/0
24	20	<b>JOE FIRSTMAN</b> Breaking All The Ground (Atlantic)	192	+13	972	6	12/0
19	21	<b>LOS LONELY BOYS</b> Heaven (Or)	187	-9	1289	19	13/0
21	22	<b>BEN HARPER</b> Diamonds On The Inside (Virgin)	182	-10	1274	17	12/0
25	23	<b>JACK JOHNSON</b> Taylor (Jack Johnson Music/Universal)	180	+28	1284	2	17/2
20	24	<b>ZIGGY MARLEY</b> Dragonfly (Private Music/AAL)	173	-20	1042	8	14/0
29	25	<b>JOHN EDDIE</b> If You're Here When I Get Back (Thrill Show/Lost Highway)	158	+25	778	2	17/0
13	26	<b>NORTH MISSISSIPPI ALLSTARS</b> Eyes (Tone-Cool/ATO)	147	-62	638	13	16/0
26	27	<b>THRILLS</b> One Horse Town (Virgin)	146	+4	644	4	16/1
27	28	<b>AL GREEN</b> I Can't Stop (Blue Note/EMC)	141	+3	441	2	17/2
28	29	<b>EMMYLOU HARRIS</b> Here I Am (Nonesuch)	126	-10	293	5	12/0
<b>Debut</b>	30	<b>STEREOPHONICS</b> Maybe Tomorrow (V2)	125	+30	605	1	13/0

25 Triple A reporters. Songs ranked by total plays for the airplay week of Sunday 11/16 - Saturday 11/22.  
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## Most Added®

www.rindicator.com

ARTIST TITLE LABEL(S)	ADDS
WARREN ZEVON Keep Me In Your Heart (Artemis)	4
AL GREEN I Can't Stop (Blue Note/EMC)	2
JACK JOHNSON Taylor (Jack Johnson Music/Universal)	2
EASTMOUNTAINSOUTH Rain Come Down (DreamWorks)	2
LEONA NAESS Calling (Geffen)	2
JOHN GORKA Always (Red House)	2
BLINO BOYS... Go Tell It On The Mountain (Real World/Virgin)	2
KERRY GETZ Suspended In December (World In Motion)	2
JOHNNY CASH Redemption Song (American/Lost Highway/IDJMG)	2
FINLEY QUAYE Dice (Epic)	2

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
WARREN ZEVON Keep Me In Your Heart (Artemis)	+42
EASTMOUNTAINSOUTH Rain Come Down (DreamWorks)	+40
FIVE FOR FIGHTING 100 Years (Aware/Columbia)	+31
STEREOPHONICS Maybe Tomorrow (V2)	+30
JACK JOHNSON Taylor (Jack Johnson Music/Universal)	+28
THORNS Blue (Aware/Columbia)	+27
JOHN EDDIE If You're Here When... (Thrill Show/Lost Highway)	+25
FLEETWOOD MAC Thrown Down (Reprise)	+25
DAVE MATTHEWS Save Me (RCA)	+23
P. GABRIEL Burn You Up, Burn You Down (Geffen/Interscope)	+21

## Reporters

WAPS/Akron, OH  
PD/MD: Bill Gruber  
1 MAVERICKS  
1 WARREN ZEVON

KBAC/Albuquerque, NM\*  
PD: Ira Gordon  
1 JOE FIRSTMAN  
1 JASON MRAZ

KGSR/Austin, TX\*  
DM: Jeff Carroll  
PD: Judy Denberg  
APD: Jyl Hershman-Ross  
MD: Susan Castle  
7 LYLE LOVETT  
9 ROBBER FORD  
6 BOTTLE ROCKETS  
5 PAUL MCCARTNEY & ERIC CLAPTON

WRNR/Baltimore, MD  
DM: Jon Peterson  
PD: Alex Cortright  
1 RED HOT CHILI PEPPERS

KNDZ/Billings, MT  
DM: Cam Maxwell  
PD/MD: Casey Paul  
JACK JOHNSON

KRVB/Boise, ID\*  
DM/MD: Dan McCollity  
7 THRILLS  
6 RUFUS WAINWRIGHT

WBOS/Boston, MA\*  
DM: Buzz Knight  
APD/MD: Michele Williams  
18 MATCHBOX TWENTY

WNCS/Burlington  
PD/MD: Mark Abuzzahab  
2 AL GREEN  
NATALIE MERCHANT

WMVY/Cape Cod, MA  
PD/MD: Barbara Dacey  
1 AL GREEN  
1 CASSANDRA WILSON

WDDO/Chattanooga, TN\*  
DM/MD: Danny Moward  
12 LIMP Bizkit  
5 FIVE FOR FIGHTING  
HOWIE DAY

WXRT/Chicago, IL\*  
PD: Norm Winer  
APD: John Farneda  
No Adds

KBXR/Columbia, MO  
DM: Jack Lawson  
PD/MD: Lana Trezise  
No Adds

WCBE/Columbus, OH  
DM: Tammy Allen  
PD: Dan Mushalko  
MD: Maggie Brennan  
8 BLIND BOYS OF ALABAMA  
3 KERRY GETZ

KBCO/Denver, CO\*  
DM: Scott Arbough  
PD: Keefer  
12 JOE FIRSTMAN

WDET/Detroit, MI  
PD: Judy Adams  
MD: Martin Bandyke  
3 LUCINDA WILLIAMS  
3 LEONA NAESS  
3 JOHNNY CASH

WVOD/Elizabeth City, NC  
PD: Matt Cooper  
MD: Tad Abbey  
COUNTING CROWS  
RED HOT CHILI PEPPERS

WNWV/Greenville, SC  
DM: Ellen Plirnmann  
PD/MD: Kim Clark  
APD: Martin Anderson  
8 ERIC ANDERSEN  
8 PATRICK GAVIS  
DAWN KINKAD  
SONDRE LERCHE  
BRENDA WELER

WTTS/Indianapolis, IN\*  
PD: Brad Holtz  
MD: Todd Berryman  
MICHAEL FRANTI / SPEARHEAD

KTBC/Kansas City, MO  
PD: Jon Hart  
MD: Byron Johnson  
No Adds

KZPL/Kansas City, MO  
DM: Nick McCabe  
PD: Ted Edwards  
MD: Jason Justice  
10 FOUNTAINS OF WAYNE  
9 PETER GABRIEL  
9 THORNS  
8 JEM  
9 CRACKER  
JOHN MAYER

WOKI/Knoxville, TN\*  
PD: Jim Ziegler  
MD: Aimee Baumer  
4 JACK JOHNSON

WFPK/Louisville, KY  
DM: Brian Conn  
PD: Dan Reed  
APD/MD: Stacy Owen  
KRYV

WMMM/Madison, WI\*  
MD: Gabby Parsons  
No Adds

WMPM/Memphis, TN\*  
PD: Steve Richards  
MD: Alexandra Inzer  
RICKIE LEE JONES

KTCZ/Minneapolis, MN\*  
PD: Lauren MacLeash  
APD/MD: Mike Wolf  
No Adds

WGTX/Minneapolis, MN\*  
DM: Dave Hamilton  
PD: Herb By  
MD: Jeff Collins  
15 JET  
15 JOE STRUMMER

WZEW/Mobile, AL\*  
DM: Tim Camp  
PD: Brian Hart  
MD: Lee Ann Kokik  
FIVE FOR FIGHTING

WBJB/Monmouth, NJ  
DM/MD: Tom Brennan  
APD: Leo Zaccari  
MD: Jeff Raspe  
MICHELLE MALDNE  
CRASH TEST DUMMIES  
JOHN LEE HOOKER  
BLIND BOYS OF ALABAMA  
SUN KIL MOON  
ELDERS  
JEM

KPIG/Monterey, CA  
PD/MD: Laura Ellen Hopper  
APD: Aileen MacNeary  
3 CHIEFTAINS  
2 EASTMOUNTAINSOUTH

WRLL/Nashville, TN\*  
APD/MD: David Hall  
APD/MD: Rev. Keith Coes  
4 FLEETWOOD MAC  
JOHNNY CASH  
WAIFS

WFUV/New York, NY  
PD: Chuck Singleton  
MD: Rita Houston  
2 ELLA FITZGERALD  
LITTLE FEAT  
JOHNNY CASH  
ELLIOTT SMITH  
FINLEY QUAYE

WKOC/Norfolk, VA\*  
PD: Paul Shugrue  
MD: Kristen Croot  
THORNS  
ROBERT CRAY BAND

KCTY/Omaha, NE\*  
DM: Brian Burns  
PD/MD: Ryan "Stash" Morton  
8 FIVE FOR FIGHTING  
SEAL

WXPN/Philadelphia, PA  
PD: Bruce Warren  
APD/MD: Helen Leicht  
4 LEONA NAESS  
4 BEATLES  
3 FINLEY QUAYE  
3 WREATH  
1 WARREN ZEVON

WYEP/Pittsburgh, PA  
PD: Rosemary Welsch  
MD: Mike Sauter  
THRILLS  
AZURE RAY  
MICHAEL FRANTI / SPEARHEAD  
JOHN GORKA  
TEENAGE FANCLUB  
TORI AMOS  
STONE COYOTES

WCLZ/Portland, ME  
PD: Herb Benson  
MD: Brian James  
No Adds

WXRV/Portsmouth, NH\*  
PD: Nicole Sandier  
MD: Dana Marshall  
STEREOPHONICS  
COLIN BLADES

WOST/Poughkeepsie, NY  
PD: Greg Gatliffe  
APD: Christine Martinez  
MD: Roger Menell  
WARREN ZEVON

KTHX/Reno, NV\*  
DM: Rob Brooks  
PD: Harry Reynolds  
APD/MD: David Herold  
12 VAN MORRISON  
JOAN BAEZ  
CRASH TEST DUMMIES  
PAUL MCCARTNEY & ERIC CLAPTON  
LEONA NAESS

WOCM/Salisbury, MD  
PD: Joshua Clendaniel  
APD/MD: Debra Lee  
14 IVAN NEVILLE  
10 JOHN GORKA  
10 JOHN GORKA  
7 JEM  
7 PSEUDOPOD  
7 THRILLS  
7 NOLLY FURTAO  
7 PSEUDOPOD  
7 THRILLS

KENZ/Salt Lake City, UT\*  
DM/MD: Bruce Jones  
MD: Kari Bushman  
7 JACK JOHNSON  
2 FIVE FOR FIGHTING

KPRI/San Diego, CA\*  
PD/MD: Dona Shaib  
No Adds

KFOG/San Francisco, CA\*  
PD: David Benson  
APD/MD: Haley Jones  
7 MATCHBOX TWENTY

KOTR/San Luis Obispo, CA  
PD/MD: Drew Ross  
6 WARREN ZEVON  
4 ROBERT CRAY BAND  
4 MESHELL NIGROGGELLO  
4 SARAH MCLACHLAN  
4 JOHNNY CASH

KTAO/Santa Fe, NM  
DM: Mitch Miller  
PD: Brad Hockmeyer  
MD: Paddy Mac  
5 FLEETWOOD MAC  
3 RUFUS WAINWRIGHT  
5 RADFORD  
5 JOE STRUMMER

KRSH/Santa Rosa, CA\*  
DM/MD: Dean Kattari  
MD: Michelle Margos  
ROBERT CRAY BAND  
JOAN BAEZ  
CRASH TEST DUMMIES

KMTT/Seattle, WA\*  
PD: Chris Mays  
APD/MD: Shawn Stewart  
18 STEREOPHONICS  
1 JOSS STONE  
1 JACK JOHNSON

WRNX/Springfield, MA\*  
PD: Tom Davis  
APD: Donnie Moorhouse  
MD: Lesa Withanee  
ROBERT CRAY BAND  
CRASH TEST DUMMIES

KCLC/St. Louis, MO  
DM: Mike Wall  
PD: Rich Reighard  
APD/MD: Brendan McGhee  
JACK JOHNSON  
EASTMOUNTAINSOUTH  
KERRY GETZ

## National Programming

Added This Week



Ali Castelinni 215-898-6677

ROONEY I'm Shakin'



Rob Reinhart 734-761-2043

EVA CASSIDY Yesterday  
PAUL WESTERBERG Crackle And Drag

## Please Send Your Photos

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

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

R&R, c/o John Schoenberger:

10100 Santa Monica Blvd., 3rd Floor,  
Los Angeles, CA 90067

Email: jschoenberger@radioandrecords.com

### \*Monitored Reporters

50 Total Reporters

25 Total Monitored

25 Total Indicator



LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	THIS WEEK PLAYS	+/- PLAYS	CUMULATIVE PLAYS
1	1	ROBERT EARL KEEN Farm Fresh Onions (Audium/Koch)	814	-10	6448
3	2	LYLE LOVETT My Baby Don't Tolerate (Curb/Lost Highway)	747	+39	6269
4	3	VARIOUS ARTISTS Just Because I'm A Woman... (Sugar Hill)	724	+21	4827
2	4	RODNEY CROWELL Fate's Right Hand (DMZ/Columbia)	684	-61	9785
5	5	MAVERICKS The Mavericks (Sanctuary/SRG)	669	+32	6362
6	6	EMMYLOU HARRIS Stumble Into Grace (Nonesuch)	656	+34	5407
7	7	C. TAYLOR & C. RODRIGUEZ The Trouble... (Lonestar)	608	-3	5662
9	8	ADRIENNE YOUNG Plow To The End Of The Row (Addie Belle)	554	+45	5150
8	9	CHRIS KNIGHT The Jealous Kind (Dualtone)	493	-66	6270
12	10	DARRELL SCOTT Theatre Of The Unheard (Full Light)	478	+17	5397
10	11	SHELBY LYNNE Identity Crisis (Capitol)	476	-12	5808
11	12	ALBERT LEE Heartbreak Hill (Sugar Hill)	468	+3	2716
13	13	VARIOUS ARTISTS Livin', Lovin', Losin'... (Universal South)	453	+12	3976
18	14	HOT CLUB OF COWTOWN Continental Stomp (Hightone)	416	+42	1863
23	15	BOTTLE ROCKETS Blue Sky (Sanctuary)	398	+74	1155
17	16	CHIEFTAINS Further Down The Old Plank Road (Victor/AAL)	392	+16	3458
14	17	TIM O BRIEN Traveler (Sugar Hill)	384	-17	9223
16	18	JUNE CARTER CASH Wildwood Flower (Dualtone)	360	-19	6356
22	19	JESSE DAYTON Tall Texas Tales (Stag)	348	+17	2931
19	20	WAYNE HANCOCK Swing Time (Bloodshot)	339	-31	7698
20	21	PATTY LOVELESS On Your Way Home (Epic)	338	-7	2767
15	22	JOE ELY Streets Of Sin (Rounder)	333	-49	12956
26	23	MARTY STUART... Country Music (Columbia)	326	+36	3499
24	24	KATE CAMPBELL Twang On A Wire (Large River Music)	312	-8	3643
29	25	PAUL BURCH Fool For Love (Bloodshot)	302	+42	1158
25	26	DEL MCCOURY BAND It's Just the Night (McCoury Music)	301	+1	4842
27	27	K. SHIFLETT AND BIG COUNTRY Worries On My Mind (Rebel)	299	+11	1286
21	28	DWIGHT YOAKAM Population Me (Audium)	291	-48	11430
<b>Debut</b>	29	WANDA JACKSON Heart Trouble (CMH)	290	+54	1072
28	30	THAD COCKRELL Warmth & Beauty (Yep Roc)	278	-7	2090

The Americana Airplay chart represents the reported play of terrestrial radio stations, nationally syndicated radio shows, satellite radio and internet stations that have agreed to submit weekly spin counts.

