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Beastie Boys Causing 'Trouble'

The Beastie Boys follow their char-topping Alternative hit "Ch-Check It Out" (Capitol) by scoring Most Added honors for "Triple Trouble." "Trouble" is the second single from the Boys' current album, *To the 5 Boroughs*.



JULY 23, 2004

Ten Years Of Dr. Laura

This month Dr. Laura Schlessinger celebrates her 10th year in radio syndication, and her widely respected advice program remains one of the most important shows on News/Talk radio. This week R&R News/Talk/Sports Editor Al Peterson nabs an exclusive interview with Dr. Laura about the milestone. The conversation starts on Page 14.



ray charles duets with natalie cole
elton john norah jones b.b. king gladys knight diana krall
michael mcdonald johnny mathis van morrison willie nelson
bonnie raitt james taylor **genius loves company**



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Album Producer: Clive Davis
A&R: Stephen Ferrara
Management: The Firm 

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LIVE, LOCAL & A LOT OF HARD WORK

It's not enough to switch multiple formats and frequencies in one year while managing six stations and 75 staffers. R&R Industry Achievement Award nominee **Chip Ehrhardt**, Oxnard, CA cluster manager for Gold Coast Broadcasting, also makes up to 10 sales calls a week with his AEs. So does his LSM, while sellers see at least 20 potential clients a week. Read their remarkable success story in this week's Management/Marketing/Sales section. Also: Irwin Pollack, Tim Moore, Jeffrey Hedquist and more.

Pages 6-8

IN THE TRENCHES

Recent months spent on the road listening to Country radio across America have given consultants **Jaye Albright** and **Mike O'Malley** a fresh perspective on areas where most stations could benefit from growth. This week they home in on five practical ways to rethink your core strategies.

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NUMBER ONES

- CHR/POP**
 - JOJO Leave (Get Out) (BlackGround/Universal)
- CHR/RHYTHMIC**
 - JUVENILE Slow Motion (Cash Money/Universal)
- URBAN**
 - JUVENILE Slow Motion (Cash Money/Universal)
- URBAN AC**
 - LUTHER VANDROSS Thinking About You (J/RMG)
- GOSPEL**
 - TONEX Make Me Over (Verity)
- COUNTRY**
 - TIM MCGRAW Live Like You Were Dying (Curb)
- AC**
 - FIVE FOR FIGHTING 100 Years (Aware/Columbia)
- HOT AC**
 - HOOBASTANK The Reason (Island/IDJMG)
- SMOOTH JAZZ**
 - DAVE KOZ All I See Is You (Capitol)
- ROCK**
 - VELVET REVOLVER Slither (RCA/RMG)
- ACTIVE ROCK**
 - VELVET REVOLVER Slither (RCA/RMG)
- ALTERNATIVE**
 - MODEST MOUSE Float On (Epic)
- TRIPLE A**
 - NORAH JONES What Am I To You? (Blue Note/EMC)
- CHRISTIAN AC**
 - MERCYME Here With Me (INO/Curb)
- CHRISTIAN CHR**
 - BARLOWGIRL Never Alone (Fervent)
- CHRISTIAN ROCK**
 - SANCtus REAL Everything About You (Sparrow/EMI CMG)
- CHRISTIAN INSP0**
 - MERCYME Here With Me (INO/Curb)
- SPANISH CONTEMPORARY**
 - JENNIFER PENA Vivo Y Muero En Tu Piel (Univision)
- TEJANO**
 - JENNIFER PENA Vivo Y Muero En Tu Piel (Univision)
- REGIONAL MEXICAN**
 - HORÓSCOPOS DE DURANGO Dos Locos (Disa)
- TROPICAL**
 - MARC ANTHONY Ahora Quien (Sony Discos)



R&R Triple A Summit Preview

Business and pleasure work well together

By John Schoenberger
R&R Triple A Editor
jschoenberger@radioandrecords.com

When R&R committed to continuing the Triple A Summit, we did so knowing full well that the radio and record industries were in a state of flux. The expectations each side has of the other and the way both do business are in the process of being redefined. Nevertheless, I felt this would have little effect on the tight bond we have nurtured over the years.



Every format has a sense of community, but I am certain there is nothing that comes close to the love and respect we feel for each other in the Triple A world. This feeling, more than anything else, is the lasting legacy of the Triple A Summit held annually in Boulder, CO.

See Page 61

SBS Surges In Spring 2004 Ratings

WSKQ/N.Y. and KLAX/L.A. solid in second

Clear Channel AC WLTW enjoys another finish at No. 1 in the just-released spring 2004 Arbitron for New York, moving 5.8-5.6 in the market's overall radio race. Across the country, in Los Angeles, Emmis CHR/Rhythmic KPWR repeats as the top-rated station in the nation's No. 2 market, staying steady with a 5.0 12+ share.

Both companies are giving a closer look, however, to Spanish Broadcasting Sys-

tem's two big stations in New York and L.A.: WSKQ and KLAX, respectively. In New York, WSKQ improves 4.9-5.4 to take solid command of second place, coming within just two-tenths of a point of No. 1. Meanwhile, the recent arrival of immensely popular radio star Renan Almendares Coello at KLAX gave the station a 3.0-4.7 jump to second place in L.A. KLAX is now just three-tenths of a point away from No. 1.

New York

Station (Format)	Wi '04	Sp '04
WLTW-FM (AC)	5.8	5.6
WSKQ-FM (Tropical)	4.9	5.4
WRKS-FM (Urban AC)	5.0	4.7
WOHT-FM (CHR/Rhy.)	4.2	4.7
WWPR-FM (Urban)	3.7	4.3
WHTZ-FM (CHR/Pop)	4.7	4.2
WABC-AM (Talk)	3.7	3.9
WXRK-FM (Alt.)	3.3	3.7
WINS-AM (News)	3.9	3.7
WBLS-FM (Urban)	2.9	3.3
WKTU-FM (CHR/Rhy)	3.6	3.3

Los Angeles

Station (Format)	Wi '04	Sp '04
KPWR-FM (CHR/Rhy.)	5.0	5.0
KLAX-FM (Reg. Mex.)	3.0	4.7
KFI-AM (Talk)	3.9	4.5
KROQ-FM (Alt.)	4.1	4.4
KOST-FM (AC)	3.3	3.7
KBUE/KBVA (Reg. Mex.)	2.9	3.5
KIIS/KVVS (CHR/Pop)	3.8	3.3
KTWV-FM (SJ)	3.8	3.3
KLVE-FM (Span. AC)	3.6	3.1
KKBT-FM (Urban)	3.1	3.0
KLSX-FM (Talk)	2.5	3.0
KRTH-FM (Oldies)	3.1	3.0

Continuously updated ratings results: www.radioandrecords.com

RATINGS ▶ See Page 17

About-Face From Arbitron On 'Client-Exclusive' Market Lists

In response to concern from editors and reporters throughout the U.S. who cover the radio industry, Arbitron on July 16 made an 11th-hour decision to reconsider the markets that were designated "client-exclusive" for the spring 2004 survey. As a result, the company agreed to make 12+ quarterly reports available for all continuously measured markets for the spring survey, not just the markets that had been added to the list after Infinity opted not to renew its contract with the ratings provider. Noncontinuously measured markets that were previously designated "market-exclusive" will remain on that list until further notice.

RATINGS ▶ See Page 17

CC Countersues Over Stern Show

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

A source close to Clear Channel told R&R late Tuesday that the company was filing a \$3 million counterclaim against Infinity and One Twelve Inc., which syndicates the WXRK/New York-based *Howard Stern Show*, charging that Stern breached his contract with Clear Channel by providing programs that violated FCC indecency regulations.

In the lawsuit, Clear Channel said it was forced to cancel the *Stern* show after the company received \$495,000 in indecency fines from the FCC and after both Infinity and Stern refused to affirm that steps would be taken to prevent future indecency fines from being levied. Clear Channel also charged

COUNTERSUIT ▶ See Page 11

New Programmers In New York

WNEW welcomes Blue as PD/MD

By Julie Kertes
R&R AC/Hot AC Editor
jkertes@radioandrecords.com

Frankie Blue has been appointed PD/MD for Infinity's Rhythmic AC WNEW (The New Mix 102.7)/New York. He most recently served as VP/Operations & Programming for crosstown WKTU.

Blue served as MD of WHTZ/New York from 1983 to 1994. From 1994 to 1996 he was VP/Operations & Programming for The Box, a Miami-based video channel. He launched the new



Blue

BLUE ▶ See Page 17

Lawrence becomes PD at SJ WQCD

By Carol Archer
R&R Smooth Jazz Editor
carcher@radioandrecords.com

Veteran programmer Blake Lawrence has been named PD of Emmis' Smooth Jazz WQCD (CD 101.9)/New York. He most recently spent four years with XM Satellite Radio, where he was promoted to Sr. Programming Director for the BPM and Chrome Dance channels in March 2004.

Lawrence worked at KKSF/San Francisco from 1988-92 and 1993-2000. He is also a three-time winner of



Lawrence

LAWRENCE ▶ See Page 17

Trink Promoted To GM At Lava

Lava Records has elevated VP/Marketing Lee Trink to the newly created position of GM. Trink will oversee the label's daily operations with the exception of A&R, which will continue to operate under the oversight of Lava Sr. VP Andy Karp. Trink will report to Atlantic Records Group Chairman/CEO and Lava President Jason Flom.

"Lee is a truly gifted, dynamic individual whose strength lies in his ability to motivate staff, think creatively and make things happen," said Flom. "His direct involvement in breaking such artists as Kid Rock, Uncle Kracker and Simple Plan has



Trink

TRINK ▶ See Page 11

Charting

Radio's Future



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www.nab.org/conventions/radioshow

Canadian Regulators Yank CHOI/Quebec City License

But staffer says regulators ignored remedial efforts

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

Fans of French-language Alternative CHOI/Quebec City are up in arms after the Canadian Radio & Telecommunications Commission



decided not to renew the station's license, ruling that CHOI violated Canada's content regulations.

In 2002 the CRTC renewed CHOI's license for two years — seven-year terms are the norm — after receiving 47 complaints about

station personalities Jeff Fillion and Andre Arthur, and it ordered the station to clean up its programming. After receiving another 45 complaints during the two-year term, the CRTC on Feb. 18 called the station to a hearing, during which, it said, owner Genex Communications denied that the station's content violated any broadcast guidelines.

In its ruling, the CRTC said, "The licensee's general attitude of denial and the stall tactics that the licensee used in dealing with complaints throughout the current license term have persuaded the commission

CHOI See Page 17

MTV Networks Elevates McGrath

Judy McGrath has been promoted to Chairman/CEO of MTV Networks. She was previously MTV Networks Group President, responsible for MTV, MTV2, VH1, CMT, Comedy Central and the yet-to-be-launched Logo.



McGrath

networks named above, as well as Nickelodeon, Nick at Nite, Spike TV, TV Land, Noggin, The N, MTV Networks Digital Suite, MTV Networks International and all of the company's related consumer products and digital businesses.

"Judy is the perfect fit for this job," Freston said.

"Ours is a business of creative vision, smart brand-building, unrelenting

McGRATH See Page 10

DuCoty Appointed COO At NRG

Chuck DuCoty has accepted the COO position at Cedar Rapids, IA-based NewRadio Group, which owns 27 stations throughout Illinois and Wisconsin. DuCoty departs the VP/GM post at Emmis' Alternative WKQX (Q101)/Chicago and succeeds Lindsay Wood Davis, who will leave NewRadio at the end of July to accept a new opportunity. Details of



DuCoty

Davis' plans were expected by the end of this week.

In joining NRG, DuCoty has been reunited with CEO Mary Quass and CFO Tami Gillmore; the three worked together while at Capstar in 2001. Quass said, "Chuck brings big-market experience to the table and will be a terrific

fit with the group. We look forward

DUCOTY See Page 17

Douglas Named WBIX/Boston PD

Business Talker WBIX/Boston has tapped 21-year broadcasting veteran Dave Douglas for its newly created PD post. Douglas, who was most recently PD at cross-town Active Rock WAAF, will oversee all programming operations for the station, which is currently undergoing a major technical upgrade that will increase its power and allow it to grow from a daytime-only outlet to a 24/7 broadcast facility.



Douglas

as PD at KIBZ & KKNB/Lincoln, NE for six years. Before that he worked at KISW/Seattle and KGB/San Diego.

"I'm very happy to be a part of this team," Douglas told R&R. "One of the things that appealed to me most about programming WBIX was being a part of

a station with a format that is in its near-infancy but that has tremendous potential. Every day we take one more step toward being a really successful operation. This has opened up a whole new world of possibilities for me."



CONCLAVE HONORS The 29th annual Conclave was held last week in Minneapolis and continued its tradition of honoring the legends of the radio industry. Two industry greats shared the spotlight as co-recipients of the 2004 Rockwell Award. Seen here are McVay Media founder/Chairman Mike McVay (l) and Janie Casey, who accepted the award on behalf of her late husband, veteran programmer Al Casey.

R&R Debuts Gospel Chart

Effective with this week's issue, R&R unveils an airplay chart for the Gospel radio format. Comprising 22 charter reporters, the 30-position chart will also appear in the R&R Urban Hotfax and R&R Christian Update e-mail publications. The Gospel Top 30 chart is compiled via airplay reports at www.rindicator.com. The chart appears on Page 32.

Jones Media Nets Realigns Mgmt. Hartenbaum exits; forms WYD MediaManagement

Jones Media Networks last week made several executive-level changes: Jones International Group VP/Director Robert Hampton has added duties as CEO of Jones MediaAmerica and President of Jones Radio Networks; Gary Schonfeld has been named to JMN's board and has been elevated to JMN Exec. Vice Chairman/Radio, responsible for overseeing the strategic business development, support and integration of all of JMN's radio-related assets; and Jones MediaAmerica Exec. VP/COO Jed Buck has been promoted to President of JMA. Jim LaMarca will continue in his role as Exec. VP/COO of JRN.

The moves follow the decision by Ron Hartenbaum — a founding member of MediaAmerica who

sold the company to Jones, leading to the formation of Jones MediaAmerica — to exit the company to form WYD MediaManagement, which will develop new commercial network radio programs that will be marketed and distributed by Jones.

Hartenbaum's new company will be based in Connecticut, but offices in other areas are planned. WYD also plans to develop entertainment properties and marketing services across other media outlets.

Hartenbaum is on the board of advisors for Democracy Radio, a Washington, DC-based producer of liberal-themed radio programs, and there is talk that some of his future endeavors may reflect that type of programming. Hartenbaum previously held

JONES See Page 10

Wolfe Expands Duties At Entercom

Thirteen-year WEEI-AM/Boston veteran Jason Wolfe has been promoted from PD of the Entercom Sports outlet to the newly created Director/Programming & Operations post for WEEI-AM and Sports sisters WEEI-FM/Providence and WVEI/Worcester, MA. Wolfe will oversee all programming and operations for the New England Sports radio trio.

"Jason has been the catalyst behind the innovative and highly successful programming that is the hallmark of WEEI-AM," said WEEI-AM GM Julie Kahn. "He'll be able to continue growing the WEEI brand and audience throughout New England. Jason is a tremendous asset to the organization."

Wolfe joined WEEI-AM in 1991 and was named PD in 1997. Before that he spent two years as Exec. Producer/host at Star Communications, a syndication company that produced weekend overnight sports programming.

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Pollack Media Welcomes Kerr

Pollack Media Group has hired Jim Kerr as Director/Programming & Creative Services, effective Aug. 2. Based at the company's new Dallas office, Kerr will expand Pollack Media Group's presence in the Alternative and Triple A formats, as well as work with new and existing clients in other formats and media.



Kerr

"Jim Kerr is one of the country's most innovative experts and foremost authorities in the intensely competitive Alternative and Triple A marketplace," Pollack Media Group Chairman/CEO Jeff Pollack said. "These formats need new ideas, not the cookie-cutter solutions that have been so pervasive and detrimental to them for the past five years."

Kerr is currently owner and Publisher of *Alternative Radio Content*, a weekly Internet newsletter serving the Alternative and Triple A formats. He was R&R's Alternative Editor from 1998 to 2002 and served as PD of Alternative WDXD/Pittsburgh. Kerr also worked on the label side as Southwest Regional Promotion Manager for Imago Records from 1991-94.

"There aren't a lot of places where a consultant is encouraged to think

KERR See Page 17

Consolidation, Regulation Dominate MMTC Conference

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

After acknowledging that radio is experiencing its "roughest patch in 30 to 40 years," Emmis Chairman/CEO Jeff Smulyan said at this week's Minority Media & Telecommunications Council Access to Capital Conference in Washington, DC that Wall Street analysts had unrealistic expectations for how consolidation would benefit radio.

A number of analysts have recently reduced their forecasts for the radio industry, and Smulyan told conference attendees Monday,

"Wall Street loved radio just six or eight months ago, but some of the stuff sold to Wall Street about consolidation was nonsense."

Later, he told R&R that analysts were overly optimistic about the cost efficiencies and revenue growth consolidation promised early on. "They thought that once you put all these stations together, miracles would happen," he said. "But this is still a good business, and over time it will grow."

MMTC See Page 5

Analyst: Bigger Isn't Always Better

Wachovia Securities analyst Jim Boyle said in a report issued July 15 that the recent underperformance of the radio industry's larger players points to a problem with management structure. He wrote, "Although scale confers advantages in many industries, the radio sector has been, and still is, a management-intensive business.

"The giant radio platforms, whose execs are spread too thin and are more distant from the local setting, have been underperformers by several operational metrics. We be-

lieve that this underperformance should likely persist."

Boyle then advised investors to turn their attention to smaller broadcasters. "On average, it is more prof-

itable to invest in smaller, easier-to-manage radio platforms of less than 25 clusters and fewer than 125 stations that can better focus their upper and middle executives, as well as better supervise their local sales forces," Boyle said. "Even if the underperformance by the giant radio platforms turns out to be merely a temporary case of major indigestion,

ANALYST See Page 5

POINT A

POINT B

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BUSINESS BRIEFS

Sirius Tops 500,000 Subscribers

Sirius Satellite Radio said last week that it now has 500,749 subscribers and is on track to have 1 million by year's end. Sirius President/CEO Joe Clayton said, "This is another major milestone for Sirius as we continue to grow our business. In the second half of the year we expect to attract many additional subscribers."

In other news, the Chrysler Group plans to expand the availability of Delphi-manufactured Sirius-ready receivers to 11 Chrysler, Dodge and Jeep vehicle lines for the 2005 model year. Chrysler has primarily offered Sirius as a dealer-installed option and is now moving toward factory installation.

AFTRA Accuses CC/Chicago Of Unfair Labor Practices

AFTRA has filed a charge of unfair labor practices against Clear Channel over the termination of WGRB-AM/Chicago air talent Karen Fletcher. The union believes Fletcher lost her job because of her activities in support of unionization. In a complaint filed with the National Labor Relations Board, AFTRA alleges that Clear Channel dismissed Fletcher in a discriminatory manner that was "intended to discourage support for the union." Employees of WGRB and clustermate WGCI-FM have requested AFTRA representation, and an election for unionization is set for later this month. CC owns seven stations in the Chicago market, including WNUA & WVVAZ, where air talent are already represented by AFTRA. Clear Channel/Chicago representatives were not available for comment at R&R's press time.

NAB Names Final Marconi Nominees

The NAB has released the list of stations and air personalities nominated for 2004 NAB Marconi Radio Awards. Up for Major-Market Station of the Year are KOIT-AM&FM/San Francisco, KPWR/Los Angeles, WBEB/Philadelphia, WEEI-AM/Boston and WLTW/New York. Nominated for Network/Syndicated Personality of the Year are Jefferson-Pilot Radio Network's Bob & Sheri; Neal Bortz and Clark Howard, both syndicated by Jones Radio Networks; Reach Media's Tom Joyner; and Cox Radio Syndication's Lex Staley & Terry Jaymes. Ballots will be sent to members of the NAB Marconi Radio Awards Selection Academy in August, and the awards will be presented at an Oct. 7 ceremony during the NAB Radio Show in San Diego. A complete list of Marconi nominees is available at www.radioandrecords.com.

Minorities Make Major Gains In Radio Newsrooms

According to a study conducted by the Radio-Television News Directors Association in conjunction with Ball State University, the percentage of minorities working in local radio newsrooms

Continued on Page 11

Q2 Earnings Start On High Note

The Q2 earnings season will soon be in high gear, and early results from Journal Communications, New York Times Co. and Tribune Broadcasting are encouraging.

Journal Radio's Q2 operating revenue increased 6%, to \$20.5 million, while operating earnings grew 19%, to \$5 million. Operating revenue from Journal's TV stations improved 19%, to \$21.8 million, and TV operating earnings shot up 79%, to \$6.1 million.

For Journal's overall broadcast operations, operating revenue increased 12%, to \$42.3 million, while operating earnings increased 46%, to \$11.1 million. The company attributed the growth to increases in local advertising for radio and TV while also crediting strong political-advertising revenue from its TV stations.

Operating profit in Tribune's radio division improved 7%, to \$5.2 million, although radio operating revenue was flat at \$82.1 million. The radio segment's operating cash flow grew 4%, to \$6.5 million.

Overall, Tribune's broadcasting and entertainment division, which includes its TV operations, posted a Q2 revenue increase of 3%, to \$450 million, while operating cash flow rose 7%, to \$174 million. Operating profit in the division rose 8%, to \$160 million.

Revenue for the New York Times Co.'s radio and television stations rose 11%, to \$42 million, during Q2, while operating profit for the owner of WQEW & WQXR/New York grew 26%, to \$12.9 million. The company attributed the gains primarily to political advertising revenue, which grew from \$1 million a year ago to \$3.4 million in Q2 '04.

Overall, NYT's Q2 earnings grew 4%, to \$75.7 million (50 cents per share), right in line with the estimate of analysts polled by Thomson First Call.

— Joe Howard & Adam Jacobson

MMTC

Continued from Page 4

Stonegate Capital Markets Managing Director Joel Hartstone told the conference audience that while large clusters dominate radio ad revenue when the market is robust, in weak advertising environments the bigger clusters have little room to cut costs.

"When consolidation started, buyers could pay more of a premium, because they knew there was some profit that could be squeezed out," he said, noting that many companies trimmed staff and consolidated studios at their newly acquired stations. "But now, if you are going to buy a cluster, you have to look at top-line revenue, because the effi-

ciencies have been realized. You're going to have to run those stations."

Hartstone believes, however, that there is still room for growth. "Entrepreneurs who know their markets can create the value," he said. "The opportunity to create value is still there, because this is still a local business."

'Do Your Homework'

Smulyan told aspiring station owners at the conference that, to be prepared, they should consider all the problems that can arise. "Do your homework," he advised. "The more you know about a property, the better."

He listed learning about a station's engineering limitations and possible upgrade options among the top areas of concern and advised entrepreneurs to learn about the com-

petition, including the likelihood that a competitor will launch a format challenge. "You must understand everything that can go into this," Smulyan said. "Know the potential problems, and know what you can do."

He also cautioned buyers against thinking that they necessarily know how to run a property better than the seller. "Don't delude yourself into thinking you know better," he said. "You'd be surprised by how well some sellers understand their markets."

Ultimately, he advised buyers to trust their instincts and avoid deals they aren't comfortable with, saying, "You need to know for yourself that it's right, because it's your career on the line."

Minorities Must Speak Out

Rep. Xavier Becerra urged station owners to take advantage of their platforms to inform listeners about the challenges facing existing and aspiring minority business owners. "I attend many events like this, and most groups can't take their message beyond the room, but you folks are different," Becerra said Tuesday at the MMTC gathering.

He also acknowledged that consolidation, as well as the historical difficulty minorities have had in securing capital to fund deals, have made ownership opportunities scarce and said he believes it's up to Congress and the FCC to adopt rules that foster minority broadcast ownership. "I hope you communicate these things, because that is what's going to drive change," he said. "I hope all of you will go out there and spread the word."

'Governmental Overkill'

Attorney Richard Bodorff, a partner with the Washington, DC law firm of Wiley, Rein & Fielding, described the FCC's new rulemaking to determine whether to require

broadcasters to record and retain copies of all of their programming as "governmental overkill." He said that while broadcast indecency is commanding a lot of attention, the issue's scale is too small to require an industrywide FCC effort.

"Compared to the total number of stations in the country, the number of stations involved is infinitesimal," Bodorff told MMTC conference attendees. He said he believes the broadcast industry will oppose the measure when public comments are filed and added, "To saddle the entire industry with these requirements seems totally disproportionate, and the comments will state that extremely clearly."

TRANSACTIONS AT A GLANCE

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

- WRFS-AM/Alexander City, AL \$175,000
- WAPZ-AM/Wetumpka, AL \$65,000
- WJLF-FM/Gainesville, FL \$1 million
- KDLS-AM & FM/Perry, IA \$750,000
- WVMH-FM/Mars Hill, NC \$177,000
- WDOH-FM/Delphos, OH \$1.15 million
- KBVV-FM/Enid, OK Undisclosed
- WXZX-FM/Culebra, PR Undisclosed
- KTLZ-FM/Cuero, TX Undisclosed
- WISE-FM/Wise, VA \$10
- KNWX-AM/Auburn-Federal Way (Seattle), WA \$6 million

Full transaction listings, posted daily, can be found at www.radioandrecords.com.

DEAL OF THE WEEK

- **WDHI-FM/Delhi; WIYN-FM/Deposit (Binghamton); WCHN-AM, WBKT-FM & WKXZ-FM/Norwich; WZOZ-FM/Oneonta; and WDLA-AM & FM/Walton, NY**

PRICE: \$9.75 million

TERMS: Asset sale for cash

BUYER: Double O Radio, a division of Pilot Group Radio, headed by Sr. VP Robert B. Sherman. Phone: 212-486-4446. It owns six other stations. This represents its entry into the market.

SELLER: BanJo Communications Group, headed by GM James Johnson. Phone: 607-432-1030

FREQUENCY: 100.3 MHz; 94.7 MHz; 970 kHz; 95.3 MHz; 93.9 MHz; 103.1 MHz; 1270 kHz; 92.1 MHz

POWER: 770 watts at 643 feet; 770 watts at 643 feet; 1kw; 490 watts at 820 feet; 26kw at 676 feet; 2kw at 361 feet;

5kw day/89 watts night; 690 watts at 656 feet

FORMAT: Oldies; Oldies; Adult Standards; Country; Hot AC; Classic Hits; Adult Standards; Country

BROKER: Robert Mahlman of Mahlman Company

2004 DEALS TO DATE

Dollars to Date: **\$1,070,237,854**
(Last Year: \$2,339,277,266)

Dollars This Quarter: **\$98,392,011**
(Last Year: \$200,518,087)

Stations Traded This Year: **499**
(Last Year: 893)

Stations Traded This Quarter: **46**
(Last Year: 194)

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ing is trending to a huge spending year," Boyle said. "That should squeeze inventory for broadcast TV groups, therefore causing a spillover effect into radio. It can also mean secondary media like radio should see more direct political advertising too."

Looking toward Q4, Boyle said the industry's 1% revenue decline in Q4 2003 will provide easy comps for groups at year's end.

— Joe Howard



A Poster Cluster For 'Live & Local' Radio

Gold Coast/Oxnard, CA GM/Director of Sales Chip Ehrhardt helps rebuild multiple stations

One of the most admired skills in broadcasting is the ability to turn around a struggling station. Even more impressive is when it's a cluster of facilities. Under the leadership of GM/Director of Sales Chip Ehrhardt, Gold Coast Broadcasting's group in Oxnard, CA had a great year: Four of the six stations improved in 2003, and Ehrhardt maintained the dominance of the No. 1 station, CHR/Rhythmic KCAQ, and helped all four of the company's top stations gain market share locally. When you add in the out-



Chip Ehrhardt

standing performance of Spanish Talk KUNX-AM further up the Pacific Coast Highway in Santa Barbara, there's no question that Ehrhardt's accomplishments deserved an R&R Industry Achievement Award nomination as Market Manager/GM of the Year.

Biting The Bullet

How did Ehrhardt do it? The single biggest change he directed was to, as he puts it, "bite the bullet" and reclaim control of programming from network sources, which the company had used to help grow most of the cluster from its infancy.

He tells R&R, "We've always done the programming for KCAQ, but in the latter part of 2002 we hired Mark Elliott as Director/Broadcast

Operations. He's really the leader of the band, orchestrating all these things with the PDs of the stations and getting everything going. Mark was the OM and top-rated morning show host at [crosstown Hot AC competitor] KBBY. He'd been there for roughly nine years and was particularly strong with women and adults 25-54, which has been our Achilles' heel. We had never had anyone in that capacity before, and



with Mark here we were able to take back that local control, drop the network affiliations and start doing everything ourselves."

The payoff was a 12+ increase from 7.3-8.5 from fall 2002 to fall 2003. Ehrhardt also gives credit to KCAQ PD Brian Davis and KPWR/Los Angeles PD and Emmis VP/Programming Jimmy Steal, who consults the station.

"We got lucky and hooked up with Jimmy before he achieved superstardom," he says. "He has an ear to the station and works with Brian. They've tightened up the active category from over 600 songs to less than 200. We're really seeing TSL benefits as people are now hearing nothing but hit songs."

The next move was to work on Classic Rock outlet KOCP, which is consulted by Dave Van Dyke. Out-

60-Second Copywriter

The Magic Of Pronouns

By Jeffrey Hedquist

"You're traveling through another dimension — a dimension not only of sight and sound, but of mind. A journey into a wondrous land whose boundaries are that of imagination. That's the signpost up ahead. Your next stop: the Twilight Zone."

Remember those words? It wasn't just Rod Serling's distinctive delivery or the music that made it so compelling, but the fact that it was about us, the audience. Try reading it in the first or third person. It just doesn't have the same impact. The same is true of narrative commercials. Using the second-person perspective allows the listener to make the commercial theirs.

Try replacing the "I," "he," "she" and "they" pronouns with "you" in a few of your spots. It will force you to rewrite them and might make them more interesting. As you do, be careful not to tell people what to do, but instead suggest, intrigue and let them find themselves in the stories.

If your storyteller is a representative of the demographic or psychographic group you're trying to reach, the first person can be very effective, so there are no hard and fast rules here.

And the third person can be used effectively to denote those who are "not like us," such as the person who didn't have the foresight to visit the advertiser or buy the product.

Whether you're a first, second or third person, you can reach Jeffrey Hedquist at Hedquist Productions Inc., P.O. Box 1475, Fairfield, IA 52556; 641-472-6708, fax 641-472-7400, jeffrey@hedquist.com or via www.hedquist.com.

side of morning drive, the station had been network. Once Gold Coast took it more live and local, the ratings improved 12+ from 1.8-2.3 between spring and fall of '03.

Even More Changes

Then, the very night the spring books dropped into the market in March 2003, Gold Coast turned satellite-driven Soft AC KKBE (The Breeze) into an "adult CHR" as KFYV, for which Elliott programs and handles mornings. Having blown off nearly all of its listeners, KFYV started from scratch and

turned in a 2.1 12+ in the fall book, good enough for top five in teens and 18-24s. Playing nothing recorded prior to 1992, the station positions itself as more contemporary than KBBY, which includes '80s hits in its format.

Not stopping there, Ehrhardt then dumped the satellite Adult Standards programming for KKZZ, giving it, too, a localized, live presentation and shifting frequencies from 1400 to 1590 to improve its coverage area. Using a blend of familiar standards and artists such as Harry

Continued on Page 8

Last year stations spent millions of dollars perfecting their sound...

Not nearly enough was invested in how to sell it.



"I specialize in one thing — increasing the billing at radio stations in the United States."

— Irwin Pollack



1-888-RADIO-50

Pros On The Move

• **Diane Augram** is appointed Market Manager for Quantum Communications/Ft. Walton Beach, FL's WWAV & WMXZ, plus forthcoming acquisition WTKF. Augram most recently served as Managing Partner of Ocean Broadcasting II, which owns stations in Wilmington, NC. Her background also includes managing stations in Asheville, NC. Concurrently, **Georgia Edminston** is named Chairman of the Ft. Walton Beach properties.

• **Jim Bollella** joins Premiere Radio Networks as GM of Brown Bag Productions, a production library service for radio and TV stations. Based in Denver, Bollella has been Creative Director at WKRK/Detroit, WNEW/New York, KSTP-FM/Minneapolis and in Baltimore at WWMX and WOCT.

Also at Premiere, **Roger Seflinger** is promoted from Director to VP/Information Technology. He will oversee software development, telecommunications and network infrastructure, as well as the hardware division of Mediabase 24/7. Seflinger is also spearheading Premiere's new data center, housing its IT operations.

• **Jack Cahill** is appointed GSM for Greater Media's WCTC & WMGQ/Middlesex. Most recently with WABC/New York, Cahill previously rose through the ranks to become GSM at WLTW/New York after starting as an AE at WLTW predecessor WKHK. He succeeds **Larry Tendrick**, who shifts to Greater Media's WRAT/Monmouth-Ocean.

• **David Calabrese** becomes Market Manager for Citadel/Erie, PA, overseeing WQHZ, WRIE, WXKC & WXTA and the cluster's national sales department. Most recently Citadel/Syracuse's GSM, Calabrese has also worked as GSM, NSM and in other sales posts for Infinity/Rochester, NY; as an AE for WWDC/Washington and WAMO-FM/Pittsburgh; as Regional Director/Promotions for Geffen; and as PD at WXDX/Pittsburgh.

• **Erin Callaghan** is the new LSM at WDBO/Orlando. She joins the Cox News/Talk station from the Sales Manager post at Journal Broadcasting's KZRQ & KSPW/Springfield, MO.

• **Chris Clendenen** jumps from Market Manager for Clear Channel/Roanoke, VA to a similar post for Cumulus/Lexington, KY. He succeeds **Darren Smith**, who became Market Manager for Citadel's Syracuse cluster.

• **Sandi Cola** is the new NSM for Clear Channel's six St. Louis stations. She moves from the same post at Infinity News/Talk leader KMOX/St. Louis. Cola is the sister of former KMOX VP/GM **Karen Carroll**, who left the station 16 months ago.

• **Coleman** names **Roger Douglass** and **John Boyne** Sr. Research Analysts and **David Baird** and **Kelly Burke** Research Analysts. Douglass previously ran

his own consulting firm in Seattle and earlier was a VP for the Research Group. Boyne is a four-year company staffer and advances from the post of Project Manager. Baird comes to Coleman from KMSO/Missoula, MT, where he was PD for the past three years. Burke recently completed her master's degree in journalism and mass communications at the University of Georgia.

• **Rex Conklin** is appointed Corporate Media Director for Univision Radio. He joins the company after 18 years with Sears, Roebuck & Co., where he managed national and local television and radio advertising.

• **Gene Ferry** is tapped as Regional Manager/Affiliate Relations at Waitt Radio Networks. Ferry had been Western Regional Manager for Spark Network Services and before that spent several years marketing format programming for Unistar Radio Networks and as Affiliate Sales Manager for Jones Radio Networks.

• **Frank Flores** is appointed VP/Director of Sales for Spanish Broadcasting System/New York, overseeing WPAT & WSKQ. Flores has spent the last 23 years with Infinity Radio in New York, serving as GM of WJIT and spending the past 14 years in several sales management positions with WXRK, most recently GSM.

• **Beverly Fox** becomes NSM for WMAL/Washington, succeeding **Shari Gonzalez**, who had moved to the position of LSM. Fox is a 20-year radio veteran who came to Washington, DC in 1990 as an air talent on WWDC. She was also on-air on WARW & WLTT and WEBR & WGAY before joining WMAL as a seller in 1996.

• **Andy Friedman** is promoted to VP/Wire Services & Web Content for Clear Channel Radio, rising from the Director's post. Friedman will continue to oversee CC's Chicago-based facility that supports the sharing of news, text and audio among the company's News/Talk stations nationwide. Before joining Clear Channel four years ago Friedman worked as News Director at KTAR/Phoenix and WBBM/Chicago.

• **Richard Gigliotti** takes the GSM post at WABC & WEPN/New York. Gigliotti had been Sales Manager for co-owned ESPN flagship WEPN for nearly three years and will now oversee all aspects of sales for both stations. He started his career with the New York Mets as an AE in 1993, joined WFAN/New York in sales in 1996 and brings prior sales experience from WABC and AOL.

• **Dawn Hill** is elected President of the American Women In Radio & Television's New York City Chapter. She is the first African-American woman to hold that post in the chapter's 53-year history.

• **Maloree Hood** joins Clear Channel's KEGL (Sunny 97-1)/Dallas as Promotion Director. She

arrives from the same position at Entercom's WEZB & WKZN/New Orleans, where she worked for five years. The move reunites Hood with Clear Channel/Dallas VP/Programming & Operations **John Roberts**, who programmed for Entercom in New Orleans.

• **Scott Hopeck** is named GM of the Atlanta Braves local and network broadcast operations. Most recently Sales Manager at WYSP/Philadelphia, Hopeck has also been an AE for Telemidea Broadcasting in Wilkes Barre and an Infinity Philadelphia Sports AE for the Philadelphia Eagles, 76ers and Flyers.

• **Mike Juliano** is named GSM for Clear Channel's WKTU/New York. A four-year company staffer, Juliano was most recently LSM for clustermates WHTZ & WLTW. He previously was GSM and GM for WPLR & WYBC/New Haven.

• **Jason Justice** shifts from MD to promotions at KZPL (The Planet)/Kansas City. Justice will continue his full-time airshift of voicetracking overnights, as well as weekend airwork.

• **Alan Kirshbom** joins Entercom/Milwaukee's WEMP, WMYX & WXSS as Director/Sales, transferring from the GSM post at co-owned WKZN/New Orleans. Concurrently, **Jeff Jeanpierre** steps in as Sales Manager for the cluster after a five-year stint in sales with Journal's WTMJ/Milwaukee and 13 years in the market as GSM for Saga Communications.

• **Helen Leicht** shifts from OM/MD at noncomm Triple A outlet WXPN/Philadelphia to head of the station's community outreach programs.

• **Dan Manella** is the new GSM at Infinity Triple A WXRT/Chicago. Most recently GM of New Wave Hawaii's cluster, Manella previously was GM of the Milwaukee Radio Alliance. He succeeds **Michael Damsky**, who has been handling the role for the past few months on an interim basis since being promoted to VP/GM.

• **Liz Ryckman** is upped to Christal Radio/Chicago VP/Sales Manager. A 21-year company veteran, Ryckman advances after two years as VP/Manager for the rep firm's Chicago office, having previously been VP/Sales, between 1991-2002; Manager for the Seattle office; and an AE in Detroit.

Also at Christal/Chicago, **Mike Milonovich** steps up from AE to Sr. AE. Milonovich began his career with Christal Radio as a Sales Asst. in Minneapolis in 1999. He was promoted to AE in 2001, joined the Boston office in 2002 and transferred to Chicago last March.

• **Peter Sorensen** rejoins Infinity/Las Vegas Talk and News/Talk AM tandem KSFN & KXNT to resume his former position as Director/Marketing & New Business. He most recently worked as NSM for Station Casinos.

How To Hold The Line On Rates

By Irwin Pollack

The most common objection radio sellers encounter is cost. Everyone — from the local grocer to the largest advertiser on your station — will try to get the best deal and lowest rate (and best inventory) on your station.

There are several mistakes radio sellers make during their presentation to clients that ultimately affect the rates they get. To start, remember these three rules:

1. Ask for twice as much as you think the client will spend. Make sure the last two digits of the total you're asking for are 85-99. Then stick to your rate.

2. Salespeople tend to make every presentation below that which they probably could have taken off the table. They're afraid to ask for a lot of money. But the right thing to do is not to lower your rate, but reduce the price of the package by taking commercials away until it becomes affordable for the client. Go in high and, if you have to, back down later.

3. Just think about the four basic math principles:

Addition: Keep adding benefits and value.

Subtraction: When the client says it's too much, take away what you offered (and watch them defend how much they need it, which can lead to the client selling themselves).

Multiplication: Show the client how the long-term effect of their marketing efforts will spread positively over a long period of time.

Division: Take the total investment (rate) and break it out over a per-week, per-day and per-hour basis.

As far as your rate card goes, watch what a typical advertiser will do: They look for the bottom number on the card, and that becomes what they want. Even

if your GSM or director of sales gives you the flexibility, stay a few steps above the lowest rate. And stick to your original proposal. Establish a reputation for having great ideas, but at the same time be firm on rate. Once clients know you'll move, they will ask for a better deal every time. If you truly believe in your product, focus on giving them more perceived value and you'll get what you deserve for your precious gems of inventory. Consider these five examples:

1. Focus on your station's strengths, and bridge them to how they apply to the client's needs.

2. Talk about your success stories. Tell how other clients (just like your prospect) have had success from working with you.

3. Sell the "spec" spot. Just as dealers encourage test-drives in the car business, let clients "feel" themselves in the situation.

4. Build a "team" on top of the campaign. That is, let the client know who their production specialist will be, who is on their marketing support team, etc.

5. Include some client-specific promotions in your proposal. None of them have to be liners, promos, etc. The key is giving more (through ideas) than just spots.

Remember, your station isn't for everybody, and not everybody can afford you, but the day you show your client how they can afford you will be a great day for both of you.