For more information please visit [www.americanamusic.org](http://www.americanamusic.org).

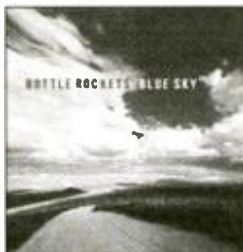
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## Americana Spotlight

by John Schoenberger

Artist: Bottle Rockets

Label: Sanctuary/SRG



Middle America served as the crucible for much of the alt country revival in the '90s, and much of that revival found its impetus in the ashes of punk. But there were some acts that reached out in different directions for inspiration: Belleville, IL's Uncle Tupelo had a penchant for neo-traditionalism, while Festus, MO's The Bottle Rockets chose a fusion of Southern boogie, country folk and rootsy rock 'n' roll. Fronted by singer-guitarists Tom Parr and Brian Henneman, The Bottle Rockets went on to conquer the road with relentless touring augmented by a handful of albums from 1993 to 2001. In 2002 Parr dropped out of the band while

The Bottle Rockets were touring in support of their Doug Sham tribute album on Bloodshot Records. At the time, no one knew what this would mean for their sound, let alone the future of the band. Well, *Blue Sky* answers most of our questions. The band is now a trio featuring Henneman, bassist Robert Kearns and drummer Mark Ortman. Shying away from the more raucous sound of the past, they have opted for a toned-down approach that suits them just fine. But the bandmembers still don't take themselves too seriously. Gov't Mule's Warren Haynes both plays on the album and co-produced it with the band and Michael Barbiero. Standout tracks include "Lucky Break," "Men and Women," "Man of Constant Anxiety" and the more upbeat "I.D. Blues."

## Americana News

Lost Highway has just released *A Very Special Acoustic Christmas*, which features holiday tunes performed by such greats as Willie Nelson, Alison Krauss, Marty Stuart, Ralph Stanley, Patty Loveless, Sam Bush, Rhonda Vincent, Norah Jones and others ... Traditional Texas singer-songwriter Don Wasler has been forced to retire due to failing health. The 69-year-old honky tonker became one of America's favorites when he began his career in 1994 after 39 years in the National Guard ... The 50th anniversary of rock 'n' roll will be celebrated throughout 2004 in Memphis, a location recognized as one of the musical genre's birthplaces. The city's mayor, Willie W. Herenton, has appointed musical ambassadors who were either born and raised in Memphis or who have been greatly influenced by the city's musical heritage. These include Justin Timberlake, B.B. King, Isaac Hayes and Scotty Moore, onetime guitarist for Elvis Presley ... Rhonda Vincent is adding a new song to future pressings of her latest album, *One Step Ahead*. The song "If Heartaches Had Wings" was recommended by her brother, Darrin Vincent, and was written by Jody Alan Sweet ... Singer, producer and talent agent Marty Martel says his efforts to build a retirement home for people in country music is finally getting off the ground. Modeled after the Motion Picture & Television Fund in Los Angeles, the project will be administered by the CMA and the Reunion of Professional Entertainers.

Note: If you have Americana news, please forward it to [jschoenberger@radioandrecords.com](mailto:jschoenberger@radioandrecords.com).

## Most Added®

ARTIST TITLE LABEL(S)	ADDS
Bottle Rockets Blue Sky (Sanctuary/SRG)	7
Little Feat Kickin' It At The Barn (Hot Tomato)	6
Delbert McClinton Live (New West)	5
Hank Williams, Jr. I'm One of You (Curb)	4
Rosie Flores Single Rose (Independant)	4
Johnny Cash Unearthed (box set) (American Recordings/Lost Highway)	4
Karl Shiflett and Big Country Worries On My Mind (Rebel)	4
Tony Rice The Bluegrass Guitar Collection (Rounder)	4
Various Artists Beautiful: Tribute To Gordon Lightfoot (Borealis/Northern Blues)	4

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# Station Of The Year

## KXOJ/Tulsa shines brightly in the center of it all

A few months ago KXOJ/Tulsa was voted R&R Christian Station of the Year (Commercial), and there was a good reason it won. The success of the station and the leadership of PD Bob Thornton have gone a long way toward helping the Christian AC outlet become one of the shining stars in Christian radio.

KXOJ was born back in 1977 as a block-programmed Christian radio station, and Christian music has been its mainstay ever since. Mike Stephens was the original owner. His son, David, came on board in 1990 and is now part of the ownership group and serves as GM.



Bob Thornton

In 1996 the owners purchased KTLI/Wichita, where Thornton was serving as PD. He moved to KXOJ to become National PD for the company, Adonai Radio Group, in 1998.

In the past several Arbitron books KXOJ has ranked within the top 10 in the Tulsa metro area. Not bad for

**"The most important thing is communication. Talk to people, not at them."**

a progressive-leaning Christian AC station. So what does Thornton attribute the station's success to? "The easy and most accurate answer is that God is at work in this company, and we're all along for the ride," he says.

"However, I would be remiss not to mention the unreal staff we have. We've got the single best airstaff that I have ever had or ever heard. We have a core sales staff who really know how to serve clients. We also have wonderful ownership. Tulsa's a great family city and boasts a great listener base. All of that adds up."

### Simple Success Secrets

Thornton and his staff are known for keeping things simple. There's no

big research system soaking up tons of money and no complex business plan confuses station employees. The uncomplicated techniques that have been put into practice are working well.

It all comes back to the fundamentals for Thornton. "We have an overall

mission statement and some departmental ones," he says. "Overall, our mission is to duplicate our beliefs in as many people as possible, using every means available to us at the moment.

"As for programming, it's very simple. It's a statement I wrote down when I was 16 years old at church camp, and I still use it today: to get this music into as many ears as possible.

"Both of these statements add urgency and meaning to what we do on a daily basis. Both put the focus on the listener and not on us. Both also cause us to focus on the casual, nonchurched listener and not just the raving fans of Christian music."

With many stations' staffs being downsized these days, one of the harder things to do in larger companies is to continue generating that feeling of a one-on-one connection on the air. Thornton keeps his staff thinking about this essential element all the time. "The most important thing is communication," he says.

"Talk to people, not at them. Tell stories instead of simply making announcements. You have to be able to connect with people where they are. They are not always where some programmers think they are.

"We look at Jesus' way of communicating with the woman at the well. He had a message, knew who needed to hear it and knew where to go to find that person. He didn't go preach at church and hope she would show up. He knew she was thirsty, so he waited by the well. It's simple genius. That kind of simple

connection makes a big difference in how the audience responds."

### Leadership Qualities

One of the unique ways Thornton has helped industry personnel on the front lines is through an online forum he developed for the average PD in 1996. "A lot of us craved those late-night GMA talks year-round," he says. "The advent of e-mail made those conversations more portable. It's really user-driven. It can be quiet for a week, then there will be three days of absolutely essential discussion. People use it when they need it.

**"Forget you're in a small market. Sound big. Sound bigger than any other station in town."**

"ProgramDirector.net came along a few years later as an archive of some of the information that had been discussed in the forum. Overall, it's just trying to help make the industry better. I want my visions and investments to go beyond what is right in front of me. The more we share what we've learned and how we do things, the better decisions we can all make. I know I've benefited from other people's participation."

KXOJ's being named R&R Commercial Christian Station of the Year proved that the station and Thornton have had an impact on the radio side of the industry, especially considering that they beat out stations in much larger markets. "We were very honored to get the award," Thornton says. "Most of us here worked in mainstream radio first, so anything with R&R stamped on it carries special significance.

"We have won a couple of Dove Awards, too, and all of that has a humbling effect on us. We know what we are really like at our worst moments, so when something like this happens, we can clearly see that God is, in fact, at work in our com-

**"None of the research companies have been able to guarantee an increase in listeners or revenue that would make up for the cost of the research."**

pany. That makes it a privilege to work here."

### The Research Question

Research is a hot-button topic at Christian radio right now. Should a station use it? If so, how can the information it provides be used most effectively to reach the target demographic? Thornton has written a few articles on the subject. He understands that research is a tool but wants proof of its validity in direct relation to cost.

"I know there is a lot of bad research out there, because I have fallen for it over the years," he says. "We do not do any commercial research, like auditorium testing or callout, here.

"Some people lean on research too much, down to analyzing musical notes and chord progressions. Some even refuse to play songs because a panel of three voted it down two-to-one. I don't think it's rocket science to listen to a song and know if it's a hit if you know your audience.

"Stephen Goldstein, PD at WTIC-FM/Hartford in the '80s, when it had a 25 share, told me his secret was talking and listening to the audience. I've never forgotten that. So far our ratings and progress have borne that out, and none of the research companies have been able to guarantee an increase in listeners or

revenue that would make up for the cost of the research."

### Small Market, Big Sound

Being in market No. 65 can have its drawbacks, but Thornton and his team have seemingly turned theirs into pluses. His advice to other medium- or small-market stations is this: "Forget you're in a small market. Sound big. Sound bigger than any other station in town. With the affordability of equipment today, there are no excuses. Cool Edit costs, what, \$79 now for the basic version? A decent sound card is less than that.

"Create imaging that engages the listener and forces them to imagine what you want them to do, be it a contest or an advertisement. Be committed to helping your clients succeed. Don't just get the contract signed and go on. Spend time with Roy Williams' books and online research on how to write effective copy. If you create just one success story on Main Street, the other shops will be knocking down your door."

### TALK BACK TO R&R!

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

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KLJC	WBDX	WHPZ	WRXT
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LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART	TOTAL STATIONS
2	1	<b>NEWSBOYS</b> You Are My King (Amazing Love) (Sparrow)	1511	+22	15	52/1
1	2	<b>CASTING CROWNS</b> If We Are The Body (Beach Street/Reunion)	1492	-53	15	55/0
5	3	<b>MARK SCHULTZ</b> You Are A Child Of Mine (Word/Curb/Warner Bros.)	1456	+85	9	57/2
4	4	<b>DARLENE ZSCHECH</b> Pray (INO)	1450	+75	9	58/0
3	5	<b>BIG DADDY WEAWE</b> Fields Of Grace (Fervent)	1384	-15	14	52/2
8	6	<b>MICHAEL W. SMITH</b> Signs (Reunion)	1139	-30	13	45/1
9	7	<b>MERCYME</b> Word Of God Speak (INO)	1129	+7	31	35/0
6	8	<b>AVALON</b> New Day (Sparrow)	1106	-186	17	46/0
7	9	<b>FFH</b> Ready To Fly (Essential)	1104	-75	16	41/0
11	10	<b>STEVEN CURTIS CHAPMAN</b> Moment Made For Worshipping (Sparrow)	1056	+177	4	49/5
10	11	<b>JODY MCBRAYER &amp; JADYN MARIA</b> Never Alone (Nunca Solo) (Sparrow)	1014	+37	11	36/1
16	12	<b>THIRD DAY</b> Sing A Song (Essential)	908	+183	3	44/5
12	13	<b>JARS OF CLAY</b> Show You Love (Essential)	869	+34	7	39/1
14	14	<b>R. ST. JAMES &amp; C. TOMLIN</b> Expressions Of Your Love (ForeFront/Sparrow)	791	-9	11	33/0
13	15	<b>STACIE ORRICO</b> (There's Gotta Be) More To Life (ForeFront/Virgin)	751	-53	17	31/0
15	16	<b>ACROSS THE SKY</b> Found By You (Word/Curb/Warner Bros.)	653	-137	19	28/0
20	17	<b>ERIN O'DONNELL</b> Wide Wide World (Inpop)	610	+56	7	28/3
18	18	<b>TODD AGNEW</b> This Fragile Breath (Ardent)	599	-30	17	22/0
22	19	<b>NATALIE GRANT</b> Deeper Life (Curb)	588	+47	6	29/2
24	20	<b>TAIT</b> Lose This Life (ForeFront)	550	+23	3	24/3
21	21	<b>JOY WILLIAMS</b> I Wonder (Reunion)	542	-3	6	26/2
19	22	<b>4HIM</b> Fill The Earth (Word/Curb/Warner Bros.)	522	-41	10	24/0
26	23	<b>JEREMY CAMP</b> Right Here (BEC)	516	+62	3	25/2
17	24	<b>ZOEGIRL</b> You Get Me (Sparrow)	512	-138	21	23/0
23	25	<b>SONICFLOOD</b> Cry Holy (INO)	511	-26	24	20/0
25	26	<b>VARIOUS ARTISTS</b> The Gathering (Essential)	493	+2	8	22/0
27	27	<b>NEWSONG</b> Life In My Day (Reunion)	488	+34	18	21/1
29	28	<b>WARREN BARFIELD</b> Mistaken (Creative Trust Workshop)	474	+55	2	23/2
<b>Debut</b>	29	<b>MATTHEW WEST</b> More (Sparrow/Universal South)	462	+118	1	26/7
28	30	<b>CHRIS RICE</b> Smile (Just Want To Be With You) (Rocketown)	428	+8	29	14/0

63 AC reporters. Songs ranked by total plays for the airplay week of Sunday 11/16 - Saturday 11/22.  
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## New & Active

**DAVID CROWDER BAND** O Praise Him (All This For A King) (Sixsteps/Sparrow)  
Total Plays: 411, Total Stations: 18, Adds: 2

**GEORGE ROWE** Everlasting (Rocketown)  
Total Plays: 393, Total Stations: 18, Adds: 0

**SCOTT RIGGAN** I Love You Lord (Spinning Plates)  
Total Plays: 323, Total Stations: 15, Adds: 1

**AMY GRANT** Out In The Open (Word/Curb/Warner Bros.)  
Total Plays: 296, Total Stations: 15, Adds: 2

**POINT OF GRACE** The Love Of Christ (Word/Curb/Warner Bros.)  
Total Plays: 283, Total Stations: 15, Adds: 2

**NICHOLE NORDEMAN** Even Then (Sparrow)  
Total Plays: 268, Total Stations: 14, Adds: 1

**PLUS ONE** Be Love (Inpop)  
Total Plays: 251, Total Stations: 13, Adds: 1

**NATE SALLIE** Whatever It Takes (Curb)  
Total Plays: 226, Total Stations: 13, Adds: 6

**KRISTY STARLING** Something More (Word/Curb/Warner Bros.)  
Total Plays: 214, Total Stations: 11, Adds: 0

**CHRIS RICE** Untitled Hymn (Come To Jesus) (Rocketown)  
Total Plays: 195, Total Stations: 9, Adds: 0

Songs ranked by total plays

## Most Added®

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ARTIST TITLE LABEL(S)	ADDS
<b>MATTHEW WEST</b> More (Sparrow/Universal South)	7
<b>NATE SALLIE</b> Whatever It Takes (Curb)	6
<b>S. CURTIS CHAPMAN</b> Moment Made For Worshipping (Sparrow)	5
<b>THIRD DAY</b> Sing A Song (Essential)	5
<b>ERIN O'DONNELL</b> Wide Wide World (Inpop)	3
<b>TAIT</b> Lose This Life (ForeFront)	3
<b>SARAH KELLY</b> Take Me Away (Gotee)	3
<b>JAMIE SLOCUM</b> By Your Side (Curb)	3
<b>NEWSBOYS</b> Adoration (Sparrow)	3