Irwin Pollack

New England-based sales and management trainer Irwin Pollack provides hands-on, results-oriented seminars and in-house consulting on sales and management. He can be reached toll-free at 888-723-4650 or via www.irwinpollack.com

• **Jean St. James** is the new Sales Manager for Journal Broadcast Group's KZRQ & KSPW/Springfield, MO. A 13-year broadcaster, she previously was Director/Sales for nine radio stations in Columbia, MO.

• **Timothy Ward** advances from VP/Treasurer to VP/CFO for Univision Radio. Ward took his most recent post in January 2000 while working for Univision predecessor Hispanic Broadcasting Corp. Before that he held financial management positions with AMFM Inc.

• **Eric Weinberg** advances to

Managing Director for Nielsen Music Control, overseeing the radio airplay-monitoring service in Europe and Mexico. Weinberg joined parent VNU in 2000, most recently serving as VP/Business Development for the media measurement and information division.

• **Richard Whitworth** moves from his Network Director position at New Life Radio and Christian AC WIBI/Springfield, IL to Station Manager for Northwestern College Radio's Inspo KNWI & KNWM/Des Moines. Whitworth had been with WIBI for 29 years.

DEEP! Motivator

Beware The Counterfeit Entrepreneur

By Tim Moore

It is the most basic of human behaviors: hidden agenda, manipulative posturing, inappropriate team interaction. The Counterfeit Entrepreneur feeds off the sustaining effort, however dysfunctional, of the dying team. His or her mission cannot be misinterpreted. Instead of valiantly and unselfishly contributing to the organization's climb-out, these individuals have one objective clearly in mind: their own gain. As the rope ladder burns and falls into the canyon, they're poised to jump to solid ground, teammates left behind.

One of the battalion strengths of goal-setting lies in the use of measurable goals to keep a lid on selfish, monomaniacal behavior. A team divided is a case study in selfishness and maldistribution of energy and effort. In athletic competition, it's fair to say the Counterfeit Entrepreneur comes down with a massive case of "me first" when playing offense and is a master of "cover your ass" on defense. Dying corporate cultures give themselves away by the amount of time devoted to cranking out memoranda built around edicts, pronouncements, one-way communication and even threats.

You can spot a disintegrating climate by the level of fear that seems to drive the contact between leadership and the organization. More and more, we're reminded of the rising level of fear and toxic behavior that is rampant in the halls of some organizations. As funds shrink and bottom lines are squeezed, new managers can be sure that veteran employees will disdain them.

Staff members are torn between getting the hell out or undercutting their teammates in order to hang on to their position. Instead of open dialogue about constructive ways to rebuild the team, concepts are instead logged for future opportunistic use in a formal hearing or corporate inquiry. The trail of silent wreckage steadily accumulates as the organization founders on the rocks of discontent and failing performance.

On the other side of the street, a diminishing number of organizations are busy practicing the dynamism of teamwork with nimble vitality.

These organizations surge forward on a leadership platform that begins with a "player-coach" model, as opposed to a traditional heavy-handed, autocratic environment. Counterfeit Entrepreneurs never seize the stage, nor do they have the time to exist within the team.

In athletic competition, it's fair to say the Counterfeit Entrepreneur comes down with a massive case of "me first" when playing offense and is a master of "cover your ass" on defense.

A broken core or a together core — these are the contrasts in the media arena and in life. The singular difference is the standard of attitude. In order for your company to sustain its greatness across the years, it must place a huge premium on embracing and mastering the concept of participative leadership, where everyone has ownership of the group's success and the Counterfeit Entrepreneur is unwelcome.

Tim Moore is Managing Partner of Audience Development Group, programming consultants to radio stations in multiple formats. Reach him at 100 Grandville SW, Suite 602, Grand Rapids, MI 49503; 616-940-8309; or by e-mail at tim@goodratings.com.

Promotional Calendar: August

August is ...		1		Respect For Parents Day	
Admit You're Happy Month				Sisters' Day	
Cataract Awareness Month			2	National Night Out	
Children's Eye Health and Safety Month			4	Coast Guard Day	
May Your Reading Be a Haven Month			6	National Fresh Breath Day	
National Immunization Awareness Month				National Pamper Yourself Day	
National Inventors' Month				Work Like A Dog Day	
National 'Win With Civility Month			7	National Mustard Day	
			8	Admit You're Happy Day	
1-15 Air Conditioning Appreciation Days			12	International Youth Day	
1-7 Simplify Your Life Week			14	National Garage Sale Day	
'World Breast-Feeding Week			15	National Relaxation Day	
8-14 National Resurrect Romance Week			16	Stay Home With Your Kids Day	
15-21 National Health Centers Week			18	Bad Poetry Day	
Reduce the Clutter Week			21	Vinegar Day	
16-22 National Aviation Week				Poet's Day	
22-29 National Save Your Smile Week			22	Be an Angel Day	
25-31 Be Kind to Humankind Week			25	Kiss and Make-Up Day	
			26	Women's Equality Day	
1 Girlfriends' Day			28	Anniversary of first radio commercials (1922)	
				National Kids' Day	

Source: Radio Advertising Bureau

Live & Local Radio

Continued from Page 6

Connick Jr. and Diana Krall, KKZZ is modeled somewhat after Emmis' hipper "Red" format on WRDA/St. Louis, which Steal was also involved in formulating. For its effort, Gold Coast was rewarded again, as 12+ ratings from spring to fall 2003 jumped 2.1-2.8.

Meanwhile, Spanish Talk-formatted KUNX took over the 1400 dial position vacated by KKZZ and shifted from Radio Unica to programming from Radiovisa and Univision, playing briefly with the All Comedy Network in between. While KUNX isn't a big factor in the target metro of Oxnard-Ventura, the station nearly doubled from a 2.1 to 4.0 12+ in Santa Barbara, tying for seventh with KCAQ.

With all the ratings success, it's no surprise that revenues are starting to improve. "We're having some good growth this year," says Ehrhardt. "I gotta be honest with you, this year started off soft, primarily on the national front. But we've seen recently that the local and national activity has definitely increased. May was — knock on wood — our single largest revenue month to date for the company."

A Pledge To Public Service

Community service is a cornerstone for Gold Coast. "All the stations are involved in multiple different events during the year," says Ehrhardt. "In particular, KVTA, our News/Talk station, has its own adopted charities. Our February Dave & Bob Talent Show — Dave & Bob are the KVTA morning show — has been going on for over 15 years to benefit Special Olympics. We stage multiple blood drives throughout the year that get over 200 people showing up; that's a tremendous amount of donations.

"Localism is the thing that makes us valuable to listeners and thus valuable to advertisers. There was never any doubt in our minds that this was the way we had to go."

"At Christmas we have the listener-supported Dave & Bob's Children's Christmas Fund that buys Christmas toys for all the foster children in the county. This is the fund's sole source of revenue, and every year somehow it always raises enough that every kid gets at least one toy. Those are just some of the keynote things we do every year."

Ehrhardt is quick to praise parent Point Broadcasting for the tools and patience to execute all the changes. "They've been tremendously supportive and willing to make the commitment from time and financial standpoints. Obviously, changing formats and moving frequencies can put a kink in revenue for a while. Advertisers get nervous when you flip formats and change dial positions, and you've got to be able to plan for that and explain to them the long-term value in doing so. Knock on wood again — we've been able to do that."

"A year from now, when we start to see the '05 spring book come out, that's when we'll be able to say, 'Wow, we really made the right decision', or, 'We really screwed the

pooch on that one.' But the momentum that the company has going forward is so tremendous. I see it being nothing but positive."

Local-Owner Advantage

One can tell that Ehrhardt, a 13-year company veteran, loves working for a local company that allows him to be able to make both large and small decisions without a lot of corporate red tape. "I couldn't imagine being anywhere else or doing anything else," he says. "Working for a mom-and-pop organization has so many benefits. If I want to do something or a sales manager does, or if anybody has a great idea, we can talk about it here and say, 'OK, let's do it,' or not. We can make a decision very quickly without having to phone home to some corporate office just to try to get approval on it."

"With the brain trust of people here in the building, it's much easier to operate. And, quite frankly, we have such a positive work environment. Over time, I've been able to hire the best people in the market. That's probably been the single biggest thing — just getting the right people here."

Summarizing the ordeal of moving signals, changing formats and investing in local talent — all while battling big outside signals and managing a staff of 75 — Ehrhardt says, "From a programming standpoint, we went against the grain and away from the network type of solution. Localism is the thing that makes us valuable to listeners and thus valuable to advertisers. There was never any doubt in our minds that this was the way we had to go. It's more expensive, but if we want to take more than our fair share, we're going to have to do it this way, because the best stations are those that serve the local community the best."

Loudeye Turns It Up

B2B company pokes its head out from behind the scenes

By Brida Connolly
Associate Managing Editor

Ever heard of Loudeye? It's a purely business-to-business company, founded in 1997, and it lurks in the background of many a successful digital-media venture. Among other things, Loudeye provides encoding, hosting, music delivery and all the unglamorous nuts-and-bolts services that keep flashier digital outfits up and running.

Lately, though, Loudeye has been raising its profile. Last year it set up a partnership deal with Microsoft to build branded digital-music stores, and in June it bought leading European B2B music distributor OD2, through which it picked up such customers as Coca-Cola, MSN, MTV and Virgin.

Loudeye has also acquired Overpeer, best known as one of the companies hired by content owners to disrupt traffic on peer-to-peer networks, and is putting it to some interesting uses. I spoke recently with Loudeye President/CEO Jeff Cavins about what's up at the Seattle-based company.

R&R: *There's a lot going on at Loudeye these days. Can you give us the run-down?*

JC: Well, as you know, Loudeye acquired OD2. The real logic behind this acquisition was that most of the customers that we were talking to were interested in global deployment. Up until now, there has not been a company that provides business-to-business services in the digital-media space that performs on the global stage.

Since the acquisition, we've started to work on building out the catalog in Europe. Our objective is to have 1.3 million licensed tracks online in Europe by the end of this quarter, and we are now deploying the OD2 platform into accounts in the U.S. and other markets.

R&R: *What are your plans for digital-music services in the U.S.?*

JC: On Dec. 15, 2003, AT&T Wireless, in conjunction with Loudeye and Microsoft, announced their digital-music service. It'll be the world's first wireless digital-music service. We deploy it for AT&T Wireless this quarter, and it'll be available to consumers sometime in September.

Loudeye had been in development for over a year on building a very advanced platform for digital-media delivery directly to consumers. Now, Loudeye and OD2 are business-to-business companies, which means we sit behind the brand. So when you see the AT&T Wireless music service, it'll be an AT&T Wireless service. Think of us like "Intel Inside." We're just an ingredient, but we build end-to-end solutions for customers.

It was our goal, having looked at all the platforms that were available in the marketplace and the ones we've seen launch recently, to build what we call a next-generation platform — one that leapfrogs a lot of the functionality and feature sets of platforms available in the industry today.

As a result of the OD2 acquisition, we have 60 developers on staff, the largest development organization in the world to focus on digital media. Loudeye ships its platform in about two weeks, to AT&T Wireless. I've seen it, and it's very impressive.

R&R: *Is U.S. consumer technology up to that?*

"Our objective is to have 1.3 million licensed tracks online in Europe by the end of this quarter."

JC: Yes. There are handsets that support the delivery of digital music, but the first version of this platform will enable any AT&T Wireless — and, eventually, Cingular — subscriber to use their telephone handset to discover music and sample it. There are search functions that enable you to engage with music on your handset, and then, when you buy music, it's delivered to your PC.

You're using your cell phone kind of as a portable Visa card and a discovery tool to buy music and then have the music delivered into what we call a "cloud." That cloud is then accessed by your PC. The user interface on the PC is a more feature-rich interface than what you have on the handset.

R&R: *More like a regular digital music store?*

JC: Yes, a regular music store. In version 1, the cell phone is a discovery tool and a purchasing tool. And since AT&T Wireless already has an existing billing relationship with the consumer, we give the consumer a

very easy way to search, discover, purchase and enjoy music without having to worry about all the e-commerce problems consumers have with very small online transactions.

Version 1.5 of the platform will enable the consumer to deliver music directly to the handset, as well as to the computer, directed from the handset. It's what we call OTA, over-the-air delivery. That'll be version 1.5. But in version 1, you can play samples in the phone, and you can download ringtones as well.

R&R: *What format are the downloads offered in?*

JC: The format will be Windows Media 128 with Windows Media digital rights management. But Loudeye, as a business-to-business services company, supports any format, any DRM, any bitrate. Today we own and operate the world's largest commercial archive of digital music — 4.7 million tracks sit in our archive in the WAV format. Think of it as the digital master recordings.

From that, companies come to us and ask us to encode music for them in a variety of different file formats or different DRMs, such as Sony's OpenMG or Windows Media or Real's Helix DRM. We're supporting OMA, which is the Open Mobile Alliance standard.

AT&T Wireless wanted the format to be WMA, but we can deliver in any format. We deliver for Sony Connect, for example, in ATRAC 3-plus. We deliver for iTunes in AAC, and we deliver for some companies in some parts of the world at very high bitrates.

R&R: *Have you looked at setting up song stores for radio?*

JC: Yes, we've been chatting with radio stations. We're learning a lot from OD2, because the acquisition of OD2 enables us to compress our timelines very aggressively. They've been in the market for four years, and they've learned a lot about merchandising and promotions and what makes music sell online and where people don't succeed.

The key to selling music online is marketing. You have to get awareness to the consumer about your site, you have to market it, you have to get people to come there to stay, and you have to build subscription packages and all the kinds of things that make the site sticky. There are a lot of companies that think all you have to do is throw up a digital-music site, and you're off to the promised land.

It takes commitment. In our conversations with radio companies, we've found that it's kind of a "nice to have" — they'd like to have it on their site, but we haven't seen many

The iTunes Music Store Top 10

Apple's iTunes Music Store is the leading digital-music service in the U.S., offering a catalog of more than 700,000 songs from all five major label groups and dozens of independents. Here's a snapshot of the top-selling downloads on Tuesday, July 20, 2004.

Top 10 Songs

1. USHER #LUDACRIS & LIL JON Yeah!
2. BLACK EYED PEAS Let's Get It Started (Spike Mix)
3. MASE Welcome Back
4. KEVIN LYTTLE Turn Me On
5. HOOBASTANK The Reason
6. ASHLEE SIMPSON Pieces Of Me
7. AVRIL LAVIGNE My Happy Ending
8. MAROON 5 She Will Be Loved
9. FRANZ FERDINAND Take Me Out
10. MODEST MOUSE Float On

Top 10 Albums

1. VARIOUS ARTISTS *Spider-Man 2 ST*
2. ASHLEE SIMPSON *Autobiography*
3. ROOTS *The Tipping Point*
4. ADAM SANDLER *Shhh... Don't Tell*
5. MODEST MOUSE *Good News For People Who Love Bad News*
6. MAROON 5 *Songs About Jane*
7. VARIOUS ARTISTS *De-Lovely ST*
8. WILCO *A Ghost Is Born*
9. HIVES *Tyrannosaurus Hives*
10. VELVET REVOLVER *Contraband*

demonstrate an aggressive marketing discipline toward it. We do live in the value chain, so when we build a site for a customer, we make money on the downloads. So for us to make money, the customer has to be highly committed to a marketing initiative, short-term and long-term. It's not in our interest to provide the service and start a risk-based economic relationship with them if they're not going to drive it.

R&R: *So from what you've found so far, radio isn't serious about it?*

JC: They seem to be, but we haven't seen a marketing budget from a radio property that indicates that they are. But they will be. You're going to find that companies will watch the leaders. The leaders will be very successful. It is said that over \$4.5 billion will be earned in online music distribution in the next few years, so it's gonna be a big space. They always say "To the victor go the spoils," and the victor will be the one who invests marketing dollars in this.

R&R: *What was behind the Overpeer deal?*

JC: There are two facts about music that we understand, and one is that portability of music is what drives the consumer. If you think about it, portable music is a 25-year-old story. When Akio Morita at Sony unleashed the Walkman on the consumer in 1980, we all learned that our music could become portable. So what do we need to understand about portability? Of course, there's Janus, the portable DRM technology from Microsoft, and there's our relationship with Microsoft, and our platform is designed to drive music into a variety of portable devices.

Another thing we understand is that music usage is up. The fact is, the revenues at the labels are down be-

cause of the plague of piracy, but music usage is up. We also need to understand where usage is occurring, which is primarily on peer-to-peer networks. Today there are over 2.6 billion music files traded on Kazaa alone every month. That's 30 billion a year.

On the peer-to-peer networks overall, there are about 65 billion transactions occurring every month — that's film, games, movies, software, music and other things. We determined that we needed to have a play in the peer-to-peer space, so we acquired Overpeer. We want to understand the habits and usage and behavior of these people, this demographic that lives on the peer-to-peer networks.

Overpeer provides security services for content owners, so we do protect catalogs for labels. We actually have more nonmusic customers in our content-protection services — software companies, games, film and video. But the fact is, we also have real-time analytics. So you can ask me how many *Call of Duty* Activision games were stolen today, and I can tell you by the end of business today. The peer-to-peers are 7-by-24 in operation, but I could tell you at any time exactly what's happening — how many thefts and where they occurred, what region of the world and right down to the personal IP address.

We mine that data on a daily basis, and we sell it to content owners. Now, ultimately, if you're a content owner, you can decide whether you want to continue to litigate the human race or to monetize it. The demographic that lives on the peer-to-peer networks is primarily teenagers and college kids, and that's a demographic that a lot of people want access to.

KVSP Shifts To FM; AM Goes Urban AC

Perry Broadcasting has relocated 1kw Urban daytimer KVSP-AM/Oklahoma City to a 100kw FM signal emanating from a 2,000-foot tower located in Anadarko, OK. The FM signal was formerly home to Country KRMP and gives the new station coverage of two-thirds of the state of Oklahoma.

The former KVSP-AM is now Urban AC and is using the KRMP call letters that had been on the FM dial. Terry Monday will continue to oversee programming for KVSP while adding duties for KRMP.

KVSP-FM is now billing itself as "Power 103.5" and running jockless while it airs as "10,000 jointz in a row," but it will relaunch with the airstaff from the old KVSP-AM on July 30. The syndicated *Doug Banks Show* will debut in mornings on Aug. 2. KRMP-AM will continue to run the syndicated *Tom Joyner Morning Show*. An on-air lineup has yet to be announced.

IDJMG Ups Sheer For Rhythm-Crossover

The Island Def Jam Music Group has promoted Noah Sheer to Sr. Director/Rhythm-Crossover Promotion. Sheer will relocate to the label's Los Angeles office and report to VP/Rhythm-Crossover Promotion Marthe Reynolds.

In his new role Sheer will be responsible for obtaining airplay for IDJMG artists and coordinating strategic plans for new releases and artist promotional tours. He has been with IDJMG since 2000 as Regional Manager/Internet Marketing & Promotion. Prior to that he spent two years as a promotion coordinator at Arista Records.



Sheer

'Coyote' Howls As KQBT/Austin Flips

Infinity's CHR/Rhythmic KQBT (The Beat)/Austin has flipped to Talk as "104.3 The Coyote" in anticipation of the debut on the station of WXRK/New York-based syndicated morning host Howard Stern. Infinity/Austin VP/Programming Dusty Hayes is overseeing the new FM Talker, which is now using the KOYT calls. KQBT PD Jason Kidd, who joined the station in February, will be reassigned within Infinity. The KQBT airstaff was let go on July 16.

"The Talk format has done well for us across the country, so we decided that rather than fight it out for a small audience, we'd go into a franchise that we have to ourselves and be the only FM Talk in the market," Infinity/Austin Market Manager John Hiatt told R&R. "The big guys are now looking around to see what might be available for Jason across the country right now."

Stern's morning show will be followed by a lineup that includes WJFK-FM/Washington-based syndicated talk duo Don & Mike in middays, KLLI/Dallas-based Russ Martin in afternoon drive, Westwood One's Tom Leykis in evenings and KLSX/Los Angeles-based talkers John & Jeff in overnights.

McGrath

Continued from Page 3

consumer focus and good execution. I feel very proud and fortunate to be able to turn this job over to Judy."

A member of the MTV family since its first days, McGrath joined Warner Amex Satellite Entertainment Co., MTV Networks' predecessor company, in 1981 as a copywriter in MTV's on-air promotions department. She later became MTV's Editorial Director, Exec. VP/Creative Director and President.

McGrath said, "I couldn't be more excited and honored to take on this new role. Over the past 17 years, Tom set the tone for the most unique and vibrant culture in the media world. My top priority is to continue to make this the best place for talented people to do their best work."

In related news, MTV Networks President/COO Mark Rosenthal has decided to exit the company.

Jones

Continued from Page 3

senior sales positions with ABC Radio and Westwood One and has developed network sales and marketing programs for the NFL, the NCAA and the Motor Racing Network.

"All of us at JMN wish Ron well in his new venture and look forward to continued success with him," JMN President/CEO Glenn Jones said. "He is an exceptional talent."

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R&R Partners With Presslaff Interactive

R&R and Presslaff Interactive have inked a joint marketing agreement under which R&R will represent PI's Dat-e-Base e-mail marketing software to record labels. Dat-e-Base is one of the radio industry's most preferred e-mail marketing programs. It provides online registrations, lifestyle surveys and e-mail communication devices to a database.

R&R Publisher/CEO Erica Farber said, "We are excited to assist the efforts of Presslaff Interactive to the music industry. Our longstanding relationship with Presslaff Interactive will be strengthened by this partnership, and we're confident that labels will recognize the many benefits of Dat-e-Base."

PI President Ruth Presslaff said, "The concept of identifying loyal

fans and building relationships with them is as critical for labels as it is for stations. The idea of working with R&R was a no-brainer. Their knowledge of the music business and relationships with labels and our expertise in identifying and communicating with fans made for a perfect match. We're very excited about this project."

FCC ACTIONS

Nassau Takes FCC To Court Over WXPB Buy

Nassau Broadcasting has asked a Washington, DC appeals court to force the FCC to process Nassau's application to sell Triple A WXPB (107.1 The Peak)/Westchester to Pamal Broadcasting. Nassau in-house counsel Tim Smith told R&R his company's deal to sell WXPB for \$17.5 million has been in limbo since April 2003 because the transaction was red-flagged by the commission over concerns about revenue share and ownership concentration. Pamal owns three other stations in the Westchester market.

Smith said that after Nassau and Pamal showed the FCC that the deal complied with the commission's new ownership limits — and that the deal was made after the FCC had reportedly abandoned the flagging process — the commission instructed the parties to file a new application. That application was filed in March of this year but was not released on public notice until July 14, after Nassau asked the court to intervene. But now the FCC has once again held up the deal, this time citing public-interest concerns. Smith said Nassau is working with its FCC counsel to determine the meaning of what may be a new red-flag process.

First Broadcasting FCC Rulemaking Request Gets Industrywide Support

Dallas-based broadcast merchant bank First Broadcasting has attracted the support of such companies as Clear Channel, Radio One, Cox Radio, Susquehanna Radio and Vox Radio in its effort to get the FCC to initiate a series of rule changes designed to improve the speed and efficiency of the FM and AM station-modification process. First introduced the proposal in April, and First President Gary Lawrence said the revisions will help the FCC reduce "the massive workload faced by the FCC staff." The Minority Media and Telecommunications Council has fully endorsed the proposal.

The FCC has not significantly refined its FM rulemaking procedures since 1982; the deadline for submitting comments was May 24. First's proposed rule changes include allowing FM station community-of-license changes through a minor modification; simplifying the procedure for moving a community's sole local service to a new community; easing the procedure to remove nonviable FM allotments; a one-time settlement window to resolve the backlog of pending FM rulemakings; permitting AM station community-of-license changes through a minor modification; and streamlining Class C0 reclassification procedures. A copy of First Broadcasting's Petition for Rulemaking can be found at <http://firstbroadcasting.com/fcc/index.html>

Trink

Continued from Page 1

directly fueled the success of Lava Records and solidified him as the ideal candidate to continue to guide Lava Records into the future."

Before joining Lava Trink served as a product manager for Atlantic Records. He's also worked as Marketing Manager for the New York-based music marketing firm Track Marketing and held the position of Asst. District Attorney in Brooklyn, NY.

"I feel privileged to be given the chance to carry forward the pioneering work of the house that Flom built," Trink said. "He is one of the greatest success stories in the business, and I look forward to meeting the challenge of furthering the success of the label."

Countersuit

Continued from Page 1

that its contract prohibited it from making any changes to the show, even in cases where there were time-delay measures in place.

The \$3 million in damages includes the \$495,000 fine, which Clear Channel paid as part of a \$1.75 million indecency settlement with the FCC; lost advertising revenue from the show's cancellation; a refund of the fees it paid for the show between February and April; and attorney's fees.

Clear Channel representatives were unavailable for comment at R&R's Tuesday press time.

Spotloads

Continued from Page 1

In an exclusive interview with R&R, Clear Channel Radio CEO John Hogan explained that the initiative will not be introduced until the start of next year not only because of advertiser commitments through the remainder of 2004, but because it represents "a major change for salespeople and programmers."

Hogan said, "For some markets this will be dramatic, and for others it will be drastically dramatic. This is an issue for all broadcasters today. Agencies and advertisers and listeners have complained, so this is an industry challenge. The management of Clear Channel feels that radio has drifted — in some cases to dangerous levels."

As part of the initiative, a "very specific ceiling" for the number of commercial minutes airing per hour, as well as limits on the length of spot breaks, will be set by format and by daypart, Hogan said. For example, in morning drive at a Clear Channel Country station, no more than 12 commercial minutes per hour will air. Additionally, the spot breaks will be no longer than four minutes, or six units.

"Clear Channel is establishing

EXECUTIVE ACTION

Kizart Now Interep SVP/Director, Urban Mktg.

Longtime marketing executive Sherman Kizart has been promoted from VP/Director of Urban Marketing to Sr.VP/Director of Urban Marketing at Interep. Kizart will continue to lead Interep's Urban Initiative, the goal of which is to bring additional revenue to Urban stations by expanding radio budgets, breaking down "no Urban" dictates and attracting new advertisers.

A 16-year industry veteran, Kizart plays a key role in planning and developing Interep's annual "Power of Urban Radio" events for advertisers, agencies and station executives.

Interep President/Marketing Division Marc Guild said, "Sherman has done a tremendous job not only on behalf of Interep's client stations, but on behalf of the entire radio industry. He has brought significant new revenue into Urban radio and, at the same time, has been one of the most effective evangelists for advancing Urban radio's reputation among advertisers, politicians, the press and other important groups."

Before joining Interep Kizart was Director/Sales at Hawes-Saunders Broadcasting in Dayton. He earlier worked in sales and marketing at Clear Channel Radio in New Orleans and as GSM at KJMS/Memphis. Kizart serves as Chairman of the Black Broadcasters Alliance and on the FCC's Diversity Advisory Committee/Financial Issues Subcommittee.



Kizart

BUSINESS BRIEFS

Continued from Page 5

rose to 11.6% in 2003, up from 6.5% in 2002. The percentage of minority news directors in radio rose from 5% to 8% over the same period. While the percentage of women in radio news dipped to 22.4% in 2003 from 24% in 2002, the percentage of female radio news directors increased substantially, to 25.9% from 14.4%. The annual RTNDA study reports on local radio and TV newrooms but does not include networks. The complete results of the study are available at www.rtna.org.

very clear parameters for the formats, and, in turn, the stations will be allowed to create their own parameters for each individual station," Hogan said. "The hope is that this will create some local market innovation."

Clear Channel stations will not be reducing budgets for 2004, but Clear Channel expects to revise and reinvent its entire budget process for 2005, including a complete review of its compensation and bonus process.

"The company is making a firm and complete commitment to our listeners and advertisers, and the industry cannot continue to reward and compensate on the old model," Hogan said. "While there are too

many spots, we will be creating an entity internally to help create better commercials and help the radio stations produce better spots for their local clients. We are focused on doing great radio."

The RAB reacted positively to Clear Channel's move to restrict spotloads on its stations calling it "an example of radio's responsiveness to its audience and its advertisers." RAB President/CEO Gary Fries said, "When a company the size and scope of Clear Channel enacts such a move, it sends a strong, positive message about radio's relationship with listeners and advertisers, and they should be commended for their position."

DuCoty

Continued from Page 3

to the level of expertise Chuck brings and know that he will have much to add to the team. I'm excited to have the chance to work with him again."

Kerr

Continued from Page 3

in innovative ways to solve old problems," Kerr told R&R. "Pollack Media Group is one of those companies, and I'm excited to now be a part of what was already a formidable team of deep thinkers."

DuCoty said, "While it is very hard to leave Emmis and Chicago, I'm very excited about what is truly a once-in-a-career opportunity. Mary, Tami and I have worked together in the past at Capstar and AMFM, and the chance to partner with them to grow the NewRadio Group was something I couldn't pass on."

DuCoty joined Q101 in June 2001 after a decade as VP/GM of WISN & WLTQ/Milwaukee. Prior to that he spent six years as Station Manager of WIYY (98 Rock)/Baltimore, which he joined in 1979 as MD.

National Radio

• **UNITED STATIONS RADIO NETWORKS** renews its distribution deal with the Dee Snider-hosted '80s rock show *The House of Hair*. For more information, contact Kristine Rakowsky at 212-869-1111, ext. 293.

• **CNNRADIO** on July 26-29 will offer coverage of the Democratic National Convention in Boston. For more information, contact Chris Wilmore at 404-827-4771.

CHRONICLE

CONDOLENCES

Las Vegas radio pioneer **Laura Keich**, 91, July 12.

• **FOX NEWS RADIO** on July 26-29 presents *You Decide 2004*, during which Fox programs including *The Tony Snow Show* and *Fox News Live With Alan Colmes* will cover the Democratic National Convention in Boston live. For more information, contact Robert Zimmerman at 212-301-3219.

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KELLY CLARKSON Breakaway
BRITNEY SPEARS Outrageous
SWITCHFOOT Dare You To Move
TRAIN Ordinary

SOFT ROCK

Seth Neiman

SEALS & CROFTS Summer Breeze '04

ROCK

Adam Neiman

TITANIUM BLACK Quite A Machine

ALTERNATIVE

Adam Neiman

KILLRADIO Do You Know (Knife In Your Back)
SHORE Firefly (The Shore)
MC LARS Igeneration

PROGRESSIVE

Liz Opoka

HEART The Perfect Goodbye
GARY JULES O.T.L.A. (Downtown Los Angeles)
SARAH McLACHLAN World On Fire

TODAY'S COUNTRY

Liz Opoka

DIERKS BENTLEY How Am I Doin'?
ALAN JACKSON Too Much Of A Good Thing...
JIMMY WAYNE You Are

SMOOTH JAZZ

Gary Susalis

NORMAN BROWN Up 'N' At 'Em
DOTSERO Just Because
SHADES OF SOUL Gazpacho

SIRIUS

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New York, NY 10020
212-584-5100

Steve Blatter

Alt Nation

Rich McLaughlin

KEANE Somewhere Only We Know
WALKMEN The Rat
SECRET MACHINES Nowhere Again

The Pulse

Haneen Arafat

SEETHER I AMY LEE Broken
SEAL Get It Together

Starlite

Haneen Arafat

FANTASIA I Believe
LOS LONELY BOYS Heaven

Sirius Hits 1

Kid Kelly
NELLY IJAHEIM My Place
SKYE SWEETHAM Tangled Up In Me
KELLY CLARKSON Breakaway
FRICKIN A Trend

Hot Jamz

Geronimo
B.G. I Want It
NELLY IJAHEIM My Place
TWISTA & MIKE JONES Yo Cadillac

Octane

Jose Mangin
GODSMACK Touches
DROWNING PDDL Love And War

Spectrum

Gary Schoenwetter
JOSS STONE Don't Cha Wanna Ride
G. LOVE Love
NELLIE MACKAY David
DR. JOHN I Aie Up The Apple Tree
JOHN FOGERTY Djà Vu
NEIL YOUNG Be The Rain
THRILLS Not For All The Love

AOL Radio@Network

Ron Nenni • 415-934-2790

Top Alternative

Robert Benjamin
TAKING BACK SUNDAY A Decade Under The Influence
HOBBSTANK Same Direction
AMBULANCE LTD Primitive

Top Jams

Davey D
NELLY IJAHEIM My Place
SHYNE More Or Less
JIM JONES Certified Gangsta

Smooth Jazz

Stan Dunn
KIM WATERS In Deep



Phil Hall • 972-991-9200

Hot AC

Steve Nichols
MAROON 5 She Will Be Loved

Touch

Stan Boston
BRIAN MCKNIGHT What We Do Here

Tom Joyner Morning Show

Vern Catron
LUTHER VANDROSS UBEYONCE The Closer I Get To You

Country Coast To Coast

Dave Nicholson
DIERKS BENTLEY How Am I Doin'?

Real Country

Richard Lee
GARY ALLAN Nothin On But The Radio
A.COCHRAN VC.TWITTY (I Wanna Hear) A Cheatin' Song



Ken Moultrie • 800-426-9082

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JET Rollover O.J.
METALLICA Some Kind Of Monster
FUTURE LEADERS OF THE WORLD Let Me Out
MONSTER MAGNET Unbroken (Hotel Baby)

Heritage Rock

Steve Young/Kristopher Jones
SHINEDOWN 45
TESLA Words Can't Explain

Hot AC

John Fowlkes
MAROON 5 She Will Be Loved
NICKELBACK Feelin' Way Too Damn Good

CHR

Steve Young/John Fowlkes
NELLY IJAHEIM My Place

Rhythmic CHR

Steve Young/John Fowlkes
PETEY PABLO & RASHEEDA Vibrate
BLACK EYED PEAS Let's Get It Started

Soft AC

Mike Bettelli/Teresa Cook
JOSH GROBAN Remember When It Rained

Mainstream AC

Mike Bettelli/Teresa Cook
LOS LONELY BOYS Heaven

The Dave Wingert Show

Mike Bettelli/Teresa Cook
LOS LONELY BOYS Heaven

Marie And Friends

Mike Bettelli/Teresa Cook
LOS LONELY BOYS Heaven

The Alan Kabel Show (Mainstream AC)

Steve Young/Teresa Cook
EVANESCENCE My Immortal

The Alan Kabel Show (Hot AC)

Steve Young/John Fowlkes
NICKELBACK Feelin' Way Too Damn Good

Mainstream Country

Hank Aaron
JIMMY WAYNE You Are
SHEDAISY Come Home Soon

Lia

Ken Moultrie/Hank Aaron
GRETCHE WILSON Here For The Party
TRACE ADKINS Rough & Ready
BROOKS & DUNN That's What It's All About

Ken Moultrie/Danny Wright

Hank Aaron
PHIL VASSAR In A Real Love
BROOKS & DUNN That's What It's All About

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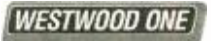
Jon Holiday
MAROON 5 She Will Be Loved

U.S. Country

Penny Mitchell
TRAVIS TRITT Girl's Gone Wild
PHIL VASSAR In A Real Love

GREAT AMERICAN COUNTRY

Jim Murphy • 303-784-8700
MONTGOMERY GENTRY You Do Your Thing
SHEDAISY Come Home Soon
NOTORIOUS CHERRY BOMBS It's Hard To Kiss The Lips...



Charlie Cook • 661-294-9000

Soft AC

Andy Fuller
FANTASIA I Believe

Bright AC

Jim Hays
GAVIN DeGRAW I Don't Want To Be

Mainstream Country

David Felker
JIMMY WAYNE You Are

Young & Verna

David Felker
SHEDAISY Come Home Soon



Country Today

John Glenn
LONESTAR Mr. Mom
AMY DALLEY Men Can't Change
DIERKS BENTLEY How Am I Doin'?
JIMMY WAYNE You Are

AC Active

Dave Hunter
SEETHER I AMY LEE Broken
BLINK-182 I Miss You

Alternative Now!

Chris Reeves • 402-952-7600
VELVET REVOLVER Fall To Pieces
G. LOVE Astronaut
CROSSFACE Cold



Tony Lamptey • 866-552-9118

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DOC POWELL Push
SILVIUS LEOPOLD WEISS Lute Concert
GREGORY ISAACS I Have Sinned
JILL SCOTT Golden
LILA DOWNS One Blood
KASKADEE Steppin' Out
GIPSY KINGS Heranos
AIR Mike Mills
QUANTIC I/SONNY AKPAN Use What You Got

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

CHR/RHYTHMIC

Mark "In The Dark" Shands

NELLY My Place
AMANDA PEREZ I Pray
LIL FLIP Sunshine
LL COOL J Headsprung

ALTERNATIVE

Dave Sloan

SNOW PATROL Run
G. LOVE Astronaut
STILLS Lola Stars And Stripes

ROCK

Stephanie Mondello
DAMAGEPLAN Pride

DANCE

Randy Schlager
ATB Marrakech
MINIMAL CHIC I Need The Key
PAUL VAN DYK Kaleidoscope
GIDIA Be Mine
ECLIPSE For Your Love
USHER Burn
GIPSY Gipsy
ALCAZAR This Is The World We Live In
SOOZA CLUB WASHLEY MADE Ain't No Love (Ain't No Use)
IAN AND COLONEL RED Feels Good
ERIC S Dance With Me
CALVIN RICHARDSON I've Got To Move
B.M.C. Fly So High
CARDOLYN HARDING What Is Love
ALICIA KEYS If I Ain't Got You
MADONNA Like A Prayer
BENNY PRESENTS... Love Is Gonna Save Us
DJ PIERRE Put Ya Hands Up
J. Rise And Fall
ATB Ecstasy

ADULT ALTERNATIVE

Stephanie Mondello
GOMEZ Nothing is Wrong

COUNTRY

Leanne Flask
SHEDAISY Come Home Soon
RASCAL FLATTS Feels Like Today
MONTGOMERY GENTRY You Do Your Thing
RAP/HIP-HOP
Mark "In The Dark" Shands
LL COOL J Headsprung
MAD RO Nutz In Ya Mouth
NELLY My Place



Artist/Title	Total Plays
JOJO Leave (Get Out)	83
ASHLEE SIMPSON Pieces Of Me	80
HILARY & HAYLIE DUFF Our Lips Are Sealed	78
CHEETAH GIRLS Cinderella	77
HILARY DUFF Come Clean	77
D-TENT BOYS Dig It	77
RAVEN Supernatural	77
HILARY DUFF Why Not	76
KELLY CLARKSON Miss Independent	33
LINDSAY LDHAN Drama Queen (That Girl)	32
HILARY DUFF The Math	32
BLACK EYED PEAS Let's Get It Started	32
SIMPLE PLAN Perfect	31
YELLOWCARD Ocean Avenue	31
LINDSAY LDHAN Ultimate	31
JESSE MCCARTNEY Beautiful Soul	30
AVRIL LAVIGNE Sk8er Boi	30
SMASH MOUTH I'm A Believer	29
MICHELLE BRANCH Are You Happy Now?	29



Playlist for the week of July 12-18.



866-MVTUNES

21,000 movie theaters

WEST

1. HILARY & HAYLIE DUFF Our Lips Are Sealed
2. BRANDY Talk About Our Love
3. JANET JACKSON All Nite (Don't Stop)
4. D.O.A. Gangsta's Prayer
5. STEVE CORDONE That's All

MIDWEST

1. BRANDY Talk About Our Love
2. JANET JACKSON All Nite (Don't Stop)
3. HILARY & HAYLIE DUFF Our Lips Are Sealed
4. BURKE ROWEY Sounds Of The Ocean
5. TIM MCGRAW Live Like You Were Dying

SOUTHWEST

1. BRANDY Talk About Our Love
2. HILARY & HAYLIE DUFF Our Lips Are Sealed
3. JANET JACKSON All Nite (Don't Stop)
4. POLYPHONIC SPREE Hold Me Now
5. D.O.A. Gangsta's Prayer

NORTHEAST

1. HILARY & HAYLIE DUFF Our Lips Are Sealed
2. BRANDY Talk About Our Love
3. AMEL LARRIEUX For Real
4. BURKE ROWEY Sounds Of The Ocean
5. D.O.A. Gangsta's Prayer

SOUTHEAST

1. BRANDY Talk About Our Love
2. HILARY & HAYLIE DUFF Our Lips Are Sealed
3. STEVE CORDONE That's All
4. AMEL LARRIEUX For Real
5. BURKE ROWEY Sounds Of The Ocean

72 million households


Plays

USHER Confessions Part 2	33
LINKIN PARK Breaking The Habit	32
JUVENILE Slow Motion	30
CHRISTINA MILIAN I/FABOLOUS Dip It Low	29
ASHLEE SIMPSON Pieces Of Me	28
FRANZ FERDINAND Take Me Out	27
MODEST MOUSE Float On	26
NELLY Flip Ya Wings	26
LLOYD BANKS On Fire	26
KEVIN LYTTLE Turn Me On	16
NINA SKY Move Ya Body	16
FAITHLESS Mass Destruction	14
ROOTS Don't Say Nuthin'	14
KANYE WEST Jesus Walks	13
CHRONIC FUTURE Time And Time Again	13
D12 How Come?	12
DASHBOARD CONFENSIONAL Vindicated	12
JADA KISS Why	12
JESSICA SIMPSON Angels	12
MIS-TEEO Scandalous	11

Video playlist for the week of July 12-18.