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
<b>THIRD DAY</b> Sing A Song (Essential)	+183
<b>S. CURTIS CHAPMAN</b> Moment Made For Worshipping (Sparrow)	+177
<b>MATTHEW WEST</b> More (Sparrow/Universal South)	+118
<b>NATE SALLIE</b> Whatever It Takes (Curb)	+96
<b>M. SCHULTZ</b> You Are A Child Of Mine (Word/Curb/Warner Bros.)	+85
<b>DARLENE ZSCHECH</b> Pray (INO)	+75
<b>JEREMY CAMP</b> Right Here (BEC)	+62
<b>JAMIE SLOCUM</b> By Your Side (Curb)	+58
<b>ERIN O'DONNELL</b> Wide Wide World (Inpop)	+56
<b>WARREN BARFIELD</b> Mistaken (Creative Trust Workshop)	+55

## Christian Activity

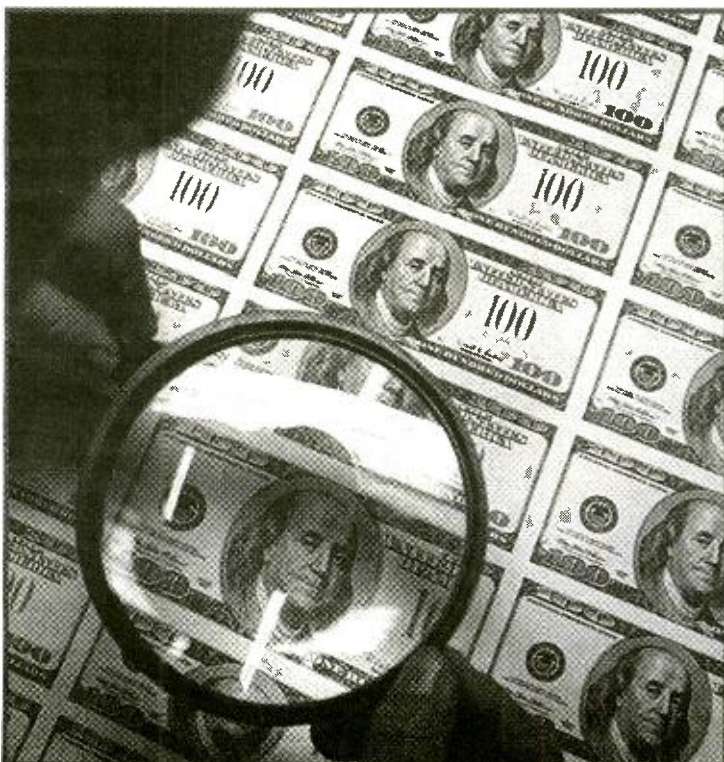
by Rick Welke

### Newsboys Make Their Move

After four straight weeks at No. 2 and being jumped by newcomers **Casting Crowns** a few weeks ago, **Newsboys** squeeze their way to the top position this week with "You Are My King (Amazing Love)." It took the superstar 'Boys 15 weeks to accomplish the feat.

While the battle at the top was convening, there's also been a shakeup at Nos. 3-5: **Mark Schultz** jumps over **Darlene Zschech** and **Big Daddy Weave**. BDW actually fall off a few plays, losing their bullet and dropping back two spots, to No. 5.

**Steven Curtis Chapman** (11-10, +177) has his strongest single in several months as he cracks the top 10 after four weeks on the big list. **Third Day** also had a huge reporting period (16-12, +183) as the band gains five new station adds. New Sparrow/Universal South artist **Matthew West** debuts at No. 29 (+118), giving him his first charting single ever.



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**CHR TOP 30**

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART	TOTAL STATIONS
3	1	CASTING... If We Are... (Beach Street/Reunion)	1012	+99	12	24/1
1	2	STACIE ORRICO (There's Gotta Be)... (ForeFront/Virgin)	980	-43	19	25/0
2	3	NEWSBOYS You Are My King... (Sparrow)	947	-43	15	23/0
6	4	JARS OF CLAY Show You Love (Essential)	790	+53	8	26/0
4	5	SWITCHFOOT Gone (Sparrow)	723	-135	22	18/0
7	6	FM STATIC Crazy Mary (Tooth & Nail)	665	-40	13	20/0
5	7	ZOEGIRL You Get Me (Sparrow)	658	-167	21	20/0
8	8	BIG DADDY WEAVE Fields Of Grace (Fervent)	632	+15	10	19/0
12	9	JEREMY CAMP Right Here (BEC)	623	+148	4	23/3
9	10	JOY WILLIAMS By Surprise (Reunion)	577	-36	7	18/0
17	11	THIRD DAY Sing A Song (Essential)	517	+117	3	19/2
11	12	TAIT Lose This Life (ForeFront)	502	+19	6	17/0
10	13	NATE SALLIE All About You (Curb)	485	-35	17	15/0
14	14	PAUL WRIGHT Your Love Never Changes (Gotee)	462	+36	7	15/0
13	15	BIG DISMAL Remember (I.O.U.) (Wind-up)	419	-11	20	10/0
19	16	SKILLET Savior (Ardent)	403	+40	3	13/0
15	17	J. MCBRAVER & J. MARIA Never Alone... (Sparrow)	400	-14	5	12/0
18	18	MERCYME The Change Inside Of Me (INO)	384	-1	22	12/0
16	19	TODD AGNEW This Fragile Breath (Ardent)	375	-31	27	10/0
20	20	JUMP 5 Why Do I Do (Sparrow)	369	+9	8	12/0
24	21	JONAH33 Faith Like That (Ardent)	332	+15	4	9/0
25	22	JEREMY CAMP I Still Believe (BEC)	297	-19	30	6/0
Debut	23	TODD AGNEW Grace Like Rain (Ardent)	295	+102	1	12/3
21	24	MICHAEL W. SMITH Signs (Reunion)	295	-33	8	10/0
28	25	FFH Ready To Fly (Essential)	287	+9	3	10/0
Debut	26	PLUS ONE Be Love (Inpop)	271	+77	1	12/1
-	27	DAKONA Richest Man (Maverick/Warner Bros.)	270	+26	3	10/1
27	28	EVERYDAY SUNDAY Hanging On (Flicker)	267	-36	29	7/0
29	29	ACROSS... Found By You (Word/Curb/Warner Bros.)	265	-9	7	8/0
22	30	SHAUN GROVES See You (Rocketown)	262	-61	17	7/0

28 CHR reporters. Songs ranked by total plays for the airplay week of Sunday 11/16 - Saturday 11/22.  
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**ROCK TOP 30**

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART	TOTAL STATIONS
1	1	SKILLET Savior (Ardent)	526	+8	9	37/0
2	2	JONAH33 Faith Like That (Ardent)	445	-16	11	33/0
3	3	SUPERCHICK Me Against The World (Inpop)	416	-14	12	32/0
4	4	THOUSAND FOOT... Phenomenon (Tooth & Nail)	399	-21	11	32/0
5	5	P.O.D. Will You (Atlantic)	364	+9	8	34/1
6	6	BIG DISMAL Reality (Wind-up)	346	+3	15	28/0
15	7	PILLAR Further From Myself (Flicker)	320	+58	2	26/4
7	8	ANBERLIN Cadence (Tooth & Nail)	310	-11	10	24/0
8	9	PLUMB Unnoticed (Curb)	300	+7	7	30/1
13	10	TAIT Numb (ForeFront)	297	+21	2	33/2
9	11	BLEACH Get Up (Tooth & Nail)	288	-1	6	30/0
12	12	SWITCHFOOT Ammunition (Red Ink/Columbia)	284	+4	14	29/2
10	13	DAKONA Richest Man (Maverick/Warner Bros.)	280	-3	13	26/1
11	14	SPOKEN Promise (Tooth & Nail)	274	-8	10	17/0
16	15	FM STATIC Crazy Mary (Tooth & Nail)	252	-8	17	20/0
18	16	DOWNHERE Breaking... (Squint/Curb/Warner Bros.)	251	+12	4	24/2
14	17	SLICK SHOES Now's The Time (SideOneDummy)	247	-21	10	23/0
17	18	JEREMY CAMP Take My Life (BEC)	236	-15	17	20/0
20	19	GS MEGAPHONE Venom (Spindust)	231	-7	5	20/1
28	20	SANCTUS REAL Beautiful Day (Sparrow)	230	+63	2	24/7
22	21	MODERN DAY JOHN Emanate (Independent)	209	+5	3	14/1
21	22	STEREO MOTION Rise (Flicker)	204	-1	17	17/0
Debut	23	KUTLESS Treason (BEC)	203	+72	1	19/5
Debut	24	STRANGE CELEBRITY Rise (Squint/Curb/Warner Bros.)	202	+53	1	18/2
29	25	KIDS IN THE WAY Hallelujah (Flicker)	194	+33	2	17/3
23	26	EVERYDAY SUNDAY Lose It Again (Flicker)	193	-2	16	14/0
19	27	ROCK 'N' ROLL WORSHIP... A Beautiful Glow (INO)	192	-46	14	25/1
30	28	SEVEN PLACES Landslide (BEC)	186	+29	2	18/3
24	29	HANGNAIL I Aspire (Tooth & Nail)	185	+3	12	17/0
25	30	RADIAL ANGEL Your Name (Squint/Curb/Warner Bros.)	179	-3	13	10/0

39 Rock reporters. Songs ranked by total plays for the airplay week of Sunday 11/16 - Saturday 11/22.  
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**New & Active**

**SARAH KELLY** Take Me Away (Gotee)  
Total Plays: 234, Total Stations: 10, Adds: 1

**SUPERCHICK** I Belong To You (Inpop)  
Total Plays: 233, Total Stations: 7, Adds: 0

**MERCYME** Word Of God Speak (INO)  
Total Plays: 232, Total Stations: 6, Adds: 0

**D. CROWDER BAND** O Praise Him... (Sixsteps/Sparrow)  
Total Plays: 227, Total Stations: 10, Adds: 0

**MATTHEW WEST** More (Sparrow/Universal South)  
Total Plays: 215, Total Stations: 9, Adds: 1

**PILLAR** Further From Myself (Flicker)  
Total Plays: 201, Total Stations: 9, Adds: 0

**TELECAST** The Way (BEC)  
Total Plays: 192, Total Stations: 8, Adds: 1

**DOWNHERE** Breaking Me Down (Squint/Curb/Warner Bros.)  
Total Plays: 190, Total Stations: 9, Adds: 0

**SANCTUS REAL** Beautiful Day (Sparrow)  
Total Plays: 189, Total Stations: 8, Adds: 2

**WARREN BARFIELD** Mistaken (Creative Trust Workshop)  
Total Plays: 169, Total Stations: 7, Adds: 0

**New & Active**

**INSYDERZ** Call To Arms (Floodgate)  
Total Plays: 159, Total Stations: 15, Adds: 2

**TINMAN JONES** Say Goodbye (Cross Driven)  
Total Plays: 118, Total Stations: 13, Adds: 2

**APOLOGETIX** Look Yourself (Parodies)  
Total Plays: 96, Total Stations: 9, Adds: 0

**TREE63** All Hands (Inpop)  
Total Plays: 93, Total Stations: 17, Adds: 2

**FALLING UP** Broken Heart (BEC)  
Total Plays: 89, Total Stations: 8, Adds: 3

**LAST TUESDAY** Retaliation (DUG)  
Total Plays: 84, Total Stations: 9, Adds: 1

**PAUL WRIGHT** Your Love Never Changes (Gotee)  
Total Plays: 76, Total Stations: 5, Adds: 1

**TODD AGNEW** Grace Like Rain (Ardent)  
Total Plays: 74, Total Stations: 6, Adds: 1

**RE:ZOUND** Great I Am (Wrinkle Free)  
Total Plays: 72, Total Stations: 8, Adds: 2

**DISCIPLE** One More Time (Slain)  
Total Plays: 71, Total Stations: 10, Adds: 3

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**POWER 92**  
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**107.9 the end**  
today's hit music

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**INSPO TOP 20**

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART	TOTAL STATIONS
	1	<b>WATERMARK...</b> There Is... <i>(Creative Trust Workshop)</i>	400	-13	12	20/0
4	2	<b>4HIM</b> Fill The Earth <i>(Word/Curb/Warner Bros.)</i>	376	+12	11	20/0
3	3	<b>DARLENE ZSCHECH</b> Pray <i>(INO)</i>	368	-1	9	20/0
2	4	<b>FFH</b> Ready To Fly <i>(Essential)</i>	362	-11	10	19/0
7	5	<b>M. SCHULTZ</b> You Are A... <i>(Word/Curb/Warner Bros.)</i>	290	+30	6	18/0
8	6	<b>GEORGE RDWE</b> Everlasting <i>(Rocketown)</i>	280	+27	5	18/0
5	7	<b>CAEDMON'S CALL</b> Hands Of The Potter <i>(Essential)</i>	275	-23	13	15/0
10	8	<b>S. CURTIS CHAPMAN</b> Moment Made... <i>(Sparrow)</i>	262	+36	4	21/1
9	9	<b>VARIOUS ARTISTS</b> The Gathering <i>(Essential)</i>	243	-2	8	15/0
6	10	<b>SCOTT KRIPPAYNE</b> You Are Still God <i>(Spring Hill)</i>	227	-70	13	16/0
15	11	<b>CASTING...</b> If We Are The Body <i>(Beach Street/Reunion)</i>	201	+26	4	15/2
12	12	<b>JACI VELASQUEZ</b> Jesus is <i>(Word/Curb/Warner Bros.)</i>	201	+6	16	11/0
11	13	<b>RIVER</b> Glorious <i>(Ingrace)</i>	198	0	7	14/0
14	14	<b>MARTINS</b> What Mercy Means <i>(Spring Hill)</i>	194	+11	5	14/1
13	15	<b>SHANNON WEXELBERG</b> In The Waiting <i>(Doxology)</i>	173	-12	10	11/0
18	16	<b>POINT...</b> The Love Of Christ <i>(Word/Curb/Warner Bros.)</i>	170	+32	2	15/2
19	17	<b>CHRIS RICE</b> Untitled Hymn (Come To Jesus) <i>(Rocketown)</i>	153	+21	2	14/0
16	18	<b>JAMIE SLOCUM</b> I Cannot Turn Away <i>(Curb)</i>	147	-12	18	8/0
<b>Debut</b>	19	<b>BIG DADDY WEAVE</b> Completely Free <i>(Fervent)</i>	130	+15	1	11/1
<b>Debut</b>	20	<b>KATINAS</b> Changed <i>(Gotee)</i>	126	+20	1	7/0

21 Inspo reporters. Songs ranked by total plays for the airplay week of Sunday 11/16 - Saturday 11/22.  
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**Rhythmic Specialty Programming**