 David Cohn
General Manager

2

USHER Confessions Part 2	27
JUVENILE Slow Motion	26
TERROR SQUAD I/FAT JOE & REMY Lean Back	22
LLOYD BANKS On Fire	20
NELLY Flip Ya Wings	20
MODEST MOUSE Float On	19
SLIPKNOT Duology	19
LINKIN PARK Breaking The Habit	18
SLUM VILLAGE Selfish	18
SEETHER I/AMY LEE Broken	18
TWISTA I/R...KELLY So Sexy	18
THREE DAYS GRACE Just Like You	18
KILLERS Somebody Told Me	17
INCUBUS Talk Shows On Mute	16
PETE PABLO Freek-A-Leek	16
BLINK-182 Down	16
ROOTS Don't Say Nuthin'	15
HOBBASTANK The Reason	15
FRANZ FERDINAND Take Me Out	15
KEVIN LYTTLE Turn Me On	15

Video playlist for the week of July 12-18.

75 million households


 Rick Krim
Exec. VP

ADDS

MAROON 5 She Will Be Loved	27
TOBY LIGHTMAN Real Love	26
JEM They	24
MAROON 5 She Will Be Loved	23
ALICIA KEYS I If I Ain't Got You	22
SWITCHFOOT Meant To Live	21
LOS LONELY BOYS Heaven	20
MODEST MOUSE Float On	19
BRITNEY SPEARS Everyday	18
USHER Confessions Parts 1 & 2	17
BLACK EYED PEAS Let's Get It Started	16
JAMIE CULLUM All At Sea	15
GAVIN O'GRAW I Don't Want To Be FINGER ELEVEN One Thing	14
KEANE Somewhere Only We Know	13
AVRIL LAVIGNE My Happy Ending	12
NICKELBACK Feelin' Way Too Damn Good	11
TRAIN Ordinary	10
311 Love Song	9
COUNTING CROWS Accidentally In Love	8
MELISSA ETHERIDGE This Moment	7

Video playlist for the week of July 19-26.

Top Pop

HOBBASTANK The Reason
LOS LONELY BOYS Heaven
MAROON 5 This Love
CHRISTINA MILIAN I/SHAWNNA Dip It Low
JOJO Leave (Get Out)

Top Christian

CASTING CROWNS Who Am I?
SMOKIE NORFUL I Need You Now
PILLAR Bring Me Down
SWITCHFOOT Dare You To Move
KUTLESS Sea Of Faces

20 On 20 (XM 20)

Michelle Boros
NELLY My Place
HOUSTON I Like That

BPM (XM 81)

Blake Lawrence
STELLAR PROJECT Get Up Stand Up
GEORGE MICHAEL Flawless (Go To The City)

SQUIZZ (XM 48)

Charlie Logan
PAPA ROACH Getting Away With Murder

U-POP (XM 29)

Zach Overking
SNOW PATROL Spitting Games
KYLIE MINOQUE Chocolate
STREETS Dry Your Eyes
ELBOW Grace Under Pressure

THE LOFT (XM50)
Mike Marrone

CALEXICO Wave
JENNIFER WARNES Pissed Off 2 AM
KEANE Bend And Break
KEANE Everybody's Changing
KEANE This Is The Last Time
KEN STRINGFELLOW When U Find Someone
KEN STRINGFELLOW Any Love (Cassandra El Lune)
LUCINDA WILLIAMS Pyramid Of Tears
MUTUAL ADMIRATION SOCIETY Think About Your Troubles
MUTUAL ADMIRATION SOCIETY Windmills
MUTUAL ADMIRATION SOCIETY Francesca
MUTUAL ADMIRATION SOCIETY La Lune
MUTUAL ADMIRATION SOCIETY Comes A Time
RAUL MIDON Slate Of Mind
RAUL MIDON You Make Me Feel Alright
RAUL MIDON Everybody
RAUL MIDON If You Really Want
RAUL MIDON Get Together
SON VOLT Sometimes
DAMNWELLS Sleepsinging
DAMNWELLS Newborn History
DAMNWELLS I Will Keep The Bad Things From You
DAMNWELLS Electric Harmony
WARREN HAYNES Beautifully Broken
WARREN HAYNES One
WARREN HAYNES In My Life
WARREN HAYNES Wasted Time

REAL JAZZ (XM70)
Maxx Myrick

STEVE NELSON Fuller Nelson
BOBBY WATSON & HORIZON Horizon Reassembled
JAMES CARTER Foot Patin'
JACKIE ALLEN The Performer
DR. JOHN Dear Old Soutland
VON FREEMAN The Great Divide

WATERCOLORS (XM71)
Trinity

NORMAN BROWN UP 'N' At 'Em
SOUL BALLET Cream
TIM BOWMAN Summer Groove
WAYMAN TISDALE Ain't No Stoppin' Us Now

COUNTRY (XM12)

Jessie Scott
TODD SNIDER Conservative Christian, Right Wing
KIERAN KANE & KEVIN WELCH Jersey Devil
MARAH Pigeon Heart
TRES CHICAS Take The Devil Out Of Me
CARBURATORS Women Or Guns
TONY FURTADO Good Stuff

XM CAFÉ (XM45)
Bill Evans

JULIA FORDHAM That's Life
FINN BROTHERS Everyone Is Here
JING CHI Jing Chi 3D
CARBON LEAF Indian Summer

XMLM (XM42)

Ward Cleaver
UNEARTH The Oncoming Storm

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Top Folk

CATIE CURTIS It's The Way You Are
DAR WILLIAMS Mercy Of The Fallen
NORAH JONES Sunrise
JASON MRAZ You And I Both
RACHEL PROCTOR Me And Emily


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

ADDS

GRETCHEN WILSON Here For The Party
MONTGOMERY GENTRY You Do Your Thing

TOP 20

	TW	LW
BIG & RICH Save A Horse (Ride A Cowboy)	33	30
JOSH GRACIN I Want To Live	32	28
KENNY CHESNEY I Go Back	31	32
TERRI CLARK Girls Lie Too	31	29
MARTINA McBRIDE How Far	31	28
REBA McENTIRE Somebody	31	28
JULIE ROBERTS Break Down Here	31	27
TIM MCGRAW Live Like You Were Dying	30	28
TOBY KEITH Whiskey Girl	30	26
JOE NICHOLS If Nobody Believed In You	30	25
TRACE ADKINS Rough & Ready	30	22
GRETCHEN WILSON Redneck Woman	29	26
RASCAL FLATTS My Worst Fear	26	23
BRAD PAISLEY Whiskey Lullaby	25	23
J. BUFFETT I/C..BLACK Hey Good Lookin'	23	17
MONTGOMERY GENTRY If You Ever Stop...	21	28
KENNY CHESNEY Live Those Songs	17	13
JOHN M. MONTGOMERY Letters From Home	16	11
A. JACKSON J.J. BUFFETT It's Five O'Clock...	14	12
SHANIA TWAIN When You Kiss Me	14	11

 Airplay as monitored by Mediabase 24/7
between July 12-18.

 Jim Murphy, VP/Programming
26.5 million households

ADDS

MONTGOMERY GENTRY You Do Your Thing
SHEDDISA Come Home Soon
NOTORIOUS CHERRY BOMBS It's Hard To Kiss...

TOP 20

TIM MCGRAW Live Like You Were Dying	30
SARA EVANS Suds In The Bucket	29
BILLY CURRINGTON I Got A Feelin'	27
JOSH TURNER What It Ain't	25
BRAD COTTER I Meant To	24
BIG & RICH Save A Horse (Ride A Cowboy)	23
BRAD PAISLEY Whiskey Lullaby	22
KENNY CHESNEY I Go Back	21
J. BUFFETT I/C..BLACK Hey Good Lookin'	20
JULIE ROBERTS Break Down Here	19
TERRI CLARK Girls Lie Too	18
JOSH GRACIN I Want To Live	17
TRACE ADKINS Rough & Ready	16
JOE NICHOLS If Nobody Believed In You	15
DIERKS BENTLEY How Am I Doing?	14
MARTINA McBRIDE How Far	13
JEFF BATES I Wanna Make You Cry	12
RACHEL PROCTOR Me And Emily	11
LORETTA LYNN Miss Being Mrs.	10
BLUE COUNTY That's Cool	9

Information current as of July 23.



Pos.	Artist	Avg. Gross (in 000s)
1	PRINCE	\$1,150.6
2	EAGLES	\$1,070.5
3	SIMON & GARFUNKEL	\$1,019.3
4	SHANIA TWAIN	\$920.7
5	METALLICA	\$833.2
6	ERIC CLAPTON	\$782.8
7	FLEETWOOD MAC	\$672.6
8	NO DOUBT/BLINK-182	\$660.7
9	KENNY CHESNEY	\$639.6
10	AEROSMITH	\$622.5
11	ALAN JACKSON/MARTINA McBRIDE	\$581.3
12	DAVID BOWIE	\$299.2
13	YES	\$273.7
14	BLINK-182	\$243.1
15	JOSH GROBAN	\$242.3

Among this week's new tours:

CHARLIE HUNTER TRIO
CLARKS
JOAN BAEZ
KILLSWITCH ENGAGE
ORGY

 The CONCERT PULSE is courtesy of
Polstar, a publication of Promoters'
On-Line Listings, 800-344-7363,
California 209-271-7900.

TELEVISION

TOP TEN SHOWS

 Total Audience
(105.5 million households)

1	Fox MLB All-Star Game
2	CSI
3	CSI: Miami
4	Without A Trace
5	Cold Case
6	60 Minutes
7	Fox MLB All-Star Pre-Game
8	60 Minutes II
9	Law & Order
10	Two And A Half Men

July 12-18

Adults 18-49

1	Fox MLB All-Star Game
2	CSI
(tie)	Extreme Makeover: Home Edition
4	CSI: Miami
5	Simple Life 2
6	Amazing Race 5
7	Fox MLB All-Star Pre-Game
8	Without A Trace
9	Law & Order: SVU
10	Last Comic Standing 2
(tie)	Law & Order

Source: Nielsen Media Research

COMING NEXT WEEK
Friday, 7/23

- Brooke Hogan, *Live With Regis & Kelly* (check local listings for time and channel).
- Five For Fighting, *The Tonight Show With Jay Leno* (NBC, check local listings for time).
- D12, *Late Night With Conan O'Brien* (NBC, check local listings for time).
- Apollo Sunshine and Lil Flip, *Last Call With Carson Daly* (NBC, check local listings for time).
- Justin Timberlake and Fantasia, *The Ellen DeGeneres Show* (check local listings for time and channel).
- Yellowcard, *The Sharon Osbourne Show* (check local listings for time and channel).

Saturday, 7/24

- Peter Wolf and Lisa Marie Presley perform on PBS's *Soundstage* (check local listings for time).
- J-Kwon, *Saturday Night Live* (NBC, 11:30pm).

Monday, 7/26

- Morris Day, *Jay Leno*.
- Big & Rich, *Jimmy Kimmel Live* (ABC, check local listings for time).
- Shinedown, *Conan O'Brien*.

- Jet, *Late Late Show With Craig Kilborn* (CBS, check local listings for time).
- Toby Lightman, *Carson Daly*.
- Nelly Furtado, *Sharon Osbourne*.

Tuesday, 7/27

- Ricky Fanté, *Jay Leno*.
- Taking Back Sunday, *Jimmy Kimmel*.
- John Mayer, *Conan O'Brien*.
- Old 97's, *Craig Kilborn*.
- Lit, *Carson Daly*.
- Melissa Etheridge, *Ellen DeGeneres*.

Wednesday, 7/28

- Robbie Williams, *Jay Leno*.
- 213 featuring Snoot Dogg, *Late Show With David Letterman* (CBS, check local listings for time).
- New Edition, *Jimmy Kimmel*.
- Carly Simon, *Conan O'Brien*.
- Morris Day, *Ellen DeGeneres*.

Thursday, 7/29

- Alanis Morissette, *Jay Leno*.
- Ambulance LTD, *David Letterman*.
- Janet Jackson, *Conan O'Brien*.
- Uncle Kracker, *Carson Daly*.

— Julie Gidlow

FILMS

BOX OFFICE TOTALS

July 16-18

Title	Distributor	\$ Weekend	\$ To Date
1	I, Robot (Fox)*	\$52.17	\$52.17
2	Spider-Man 2 (Sony)	\$24.77	\$302.28
3	Anchorman (DreamWorks)	\$13.84	\$56.95
4	A Cinderella Story (WB)*	\$13.62	\$13.62
5	Fahrenheit 9/11 (Lions Gate)	\$7.17	\$93.98
6	King Arthur (Buena Vista)	\$7.16	\$38.11
7	The Notebook (New Line)	\$5.65	\$53.88
8	Dodgeball: A True Underdog Story (Fox)	\$3.81	\$105.16
9	White Chicks (Sony)	\$3.43	\$63.47
10	Shrek 2 (DreamWorks)	\$3.23	\$425.01

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

COMING ATTRACTIONS: Opening in New York and Los Angeles this week is *A Home at the End of the World*, starring Colin Farrell. The film's Milan soundtrack contains music by Duncan Sheik ("Something Somewhere," "There's a Home") and "Brothers"), as well as tunes by Dusty Springfield ("Wishin' and Hopin'"), Yaz ("Only You"), Patti Smith ("Because the Night"), Jefferson Airplane ("Some-

body to Love"), The Band ("Look Out Cleveland") and more.

The Band are also featured in a movie debuting in limited release this week, *Festival Express*. The documentary chronicles the five days in summer 1970 that The Band, Janis Joplin, The Grateful Dead, Buddy Guy and other musicians traveled by chartered train throughout Canada to perform in various cities.

— Julie Gidlow



The Sports Network Factor

Networks have aided expansion of Sports radio

Since the debut of Sports radio in 1987 on WFAN/New York, the format has grown from about 150 stations in 1995 to more than 400 outlets nationwide today, including stations in 48 of the top 50 markets.

In much the same way that networks and syndication have helped fuel the massive growth of Talk radio over the past 15 years, Sports radio's growth has been greatly impacted by the rise of 24/7 Sports networks. This week I asked Fox Sports Radio's Andrew Ashwood, Sporting News Radio's Chuck Duncan and ESPN Radio's Bruce Gilbert to share their thoughts on, among other things, the role networks have played in Sports radio's phenomenal growth.

R&R: Define the mission of your network.

CD: To provide high-quality sports entertainment and smart, provocative talk that elicits a response from our listeners.

AA: To reflect, through our unique personalities, how great it is to be a sports fan day in and day out.

BG: Sports news and information first. That is the backbone of all the ESPN entities. If a major event happens, listeners know they can count on ESPN to bring it to them first. Be-

yond that, we want to provide a product that provides value to our affiliates and that fulfills the reputation and expectation that goes with being ESPN.



Andrew Ashwood

R&R: What distinguishes your network from the competition?

CD: We're the most interactive network with listeners, and we have the largest distribution of pure Sports Talk. Also, we have longevity, having been around since 1993, and our original entity was the first and, at the time, only live, 24/7 Sports Talk network.

AA: Whereas our two primary competitors are designed to support and extend the brand of a TV product and a magazine, respectively, Fox Sports Radio is a more pure radio product. Our hosts are unique, and they provide major-market-caliber talent to stations that play just as well in Wichita and Abilene, KS as they do in Los Angeles or San Francisco.

BG: Like local radio, what separates us, first and foremost, are ESPN's personalities. When you can have Dan Patrick doing a daily show on your station, or Mike & Mike or our

other personalities who listeners frequently see and know through the ESPN TV brand, that makes a difference. And to have your station associated with the worldwide leader in sports has some real equity with your audience that helps separate your station from the pack.

R&R: How has the growth of Sports networks impacted the incredible growth of Sports radio in the past several years?

CD: It's enabled local radio stations to really focus on hitting that 350-yard drive in selected dayparts while also having talent like James Brown, Tim Erando, Dan Patrick or Jim Rome at their disposal to augment their local shows. The networks have allowed stations to get stronger locally by utilizing the services and talents of networks as a low-cost alternative to what is an exceedingly expensive format to produce 24/7.

AA: Sports radio is a tremendous revenue opportunity and, in much the same way that Rush Limbaugh revived the value of so many AM Talk stations, guys like Jim Rome and the growth of Sports networks have provided and regenerated value for those second and third AMs that companies have in a market.

BG: The growth of Sports radio locally initially helped to fuel the growth of the Sports networks. The

Dr. Laura Celebrates 10 Years Of Syndication

It was 10 years ago this month that Dr. Laura Schlessinger's groundbreaking radio talk show debuted to a national audience. Schlessinger was already a huge hit on her flagship station, KFI/Los Angeles, and *The Dr. Laura Show* exploded on to the national scene in 1994 and has since become one of the format's greatest success stories. As Premiere Radio Networks' midday maven got set to blow out the candles on her anniversary cake, I asked her to share her thoughts on an incredibly successful decade that has made her name a household word nationwide.



Dr. Laura Schlessinger

R&R: How has the show changed since your national debut?

LS: It hasn't changed so much as it has matured as I have matured and grown in confidence and experience. From time to time my emphasis may have shifted for a while on some major issue, like when I challenged the American Library Association's fight to retain its "intellectual right" to make pornography available on public computers, even at the risk of exposing children to it.

Continued on Page 16

networks came about because of the demand from a lot of local operators who wanted to do the format but couldn't afford to do it on their own 24/7. The networks have allowed a number of operators who are enthused about the format to get into the Sports radio business who otherwise would not have done so.



Chuck Duncan

Add to that the enthusiasm that management and sales have for the revenue potential of Sports radio, and you have a combination of factors that has caused the format to grow solidly over the past several years.

R&R: Can markets support multiple Sports stations, as we have seen happening in the past couple of years?

CD: Competition keeps everyone on their toes and makes everyone bet-

ter. It has also expanded awareness of the format and the come of the Sports Talk audience. But we're a personality-driven network, so no matter how many competitors there are, there's still only going to be one place to hear James Brown, for example. That is what is the distinguishing factor in the competitive arena.

AA: Some markets can support multiple Sports stations, but it will still always come down to the personalities. There are only a few performers who really get what playing on this stage is all about. You must be an entertainer first. Only then will listeners give a damn about what it is you have to say. My feeling is, the more people who are shopping in the mall, the better it is for all the stores. The big three national Sports networks are all very unique and different by

Continued on Page 16

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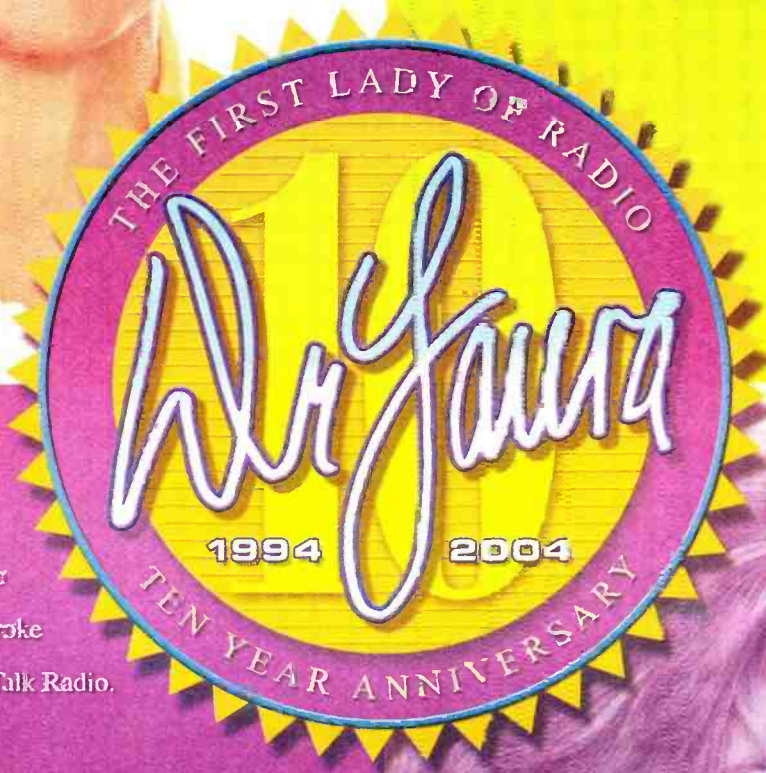
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The Sports Network Factor

Continued from Page 14

design, and that's great for listeners and for local operators.

BG: I'm not sure it's a good thing. In some markets where you've seen a boom in Sports stations over the past couple of years and where there are now maybe three or four stations airing the format, at some point I expect there will be some attrition. When you get down to the real essence of this format, it's still, with rare exceptions, more of a niche player in most markets. So the pie is only so big to begin with, and if you continue to slice it into tinier and tinier slivers, somebody is going to be odd man out eventually.

R&R: What do stations, in your experience, not do enough of to take advantage of their relationship with a network such as yours?



Bruce Gilbert

CD: As much as we'd like to know what's going on with every station in every market, it's still the responsibility of the local PD to know what their strategic goal is and how the network can help them to reach that goal. I cannot emphasize enough how important it is for PDs to communicate to us their focus so that we may work with them to augment their programming and provide the services they truly need at their station to achieve their goals. The most frustrating thing for us is when stations don't take advantage of all that we don't provide.

AA: A weapon is only as good as the person using it, and in any network clock there are up to a dozen opportunities every hour to brand your local station with the national brand, and, frankly, I hear too many stations that don't take advantage of that. If you don't care enough to use the resources and opportunities that the network provides, you are only cheating yourself. I always say, take the resources that you have and pour

them into developing one great local show vs. two mediocre shows, then take advantage of the great programming that's available from your network.

BG: The biggest mistake stations make is what I call an "us and them" attitude, with "us" being the station and "them" being the network. The best stations are the ones that see it as a "we" proposition, that we are all one, working toward the same goals for the station. You have to treat the network shows as part of your station's lineup just like your local shows. That's what really makes the network relationship work.

R&R: To date, Sports radio is mostly an AM format. Can it work well on FM?

CD: Yes, and there are several places where it's done well on FM. But I think that Sports is a format where listeners don't really care if it's on AM or FM as long as the information and entertainment they're getting are what they want.

AA: We have a few affiliates who are doing well with Sports on FM. If you aren't making money with an FM station, I'd urge you to put on a product that has proven that it creates revenue and loyal listeners. The crack of a bat or a conversation with a caller can be just as successful on FM as it has proven to be on AM. Isn't it better to be the first FM Sports station in your market than to be the third AC station?

BG: Ultimately, it is economics that will drive that. When you get into markets that are over-radioed, how many times can you survive being the third Country station or the fourth Classic Rocker? The FMs where Sports will evolve will come down to those where it is simply a good business decision to put Sports on the frequency.

R&R: What do you see as some of the biggest challenges for Sports radio in the future?

CD: One of the biggest challenges is fan avidity. There are so many choices out there that people don't have as much time to spend with radio as they used to. Teens today aren't playing sandlot baseball like they did 20 or 30 years ago; they're playing video games or skateboarding or watching sports that don't translate well to radio. But you can still talk about those sports, so I think we'll see Sports radio, much like music radio, evolve into more narrowly segmented stations.

AA: It will be a challenge to court that younger-demo customer who has not grown up with AM radio, the band where most Sports stations are today. Sports radio will need to get in better touch with the extreme sports that appeal to the younger demos today and learn how to incorporate them into its product in the future. But the big challenge is to find compelling storytellers to put on our stations. They're certainly out there, but we must work harder to find them and develop them.

BG: Ratings is a challenge. The format has respect in the ad community because the format gets results, but we're just learning how to drive ratings better and that Sports is a format that will live and die by TSL. Programmers are going to need to continue to get smarter about how to drive that. The other challenge is recognizing that not every single sports fan is a white male. The format is going to need to develop more diversity and hosts who come from different backgrounds and cultures than most of what you hear on Sports radio today.

Continued from Page 14

Or the time I took on the American Psychological Association's publication of pseudo-research supporting adult sex with minor "consenting" children. That study was condemned unanimously by Congress, largely due to a campaign on my program, and the controversy resulted in the resignation of the president of the APA.

But I've always offered listeners a good mix of humor, insight, inspiration, information and support for their moral and ethical sensibilities.

Additionally, I've come to be known as a watchdog for families and children, and I've appreciated the opportunity to mobilize people to make a difference in their own communities and in their homes.

One of the things I'm most proud of is the "I am my kid's mom" message that has, over the last 10 years, influenced innumerable families to keep their commitment to their family first in their priorities. The impact that has had on American culture with respect to marriage and child rearing is remarkable and very rewarding.

Overall, going national afforded me more opportunities to influence, help, touch and entertain people every day. Not just on the radio, but also through my books — seven consecutive *New York Times* bestsellers — public speaking, TV and through my foundation for abused and neglected children.

R&R: What have you learned from talking to millions of listeners coast to coast for the past decade?

LS: I have learned that the demise of shared community values, family cohesiveness and religious commitment has resulted in people becoming more morally adrift, confused and frustrated by the fact that the "Do whatever you want" mentality does not bring them the security, peace and love they'd hoped for.

I have learned that the unfortunate result of the women's movement is a degradation of the respect men used to have for women, marriage and child rearing as the emphasis on "me" and an attitude of "I can have or do what I want without obligation or any responsibility" became the norm.

I also learned that the proliferation of media sources and outlets has led to a diminished quality of communication that has dulled and dumbed down American culture and exposed and seduced children and young people into behaviors and choices that ultimately hurt their lives.

R&R: After 10 years, what keeps you motivated and enthusiastic each day when you sit down behind that microphone?

LS: I consider it a blessing and a privilege to be able to broadcast each day and to touch so many lives so deeply and personally. Each call is a thrill, because I have the opportunity to help someone do the right thing while other listeners are moved and motivated by what they hear in the call.

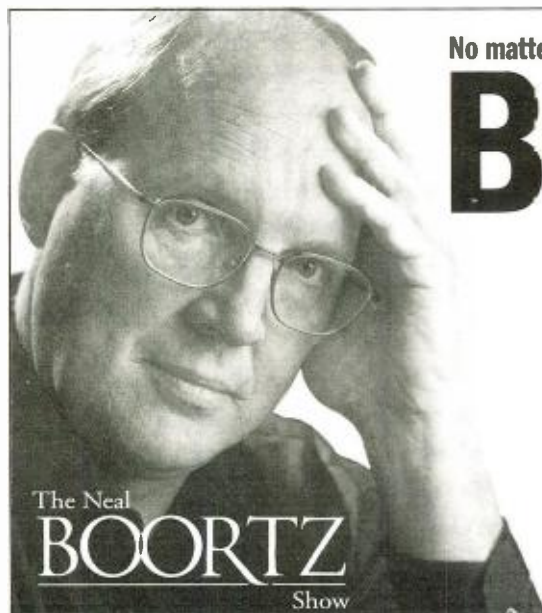
The feedback I get is amazing and motivating. When I do a book signing and family after family comes up to me and proudly points at their children and proclaims that they are their kids' mom and dad, I am moved to tears and reassured that my life's work is meaningful. It is so satisfying that I can't adequately express how much I am moved by those personal interactions and by all the written feedback I receive.

I have gratitude for those pioneering program directors who took a chance on a woman Talk radio host a decade ago. I'm also appreciative that my success has provided financial security for my family and has given us the resources to be able to help others. Ultimately, I am blessed to be able to fulfill what I see as my mission and to do something of lasting value.

TALK BACK TO R&R!

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

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A 35-54 4.2 to 8.1 #3 ▲

WOKV Jacksonville
A 25-54 6.4 to 10.1 #1 ▲
A 35-54 6.5 to 9.4 #2 ▲

WDBO Orlando
A 25-54 5.4 to 6.4 #4 ▲
A 35-54 7.8 to 7.8 #2 —

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A Perry Capital Corporation

CHOI

Continued from Page 3

that Genex does not accept its regulatory obligations and is not committed to meeting them." Genex is appealing the CRTC's decision. Should Genex lose its appeal, broadcasting by CHOI must cease by Aug. 31.

CHOI morning host Fillion told R&R that the license revocation doesn't consider the station's listeners. "The CRTC did not take into account the 10,000 or so letters of support they received," Fillion said, adding that the agency also rejected the station's efforts to compromise. "We have suggested many options that we were ready to undertake, such as a broadcast delay, but none of these options were considered. We agree that

freedom of speech has its limits, but the CRTC should not be the judge of what should or should not be said on the air."

He noted that CHOI was rated No. 1 in the market by Canadian ratings agency BBM in the spring book, boasting 380,500 listeners and the No. 1 morning and afternoon shows in the market.

CHOI MD Marc Landriault told R&R that his station back in 2002 hired attorneys to advise it on content issues and hired a journalist to oversee Fillion's controversial morning program, but Landriault believes nothing would have satisfied the regulators. "I think the decision was made when they had the hearing [on Feb. 18]," he said. "Their minds were made up." He added that there was no communication between his station and

the CRTC between the February hearing and Tuesday's license revocation.

The Canadian Association of Broadcasters, of which CHOI is a member, isn't taking a stand on the station's battle, a fact that has Genex President Patrice Demers upset. In a letter sent to the CRTC, Demers condemned the CAB's "apathy" over the situation and challenged the CAB to publicly denounce the CRTC's decision, Canadian Press reported.

Demers also noted that the commission's decision will make all Canadian broadcasters concerned about freedom of expression. "We are hoping that the importance and the extent of this issue explain your shyness to take a position for your members," Demers said in the letter.

Lawrence

Continued from Page 1

R&R's Industry Achievement Award for Smooth Jazz MD of the Year.

"This has been one of the most exhaustive and fun program-director searches that I've conducted in my career," Emmis/New York VP/GM Barry Mayo told R&R. "I was looking for a special person who had a track record in the Smooth Jazz world, but who was also a certified music junkie who thought outside the lines of traditional radio. I found Blake Lawrence."

Lawrence told R&R, "My four

years at XM Satellite Radio were absolutely liberating. My thanks to XM management and my colleagues for teaching me to literally rethink everything about our business. Now is the time to revitalize our medium so that listeners have real passion for radio again. I'm honored to be chosen to apply my experience to a heritage station like CD101.9.

"With the support of a visionary company like Emmis Communications, the energy and programming smarts of Barry Mayo and the support of a solid WQCD staff, I believe we can accomplish something amazing in New York."

Ratings

Continued from Page 1

"Radio counts on this stuff, and we said that we want to do the right thing in letting radio promote itself to its listeners. We're trusting the integrity of the radio industry," Arbitron VP/Communications Thom Mocsarsky told R&R.

Anxiety over the release of spring 2004 12+ data increased on July 14, when Arbitron said that no fewer than 106 markets — both continuously and noncontinuously measured — would be designated client-exclusive for the spring book. Added to the list were 37 continuously measured Infinity markets, including the entire Arbitron top 10. Now, even markets such as Buffalo; Cleveland; and Shreveport, LA will have their 12+ ratings released to the press. With Arbitron's decision, just 31 noncontinuously measured markets, including Ft. Wayne, IN and Gainesville, remain client-exclusive.

Had Arbitron stayed with its original plan, publications including R&R would have been prohibited from offering 12+ quarterly data for Atlanta; Austin; Baltimore; Boston; Charlotte; Chicago; Cincinnati; Colorado Springs; Columbus, OH; Dallas; Detroit; Denver; Fresno; Hartford; Indianapolis; Las Vegas; Los Angeles; Milwaukee; Minneapolis; New Orleans; New York; Orlando; Palm Springs, CA; Phoenix; Philadelphia; Pittsburgh; Riverside; San Antonio; San Diego;

San Francisco; San Jose; Seattle; St. Louis; Tampa; Victor Valley, CA; Washington, DC; and West Palm Beach. Twenty-eight other client-exclusive markets were holdovers from the winter 2004 survey.

While the glamour numbers from spring 2004's Arbitron results can now be shared with the general public, Infinity employees are adjusting to life without Arbitron data. R&R has learned that several Infinity stations' sales and marketing staffers have already received training on how to work without Arbitron information, and in some instances all Arbitron software has been removed from computers and placed in locked closets.

Many agencies have expressed support for Infinity's decision not to agree to a new deal with Arbitron. Michael Weiss, President of Interep-run Infinity Radio Sales, told R&R, "I've spoken to most of the major agencies, and they have all been really, really supportive. It's been great. There's been no fallout at all — none. Everyone's been saying, 'We'll work with you, we'll figure it out.'"

Weiss also said that he doesn't feel he is at a disadvantage in not having Arbitron information to work with. "I actually feel that the business has probably gotten way too numbers-oriented, and it's time to get back to conceptual selling," he said.

Weiss does have one request of Arbitron though. Now that Infinity has opted to forgo a new deal with Arbitron, he believes the ratings company should refund, on a prorated basis, 35%-40% of the fee Interep has

Blue

Continued from Page 1

WKTU at 103.5 FM in 1996 and also worked for the original WKTU (92 KTU).

"Frankie's track record in New York radio has been nothing but stellar," WNEV VP/GM Maire Mason said. "He is an award-winning program and music director whose experiences will help build on the foundation of Mix 102.7."

Blue told R&R, "This is a tremendous opportunity for me, working with Mix 102.7 and Infinity Broadcasting. I'm eager to get started and look forward to the exciting challenges ahead."

paid to Arbitron, since that's the percentage of billing that Infinity Radio Sales generates for Viacom's radio arm. Weiss wouldn't disclose how much money he's seeking, and he could not confirm if the rep firm's contract with Arbitron specifies that it's entitled to a rebate under such circumstances.

"It's something we're going to have to take a look at," he said. However, Weiss added that the two sides will meet early next week, saying that if an adjustment isn't made, "We'll fight it." Arbitron officials did not respond to R&R's request for comment.

Meanwhile, Arbitron reminded agencies that their license agreement with the ratings company "is a contractual obligation that prohibits the unauthorized disclosure of all Arbitron estimates and data they receive." It continued, "This means that agencies cannot share any estimates with an employee of a radio station that does not subscribe to the report."

This includes all data that can be accessed through printed reports or software, including the Radio Market Report, Radio County Coverage, Tapscan, Media Professional, Media Professional Plus, Marketing Resources Plus and any Arbitron data obtained via third-party processors. It also includes information from previous surveys.

— Adam Jacobson, with additional reporting by Jeff Green.

CC Beats Trade Deadline With Vegas/San Diego Deal

On the morning of July 20, amid a flurry of tersely worded memos, Clear Channel suddenly blew out 20-year company vet San Diego VP/Market Manager **Mike Glickenhau**s. Beaming in to replace him is CC/Las Vegas VP/Market Manager **Kelly Kibler**, who gratefully transfers out of the 110-degree inferno that is Vegas to experience temperatures that won't liquefy your cat. Kibler's departure means a swell promotion for CC/Vegas Director/Sales **Brandy Newman**, the newly minted Market Manager. But wait — there's more! Seconds before we had a chance to tastefully end this bit, KSNE (Sunny 106.5)/Las Vegas PD **Tom Chase** went and got himself endowed with day-glo cluster OM stripes.

All Dave, All Day, All Night

By the time you read this, Infinity should have already introduced Atlanta to (insert dramatic

pause) — "Dave." In a world already crammed with "Jacks" and "Bobs," Infinity flipped heritage Classic Rocker **WZGC (Z93)/Atlanta** to eclectic Rocker "Dave-FM" under the care and feeding of PD **Michelle Engel**, who transfers from sister **KVMX/Portland, OR**. Overseeing the birth (and subsequent diapering) of Dave-FM are Infinity

President/Programming **Steve Rivers**, Sr. VP/Programming **Greg Strassel** and **WXRT/Chicago PD** (and Infinity VP/Rock Programming) **Norm Winer**.

Label Love

As expected, the European Union gave an unconditional green light to the **Sony/BMG** merger that, when completed, will leave only four major labels in control of approximately 80% of the global music market. U.S. approval is expected to come at any moment. As we previously reported, the merger is expected to cost Sony and BMG approximately 2,000 jobs.

Now How Old Do You Feel?

The birthday cake almost collapsed under its own weight, but Clear Channel **CHR/Pop WKCI (KC101)/New Haven,**

CT successfully celebrated its 25th birthday last week. **KC101's** all-star alumni lineup exceeds the recommended daily allowance of heaviness. Check out this list of just some



Rare baby picture of KC101.

of the people who've passed through **KC101's** hallowed halls: **CC/New York Sr. VP/Programming & WHTZ (Z100) PD Tom Poleman**; former **Z100 OM** & current **Sirius** guy **Kid Kelly**; **Clear Channel VP/Urban Programming Doc Wynter**; nationally syndicated talker **Glenn Beck**; **KIIS/Los Angeles** afternoon driver **Valentine**; **WPRO-FM/Providence PD Tony Bristol**; **Columbia Records VP/Promotion, Adult Formats Pete Cosenza**; **KZHT/Salt Lake City PD Jeff McCartney**; and **WQSX (Star 93.7)/Boston** midday personality **Mike McGowan**. Damn!

Valorie's Tale: A Knight's Saga

WGIR/Manchester, NH PD Valorie Knight is headed home to the Midwest as the newly named OM of **Saga's** five-station cluster in **Springfield, IL** and PD of **Classic Rocker WYMG**. Knight previously programmed **Entercom Alternative KRBZ (The Buzz)/Kansas City** for two years. Before that she spent eight years across the hall as MD/afternoon talent at **Active Rocker KQRC**. "The rest of my history is sketchy at best," jokes Knight, who will remain at **WGIR** until Aug. 12 and will assist in the search for her replacement. Interested candidates should shoot a package to Knight or VP/Market Manager **Joe Graham** at 195 **McGregor St., Manchester, NH 03103**. Until someone fills Knight's size-7 pumps, MD **Jason "J.R." Russell** will be acting PD.

Another Cheesy Bit

As we speak, **WXXM (Mix 92.1)/Madison PD Jon Reilly** is in the process of moving all of his crap down the hall to take over as PD of heritage **CHR/Pop** clusterbuddy **WZEE (Z104)**, replacing **Tommy BoDean**, now OM of sister **WKFS & WVMX/Cincinnati**. **CC/Madison FM Operations Manager Mike Ferris** and **Reilly** will share **Mix PD** duties until a replacement is named.

On the heels of this news comes word that **Mix MD/mid-**

R&R Timeline

1 YEAR AGO

- **Jeremy Coleman** named VP/News, Talk & Entertainment for **Sirius Satellite**.
- **Greg Bergen** named OM/PD at **KRBZ/Kansas City**.
- **Bruce Demps** appointed Sr. VP, Delta Region for **Clear Channel**.



Jeremy Coleman

5 YEARS AGO

- **Jeff Hillery** named PD of **WWDB-AM & FM/Philadelphia**.
- Broadcast Programming promotes **L.J. Smith** to Dir./Programming and **Ken Moultrie** to Dir./BP Consulting Group.
- **Jim Stein** elevated to VP/Top 40 Promotion, West Coast for **Red Ant Entertainment**.



Sylvia Rhone

10 YEARS AGO

- **Sylvia Rhone** named Chairman of **Elektra/EastWest**.
- **Weezie Kramer** promoted to VP/GM for **WMAQ/Chicago**.
- **Glenn Kalina** returns to **WIOQ/Philadelphia** as PD.

15 YEARS AGO

- **Dr. Dave Ferguson** appointed PD of **WPGC-FM/Washington**.
- **Roy Lott** upped to Executive VP/Operations, and **Jim Crawley** upped to Sr. VP/Sales & Distribution at **Arista**.
- **Nesuhi Ertegun** dies at 71 following cancer surgery.



Dr. Dave Ferguson

20 YEARS AGO

- **Charlie Cook** joins **McVay Media** as VP/Country.
- **Ted Utz** named OM of **KTXQ/Dallas**.
- **Denton Marr** named PD of **KLOL/Houston**.

25 YEARS AGO

- **Herb McCord** becomes GM of **Greater Media**.
- **Steve Dahl's** disco record destruction inspires 7,000 people to rush the field at **Chicago's Comiskey Park**, causing the **White Sox** to forfeit the second game of a doubleheader.
- **Howard Bloom** promoted to VP/GM of **KMET/Los Angeles**.

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day hostess **Laura Ford** is leaving to take a job with the state of Wisconsin, while Z104 MD/midday lord **Big Steve** is headed home to Chicago. Reach him at 773-960-9630 or z104bigsteve@aol.com.

Great Moments In Syndication

• Jones Radio Networks will be saying goodnight to the overnight program *Dave 'Til Dawn*, hosted by **Dave Wingert**, after a three-year run. JRN will continue to distribute the show to its 95-plus affiliates through the first week of October.



Not Christina Aguilera.

• Apparently, they are gonna take it: United Stations Radio Networks has renewed its multiyear arrangement with rocker **Dee Snider** and Bernadette Productions to distribute the '80s rock/metal specialty show *The House of Hair*, hosted by Snider. We're betting that everyone involved in the project, including USRN Exec.

VP/Programming **Andy Denmark**, were roped into sticking out their tongues and making the requisite devil-horn hand gestures during the subsequent photo op (not shown).

• On Oct. 1, Crystal Mountain Productions will launch *Moonlight Groove Highway*, an overnight show broadcast from the Rock and Roll Hall of Fame & Museum in Cleveland featuring music, interviews, live performances and commentary. AOR queen **Raechel Donahue** joins as VP/Operations & Programming.

The Programming Dept.

• Infinity's **Rob Barnett** has been upped to the newly created position of Sr. VP/Original Programming, where he will work with Infinity format VPs to brainstorm new series, documentaries, specials and short-form features. At the same time, **Chris Oliviero** is upped to Director/Original Programming.

• To more accurately reflect just how truly busy he has become, WPST/Trenton, NJ PD **Dave McKay** adds the swanky title of Associate Director/Programming for Nassau Broadcasting.