RANK	ARTIST TITLE LABEL(S)
1	<b>KJ-52</b> Dear Slim Pt. 2 <i>(BEC/Uprok)</i>
2	<b>APT. CORE</b> No Such Thing As Time <i>(Rocketown)</i>
3	<b>T-BONE</b> Still Preachin' <i>(Flicker)</i>
4	<b>MARS ILL</b> Breathe Slow <i>(Gotee)</i>
5	<b>LPG</b> Never Did I <i>(Uprok)</i>
6	<b>STACIE ORRICO</b> (There's Gotta Be) More To Life <i>(ForeFront/Virgin)</i>
7	<b>MARY MARY</b> Dance, Dance, Dance <i>(Integrity)</i>
8	<b>JOHN REUBEN</b> Move <i>(Gotee)</i>
9	<b>L.A. SYMPHONY</b> Gonna Be Alright <i>(Gotee)</i>
10	<b>GRITS f/ JENNIFER KNAPP</b> Believe <i>(Gotee)</i>

**CHR Most Added**

**www.rrindicator.com**

ARTIST TITLE LABEL(S)	ADDS
<b>JEREMY CAMP</b> Right Here <i>(BEC)</i>	3
<b>TODD AGNEW</b> Grace Like Rain <i>(Ardent)</i>	3
<b>THIRD DAY</b> Sing A Song <i>(Essential)</i>	2
<b>SANCTUS REAL</b> Beautiful Day <i>(Sparrow)</i>	2
<b>NATALIE GRANT</b> Deeper Life <i>(Curb)</i>	2

**Rock Most Added**

**www.rrindicator.com**

ARTIST TITLE LABEL(S)	ADDS
<b>SANCTUS REAL</b> Beautiful Day <i>(Sparrow)</i>	7
<b>KUTLESS</b> Treason <i>(BEC)</i>	5
<b>PILLAR</b> Further From Myself <i>(Flicker)</i>	4
<b>SEVEN PLACES</b> Landslide <i>(BEC)</i>	3
<b>KIDS IN THE WAY</b> Hallelujah <i>(Flicker)</i>	3
<b>DISCIPLE</b> One More Time <i>(Stain)</i>	3
<b>FALLING UP</b> Broken Heart <i>(BEC)</i>	3
<b>CURBSQUIRRELS</b> Six <i>(DUG)</i>	3
<b>MENDING POINT</b> In Transit <i>(Independent)</i>	3

**Inspo Most Added**

**www.rrindicator.com**

ARTIST TITLE LABEL(S)	ADDS
<b>CHARLES BILLINGSLEY</b> Your Love For Me <i>(Perpetual Entertainment)</i>	3
<b>KRISTY STARLING</b> Something More <i>(Word/Curb/Warner Bros.)</i>	3
<b>CASTING CROWNS</b> If We Are The Body <i>(Beach Street/Reunion)</i>	2
<b>POINT OF GRACE</b> The Love Of Christ <i>(Word/Curb/Warner Bros.)</i>	2
<b>WISDOM'S CRY</b> U.R.Y. <i>(Mission House)</i>	2
<b>AMY GRANT</b> Out In The Open <i>(Word/Curb/Warner Bros.)</i>	2
<b>PEDER EIDE</b> It's You Oh God <i>(Independent)</i>	2
<b>TEN SHEKEL SHIRT</b> Poorest King <i>(INO)</i>	2
<b>JAMIE SLOCUM</b> By Your Side <i>(Curb)</i>	2

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# A Time To Give Thanks

## Radio and record industry executives' Thanksgiving messages

**T**hanksgiving is a holiday that has been adopted by the Hispanic community in the United States, and rightly so, because we are part of this country. It is also an opportunity to give thanks for all the blessings we receive each day and the ones to come.

I contacted music and radio executives, asking for Thanksgiving messages, and many responded with wonderful comments. I also want to give thanks: Special thanks to all who participated in and supported R&R and *Radio y Música*. I appreciate always being able to count on you. And thank you for being part of the world of Latin radio and music and making it such a great industry to be in.

### Miguel A. Trujillo

#### VP/GM Regional Mexican Division, EMI Latin

Friends and industry associates, it is an honor to wish you a wonderful Thanksgiving on behalf of EMI Latin's staff and artists. During this special time, I'd like to thank everyone at TV, radio and the press for the opportunity to develop and promote the talented artists



Miguel A. Trujillo

we present to the public through you. The public is more demanding every day, and they deserve our respect and, most of all, our gratitude for making many dreams of success come true. Thank you for all your support.

### John Echevarría

#### President, Universal Music Latino

Thanks to all the artists, musicians, composers, producers and the rest of the creative community. Without them, we couldn't enjoy

music. Thanks to the loyal consumers and fans who still buy albums. Without them, we couldn't enjoy music. Thanks to the media and their staffs, who broadcast and circulate our work. Without them, we couldn't enjoy music.

Thanks to the entertainment lawyers, agents, managers and their personnel. Without them, we couldn't enjoy music. Thanks to publishers, retailers, distributors, the record companies and all of their employees, the ones who survived these dire straits and those who didn't. Without them, we couldn't enjoy music.

### Bobby Peña

#### GM, KOPY/Alice, TX

I'd like to give thanks to God for giving me my beautiful wife, Mari, and our first son-to-be, Robert Joshua Peña. And for my family, especially my mom, who has guided me through life. I give thanks to my older —much older— brothers, who taught me the radio business, Dan at KSAB & KUNO/Corpus Christi, TX and Bob at Q Productions.

Thanks to the many friends, promoters and groups I've gotten to

know in the industry. Thanks to all my employees, who put up with my crap and demands every day. Of course, thanks to the fans of Spanish-language radio. Without them, there would be no R&R Latin or us. May God bless you all. Happy holidays.



John Echevarría

Latin team.

### Hamilton Cauayo

#### National Promotions Coordinator, EMI Latin

I would like to thank Lucas Piña and Jorge Pino for believing in me and giving me the opportunity to be part of the EMI

### Teo Peña

#### PD, KUKA/Alice, TX

After eight days in the hospital and a two-hour surgery to remove the poison of a spider bite from my body, the thing I'm most thankful for is being alive and well. I'm thankful to have a family that stood by my side the whole way through, an employer that kept the paychecks coming and my co-workers, who had to cover for me during my month away from the station. Above all, thanks to God Almighty for my continued health.

### Gilbert Esparza

#### PD, KEJS/Lubbock, TX

I feel blessed every single day because I have God in my heart, and I give thanks to God for allowing me one more day, one more hour, one more



Gilbert Esparza

minute, one more second so that others can see Him in me. I'm thankful for my health and my family's health. I'm thankful for all the wonderful people who, at one time or another, have walked into my life and made it a great deal better just by my having



Tony Orellana

**"We in radio have an important task. Let's keep radio alive by giving our audience something interesting to listen to."**

Israel Salazar

known them, even if it was for a brief moment.

During these times of turmoil, I give thanks to every single person who places his or her life and health on the line so that others may enjoy the freedoms that we sometimes take for granted. Thanks to every person who is dedicated to serving and protecting us; thank you from the bottom of my heart. For those in need and lost, I pray for you every single day.

### Walter Kolm

#### Sr. VP/A&R & Marketing, Universal Music Latino

Thank you to all programmers and radio staff for your professionalism and for providing an opportunity and proving that new artists can be developed and can succeed in our market. I'd also like to thank all artists in general for sharing their music and talent with all of us.

### Paco Jacobo

#### PD, KTZR/Tucson

There are so many people to thank for this wonderful life that we have. First of all, thank you, Jackie, for this opportunity. Thank you to all the artists who put out the music we play, the audience that listens and the businesses that buy our product. I also thank God that after all these years in radio I still I wake up every morning excited to go to the job I love and have a passion for. Of course, thank you for my beautiful family, who put up with the long hours. And thanks to all my friends in the biz.

### Tony Orellana

#### Dir./Ritmo International Record Pool, San Francisco

First, I'd like to thank God for the health he's given us and the food he puts on our tables and for taking care of all my family. Thank you to all my friends, the record labels and all our friends at R&R and *Radio y Música*. Thank you for allowing us to participate with our playlists.

Cheers, hugs and peace on earth from all the DJs at Ritmo Latino International Record Pool, San Francisco.

### Israel Salazar

#### PD, KQFX/Amarillo, TX

I'd like to thank all our listeners, who have supported us so much. Let's not only give thanks during this holiday, let's thank God all the time for all the blessings He gives us. We in radio have an important task, which is

to give the audience the best radio shows and serve our community. Let's keep radio alive by giving our audience something interesting to listen to.

### Willy Contreras

#### PD, KZHR/Tri-Cities, WA

First, I'd like to thank God our Lord for my life, health and family. Thank you to my wife for putting up with me and supporting my career. Thank you to our parent company for giving me the opportunity to do the job I've always wanted to do. It's an honor to be part of this station. Thank you to all my co-workers for sticking with me during the good times and the bad and for all their efforts.

Thank you to all the songwriters for their beautiful song lyrics. Thank you to the artists and bands for in-



Valentín Velasco

terpreting them so uniquely. Thank you to the artists and record labels who have supported our station during many events and festivals. A big thank you, many blessings and encouragement to all those who are involved in the daily fight for music.

### Valentín Velasco

#### President, Balboa Records

On behalf of Balboa Records, I'd like to thank all the media for their continued support. We wish you a wonderful Thanksgiving.

**"I thank God that after all of these years in radio I still I wake up every morning excited to go to the job I love and have a passion for."**

Paco Jacobo

### TALK BACK TO R&R!

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

Call me at 310-788-1670 or e-mail:

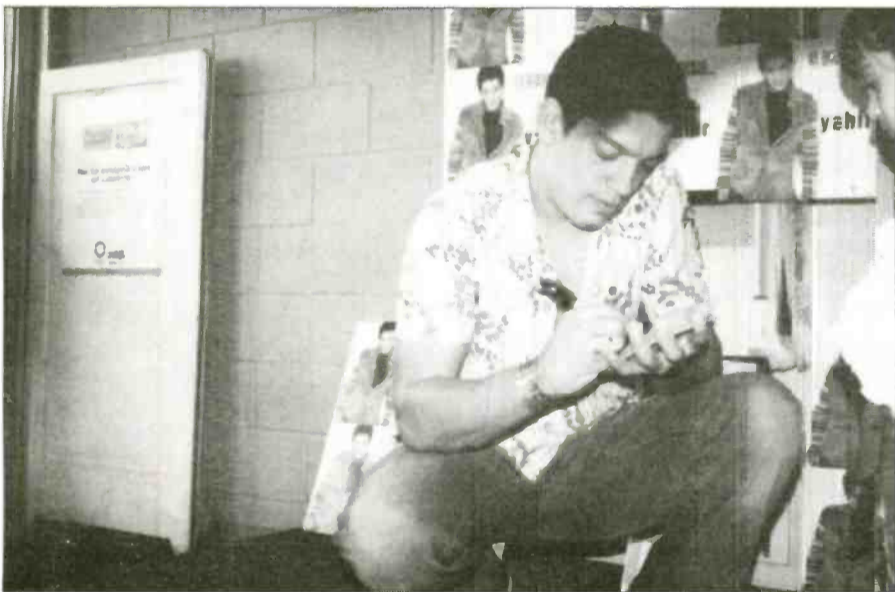
jmadrigal@radioandrecords.com

# RADIO Y MÚSICA R&R

## This Week In Spanish-Language Music



**LOS SEMENTALES SIGN WITH PLATINO** Norteño band Los Sementales De Nuevo León signed an exclusive recording contract with Platino Records. Seen here signing the contract are bandmembers (l-r) José Felix Alonso, José Antonio González, Juan Carlos González and Israel Alanis.



**YAHIR TAKES OVER PUERTO RICO** Yahir visited Puerto Rico to promote his self-titled album. His Puerto Rican fans know him best as the lead on the soap opera Enamórate. He's seen here giving an autograph to a young fan at one of the several in-stores he did.

## Radio Y Música News

**Israel Salazar**  
PD, KQFX/Amarillo, TX

We have the best morning show: *El Chulo Y La Bola*. The show has been featured in several publications, and its ratings can be compared to El Piolin's on KSCA/Los Angeles. Even though our company, Amigo Broadcasting, is not as large as Univision Radio, it is growing, especially in Texas. Our show is No. 1 18-34 in Amarillo.



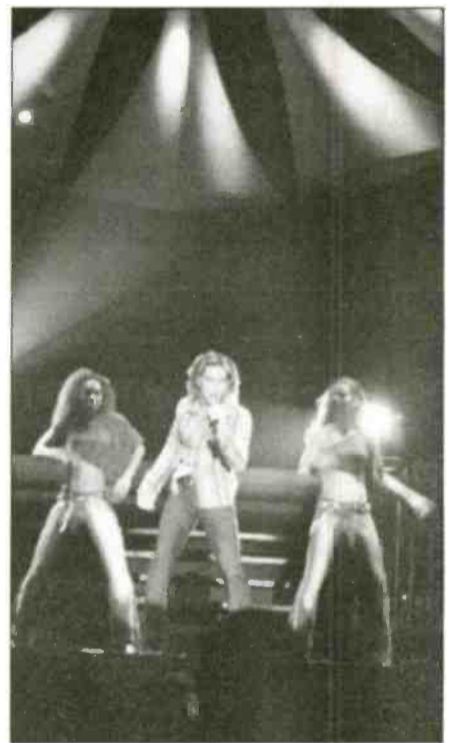
Israel Salazar

Joaquín Garza is *El Chulo*, and *La Bola*, which is a cast of characters including *El Choconostle* and a grandma called Doña Mela Pelaez, is done by Raúl Bernal. The show is produced at our sister station, KHHL (98.9 FM Exitos)/Austin, where it's also No. 1.


Right now we're running a promotion called *Cuéntame Las Rolas* in which we're giving away money. We're also giving away turkeys, since Thanksgiving is upon us. It's a way of thanking our audience.



**ARJONA'S SANTO PECADO** Ricardo Arjona continues to tour to promote his latest album, *Santo Pecado*. After finishing up dates in the United States, he's now in South America. He's seen here during a performance in Venezuela, where he gave five concerts.



**DAVID BISBAL ... UNSTOPPABLE** Spanish singer David Bisbal has been selling out performances all over Latin America, and Peru is no exception. He's seen here during a performance in that country, where thousands of fans turned out to see him.



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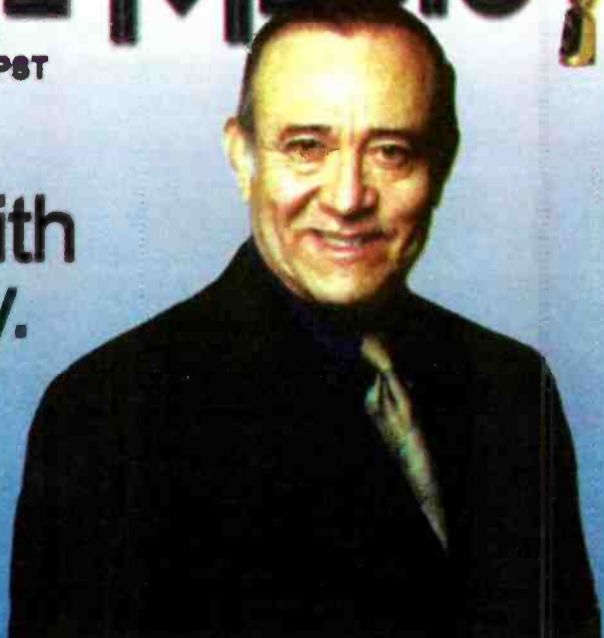
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# EN EL MEDIO

Monday - Friday 12-2PM PST

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## CONTEMPORARY TOP 25

THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL POINTS
1	<b>JUANES</b> La Paga (Universal)	139
2	<b>SIN BANDERA</b> Mientes Tan Bien (Sony Discos)	111
3	<b>MANA</b> Te Llevaré Al Cielo (Warner M.L.)	107
4	<b>CHAYANNE</b> Un Siglo Sin Ti (Sony Discos)	103
5	<b>LUIS MIGUEL</b> Te Necesito (Warner M.L.)	99
6	<b>GLORIA ESTEFAN</b> Hoy (Sony Discos)	88
7	<b>OBIE BERMUDEZ</b> Antes (EMI Latin)	86
8	<b>DAVID BISBAL</b> Quiero Perderme En Tu Cuerpo (Universal)	85
9	<b>LA OREJA DE VAN GOGH</b> Rosas (Sony Discos)	80
10	<b>LUIS FONSI</b> Quién Te Dijo Eso (Universal)	76
11	<b>RICKY MARTIN</b> Asignatura Pendiente (Sony Discos)	58
12	<b>EDNITA NAZARIO</b> Si No Me Amas (Sony Discos)	54
13	<b>GILBERTO S. ROSA</b> Un Amor Para La Historia (Sony Discos)	49
14	<b>ALEJANDRO SANZ</b> No Es Lo Mismo (Warner M.L.)	49
15	<b>BEYONCÉ</b> f/SEAN PAUL Baby Boy (Columbia)	43
16	<b>ALEXANDRE PIRES</b> En El Silencio Negro De La Noche (BMG)	40
17	<b>CRISTIAN</b> No Hace Falta (BMG)	39
18	<b>JUAN GABRIEL</b> Inocente De Ti (BMG)	36
19	<b>IMPACTO MC</b> Golosa (Balboa)	35
20	<b>CONJUNTO PRIMAVERA</b> Ave Cautiva (Fonovisa)	34
21	<b>OBIE BERMUDEZ</b> Me Casé De Ti (EMI Latin)	29
22	<b>RICKY MARTIN</b> Tal Vez (Sony Discos)	28
23	<b>MANA</b> Mariposa Traicionera (Warner M.L.)	27
24	<b>TISUBY &amp; GEORGINA</b> Por Qué No (Líderes)	27
25	<b>JORGE CORREA</b> Carmelina (Universal)	23

Data is compiled from the airplay week of November 16-22, and based on a point system.  
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## TROPICAL TOP 25

THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL POINTS
1	<b>JERRY RIVERA</b> Mi Libertad (BMG)	142
2	<b>ANDY ANDY</b> Voy A Tener Que Olvidarte (Sony Discos)	123
3	<b>TOROS BAND</b> Loca Conmigo (Universal)	112
4	<b>JUANES</b> La Paga (Universal)	107
5	<b>LUIS MIGUEL</b> Te Necesito (Warner M.L.)	106
6	<b>PAPI SANCHEZ</b> Enamórame (Sony Discos)	104
7	<b>GLORIA ESTEFAN</b> Hoy (Sony Discos)	101
8	<b>GILBERTO S. ROSA</b> Un Amor Para La Historia (Sony Discos)	81
9	<b>HUEY DUNBAR</b> A Dónde Iré (Sony Discos)	79
10	<b>SIN BANDERA</b> Mientes Tan Bien (Sony Discos)	73
11	<b>CELIA CRUZ</b> Ríe Y Llora (Sony Discos)	69
12	<b>INDIA</b> Soy Mujer (Sony Discos)	67
13	<b>JALSEN SANTANA</b> Dónde (Baby Head)	66
14	<b>PUERTO RICAN POWER</b> Doctor (Sony Discos)	65
15	<b>KEVIN CEBALLO</b> Tú Volverás (Universal)	61
16	<b>MARIO FELICIANO</b> A Tu Manera No (NH)	57
17	<b>ELVIS MARTINEZ</b> Así Te Amo (Premium)	57
18	<b>LOS LONELY BOYS</b> La Contestación (DR Music LLC)	56
19	<b>OBIE BERMUDEZ</b> Antes (EMI Latin)	55
20	<b>LUIS FONSI</b> Quién Te Dijo Eso (Universal)	54
21	<b>MANA</b> Te Llevaré Al Cielo (Warner M.L.)	53
22	<b>DAVID BISBAL</b> Quiero Perderme En Tu Cuerpo (Universal)	50
23	<b>JENNIFER PEÑA</b> A Fuego Lento (Univision)	49
24	<b>NG2</b> Quitémonos La Ropa (Sony Discos)	44
25	<b>CHAYANNE</b> Un Siglo Sin Ti (Sony Discos)	40

Data is compiled from the airplay week of November 16-22, and based on a point system.  
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### Going For Adds

**ALEJANDRO SANZ** Regálame La Silla Donde Te Esperé (Warner M.L.)  
**EMMANUEL** Guajira (Universal)  
**JOSE FELICIANO** No Digas Nada (Universal)  
**LOS DUEÑOS DEL SOL** Pobre Rogón (Balboa)  
**LOS MENDIVIL** Suspenso Infernal (Balboa)  
**LUIS MIGUEL** Un Te Amo (Warner M.L.)  
**SERGIO DALMA** Ya Lo Verás (Universal)  
**SORAYA** Sin Explicación (EMI Latin)  
**THALIA** Cerca De Ti (EMI Latin)  
**YAHIR** Aguántatelas Corazón (Warner M.L.)

### Going For Adds

**AZUL AZUL** Apretaito (Universal)  
**CALIFORNIA SHOW** Que No Se Acabe El Amor (Balboa)  
**GRUPO MANIA** Sube Sube (Universal)  
**JUNIOR KLAN** Mentirosa (Balboa)  
**LOS RUIZ** Era Como Yo (Univision)  
**MANNY MANUEL** Bajo Un Palmar (Universal)  
**TOÑO ROSARIO** f/TEGO CALDERON Amigo Mío (Warner M.L.)  
**VICO-C** f/TONY TOUCH & D'MINGO Para Mi Barrio (EMI Latin)

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## REGIONAL MEXICAN TOP 25

THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL POINTS
1	<b>MONTEZ DE DURANGO</b> Lágrimas De Cristal (Disa)	458
2	<b>CONJUNTO PRIMAVERA</b> Ave Cautiva (Fonovisa)	384
3	<b>BANDA EL RECODO</b> Que Te Ruegue Quien Te Quiera (Fonovisa)	337
4	<b>TIGRES DEL NORTE</b> Cásame La Muerte (Fonovisa)	277
5	<b>MARCO A. SOLÍS</b> Más Que Tu Amigo (Fonovisa)	270
6	<b>HURACANES DEL NORTE</b> Nomás Por Tu Culpa (Univision)	254
7	<b>INTOCABLE</b> Eso Duele (EMI Latin)	217
8	<b>JOAN SEBASTIAN</b> Sentimental (Balboa)	207
9	<b>BRONCO "EL GIGANTE DE AMERICA"</b> Estoy A Punto (Fonovisa)	196
10	<b>NINEL CONDE</b> Callados (Universal)	162
11	<b>CUISILLOS</b> Corazón (Balboa)	137
12	<b>ANA BARBARA</b> Bandido (Fonovisa)	132
13	<b>PAQUITA LA DEL BARRIO</b> Hombres Malvados (Balboa)	132
14	<b>KUMBIA KINGS f/OZOMATLI</b> Mi Gente (EMI Latin)	128
15	<b>CONTRÓL</b> Me Quiero Casar (EMI Latin)	113
16	<b>INTOCABLE</b> Soy Un Novato (EMI Latin)	105
17	<b>MONTEZ DE DURANGO</b> Hoy Empieza Mi Tristeza (Disa)	104
18	<b>RAMON AYALA</b> Títere En Tus Manos (Freddie)	82
19	<b>PALOMO</b> Te Metiste En Mi Cama (Disa)	73
20	<b>CHUY JR. Y SUS JARDINEROS</b> Mr. Party (EMI Latin)	68
21	<b>TRINY Y LA LEYENDA</b> Dile (Universal)	65
22	<b>PEPE AGUILAR</b> A Pierna Suelta (Univision)	64
23	<b>ORIGINALES DE SAN JUAN</b> El Aguacatero Michoacano (EMI Latin)	64
24	<b>LA ONDA w/CONTROL</b> Mi Cucu (EMI Latin)	61
25	<b>CARDENALES DE NUEVO LEON</b> Paso A La Reina (Disa)	60

Data is compiled from the airplay week of November 16-22, and based on a point system.  
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### Going For Adds

- ADAN CUEN Vuelve Por Favor (Balboa)
- BANDA ALAMEDA Dónde Está El Amor (Balboa)
- BANDA ANGELITOS El Valor Del Amor (Balboa)
- CABALLO NEGRO No Vas A Creer (Balboa)
- CELSO PIÑA w/BACILOS Bésala Ya (Warner M.L.)
- COCODRILOS Mi Destino (EMI Latin)
- DUETO Quieres Ser Mi Amante (EMI Latin)
- LUPILLO RIVERA Dame Por Muerto (Univision)
- NICO FLORES No Voy A Insistir (BMG)
- PANCHO BARRAZA Ojos De Cielo (Balboa)
- PANCHO BARRAZA Qué Bien Me Harías (Balboa)
- PELILLOS El Último Trago (Universal)
- RAFAEL PONCE Vida Truncada (Balboa)

## TEJANO TOP 25

THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL POINTS
1	<b>KUMBIA KINGS f/OZOMATLI</b> Mi Gente (EMI Latin)	186
2	<b>JAIME Y LOS CHAMAÇOS f/BOBBY PULIDO</b> Conjunto No Morirá (Freddie)	173
3	<b>SOLIDO</b> Contando Los Segundos (Freddie)	173
4	<b>INTOCABLE</b> Soy Un Novato (EMI Latin)	135
5	<b>INTOCABLE</b> Eso Duele (EMI Latin)	132
6	<b>BIG CIRCO</b> Una Vez Más (EMI Latin)	117
7	<b>FRIJOLES ROMANTICOS &amp; BOBBY PULIDO</b> Dónde Está Mi Raza (Universal)	115
8	<b>ELIDA REYNA</b> Te Voy A Olvidar (Tejas)	115
9	<b>MARCOS OROZCO</b> Como Dos Adolescentes (Catalina)	113
10	<b>JIMMY GONZALEZ &amp; GRUPO MAZZ</b> Te Llevo En Mi Alma (Freddie)	109
11	<b>LA ONDA w/CONTROL</b> Mi Cucu (EMI Latin)	98
12	<b>CONTRÓL</b> Me Quiero Casar (EMI Latin)	92
13	<b>DUELO</b> Desde Hoy (Univision)	90
14	<b>JENNIFER PEÑA A</b> Fuego Lento (Univision)	84
15	<b>IMAN</b> Amor De Dos Caras (Univision)	65
16	<b>DUELO</b> Un Minuto Más (Univision)	51
17	<b>RAMON AYALA</b> Títere En Tus Manos (Freddie)	47
18	<b>COSTUMBRE</b> Cuánto Te Amo (Warner M.L.)	43
19	<b>JAY PEREZ</b> No Me Dejes (Sony Discos)	40
20	<b>BIG CIRCO</b> La Endiablada (EMI Latin)	38
21	<b>TROPA F</b> Me Dieron Ganas De Llorar (Freddie)	34
22	<b>DESPERADOZ</b> Ella (Tejas)	33
23	<b>HURACANES DEL NORTE</b> Nomás Por Tu Culpa (Univision)	30
24	<b>BRONCO "EL GIGANTE DE AMERICA"</b> Estoy A Punto (Fonovisa)	29
25	<b>LOS FIEROS</b> Maldito Sea Tu Amor (ARC)	28

Data is compiled from the airplay week of November 16-22, and based on a point system.  
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### Going For Adds

ATM Nadie (Univision)

## Rock/Alternative

TW	ARTIST TITLE LABEL(S)
1	<b>CONTROL MACHETE</b> Bien, Bien (Universal)
2	<b>PANTEON ROCOCO</b> Tu Recuerdo Y Yo (BMG)
3	<b>LOS TETAS</b> Tómalas (Universal)
4	<b>MOLOTOV</b> Hit Me (Universal)
5	<b>KINKY</b> Presidente (Nettwerk)
6	<b>MANA</b> Te Llevaré Al Cielo (Warner M.L.)
7	<b>PLASTILINA MOSH</b> Peligroso Pop (EMI Latin)
8	<b>GUSTAVO CERATI</b> Karaoke (BMG)
9	<b>LA LEY</b> Más Allá (Warner M.L.)
10	<b>JULIETA VENEGAS</b> Andar Conmigo (BMG)
11	<b>FASE</b> Tania (Universal)
12	<b>CAFE TACUBA</b> Eres (MCA)
13	<b>SUPERLITIO</b> Qué Vo'Hacer (BMG)
14	<b>LIK</b> Gaviota (Sony Discos)
15	<b>PASTILLA</b> Comezón (Antídoto)

Songs ranked by total number of points. 18 Rock/Alternative reporters.

## Record Pool

TW	ARTIST TITLE LABEL(S)
1	<b>MOSA PROJECT</b> Dámelo (Latinflava)
2	<b>SEXAPPEL</b> Meneando La Cola (J&N)
3	<b>CABAS</b> La Caderona (EMI Latin)
4	<b>ORQUESTA GUAYACAN</b> Vas A Llorar (MP)
5	<b>JUANES</b> La Paga (Universal)
6	<b>ELVIS MARTINEZ</b> Así Te Amo (Premium)
7	<b>CELIA CRUZ</b> Ríe Y Lloro (Sony Discos)
8	<b>AVENTURA</b> Hermanita (Premium)
9	<b>EMMANUEL</b> Guajira (Universal)
10	<b>ARJELIS Y SU GRUPO NV</b> Olvídate Y Pega La Vuelta (Más Music)
11	<b>JOSE ERNESTO</b> Cositas Bonitas (MP)
12	<b>KEVIN CEBALLO</b> Tú Volverás (Universal)
13	<b>DON DINERO</b> Ahí Parí (Universal)
14	<b>MALA FE</b> Party In Miami (J&N)
15	<b>TOROS BAND</b> Loca Conmigo (Universal)

Songs ranked by total number of points. 23 Record Pool reporters.

## NATIONAL

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## SOUTH

### Morning Show Producer

WRAL-FM in Raleigh, NC needs individual to assist hosts in the production of their shows to include booking guests, a variety of production and promotional duties, creating, planning, coordinating and researching programs and arranging guests for broadcast. Individual will assist with logs noting discrepancies, complete affidavits and perform other duties as assigned. We are looking for a person with creative ideas who has an ability to recognize and provide content that relates to our audience. Previous producing experience is preferred. To apply send cover letter and resume, specifying job 03-170, to Human Resources, PO Box 12800, Raleigh NC 27605. A pre-employment drug screening is required. EOE, M/F.