• KRUF/Shreveport, LA PD/morning co-host **Chris Calloway** and partner **Dee Dee** return to Huntsville, AL to do mornings at STG Media AC WAHR (Star 99.1). Calloway also nabs the prestigious Star 99.1 Asst. PD stripes, working

with PD Lee Reynolds. Current morning dude **Mark Hunter** will segue to afternoons.

Back in Shreveport, Clear Channel Dir./Programming **Gary McCoy** is narrowing his search for a replacement morning show and will handle KRUF PD duties with the help of MD **Evan Harley**.

• **Eric Hall**, most recently PD of Apex Alternative WANZ/Tuscaloosa, AL, resigns to head back to North Carolina for personal reasons. "I'm not changing radio jobs," he tells ST. He'll be in the house through most of August, so catch up to him at 205-345-7200, ext. 18.

• WKXJ/Chattanooga, TN PD/afternoon jock **Carter** exits. Asst. PD/morning jock **Riggs** is now interim PD, while OM **Kris Van Dyke** spearheads the search for a new PD.

Quick Hits

• In an actual press conference last week, the temporarily unemployed **Bubba The Love Sponge** announced his candidacy for sheriff of Florida's Pinellas County, barely squeezing his ample girth under the cutoff time by registering only 45 minutes before the deadline.

• Former KNRK/Portland, OR afternoon co-host **Raizin**, a.k.a. **Mike Mason**, is the new host of *The Morning Playhouse* at Entercom sister WEZB (B97)/New Orleans. Raizin will be joined by WEZB midday personality **Tierza "T-Pot" Simmon**, who swaps shifts with former morning co-host **Cheryl Robichaux**. Down the hall, **Ben Stewart** transfers down from Entercom/Greensboro as the new Imaging Director for B97 and market sister WKZN (The Zone). He'll also do middays on The Zone.



Sheriff The Love Sponge?



Tanned, rested and ready to eat lunch.

• Less than two weeks after his now legendarily dumb "walk into a convenience store wearing pantyhose on his head" stunt, we are pleased and proud to report that KHFI/Austin sidekick "**Lunchbox**" (pictured) is

back to work, along with lead dude **Bobby Bones**.

• After eight years as GSM of KLSX/Los Angeles, **Ron Vacchina** returns to Clear Channel/Los Angeles as Sr. Director/Sales for KJIS-FM, KHHT (Hot 92) and Entravision's KDLD & KDLE (Indie 103.1).

• With its brand-new studios up and running, KBTB (Power 92.7)/San Francisco finally went live and introduced its new night jock, **U.B.**, former Asst. MD at WHQT/Miami.

• **Tim Slats**, last spotted in afternoons at WMMS/Cleveland, takes the same shift at crosstown Infinity Alternative WXTM (92.3 Xtreme Radio).

• WBHT/Wilkes Barre, PA night jock **Valentine** is in for the culture shock of his young life as he packs for warmer climes. You see, Mr. Tine is the newly named night jock at CC's WLDI (Wild 95.5)/West Palm Beach, effective Aug. 9. May God have mercy on his corneas.

Baby Poop

• Congrats and much love go out to Warner Bros. VP/Promotion **Dale Connone** and his wife, **Stacy**, on the birth of their first child, daughter **Dylan Kara Connone**, who was born July 18.

• Our best wishes also go out to Atlantic Records' Sr. Dir./Promotion & Business Administration **Rana Alem Kaplan** and her husband, **Jon Kaplan**, on the birth of their first child. Son **Rex Fisher Kaplan** was born July 17 at 10pm.



Looks exactly like Daddy!

Condolences

• Record industry vet **Mark Kohler** died July 17 in Los Angeles following a long bout with cancer. His age was not immediately known. Kohler spent 30 years in the music business and held a number of sales director positions, the longest of which was at CBS/Sony. He also held similar positions with Transworld, Virgin and Real Life Marketing. Kohler is survived by his wife, Ineta, and four children. Donations may be made to the Mark Kohler Memorial Fund, c/o Lydia Etman, Fund Executor, 2766 Ely Way, Simi Valley, CA 93065.

• ST sends its condolences to the friends and family of McClure Broadcasting head **Chuck McClure**, who died July 18 after a long illness.

MANAGER'S MINUTE

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THE INDUSTRY'S NO. 1 RETAIL CHART July 23, 2004

LW	TW	ARTIST	ALBUM	LABEL	POWERINDEX	CHANGE
—	1	JIMMY BUFFETT	License To Chill	BMG Heritage	231,101	—
2	2	USHER	Confessions	LaFace/Zomba	134,731	-3%
1	3	LLOYD BANKS	The Hunger For More	Interscope	113,193	-30%
—	4	THE ROOTS	The Tipping Point	Geffen	103,651	—
3	5	GRETCHEN WILSON	Here For The Party	Epic	87,586	+1%
6	6	BIG & RICH	Horse Of A Different Color	Warner Bros.	76,968	+4%
7	7	AVRIL LAVIGNE	Under My Skin	Arista/RMG	73,465	+6%
—	8	CINDERELLA STORY	Soundtrack	Hollywood	68,669	—
—	9	THE NOTORIOUS B.I.G.	Ready To Die	Bad Boy/Universal	66,783	—
4	10	JADAKISS	Kiss Of Death	Interscope	66,597	-17%
12	11	LOS LONELY BOYS	Los Lonely Boys	Epic	64,208	+9%
9	12	JOJO	Jojo	BlackGround/Universal	61,883	-2%
5	13	SPIDER-MAN 2: MUSIC FROM...	Soundtrack	Columbia	60,178	-19%
11	14	D12	D12 World	Shady/Interscope	58,605	-2%
8	15	VELVET REVOLVER	Contraband	RCA/RMG	56,549	-16%
10	16	BEASTIE BOYS	To The 5 Boroughs	Capitol	50,279	-17%
14	17	LIL' WAYNE	The Carter	Universal	45,267	-4%
18	18	KANYE WEST	College Dropout	Roc-A-Fella/IDJMG	44,623	+4%
16	19	HOOBASTANK	The Reason	Island/IDJMG	44,036	-1%
19	20	JUVENILE	Juve The Great	Cash Money/Universal	43,665	+4%
23	21	MODEST MOUSE	Good News For People Who Love...	Epic	41,592	+7%
15	22	BLACK EYED PEAS	Elephunk	A&M/Interscope	39,365	-14%
21	23	SWITCHFOOT	Beautiful Letdown	Columbia	38,715	-3%
26	24	SLIPKNOT	Vol 3: (The Subliminal Verses)	Roadrunner/IDJMG	38,544	+12%
20	25	KENNY CHESNEY	When The Sun Goes Down	BNA	38,462	-6%
—	26	METALLICA	Some Kind Of Monster	Atlantic	38,019	—
25	27	GUNS N'ROSES	Greatest Hits	Geffen	37,376	+3%
33	28	FRANZ FERDINAND	Franz Ferdinand	Epic	37,195	+21%
29	29	MAROON 5	Songs About Jane	Octone/J/RMG	37,133	+12%
27	30	EVANESCENCE	Fallen	Wind-up	35,571	+5%
28	31	JESSICA SIMPSON	In This Skin	Columbia	35,529	+6%
31	32	YELLOWCARD	Ocean Avenue	Capitol	35,436	+10%
24	33	SHREK 2	Soundtrack	DreamWorks	33,426	-9%
17	34	BRANDY	Afrodisiac	Atlantic	32,679	-26%
32	35	BRAD PAISLEY	Mud On The Tires	Arista	32,006	+4%
35	36	ALICIA KEYS	The Diary Of Alicia Keys	J/RMG	31,672	+5%
30	37	CHRISTINA MILIAN	It's About Time	Island/IDJMG	31,180	-5%
13	38	ANGIE STONE	Stone Love	J/RMG	30,259	-47%
43	39	NICKELBACK	Long Road	Roadrunner/IDJMG	29,378	+17%
34	40	NOW 15	Various	Capitol	29,216	-4%
41	41	NORAH JONES	Feels Like Home	Blue Note/Virgin	27,540	+1%
40	42	311	Greatest Hits "93-03"	Volcano	27,062	-2%
42	43	BREAKING BENJAMIN	We Are Not Alone	Hollywood	26,564	-2%
39	44	TOBY KEITH	Shock'n Y'all	DreamWorks	25,942	-6%
38	45	OUTKAST	Speakerboxxx/The Love Below	LaFace/Zomba	24,540	-14%
44	46	JOSH GROBAN	Closer	143/Reprise	24,324	-1%
22	47	CURE	The Cure	Geffen	24,152	-39%
45	48	LINKIN PARK	Meteora	Warner Bros.	23,873	-3%
48	49	JET	Get Born	Atlantic	22,309	-2%
—	50	SPARTA	Porcelain	Geffen	21,442	—

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ON ALBUMS

Grand Buffett

There's no better way to chill in the summer than a margarita, a cheeseburger and a new Jimmy Buffett album. Buffett debuts at No. 1 this week with more than 230,000 in sales.



Jimmy Buffett

The latest from the chief Parrothead, for Mailboat/RCA Nashville/RLG, features Buffett singing duets with some of country's biggest stars, including labelmates Alan Jackson, Kenny Chesney and Martina McBride.



The Roots

Geffen's The Roots are the next-highest top 10 newcomer, at No. 4, followed by Hollywood's *A Cinderella Story* (featuring Hilary Duff), at No. 8, and Bad Boy/Universal's reissue of Notorious B.I.G.'s classic *Ready to*

Die, at No. 9.

Buffett easily tops LaFace/Zomba R&B mainstay Usher (No. 2) and last week's chart-topper, G-Unit/Interscope's Lloyd Banks (No. 3). The rest of the top 10 is rounded out by Epic/Sony Nashville's Gretchen Wilson (No. 5), Warner Bros. Nashville's Big & Rich (No. 6), Arista/RMG's Avril Lavigne (No. 7) and Interscope's Jadakiss (No. 10).

Other chart newcomers include Elektra's Metallica EP (No. 26) and Geffen's Sparta (No. 50).

Double-digit increases are registered by Epic's Franz Ferdinand (No. 33-28, +21%), Roadrunner/IDJMG's Nickelback (No. 43-

39, +17%), Roadrunner/IDJMG's Slipknot (No. 24, +12%), Octone/J/RMG's Maroon 5 (No. 29, +12%) and Capitol's Yellowcard (No. 32, +10%).



Hilary Duff

Next week: look for MTV reality star Ashlee Simpson's Geffen bow, *Autobiography*, to dominate sales with a No. 1 debut that could top 250,000. WSM's Van Halen greatest hits with new tracks could approach 200,000 and the No. 2 position.



MIKE TRIAS

mtrias@radioandrecords.com

Throwing Stones At Radio

In yet another of those strange coincidental events that happens to hit radio every so often, we have several artists with the last name of Stone hitting the airwaves with new material next week — though I doubt any of them are related.

Joss Stone took the music world by storm earlier this year with *The Soul Sessions*, an album of soulful cover tunes that inadvertently became her debut CD. On Sept. 28 Stone will follow up that breakthrough effort with her true debut album, *Mind, Body & Soul*. The album contains many original songs, 12 of which were co-written by the young up-and-coming star, with help from legendary Motown songwriter Lamont Dozier and Portishead singer Beth Gibbons. Stone received more help from other standouts in the industry: Betty Wright, The Roots' ?uestlove, Angie Stone and Gibbons are all scheduled to guest on the CD. The lead single from the album, "Don't Cha Wanna Ride," will be pulling into Triple A stations next week, and Stone will be performing this fall on *Austin City Limits*, *Hard Rock Live* and AOL Sessions to promote the album.



Joss Stone

Speaking of Angie Stone, she will be hitting airwaves at Urban AC outlets as she presents "U-Haul," the latest single from her current album, *Stone Love*. Produced by Missy Elliott (who also served as a co-writer on the song), "U-Haul" is about a relationship gone bad that Stone finally decides to leave. "They might just learn a little something," Stone says about men who listen to the song. Sample lyrics: "This is tragic/Like when Michael left The Jacksons" and "Like a pager with no clamp/That's how you lose me." As for the title of the album, Stone says, "I wanted a title that conjured the same sense of love that I captured on the record. There is motherly and sisterly love, man and woman love, but no love is stronger than *Stone Love*."



Angie Stone

Lonestar show their love for the fairer sex as they present "Mr. Mom" to Country radio. It's taken from their first studio album in three years, *Let's Be Us Again*. Originally formed in 1992 under the name Texassee, Lonestar comprises Richie McDonald (lead vocals-acoustic guitar), Dean Sams (keyboards-backing vocals), Keech Rainwater (drums) and Michael Britt (lead guitar-backing vocals). Says McDonald about the new single, "Mr. Mom" is more of a tribute to the housewife, the one who doesn't get the credit. I can't imagine doing what my wife does, and if I did, the result would be Pampers in the dryer and crayons all over the floors and walls. "Mr. Mom" is a lighthearted way of saying thanks to stay-at-home moms. They have a tough job." Lonestar's current tour will take them to markets in the Midwest and East through mid-August.

DJ extraordinaire Rafe Gomez is Going for Adds at Smooth Jazz with "Icy." The single, which features the vocal and guitar work of Machan and the trumpet playing of Glenn Kaye, is our first look at *Groove Boutique: Volume One*, hitting stores Aug. 10. Gomez began his musical journey as a teenager playing drums in a 12-piece funk cover band. He later became a specialist at mixing jazz on the turntables. In 2002 he approached Sirius Satellite Radio Smooth Jazz PD Teresa Kincaid about a jazz mix show, and they launched *In the Mix*. "The show not only attracted Smooth Jazz fans who enjoyed the music's energy, it also pulled in hip-hop aficionados who were hearing jazz and funk tracks that had been sampled in their favorite rap hits, as well as younger listeners who were discovering a new genre of dance music," says Gomez. He currently hosts the United Stations Radio Networks syndicated show *The Groove Boutique*.



Lonestar

RR Going For Adds

Week Of 7/26/04

CHR/POP

- BEU SISTERS What Do You Do In The Summer (When It's Raining) (*S-Curve/EMC*)
- BOWLING FOR SOUP 1985 (*Silvertone/Jive/Zomba*)
- CLAY AIKEN I Will Carry You (*RCA/RMG*)
- SKYE SWEETNAM Tangled Up In Me (*Capitol*)
- TERROR SQUAD Lean Back (*Universal*)

CHR/RHYTHMIC

- BEEBIE MAN King Of The Dancehall (*Virgin*)
- BRANDY Who Is She 2 U (*Atlantic*)
- D.O.D. f/KANYE WEST Higher (*Legion*)
- DEM FRANCHIZE BOYZ White Teez (*Universal*)
- O'RYAN Take It Slow (*Universal*)

URBAN

- BRANDY Who Is She 2 U (*Atlantic*)
- D.O.D. f/KANYE WEST Higher (*Legion*)
- DEM FRANCHIZE BOYZ White Teez (*Universal*)
- O'RYAN Take It Slow (*Universal*)
- SILK THE SHOCKER f/MASTER P We Like Dem Girls (*New No Limit/Koch*)

URBAN AC

- ANGIE STONE U-Haul (*J/RMG*)
- PATTI LABELLE & RONALD ISLEY Gotta Go Solo (*Def Soul/IDJMG*)

COUNTRY

- BLAKE SHELTON Some Beach (*Warner Bros.*)
- GLENN CUMMINGS Big (*Gulf Coast*)
- JENKINS Getaway Car (*Capitol*)
- JOHN STONE Shame On Me (*Tootsie's*)
- LONESTAR Mr. Mom (*BNA*)
- OAK RIDGE BOYS Bad Case Of Missing You (*Spring Hill*)
- TRENT WILLMON Dixie Rose Deluxe (*Columbia*)

AC

- BRUCE HORNSBY Gonna Be Some Changes Made (*Columbia*)
- CLAY AIKEN I Will Carry You (*RCA/RMG*)
- JULIA FORDHAM Jump (*Vanguard*)

HOT AC

- CLAY AIKEN I Will Carry You (*RCA/RMG*)
- FIVE FOR FIGHTING The Devil In The Wishing Well (Jane Says) (*Aware/Columbia*)
- JOHN FOGERTY Deja Vu (All Over Again) (*DreamWorks/Geffen*)
- KILLERS Somebody Told Me (*Island/IDJMG*)
- LENNY KRAVITZ California (*Virgin*)
- SISTER HAZEL Just What I Needed (*Sixth Man*)

SMOOTH JAZZ

- DAVID GARFIELD Sweet PC (*Creatchy*)
- POSITIVE FLOW The City Streets (*Shanachie*)
- RAFE GOMEZ Icy (*Tommy Boy*)

ROCK

- A PERFECT CIRCLE Blue (*Virgin*)
- FALL AS WELL Lazy Eye (*Universal*)
- LENNY KRAVITZ California (*Virgin*)
- MEGADETH Die Dead Enough (*Sanctuary/SRG*)
- RICH ROBINSON Enemy (*Keyhole*)

ACTIVE ROCK

- A PERFECT CIRCLE Blue (*Virgin*)
- FALL AS WELL Lazy Eye (*Universal*)
- MEGADETH Die Dead Enough (*Sanctuary/SRG*)
- THORNLEY Easy Comes (*Roadrunner/IDJMG*)

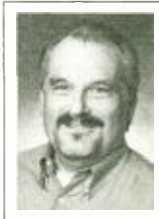
ALTERNATIVE

- A PERFECT CIRCLE Blue (*Virgin*)
- BAD RELIGION The Empire Strikes First (*Epitaph*)
- FEATURES The Way It's Meant To Be (*Universal*)
- MORRISSEY First Of The Gang To Die (*Sanctuary/SRG*)
- NEW FOUND GLORY Failure's Not Flattering (What's Your Problem) (*Geffen*)
- SNOW PATROL Run (*A&M/Interscope*)
- STILLS Lola Stars And Stripes (*Vice/Atlantic*)
- STROKES The End Has No End (*RCA/RMG*)

TRIPLE A

- CHRISTINE MCVIE Friend (*Koch*)
- ELLIS HOOKS Uncomplicated (*Artemis*)
- JEN CHAPIN Little Hours (*Hybrid*)
- JOHN BRANNEN When I'm Satisfied (*Sly Dog*)
- JOHN FOGERTY Deja Vu (All Over Again) (*DreamWorks/Geffen*)
- JOHNNY A. Get Inside (*Favored Nations/Red Ink*)
- JOSS STONE Don't Cha Wanna Ride (*S-Curve/EMC*)
- KELLY HUNT Why Do I Love You (*Codas Terra*)
- LENNY KRAVITZ California (*Virgin*)
- LIBBY KIRKPATRICK Crying (*Heart Music*)
- RACHAEL SAGE Sacrifice (*Mpress*)
- RICH ROBINSON Enemy (*Keyhole*)
- SISTER HAZEL Just What I Needed (*Sixth Man*)
- SUBDUDES Maybe You Think (*Back Porch/EMC*)
- THERESA ANDERSSON I'm On My Way (*Basin Street*)
- GRIFFIN HOUSE Lost & Found (*Netzwerk*)
- KINGS OF CONVENIENCE Riot On Empty Street (*Astralwerks/EMC*)
- MARTINA TOPLEY-BIRD Anything (*Palm*)
- MEAT PURVEYORS Pain By Numbers (*Bloodshot*)
- POLLY PAULUSMA Scissors In My Pocket (*One Little Indian*)
- VARIOUS ARTISTS The Future Soundtrack For America (*Barzuk*)

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.



Time Off For Good Behavior

Our buddies share their favorite summer-vacation destinations

Given the six-day (and sometimes seven-day) weeks common to a career in our chosen field of endeavor, the thought of actually unplugging from the grid and taking a real vacation can sometimes be quite jarring. Speaking from personal experience, cutting that corporate cord even for a couple of days can often make you feel guilty about leaving your already overworked co-workers to cover for you.

But when the art of vacationing is performed correctly — and by that I mean spending a week or two somewhere other than in your living room, watching movies — the result can be oh-so-right for both body and spirit. And it's in that spirit of well-being that I asked a bunch of my radio buddies to share their top-secret vacation getaways, the places that never fail to restore their mental health and prepare them for the battle that's waiting for them upon their return.

Dave Shakes

Chief Programming Officer, Results Radio

I used to take a few days' vacation after the Conclave each year to go to the Boundary Waters in upper Minnesota, all the way up near Canada, for a canoe pack-in fishing trip with guys like Rick Cooper, Chris Hensley, Bill Rusch, Gary Triozzi and Mike Stone.

The ritual was the same every year: First, you lose cell phone service. Then you hit scan on the FM dial of the rental SUV, and the radio keeps cycling through frequency after frequency — no reception at all. It's then that you know you are truly away from it all. Can't hear the station? Can't call in? Can't get online? Hmm ... nothing to do but relax!