## EAST

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## WEST



### GENERAL MANAGER and GENERAL SALES MANAGER

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**NEWS DIRECTOR KWVE/Calvary Chapel Costa Mesa (Christian Teaching/Music) seeks experienced, full-time News Director. Applicants must have five years broadcast experience and knowledge of Sound Forge &/or Cool Edit Pro is preferred. Applicants must also conform and hold beliefs of employer. Please send resume and audition to KWVE, 3000 W. MacArthur Blvd. Ste. 500, Santa Ana, CA 92704. EOE.**

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Americalist Media Marketing seeks an individual to maintain as well as grow current radio client list. Sales and experience in the broadcast industry a must. We offer a competitive benefits package, base plus commission and bonus package. Travel required. Relocation not necessary. Send resume to: Americalist Media Marketing, 8050 Freedom Avenue NW, North Canton, OH 44720. EOE.

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## R&R Opportunities Free Advertising

Radio & Records provides free (20 words maximum) listings to radio stations ON A SPACE AVAILABLE BASIS in Opportunities. Free listings of the same length are also available to individuals seeking work in the industry under Positions Sought.

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To appear in the following week's issue, your ad must be received by **Thursday noon (PST)**, eight days prior to issue date. Free Opportunities listings should be typewritten or printed on 8 1/2" X 11" company/station letterhead and are accepted only by mail or fax: 310-203-8727. Only free positions sought ads are accepted by e-mail to: [llinares@radioandrecords.com](mailto:llinares@radioandrecords.com) Address all 20-word ads to R&R Free Opportunities, 10100 Santa Monica Blvd., Third Floor, Los Angeles, CA 90067.

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## RADIO & RECORDS

10100 Santa Monica Blvd., Third Floor, Los Angeles, CA 90067

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<b>ADVERTISING/SALES:</b>	310-553-4330	310-203-8450	<a href="mailto:hmowry@radioandrecords.com">hmowry@radioandrecords.com</a>	<b>NASHVILLE BUREAU:</b>	615-244-8822	615-248-6655	<a href="mailto:lhelton@radioandrecords.com">lhelton@radioandrecords.com</a>

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 +CURRENT #280. KQQL/Dan Donovan, KALC/Nastyman, KUBE/T-Man, WEZB/Carson, KGB/Dave Shelly & Chainsaw, WOMC/Tom Ryan, WENS. \$10.  
 +PERSONALITY PLUS #PP-189. WIOQ/Chino, Angie & Diego, WBMX/John Lander, KFMB-FM/Jeff & Jer, KRTH/Gary Bryan. \$10 CD \$13.  
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 +ALL COUNTRY #CY-136. KEY, KFRG, KZLA, WPOC, WFMS. \$10.00.  
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 +PROFILE #S-484. NEW ORLEANS! CHR UC AC AOR Gold Ctry \$10.  
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## CHR/POP

LW	TW	
2	1	3 DOORS DOWN Here Without You (Republic/Universal)
3	2	OUTKAST Hey Ya! (Arista)
1	3	BEYONCE' f/SEAN PAUL Baby Boy (Columbia)
4	4	BABY BASH Suga Suga (Universal)
6	5	TRAPT Headstrong (Warner Bros.)
5	6	FOUNTAINS OF WAYNE Stacy's Mom (S-Curve/EMC)
7	7	SANTANA f/ALEX BAND Why Don't You & I (Arista)
9	8	STACIE ORRICO (There's Gotta Be) More To Life (ForeFront/Virgin)
8	9	MAROON 5 Harder To Breathe (Octone/J)
14	10	SIMPLE PLAN Perfect (Lava)
13	11	NO DOUBT It's My Life (Interscope)
11	12	BRITNEY SPEARS f/MADONNA Me Against The Music (Jive)
12	13	LIL' JON & THE EASTSIDE BOYZ Get Low (TVT)
10	14	NELLY f/P. DIDDY & MURPHY LEE Shake Ya... (Bad Boy/Universal)
18	15	LIZ PHAIR Why Can't I? (Capitol)
19	16	NICKELBACK Someday (Roadrunner/IDJMG)
17	17	MATCHBOX TWENTY Bright Lights (Atlantic)
20	18	CHRISTINA AGUILERA The Voice Within (RCA)
22	19	CLAY AIKEN Invisible (RCA)
15	20	CHRISTINA AGUILERA f/LIL' KIM Can't Hold Us Down (RCA)
24	21	CHINGY f/SNOOP DOGG & LUDACRIS Holidae In (DTP/Capitol)
21	22	MICHELLE BRANCH Breathe (Maverick/Warner Bros.)
23	23	LUDACRIS f/SHAWNNA Stand Up (Def Jam South/IDJMG)
25	24	STAIND So Far Away (Flip/Elektra/EEG)
28	25	FEFE DOBSON Take Me Away (Island/IDJMG)
26	26	BUBBA SPARXXX Deliverance (Beatclub/Interscope)
27	27	FABOLOUS f/TAMIA Into You (Desert Storm/Elektra/EEG)
36	28	JESSICA SIMPSON With You (Columbia)
32	29	ENRIQUE IGLESIAS Addicted (Interscope)
31	30	NELLY FURTADO Powerless (Say What You Want) (DreamWorks)

### #1 MOST ADDED

OUTKAST Hey Ya! (Arista)

### #1 MOST INCREASED PLAYS

OUTKAST Hey Ya! (Arista)

### TOP 5 NEW & ACTIVE

SHERYL CROW The First Cut Is The Deepest (A&M/Interscope)

JAY-Z Change Clothes (Roc-A-Fella/IDJMG)

KILEY DEAN Who Will I Run To? (Beatclub/Interscope)

YOUNG GUNZ Can't Stop, Won't Stop (Def Jam/IDJMG)

OASHBOARD CONFSSIONAL Hands Down (Vagrant)

CHR/POP begins on Page 21.

## AC

LW	TW	
2	1	SHANIA TWAIN Forever And For Always (Mercury/IDJMG)
3	2	TRAIN Calling All Angels (Columbia)
1	3	UNCLE KRACKER f/DOBBIE GRAY Drift Away (Lava)
4	4	MATCHBOX TWENTY Unwell (Atlantic)
5	5	SIMPLY RED Sunrise (simplyred.com)
7	6	PHIL COLLINS Look Through My Eyes (Walt Disney/Hollywood)
6	7	MERCYME I Can Only Imagine (INO/Curb)
9	8	CELINE DION Have You Ever Been In Love (Epic)
8	9	COUNTING CROWS Big Yellow Taxi (Geffen/Interscope)
10	10	LUTHER VANDROSS Dance With My Father (J)
11	11	DANIEL BEDINGFIELD If You're Not The One (Island/IDJMG)
12	12	JOSH GROBAN You Raise Me Up (143/Reprise)
16	13	CLAY AIKEN Invisible (RCA)
13	14	JIM BRICKMAN Peace (Where The Heart Is) (AAL)
17	15	SHERYL CROW The First Cut Is The Deepest (A&M/Interscope)
18	16	CELINE DION Stand By Your Side (Epic)
20	17	SARAH MCLACHLAN Fallen (Arista)
19	18	DIDO White Flag (Arista)
22	19	TIM MCGRAW Tiny Dancer (Curb)
23	20	MICHAEL MCDONALD Ain't No Mountain High Enough (Motown)
24	21	ROD STEWART f/CHER Bewitched, Bothered And Bewildered (J)
25	22	HALL & OATES Getaway Car (U-Watch)
26	23	SEAL Waiting For You (Warner Bros.)
27	24	SANTANA f/ALEX BAND Why Don't You & I (Arista)
21	25	MICHAEL BOLTON When I Fall In Love (Passion Group)
28	26	BURKE RONEY Let It All Come Down (R World/Rykco)
30	27	CHRISTINA AGUILERA The Voice Within (RCA)
-	28	TARRALYN RAMSEY Up Against All Odds (Casablanca)
-	29	ELTON JOHN The Heart Of Every Girl (Epic)
-	30	JOHN MAYER Bigger Than My Body (Aware/Columbia)

### #1 MOST ADDED

JIM BRICKMAN Sending You A Little Christmas (AAL)

### #1 MOST INCREASED PLAYS

ELTON JOHN The Heart Of Every Girl (Epic)

### TOP NEW & ACTIVE

BANGLES Something That You Said (Koch)

SUZU K. Gabriel (Vellum)

ABENAA Song 4 U (Nkunini)

AC begins on Page 40.

## CHR/RHYTHMIC

LW	TW	
1	1	LUDACRIS f/SHAWNNA Stand Up (Def Jam South/IDJMG)
2	2	CHINGY f/SNOOP DOGG & LUDACRIS Holidae In (DTP/Capitol)
3	3	YOUNGBLOODZ f/LIL' JON Damn! (Arista)
5	4	OUTKAST The Way You Move (Arista)
8	5	OUTKAST Hey Ya! (Arista)
6	6	LIL' JON & THE EASTSIDE BOYZ Get Low (TVT)
4	7	BEYONCE' f/SEAN PAUL Baby Boy (Columbia)
9	8	KELIS Milkshake (Star Trak/Arista)
7	9	BABY BASH Suga Suga (Universal)
10	10	M. LEE f/J. DUPRI Wat Da Hook Gon Be (Fo' Reel/Universal)
13	11	G UNIT Stunt 101 (Interscope)
11	12	JAGGED EDGE Walked Outta Heaven (Columbia)
18	13	JAY-Z Change Clothes (Roc-A-Fella/IDJMG)
14	14	2PAC f/NOTORIOUS B.I.G. Runnin' (Dying To Live) (Amaru/Interscope)
17	15	R. KELLY Step In The Name Of Love (Jive)
12	16	ASHANTI Rain On Me (Murder Inc./IDJMG)
16	17	CHINGY Right Thurr (DTP/Capitol)
19	18	YOUNG GUNZ Can't Stop, Won't Stop (Def Jam/IDJMG)
20	19	NELLY f/P. DIDDY & MURPHY LEE Shake Ya... (Bad Boy/Universal)
21	20	JA RULE Clap Back (Murder Inc./IDJMG)
23	21	MYA Fallen (A&M/Interscope)
24	22	WESTSIDE CONNECTION Gangsta Nations (Hoo Bangin'/Capitol)
15	23	MISSY ELLIOTT Pass That Dutch (Gold Mind/Elektra/EEG)
28	24	NICK CANNON Gigolo (Jive)
27	25	BOW WOW f/JAGGED EDGE My Baby (Columbia)
32	26	CASSIDY f/R. KELLY Hotel (J)
36	27	BABY BASH Shorty Doowop (Universal)
22	28	WYCLEF JEAN f/MISSY ELLIOTT Party To Damascus (J)
33	29	BEYONCE' Me, Myself And I (Columbia)
35	30	YING YANG TWINS... Salt Shaker (TVT)

### #1 MOST ADDED

MARY J. BLIGE F/EVE Not Today (Geffen)

### #1 MOST INCREASED PLAYS

JAY-Z Change Clothes (Roc-A-Fella/IDJMG)

### TOP 5 NEW & ACTIVE

TRILLVILLE Neva Eva (Warner Bros.)

LOON f/MARIO WINANS Down For Me (Bad Boy/Universal)

JS Love Angel (DreamWorks)

TLC f/LIL' JON Come Get Some (Arista)

CHRISTINA AGUILERA f/LIL' KIM Can't Hold Us Down (RCA)

CHR/RHYTHMIC begins on Page 27.

## HOT AC

LW	TW	
1	1	SANTANA f/ALEX BAND Why Don't You & I (Arista)
2	2	3 DOORS DOWN Here Without You (Republic/Universal)
3	3	MATCHBOX TWENTY Bright Lights (Atlantic)
4	4	DIDO White Flag (Arista)
7	5	SHERYL CROW The First Cut Is The Deepest (A&M/Interscope)
6	6	SARAH MCLACHLAN Fallen (Arista)
5	7	MATCHBOX TWENTY Unwell (Atlantic)
8	8	TRAIN Calling All Angels (Columbia)
15	9	NO DOUBT It's My Life (Interscope)
9	10	JOHN MAYER Bigger Than My Body (Aware/Columbia)
12	11	BARENAKED LADIES Another Postcard (Chimps) (Reprise)
14	12	NICKELBACK Someday (Roadrunner/IDJMG)
11	13	LIZ PHAIR Why Can't I? (Capitol)
10	14	LIVE Heaven (Radioactive/Geffen)
13	15	JASON MRAZ The Remedy (I Won't Worry) (Elektra/EEG)
16	16	TRAIN When I Look To The Sky (Columbia)
17	17	MICHELLE BRANCH Breathe (Maverick/Warner Bros.)
18	18	NELLY FURTADO Powerless (Say What You Want) (DreamWorks)
20	19	SEAL Waiting For You (Warner Bros.)
19	20	STAIND So Far Away (Flip/Elektra/EEG)
21	21	JASON MRAZ You And I Both (Elektra/EEG)
30	22	FIVE FOR FIGHTING 100 Years (Aware/Columbia)
23	23	FOUNTAINS OF WAYNE Stacy's Mom (S-Curve/EMC)
22	24	HOWIE DAY Perfect Time Of Day (Epic)
27	25	COUNTING CROWS She Don't Want Nobody Near (Geffen)
34	26	EVANESCENCE My Immortal (Wind-up)
29	27	DAVE MATTHEWS Save Me (RCA)
28	28	SHANIA TWAIN Forever And For Always (Mercury/IDJMG)
24	29	VERTICAL HORIZON I'm Still Here (RCA)
25	30	SALIVA Rest In Pieces (Island/IDJMG)

### #1 MOST ADDED

FIVE FOR FIGHTING 100 Years (Aware/Columbia)

### #1 MOST INCREASED PLAYS

FIVE FOR FIGHTING 100 Years (Aware/Columbia)

### TOP 5 NEW & ACTIVE

SIMPLE PLAN Perfect (Lava)

JACK JOHNSON Taylor (Jack Johnson Music/Universal)

KELLY CLARKSON The Trouble With Love Is (RCA)

JEWEL 2 Become 1 (Atlantic)

BON JOVI Wanted Dead Or Alive 2003 (Mercury/IDJMG)

AC begins on Page 40.

## URBAN

LW	TW	
2	1	JAGGED EDGE Walked Outta Heaven (Columbia)
3	2	OUTKAST The Way You Move (Arista)
1	3	LUDACRIS f/SHAWNNA Stand Up (Def Jam South/IDJMG)
5	4	R. KELLY Step In The Name Of Love (Jive)
6	5	AVANT Read Your Mind (Geffen)
4	6	CHINGY f/SNOOP DOGG & LUDACRIS Holidae In (DTP/Capitol)
12	7	ALICIA KEYS You Don't Know My Name (J)
7	8	YOUNGBLOODZ f/LIL' JON Damn! (Arista)
9	9	M. LEE f/J. DUPRI Wat Da Hook Gon Be (Fo' Reel/Universal)
11	10	G UNIT Stunt 101 (Interscope)
8	11	ASHANTI Rain On Me (Murder Inc./IDJMG)
16	12	JAY-Z Change Clothes (Roc-A-Fella/IDJMG)
10	13	BEYONCE' f/SEAN PAUL Baby Boy (Columbia)
13	14	2PAC f/NOTORIOUS B.I.G. Runnin' (Dying To Live) (Amaru/Interscope)
15	15	JA RULE Clap Back (Murder Inc./IDJMG)
20	16	BEYONCE' Me, Myself And I (Columbia)
22	17	KELIS Milkshake (Star Trak/Arista)
23	18	JOE MORE & MORE (Jive)
21	19	GINUWINE Love You More (Epic)
14	20	BAD BOY'S DA BAND Bad Boy This Bad Boy That (Bad Boy/Universal)
19	21	MONICA Knock Knock (J)
18	22	MISSY ELLIOTT Pass That Dutch (Gold Mind/Elektra/EEG)
24	23	MUSIQ Forthentight (Def Soul/IDJMG)
17	24	MARQUES HOUSTON f/JOE BUDDEN & PIED PIPER Clubbin' (T.U.G./EEG)
28	25	NICK CANNON Gigolo (Jive)
27	26	BOW WOW f/JAGGED EDGE My Baby (Columbia)
33	27	TWISTA f/KANYE WEST & JAMIE FOXX Slow Jamz (Atlantic)
34	28	KANYE WEST Through The Wire (Roc-A-Fella/IDJMG)
31	29	MYA Fallen (A&M/Interscope)
25	30	112 f/LUDACRIS Hot & Wet (Def Soul/IDJMG)

### #1 MOST ADDED

MARY J. BLIGE F/EVE Not Today (Geffen)

### #1 MOST INCREASED PLAYS

ALICIA KEYS You Don't Know My Name (J)

### TOP 5 NEW & ACTIVE

CARL THOMAS She Is (Bad Boy/Universal)

WESTSIDE CONNECTION Gangsta Nations (Hoo Bangin'/Capitol)

GERALD LEVERT U Got That Love (Call It A Night) (Elektra/EEG)

MARY J. BLIGE F/EVE Not Today (Geffen)

WARREN G Let's Go (It's A Movement) (MSC)

URBAN begins on Page 30.

## ROCK

LW	TW	
2	1	STONE TEMPLE PILOTS All In The Suit That You Wear (Atlantic)
1	2	STAIND So Far Away (Flip/Elektra/EEG)
4	3	A PERFECT CIRCLE Weak And Powerless (Virgin)
3	4	AUDIOSLAVE Show Me How To Live (Interscope/Epic)
5	5	NICKELBACK Someday (Roadrunner/IDJMG)
6	6	PUDDLE OF MUDD Away From Me (Geffen)
8	7	NICKELBACK Figned You Out (Roadrunner/IDJMG)
7	8	TRAPT Still Frame (Warner Bros.)
10	9	GODSMACK Serenity (Republic/Universal)
12	10	AUDIOSLAVE I Am The Highway (Interscope/Epic)
9	11	FUEL Falls On Me (Epic)
16	12	LINKIN PARK Numb (Warner Bros.)
13	13	WHITE STRIPES Seven Nation Army (Third Man/V2)
11	14	LINKIN PARK Faint (Warner Bros.)
21	15	OFFSPRING Hit That (Columbia)
15	16	3 DOORS DOWN Here Without You (Republic/Universal)
22	17	RED HOT CHILI PEPPERS Fortune Faded (Warner Bros.)
18	18	P.O.D. Will You (Atlantic)
23	19	DEFAULT (Taking My) Life Away (TVT)
19	20	JET Are You Gonna Be My Girl (Elektra/EEG)
17	21	SEETHER Gasoline (Wind-up)
24	22	THREE DAYS GRACE (I Hate) Everything About You (Jive)
20	23	SEVENDUST Enemy (TVT)
25	24	KID ROCK Feel Like Makin' Love (Top Dog/Atlantic)
-	25	GODSMACK Re-Align (Republic/Universal)
29	26	STAINO How About You (Flip/Elektra/EEG)
27	27	KORN Right Now (Epic)
30	28	HOBBASTANK Out Of Control (Island/IDJMG)
26	29	CHEVELLE Closure (Epic)
28	30	COLO Suffocate (Flip/Geffen/Interscope)

### #1 MOST ADDED

CHEVELLE Closure (Epic)

### #1 MOST INCREASED PLAYS

GODSMACK Re-Align (Republic/Universal)

### TOP 5 NEW & ACTIVE

SHINEOOWN 45 (Atlantic)

ILL NINO How Can I Live (Roadrunner/IDJMG)

OARKNESS I Believe In A Thing Called Love (Must...Destroy/Atlantic)

IGGY POP Little Know It All (Virgin)

LIMP BIZKIT Behind Blue Eyes (Flip/Interscope)

ROCK begins on Page 48.



## URBAN AC

LW	TW	
1	1	GERALD LEVERT U Got That Love (Call It A Night) (Elektra/EEG)
2	2	R. KELLY Step In The Name Of Love (Live)
3	3	KEM Love Calls (Motown/Universal)
4	4	DWELE Find A Way (Virgin)
7	5	ARETHA FRANKLIN Wonderful (Arista)
11	6	ALICIA KEYS You Don't Know My Name (J)
9	7	JOE More & More (Jive)
6	8	SMOKIE NORFUL I Need You Now (EMI Gospel)
5	9	LUTHER VANDROSS Dance With My Father (J)
8	10	HEATHER HEADLEY I Wish I Wasn't (RCA)
12	11	MICHAEL JACKSON One More Chance (Epic)
13	12	WILL DOWNING A Million Ways (GRP/VMG)
10	13	ANTHONY HAMILTON Comin' From Where I'm From (So So Def/Arista)
18	14	AVANT Read Your Mind (Geffen)
14	15	JAHEIM Backlight (Divine Mill/Warner Bros.)
16	16	RHIAN BENSON Say How I Feel (DKG)
17	17	ASHANTI Rain On Me (Murder Inc./IDJMG)
19	18	ERYKAH BADU Back In The Day (Motown)
22	19	MUSIQ Forthenight (Def Soul/IDJMG)
21	20	LUTHER VANDROSS Think About You (J)
20	21	CALVIN RICHARDSON Keep On Pushin' (Hollywood)
24	22	FLOETRY Getting Late (DreamWorks)
23	23	ISLEY BROTHERS ft RON ISLEY Busted (DreamWorks)
25	24	MANHATTANS Turn Out The Stars (Love-Lee)
26	25	EARTH, WIND & FIRE Hold Me (Kalimba)
—	26	JAGGED EDGE Walked Outta Heaven (Columbia)
29	27	STEPHANIE MILLS Can't Let Him Go (J&M)
27	28	KEM Matter Of Time (Motown)
28	29	VIVIAN GREEN What Is Love? (Columbia)
30	30	VAN HUNT Seconds Of Pleasure (Capitol)

### #1 MOST ADDED

JAGGED EDGE Walked Outta Heaven (Columbia)

### #1 MOST INCREASED PLAYS

ALICIA KEYS You Don't Know My Name (J)

### TOP 5 NEW & ACTIVE

- FREDDIE JACKSON Natural Thang (Martland)
- KINDRED THE FAMILY SOUL Stars (Hidden Beach)
- AL GREEN I Can't Stop (Blue Note/EMC)
- OUTKAST The Way You Move (Arista)
- TARRALYN RAMSEY Up Against All Odds (Casablanca)

URBAN begins on Page 30.

## ACTIVE ROCK

LW	TW	
2	1	TRAPT Still Frame (Warner Bros.)
1	2	A PERFECT CIRCLE Weak And Powerless (Virgin)
3	3	PUDDLE OF MUDD Away From Me (Geffen)
4	4	LINKIN PARK Numb (Warner Bros.)
8	5	THREE DAYS GRACE (I Hate) Everything About You (Jive)
7	6	SEETHER Gasoline (Wind-up)
5	7	DISTURBED Liberate (Reprise)
9	8	SEVENDUST Enemy (TVT)
10	9	STONE TEMPLE PILOTS All In The Suit That You Wear (Atlantic)
12	10	P.O.D. Will You (Atlantic)
6	11	STAIN'D So Far Away (Flip/Elektra/EEG)
13	12	KORN Right Now (Epic)
11	13	LINKIN PARK Faint (Warner Bros.)
19	14	NICKELBACK Figured You Out (Roadrunner/IDJMG)
14	15	OFFSPRING Hit That (Columbia)
16	16	AUDIOSLAVE I Am The Highway (Interscope/Epic)
15	17	GODSMACK Serenity (Republic/Universal)
18	18	CHEVELLE Closure (Epic)
23	19	HOOBASTANK Out Of Control (Island/IDJMG)
25	20	LIMP BIZKIT Behind Blue Eyes (Flip/Interscope)
24	21	RED HOT CHILI PEPPERS Fortune Faded (Warner Bros.)
26	22	STAIN'D How About You (Flip/Elektra/EEG)
21	23	NICKELBACK Someday (Roadrunner/IDJMG)
22	24	STATIC-X The Only (Warner Bros.)
20	25	COLD Suffocate (Flip/Geffen/Interscope)
30	26	GODSMACK Re-Align (Republic/Universal)
28	27	JET Are You Gonna Be My Girl (Elektra/EEG)
31	28	SHINEDOWN 45 (Atlantic)
29	29	DEFAULT (Taking My) Life Away (TVT)
35	30	SMILE EMPTY SOUL Nowhere Kids (Lava)

### #1 MOST ADDED

A PERFECT CIRCLE The Outsider (Virgin)

### #1 MOST INCREASED PLAYS

THREE DAYS GRACE (I Hate) Everything About You (Jive)

### TOP 5 NEW & ACTIVE

- THRICE Stare At The Sun (Island/IDJMG)
- SWITCHFOOT Meant To Live (Red Ink/Columbia)
- IGGY POP Little Know It All (Virgin)
- LOSTPROPHETS Last Train Home (Columbia)
- METALLICA The Unnamed Feeling (Elektra/EEG)

ROCK begins on Page 48.

## COUNTRY

LW	TW	
1	1	TOBY KEITH I Love This Bar (DreamWorks)
2	2	RASCAL FLATTS I Melt (Lyric Street)
3	3	PAT GREEN Wave On Wave (Republic/Universal South)
6	4	MONTGOMERY GENTRY Hell Yeah (Columbia)
5	5	GEORGE STRAIT Cowboys Like Us (MCA)
7	6	KENNY CHESNEY There Goes My Life (BNA)
8	7	CHRIS CAGLE Chicks Dig It (Capitol)
10	8	BROOKS & DUNN You Can't Take The Honky Tonk... (Arista)
9	9	LONESTAR Walking In Memphis (BNA)
11	10	RODNEY ATKINS Honesty (Write Me A List) (Curb)
12	11	TRACY BYRD Drinkin' Bone (RCA)
14	12	SHANIA TWAIN She's Not Just A Pretty Face (Mercury)
16	13	TERRI CLARK I Wanna Do It All (Mercury)
15	14	JO DEE MESSINA I Wish (Curb)
23	15	ALAN JACKSON Remember When (Arista)
21	16	TIM MCGRAW Watch The Wind Blow By (Curb)
17	17	DIAMOND RIO Wrinkles (Arista)
20	18	BRAD PAISLEY Little Moments (Arista)
18	19	SHERRIE AUSTIN Streets Of Heaven (C4/BBR)
22	20	SCOTTY EMERICK I Can't Take You Anywhere (DreamWorks)
24	21	JOSH TURNER Long Black Train (MCA)
26	22	TRACE ADKINS Hot Mama (Capitol)
25	23	JIMMY WAYNE I Love You This Much (DreamWorks)
27	24	SARA EVANS Perfect (RCA)
29	25	CLINT BLACK Spend My Time (Equity Music Group)
28	26	CRAIG MORGAN Every Friday Afternoon (BBR)
36	27	MARTINA MCBRIDE In My Daughter's Eyes (RCA)
30	28	JOE NICHOLS Cool To Be A Fool (Universal South)
33	29	BUDDY JEWELL Sweet Southern Comfort (Columbia)
32	30	BLUE COUNTY Good Little Girls (Asylum/Curb)

### #1 MOST ADDED

CAROLYN DAWN JOHNSON Simple Life (Arista)

### #1 MOST INCREASED PLAYS

ALAN JACKSON Remember When (Arista)

### TOP 5 NEW & ACTIVE

- MARTY STUART Too Much Month (At The End Of The Money) (Columbia)
- LEANN RIMES This Love (Curb)
- LORRIE MORGAN Do You Still Want To Buy Me That Orink (Frank) (Image/Quarterback)
- CHAD BROCK You Are (BBR)
- CLAY WALKER I Can't Sleep (RCA)

COUNTRY begins on Page 34.

## ALTERNATIVE

LW	TW	
1	1	LINKIN PARK Numb (Warner Bros.)
2	2	BLINK-182 Feeling This (Geffen)
3	3	THREE DAYS GRACE (I Hate) Everything About You (Jive)
5	4	TRAPT Still Frame (Warner Bros.)
8	5	OFFSPRING Hit That (Columbia)
7	6	PUDDLE OF MUDD Away From Me (Geffen)
4	7	STAIN'D So Far Away (Flip/Elektra/EEG)
10	8	SWITCHFOOT Meant To Live (Red Ink/Columbia)
9	9	JET Are You Gonna Be My Girl (Elektra/EEG)
6	10	A PERFECT CIRCLE Weak And Powerless (Virgin)
14	11	RED HOT CHILI PEPPERS Fortune Faded (Warner Bros.)
13	12	P.O.D. Will You (Atlantic)
11	13	LINKIN PARK Faint (Warner Bros.)
16	14	HOOBASTANK Out Of Control (Island/IDJMG)
17	15	KORN Right Now (Epic)
15	16	STROKES 12:51 (RCA)
12	17	WHITE STRIPES The Hardest Button To Button (Third Man/V2)
20	18	AUDIOSLAVE I Am The Highway (Interscope/Epic)
22	19	OUTKAST Hey Ya! (Arista)
18	20	AUDIOSLAVE Show Me How To Live (Interscope/Epic)
23	21	CHEVELLE Closure (Epic)
21	22	STONE TEMPLE PILOTS All In The Suit That You Wear (Atlantic)
19	23	NICKELBACK Someday (Roadrunner/IDJMG)
25	24	COLDPLAY Moses (Capitol)
31	25	STAIN'D How About You (Flip/Elektra/EEG)
27	26	ATARIS The Saddest Song (Columbia)
32	27	STORY OF THE YEAR Until The Day I Die (Maverick/Reprise)
35	28	AFI Silver And Cold (DreamWorks)
40	29	NICKELBACK Figured You Out (Roadrunner/IDJMG)
26	30	3 DOORS DOWN Here Without You (Republic/Universal)

### #1 MOST ADDED

LOSTPROPHETS Last Train Home (Columbia)

### #1 MOST INCREASED PLAYS

RED HOT CHILI PEPPERS Fortune Faded (Warner Bros.)

### TOP 5 NEW & ACTIVE

- EVANESCENCE My Immortal (Wind-up)
- CRYSTAL METHOD Born Too Slow (V2)
- BRAND NEW The Quiet Things That No One... (Razor & Tie)
- JACK JOHNSON Taylor (Jack Johnson Music/Universal)
- RYAN ADAMS So Alive (Lost Highway/IDJMG)

ALTERNATIVE begins on Page 52.

## SMOOTH JAZZ

LW	TW	
1	1	DAVE KOZ Honey-Dipped (Capitol)
2	2	PRAFUL Sigh (Rendezvous/N-Coded)
4	3	MINDI ABAIR Flirt (GRP/VMG)
6	4	JAZZMASTERS Puerto Banus (Trippin' 'N' Rhythm)
3	5	CANDY DULFER Finsbury Park, Cafe 67 (Eagle Rock)
8	6	CHRIS BOTTI Indian Summer (Columbia)
7	7	RICK BRAUN Green Tomatoes (Warner Bros.)
5	8	KENNY G. Malibu Dreams (Arista)
9	9	DARYL HALL She's Gone (Rhythm & Groove/Liquid 8)
10	10	PAUL JACKSON, JR. It's A Shame (Blue Note)
11	11	NICK COLIONNE High Flyin' (3 Keys Music)
14	12	JIMMY SOMMERS Take My Heart... (Gemini/Higher Octave)
12	13	CHUCK LOEB eBop (Shanachie)
15	14	LEE RITENOUR Inner City Blues (GRP/VMG)
19	15	SEAL Touch (Warner Bros.)
17	16	DAVID BENOIT Watermelon Man (GRP/VMG)
18	17	MICHAEL MCDONALD Ain't No Mountain High Enough (Motown)
16	18	STEVE COLE Everyday (Warner Bros.)
20	19	SIMPLY RED Sunrise (SimplyRed.com)
22	20	KIM WATERS The Ride (Shanachie)
21	21	MARC ANTOINE Funky Picante (Rendezvous)
23	22	PAMELA WILLIAMS Afterglow (Shanachie)
—	23	RICHARD ELLIOT Sly (GRP/VMG)
24	24	BRIAN CULBERTSON Serpentine Fire (Warner Bros.)
26	25	KIRK WHALUM Do You Feel Me (Warner Bros.)
25	26	BASS X Vonni (Liquid 8)
—	27	DOWN TO THE BONE Cellar Funk (Narada)
30	28	HIROSHIMA Revelation (Heads Up International)
27	29	STEVE OLIVER Positive Energy (Native Language)
28	30	GREGG KARUKAS Riverside Drive (N-Coded)

### #1 MOST ADDED

RICHARD ELLIOT Sly (GRP/VMG)

### #1 MOST INCREASED PLAYS

RICHARD ELLIOT Sly (GRP/VMG)

### TOP 5 NEW & ACTIVE

- RICHARD SMITH Sing A Song (A440)
- SPYRO GYRA Cape Town Love (Heads Up International)
- SPECIAL EFX Ladies Man (Shanachie)
- NAJEE Eye 2 Eye (N-Coded)
- VOODOO VILLAGE Memphis Underground (40 West)

Smooth Jazz begins on Page 45.

## TRIPLE A

LW	TW	
1	1	SARAH MCLACHLAN Fallen (Arista)
7	2	SHERYL CROW The First Cut Is The Deepest (A&M/Interscope)
2	3	JONNY LANG Red Light (A&M/Interscope)
8	4	HOWIE DAY Perfect Time Of Day (Epic)
3	5	R.E.M. Bad Day (Warner Bros.)
9	6	COUNTING CROWS She Don't Want Nobody Near (Geffen)
4	7	JASON MRAZ You And I Both (Elektra/EEG)
5	8	BEN HARPER Diamonds On The Inside (Virgin)
11	9	DAVE MATTHEWS Save Me (RCA)
6	10	JOHN MAYER Bigger Than My Body (Aware/Columbia)
16	11	JOE FIRSTMAN Breaking All The Ground (Atlantic)
10	12	JACK JOHNSON Wasting Time (Jack Johnson Music/Universal)
17	13	STEREOPHONICS Maybe Tomorrow (V2)
13	14	WALLFLOWERS Closer To You (Interscope)
12	15	STING Send Your Love (A&M/Interscope)
18	16	COLDPLAY Moses (Capitol)
20	17	GUSTER Careful (Palm/Reprise)
15	18	TRAIN When I Look To The Sky (Columbia)
19	19	DIDO White Flag (Arista)
14	20	LOS LONELY BOYS Heaven (Or)
22	21	BARENAKED LADIES Another Postcard (Chimps) (Reprise)
21	22	VAN MORRISON Once In A Blue Moon (Blue Note/EMC)
24	23	JACK JOHNSON Taylor (Jack Johnson Music/Universal)
25	24	THORNS Blue (Aware/Columbia)
26	25	DAMIEN RICE Volcano (Vector Recordings)
23	26	LYLE LOVETT My Baby Don't Tolerate (Curb/Lost Highway)
29	27	MATCHBOX TWENTY Bright Lights (Atlantic)
—	28	THRILLS One Horse Town (Virgin)
30	29	RICKIE LEE JONES Second Chance (V2)
27	30	MAVERICKS I Want To Know (Sanctuary/SRG)

### #1 MOST ADDED

FIVE FOR FIGHTING 100 Years (Aware/Columbia)

### #1 MOST INCREASED PLAYS

FIVE FOR FIGHTING 100 Years (Aware/Columbia)

### TOP 5 NEW & ACTIVE

- FIVE FOR FIGHTING 100 Years (Aware/Columbia)
- ZIGGY MARLEY Dragonfly (Private Music/A&L)
- JOHN EDDIE If You're Here When I Get Back (Thrill Show/Last Highway)
- 3 DOORS DOWN Here Without You (Republic/Universal)
- RED HOT CHILI PEPPERS Fortune Faded (Warner Bros.)

TRIPLE A begins on Page 55.

# Publisher's Profile

By Erica Farber



## RICH MEYER

President, Mediabase; Exec. VP, Premiere Radio Networks

**R**ich Meyer clearly remembers getting his first transistor radio and tucking it under his pillow every night so no one else could hear what he was listening to. He considers himself one of the fortunate few who absolutely knew his career path at an early age.

As co-founder and President of Mediabase, Meyer invented the concept of mass-monitoring radio airplay in 1987. Over 10 years ago Mediabase became part of Premiere Radio Networks, and it currently monitors music on more than 1,100 radio stations in 140 U.S. markets 24 hours a day, seven days a week. The company recently announced format-expansion plans into Latin, Smooth Jazz and Christian, and it will also begin monitoring radio stations in Canada.

**Getting into the business:** "As a kid, I lived for two things: baseball and radio. A few years after the Woodstock era — as in the first Woodstock — I discovered FM radio. We had a Progressive station in Lincoln, NE, KFMQ, which eventually moved more mainstream over the course of a couple of years. I finally made the transition mentally from AM Top 40 to FM Rock and made it my top priority to land a job at KFMQ. I would call the PD at least once a week, begging for any opportunity to be on the air.

"About a quarter to midnight on a particular Friday night in 1975, he called me. He said that the regular part-time announcer had called in sick and wondered if I could be at the station and on the air in 15 minutes. I was, and from that point on I was officially in the business. I eventually landed the midnight-to-6am shift, then the 7pm-to-midnight shift, then the midday shift with Music Director responsibilities. I was about halfway through my college career at the University of Nebraska, and I worked what seemed to be around the clock for the next couple of years until I graduated. As a side note, KFMQ achieved a 20.0 12+ share in 1978, which has never been matched since in Lincoln."

**His radio career:** "KFMQ was owned by the Agnew family. Roger Agnew and KBPI/Denver PD Frank Felix had programmed their respective stations to record heights using an ultra-tight formula of 239 top AOR tracks. KFMQ got that 20 share I mentioned, and one book earlier Frank achieved a 10 share at KBPI, which is another number that's never been equaled since. The two of them convinced then-Noble Broadcasting President John Lynch to start a consultancy in San Diego.

"When Frank and Roger offered me the job as PD at XTRA-FM (91X)/San Diego, I accepted in about 10 seconds, not about to pass up a move from market 170 to market 20. I had always wanted to work in Denver, and after two years in San Diego I accepted an opportunity to program KAZY there. It was probably my most satisfying accomplishment as a programmer. After two years Gary Stevens and Bobby Hattrick hired me to program WMET/Chicago. I stayed for two years; did a brief stint at WNCI/Columbus, OH; and called it a career, in terms of programming."

**How Mediabase started:** "After I left WNCI in 1985, we moved back to Chicago with the dream of starting our

own company. My wife, Nancy, and I took every penny we had, purchased the essentials and began monitoring radio stations. At the beginning Nancy would hop aboard People Express Airlines with our baby son, travel to a market, tape it for 18 hours and return home with the tapes. We would transcribe the tapes, and I would type them up, trying to make them look like they were being generated by a computer. That computer was actually an IBM Quietwriter 7 typewriter. We monitored one market at a time, and I also sold ads. I would be completely remiss here if I didn't stop to publicly thank Bob Catania, Bill Bennett and all of the other believers who bought ads to support our newsletter. Bob still reminds me to this day that the real reason he was purchasing the ads was to keep me from getting back into radio. We made enough to make ends meet — barely. We knew we had a winning concept, because just about every major radio station in America subscribed to our weekly newsletter.

"This cycle continued for about two years. One of our biggest fans was Mike Solan, who, at the time, was GM at WLLZ/Detroit. He found a group of investors in Detroit and convinced them to form TransAmerica Communications, with their first purchase being WIQB/Detroit. That group of investors, led by Richard and Gary Kughn, invited us up to their Southfield, MI offices to talk about Mediabase and the dream of pioneering monitored-airplay charts. Even though Gary had never been in the industry, he immediately got it. We quickly struck a deal, packed our bags and moved to Farmington Hills, MI, where Mediabase graduated into the big leagues."

**Owning and operating a trade publication:** "Launching *Monday Morning Replay* was an amazing experience. In the fall of 1987 we produced a demo version, complete with ads, charts, information — everything. I hired now-Hollywood VP/Promotion Tony Smith as our VP/Sales. I still remember the looks on the faces of some of those promotion VPs. Some were elated, some were shocked, some were paranoid, but they were all sure of one thing: They all knew a big change was about to hit the industry.

"Mediabase launched *Monday Morning Replay* in January of 1988. It was ahead of its time. My favorite memory of the first Monday the magazine dropped was the very first call I received: 'Rich, this is Scott Shannon. I program a little radio station up here in New York City that we like to call Z100. I've got Steve Kingston and Andy Shane in the room with me, and we all just want to tell you that you have our 100% support on this trade-publication idea of yours. Anything you need, you just let us know.'

"I mentioned to the guys that they were automatically paid subscribers because they had recently renewed our former newsletter. Scott replied, 'Well, then, why don't you sign us up for two more subscriptions and send the bill directly to me?' We heard from so many people, and it was clear that monitored airplay was the future and that the future had arrived.

"It was also frustrating, because we had a lot of forces working against us, since we were all alone. *R&R*, *Billboard* and a slew of other publications still did it the old-fashioned way, and they weren't about to roll over and play dead. A bigger problem was that *Monday Morning Replay* was kind of viewed as the *Consumer Reports* of airplay charts. As we all know, *Consumer Reports* has no advertising. By the early '90s it became clear that we would need to reinvent the wheel, in terms of data distribution. We clearly could not survive on radio subscriptions alone."

**Joining forces with Premiere Radio Networks:** "The timing of the Premiere Radio Networks deal was impeccable. We knew we needed to rely more on radio for our revenue, and less on the labels. The thing that really impressed me about Premiere from Day One was how they totally grasped how the product could become a

successfully bartered service. Steve Lehman, Kraig Kitchin and the rest of the Premiere team knew that if you gave radio a useful product, whether on-air or off-air, it could become a successful network product. That was more than 10 years ago, and the Mediabase network of stations is stronger than ever."

**Long-range plans:** "To continue expanding in terms of markets and radio stations, foreign markets, etc. Also, to provide even deeper information than we already do on a per-station basis. We now provide the music and the spot breaks and the special programming codes and lots of different metadata on a station-by-station basis. The goal is to make it even deeper and more comprehensive than it is now. It's already the most comprehensive in the business."

**Future goals:** "Mediabase is the future. We have never tried to copy, emulate or imitate, and as long as I am here, we never will. It's a lot more fun to innovate, to take calculated risks and to pioneer, and the same will be true going forward. Mediabase is on the verge of introducing new technologies, new formats, new international markets and a myriad of program enhancements to its existing products and services. We don't believe in standing still, and we don't believe in complacency."

**Biggest challenge:** "Mediabase is under the spotlight every single day. We monitor 350,000 transactions, and we are expected to do it accurately 100% of the time. Thousands of radio and record executives pore over the information we provide daily, and it's a huge challenge to deliver a product of this caliber 24/7/365."

**Most influential person:** "Kraig Kitchin, hands down. I have worked for and with a lot of very good managers, but none like Kraig. Not only is he a great leader, he is also inspirational, supportive, caring, articulate and just a genuinely nice person. The person I most admire is my wife of 22 years, Nancy. People who know us often say, 'You two are so incredibly different.' We balance and complement one another very well. Nancy has withstood numerous radio moves, co-founded and helped build Mediabase from the ground up and served as its VP/Operations since Day One. She is the most tireless, persistent person I know and will stop at nothing to get the job done right. At the same time, she is a dedicated and loving mother to our two wonderful sons, Ricky and Randy, both of whom attend the University of Arizona."

**Favorite radio format:** "I'm a multiformat kind of guy."

**Favorite song:** "If I had to narrow it down to 'Desert Island Picks,' I would pick Classic Rock: Derek & The Dominos' 'Layla'; Pop: Midnight Oil's 'Beds Are Burning'; Alternative: Blur's 'Song 2'; Active Rock: Nirvana's 'Smells Like Teen Spirit'; mainstream Rock: Guns 'N' Roses' 'Sweet Child o' Mine'; Country: Lee Ann Womack's 'I Hope You Dance'; R&B: Al Green's 'Let's Stay Together'; Oldies: The Righteous Brothers' 'Unchained Melody'; AC: The Police's 'Every Breath You Take.'"

**Favorite television show:** "Seinfeld."

**Favorite movie:** "Goodfellas."

**Favorite book:** "R&R."

**Favorite restaurant:** "Capriccio's on Ventura Boulevard in Los Angeles' San Fernando Valley."

**Beverage of choice:** "Diet Coke with lime."

**Hobbies:** "Spending time with my family when I am not working. Other than that, I spend a lot of time dreaming up new products and ideas."

**E-mail address:** "rich@mediabase.com."

**Advice for broadcasters:** "Continue to use the correct balance of science and emotion when programming your radio stations. We provide the science."

**Advice for the music industry:** "Stay true to the music and true to your word. It's cool to be excited about music. That is the reason we all got into this business to begin with. Having said that, it's also important to maintain credibility with radio when delivering your promotional message. They have the same information you do at their fingertips."

# MASTER P

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