John Reynolds
OM, WKQC & WNKS/Charlotte

My favorite vacation destination has to be the Bahamas (cue Discovery Channel music, cheesy an-



John Reynolds

nouncer): The Bahamas consist of an archipelago of more than 700 islands. So, island-hopping makes every vacation there a completely new adventure, giving me the largest assortment of vacation spots of any destination. Many islands feature private coves or small resorts that offer great escapes for relaxing, swimming, boating, diving or exploring. Or I can vacation on one of the big islands, such as Nassau, if I'm in the mood for great resorts, golf, gambling and nightclubs. Finally, the Bahamas are visually stunning. The emerald and turquoise waters are the clearest in the world, with visibility down to a depth of more than 200 feet.

I especially enjoy visiting the Bahamas during spring break. Where else can you hang out with the Rastafarians smoking fat ones all day long and watch the spring breakers binge on beer and get naked for the next *Girls Gone Wild* video? Isn't that why it's called Paradise?

Elvis Duran
Ringmaster, *The Z Morning Zoo*, WHTZ (Z100)/New York

My favorite place has to be Italy; we go every year. Those Italians have the best wine and the best food. They are the most beautiful people in the world — even the old ladies with mustaches.



Jeff McHugh

Jeff Wyatt
PD, WIHT (Hot 99.5)/Washington

Traverse City in the upper Michigan area. It's my annual chance to get away from it all at an inn or rented summer home with no TV, phone or computer. It's the same families from all over the U.S. during the same week every year. The kids grow up together, and the adults never have to grow up. Pretty good.

Dave Universal
PD, WKSE/Buffalo

Except for in the summer, nothing compares to Miami Beach. I would like to live there from November to April. But in the summer, I love coming back to good old New York City: Central Park, Yankee games, nobody speaking English in Times Square — I love it!

Jeff McHugh
PD, WKZL/Greensboro

I'll be man enough to admit it: Disneyland is my destination of choice. It's an annual tradition that I do with my wacky, kooky actress cousin Sandi from Burbank, CA. We get up early, drive to Anaheim, ride Tower of Terror 37 times and eat six gargantuan fast-food meals, not including snacks and large Cokes.



Elvis Duran

Tommy Chuck
PD, WQEN (103-7 The Q)/Birmingham

I especially enjoy visiting Pigeon Forge, TN in the summertime. There's nothing like the sight of redneck women wearing cutoff jean shorts and mesh tops, drinking beer and fighting over the Dale Jr. car at the go-cart track!



Tommy Chuck

We ride everything — except Big Thunder Mountain Railroad, because we don't want to die — and we act like goofy kids with no damn sense. The best part? Making fun of people! We share a daylong running commentary on our fellow guests' attire, hairstyles, body language and personal hygiene that, if ever overheard by the ridiculed subjects, would likely result in one or both of us being strangled. I'll admit it's wrong — but it's funny.

Plus, the place is very special to me because my father was not only the project manager in charge of the Tomorrowland renovation in the 1980s, but he also helped install the lights in the Disneyland parking lot as a lowly electrician back when it opened in 1955.

Jimmy Steele
PD, WNCI/Columbus, OH

Every summer I go back to my summer cottage on Chautauqua Lake in western New York, where I spend as much time boating as possible. Once you get through those 10 months of winter hell, there is no place better for summer vacationing.



Tracy Austin

Jimi Jamm
Director/Cluster Programming, Clear Channel/Hudson Valley, NY

My favorite destination is Toronto. I love going shopping on Yonge Street in the old record stores, searching for vinyl. Also, while I'm in town I like to listen to local radio to find some good Canadian artists I can play stateside. That's how I ended up playing Alanis Morissette in Michigan back



Jeff McCartney

Dom Theodore
PD, WKQI (Channel 95.5)/Detroit

I prefer the upper peninsula of Michigan, because there's no Internet, radio or television, and they still haven't discovered cell phones.

Jeff McCartney
PD, KZHT/Salt Lake City

What? A vacation? What is that? If and when I ever get one, I'd love it to be somewhere with nice beaches — and beeyotchies!



DANGER, ROCHESTER LISTENERS! WPXY (98PXY)/Rochester, NY held its Summer Jam blowout last month. The free concert attracted 7,500 people and featured Katy Rose, FeFe Dobson, William Hung, JC Chasaz, Switchoff, Kimberley Locke and The Calling. Seen here enjoying the concert are (l-r) 98PXY PD Mike Danger, Rose, 98PXY morning guy Scott Spezzano, Hung and Dobson.

in 1991 when she was still a teenage pop artist. Am I making my vacation work if I'm still having fun?

Tracy Austin
PD, KRBE/Houston

My favorite pick would be the Highlands Inn in Big Sur, CA. Nestled in the redwoods on the cliffs overlooking the Pacific — who wouldn't love it?

Mike Kaplan
OM/PD, WEZB (B97) & WKZN (The Zone)/New Orleans

My favorite summer destination is the Jersey shore. It's all about the beautiful people, the ocean and back bays and the parties. Plus, you never know when you might catch Bruce playing at the Stone Pony — or Tony Soprano swimmin' with the fishes.

Mark Driscoll
Mr. Voice, Mark Driscoll Productions

The major attractions for me would be the Hamptons, New York City, Cape Cod and Martha's Vineyard. Other faves include the Bahamas, as well as the Cayman Islands and Bermuda. St. Croix would be cool, but it's always ripped up. Amsterdam is still a cool place, as are Prague, London and Stockholm.

CHR/POP TOP 50

July 23, 2004

POWERED BY
MEDIABASE

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	JOJO Leave (Get Out) (BlackGround/Universal)	8605	+461	676789	15	119/0
2	2	HOOBASTANK The Reason (Island/IDJMG)	6951	-416	566801	21	121/0
3	3	USHER Burn (LaFace/Zomba)	6381	-671	411452	17	117/0
6	4	CHRISTINA MILIAN Dip It Low (Island/IDJMG)	6120	+444	505691	14	117/0
4	5	BRITNEY SPEARS Everytime (Jive/Zomba)	6117	-422	528902	12	120/0
5	6	SWITCHFOOT Meant To Live (Red Ink/Columbia)	5839	+56	431281	28	115/0
7	7	KEVIN LYTTLE Turn Me On (Atlantic)	5391	+509	480119	9	116/1
8	8	ASHLEE SIMPSON Pieces Of Me (Geffen)	5342	+566	420863	9	119/1
12	9	USHER Confessions Part 2 (LaFace/Zomba)	5024	+494	360527	10	113/2
18	10	NINA SKY Move Ya Body (Next Plateau/Universal)	4446	+456	424393	8	104/6
11	11	USHER f/LUDACRIS & LIL' JON Yeah (LaFace/Zomba)	4325	-265	308912	26	110/0
17	12	LOS LONELY BOYS Heaven (Or/Epic)	4105	-20	240660	13	113/3
10	13	MIS-TEEQ Scandalous (Reprise)	4039	-607	225083	14	118/0
13	14	MAROON 5 This Love (Octone/JRMG)	3976	-515	305431	26	119/0
16	15	YELLOWCARD Ocean Avenue (Capitol)	3918	-237	295364	17	115/0
15	16	MARIO WINANS f/ENYA & P. DIDDY I Don't Wanna Know (Bad Boy/Universal)	3840	-533	225307	17	114/0
14	17	BEYONCE Naughty Girl (Columbia)	3777	-700	286173	18	116/0
9	18	OUTKAST Roses (LaFace/Zomba)	3669	-1070	217895	19	117/0
20	19	ALICIA KEYS If I Ain't Got You (J/RMG)	3426	+438	258565	11	116/3
19	20	PETEY PABLO Freak-A-Leek (Jive/Zomba)	3386	-334	218120	12	96/0
21	21	D12 How Come (Shady/Interscope)	3295	+386	235113	6	107/0
22	22	MAROON 5 She Will Be Loved (Octone/JRMG)	3185	+525	261854	4	114/1
24	23	AVRIL LAVIGNE My Happy Ending (Arista/RMG)	2923	+440	192485	4	112/3
28	24	JUVENILE Slow Motion (Cash Money/Universal)	2686	+618	173801	4	82/9
23	25	JESSICA SIMPSON Angels (Columbia)	2617	+25	166685	7	110/0
26	26	NICKELBACK Feelin' Way Too Damn Good (Roadrunner/IDJMG)	2422	+95	107876	8	101/1
29	27	BLACK EYED PEAS Let's Get It Started (A&M/Interscope)	2402	+385	170252	5	110/6
27	28	TRAPT Echo (Warner Bros.)	2228	-54	129697	12	90/0
30	29	FINGER ELEVEN One Thing (Wind-up)	2199	+207	127628	9	80/3
25	30	AVRIL LAVIGNE Don't Tell Me (Arista/RMG)	2157	-247	192290	20	104/0
32	31	RYAN CABRERA On The Way Down (E.V.L.A./Atlantic)	1577	+336	91897	6	93/10
37	32	HOUSTON f/CHINGY & NATE DOGG I Like That (Capitol)	1373	+379	94323	2	69/11
33	33	BEENIE MAN f/MS. THING Dude (Virgin)	1350	+157	137035	5	49/1
Debut	34	NELLY My Place (Derrty/Fo' Reel/Universal)	1188	+1021	128000	1	99/52
42	35	LLOYD BANKS On Fire (Interscope)	1174	+321	64762	3	59/8
31	36	TWISTA Overnight Celebrity (Atlantic)	1154	-479	68414	12	66/0
35	37	SHIFTY Slide Along Side (Maverick/Warner Bros.)	1105	+103	48704	4	60/0
34	38	3 DOORS DOWN Away From The Sun (Republic/Universal)	1096	-32	61679	22	25/0
36	39	COUNTING CROWS Accidentally In Love (DreamWorks/Geffen)	1094	+96	39127	4	57/3
41	40	BLINK-182 I Miss You (Geffen)	932	-6	64748	20	82/0
40	41	JAY-Z Dirt Off Your Shoulder (Roc-A-Fella/IDJMG)	916	-29	75087	16	77/0
45	42	LIL' FLIP Sunshine (Sucka Free/Loud/Columbia)	850	+205	42533	2	61/10
44	43	KIMBERLEY LOCKE Wrong (Curb/Reprise)	822	+90	31514	2	68/6
46	44	MODEST MOUSE Float On (Epic)	773	+133	25130	2	49/3
38	45	D12 f/EMINEM My Band (Shady/Interscope)	757	-229	43768	19	94/0
Debut	46	BRITNEY SPEARS Outrageous (Jive/Zomba)	722	+200	63595	1	81/51
39	47	HILARY & HAYLIE DUFF Our Lips Are Sealed (Buena Vista/Hollywood)	666	-283	21947	5	49/0
48	48	FEFE DOBSON Don't Go (Girls & Boys) (Island/IDJMG)	616	+28	12025	2	55/1
50	49	SUGARCULT Memory (Fearless/Artemis)	565	+23	38456	2	39/2
49	50	BRANDY f/KANYE WEST Talk About Our Love (Atlantic)	485	-67	17880	2	42/0

Most Added*

www.rroads.com

ARTIST TITLE LABEL(S)	ADDS
NELLY My Place (Derrty/Fo' Reel/Universal)	52
BRITNEY SPEARS Outrageous (Jive/Zomba)	51
LINKIN PARK Breaking The Habit (Warner Bros.)	31
KELLY CLARKSON Breakaway (Hollywood)	29
TOBY LIGHTMAN Real Love (Lava)	25
DASHBOARD CONFSSIONAL Vindicated (Vagrant/Interscope)	22
SWITCHFOOT Dare You To Move (Red Ink/Columbia)	14
HOUSTON f/CHINGY & NATE DOGG I Like That (Capitol)	11
STORY OF THE YEAR Anthem Of Our Dying Day (Maverick/Reprise/11)	

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
NELLY My Place (Derrty/Fo' Reel/Universal)	+1021
JUVENILE Slow Motion (Cash Money/Universal)	+618
ASHLEE SIMPSON Pieces Of Me (Geffen)	+566
MAROON 5 She Will Be Loved (Octone/JRMG)	+525
KEVIN LYTTLE Turn Me On (Atlantic)	+509
USHER Confessions Part 2 (LaFace/Zomba)	+494
JOJO Leave (Get Out) (BlackGround/Universal)	+461
NINA SKY Move Ya Body (Next Plateau/Universal)	+456
CHRISTINA MILIAN Dip It Low (Island/IDJMG)	+444
AVRIL LAVIGNE My Happy Ending (Arista/RMG)	+440

New & Active

RASMUS In The Shadows (Interscope)
Total Plays: 451, Total Stations: 42, Adds: 1

YING YANG TWINS Whats Happnin! (TVT)
Total Plays: 451, Total Stations: 25, Adds: 4

LLOYD f/ASHANTI Southside (Murder Inc./Def Jam/IDJMG)
Total Plays: 415, Total Stations: 22, Adds: 3

PITBULL f/LIL' JON Culo (TVT)
Total Plays: 403, Total Stations: 22, Adds: 1

ANGEL Just The Way I Am (Midas/ADA/WMG)
Total Plays: 376, Total Stations: 37, Adds: 3

BROOKE HOGAN Everything To Me (Transcontinental/I-4)
Total Plays: 371, Total Stations: 29, Adds: 0

JC CHASEZ Build My World (Jive/Zomba)
Total Plays: 349, Total Stations: 43, Adds: 4

LINKIN PARK Breaking The Habit (Warner Bros.)
Total Plays: 326, Total Stations: 47, Adds: 31

CIARA f/PETEY PABLO Goodies (LaFace/Zomba)
Total Plays: 283, Total Stations: 19, Adds: 8

FRANZ FERDINAND Take Me Out (Domino/Epic)
Total Plays: 274, Total Stations: 29, Adds: 6

Detailed station playlists for all R&R reporters are available on the web at www.radioandrecords.com.



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LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (M)	WEEKS ON CHART	TOTAL STATIONS ADDS
2	1	JOJO Leave (Get Out) (BlackGround/Universal)	2936	+19	61933	14	47/0
1	2	HOOBASTANK The Reason (Island/IDJMG)	2753	-180	58697	21	47/0
5	3	SWITCHFOOT Meant To Live (Red Ink/Columbia)	2264	+56	48933	26	44/0
3	4	BRITNEY SPEARS Everytime (Jive/Zomba)	2259	-217	43151	12	42/0
4	5	USHER Burn (LaFace/Zomba)	2256	-161	44998	17	42/0
6	6	CHRISTINA MILIAN Dip It Low (Island/IDJMG)	2240	+294	45274	15	46/1
9	7	ASHLEE SIMPSON Pieces Of Me (Geffen)	2088	+185	43368	8	46/0
8	8	MIS-TEEQ Scandalous (Reprise)	1899	-38	39898	14	44/0
12	9	LOS LONELY BOYS Heaven (Dr/Epic)	1852	+98	39403	13	43/0
15	10	KEVIN LYTTLE Turn Me On (Atlantic)	1706	+307	37045	9	43/2
7	11	OUTKAST Roses (LaFace/Zomba)	1612	-331	32914	18	40/0
16	12	USHER Confessions Part 2 (LaFace/Zomba)	1549	+205	30910	7	41/2
10	13	BEYONCE' Naughty Girl (Columbia)	1541	-269	31239	17	38/0
11	14	MARIO WINANS f/ENYA & P. DIDDY I Don't Wanna Know (Bad Boy/Universal)	1496	-314	27145	17	38/0
13	15	MAROON 5 This Love (Octone/J/RMG)	1345	-229	28950	27	35/0
14	16	YELLOWCARD Ocean Avenue (Capitol)	1326	-244	26917	16	35/0
24	17	MAROON 5 She Will Be Loved (Octone/J/RMG)	1258	+371	26025	4	45/4
17	18	NICKELBACK Feelin' Way Too Damn Good (Roadrunner/IDJMG)	1224	+97	25240	8	42/0
21	19	NINA SKY Move Ya Body (Next Plateau/Universal)	1210	+196	25944	6	37/3
20	20	AVRIL LAVIGNE My Happy Ending (Arista/RMG)	1132	+155	24628	5	42/2
27	21	BLACK EYED PEAS Let's Get It Started (A&M/Interscope)	1018	+219	22944	5	41/3
25	22	TRAPT Echo (Warner Bros.)	970	+97	18029	14	33/0
26	23	D12 How Come (Shady/Interscope)	957	+145	19491	6	40/1
23	24	JESSICA SIMPSON Angels (Columbia)	957	+21	19915	6	34/1
28	25	ALICIA KEYS If I Ain't Got You (J/RMG)	950	+192	20629	10	40/7
19	26	USHER f/LUDACRIS & LIL' JON Yeah (LaFace/Zomba)	944	-114	20179	26	31/0
18	27	PETEY PABLO Freek-A-Leek (Jive/Zomba)	944	-130	20246	10	35/0
29	28	FINGER ELEVEN One Thing (Wind-up)	934	+189	20636	8	35/4
22	29	AVRIL LAVIGNE Don't Tell Me (Arista/RMG)	802	-195	16500	20	28/0
30	30	COUNTING CROWS Accidentally In Love (DreamWorks/Geffen)	641	+46	14745	6	27/1
33	31	JUVENILE Slow Motion (Cash Money/Universal)	558	+175	12163	2	25/1
34	32	RYAN CABRERA On The Way Down (E.V.L.A./Atlantic)	428	+45	7559	3	27/2
32	33	SUZY K. Circle (Velvet)	415	+2	6781	8	12/0
35	34	SHIFTY Slide Along Side (Maverick/Warner Bros.)	414	+40	9795	5	25/0
37	35	LEVEL Ride (Rock Quarry)	363	+29	5567	4	11/1
36	36	3 DOORS DOWN Away From The Sun (Republic/Universal)	349	-13	6988	24	14/3
39	37	KIMBERLEY LOCKE Wrong (Curb/Reprise)	343	+46	8087	3	24/3
47	38	LLOYD BANKS On Fire (Interscope)	317	+110	9222	2	25/5
Debut	39	HOUSTON f/CHINGY & NATE DOGG I Like That (Capitol)	290	+196	6119	1	21/7
38	40	BLINK-182 I Miss You (Geffen)	277	-40	5064	20	11/0
31	41	D12 f/EMINEM My Band (Shady/Interscope)	266	-187	5062	19	15/0
44	42	BROOKE HOGAN Everything To Me (Transcontinental/I-4)	258	+42	5014	2	21/0
Debut	43	NELLY My Place (Derrty/Fo' Reel/Universal)	250	+227	6393	1	25/15
49	44	FRICKIN' A Trend (Toucan Cove/Alert Entertainment)	240	+56	6181	2	13/2
41	45	ALANIS MORISSETTE Everything (Maverick/Reprise)	235	-26	6394	8	10/0
40	46	KK Lose My Cool (Kiss The Bitch Music)	231	-41	3092	13	7/0
46	47	ANGEL Just The Way I Am (Midas/ADA/WMG)	222	+12	4817	2	22/1
Debut	48	BRITNEY SPEARS Outrageous (Jive/Zomba)	218	+116	5955	1	21/10
Debut	49	BEENIE MAN f/MS. THING Dude (Virgin)	209	+44	4873	1	12/0
Debut	50	DAVID MARTIN Anyway (Independent)	153	+35	2232	1	8/2

49 CHR/Pop reporters. Songs ranked by total plays for the airplay week of Sunday 7/11 - Saturday 7/17.
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Most Added*

www.rindicator.com

ARTIST TITLE LABEL(S)	ADDS
NELLY My Place (Derrty/Fo' Reel/Universal)	15
BRITNEY SPEARS Outrageous (Jive/Zomba)	10
KELLY CLARKSON Breakaway (Hollywood)	9
LINKIN PARK Breaking The Habit (Warner Bros.)	9
DASHBOARD CONFESSIONAL Vindicated (Vagrant/Interscope)	8
ALICIA KEYS If I Ain't Got You (J/RMG)	7
HOUSTON f/CHINGY & NATE DOGG I Like That (Capitol)	7
LLOYD BANKS On Fire (Interscope)	5
LIL' FLIP Sunshine (Sucka Free/Loud/Columbia)	5
MAROON 5 She Will Be Loved (Octone/J/RMG)	4
FINGER ELEVEN One Thing (Wind-up)	4
BLACK EYED PEAS Let's Get It Started (A&M/Interscope)	3
NINA SKY Move Ya Body (Next Plateau/Universal)	3
KIMBERLEY LOCKE Wrong (Curb/Reprise)	3
3 DOORS DOWN Away From The Sun (Republic/Universal)	3
TONY LUCCA Catch Me (Original Man/Lightyear/WMG)	3
TOBY LIGHTMAN Real Love (Lava)	3
TAMYRA GRAY Raindrops Will Fall (19/SoBe)	3

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
MAROON 5 She Will Be Loved (Octone/J/RMG)	+371
KEVIN LYTTLE Turn Me On (Atlantic)	+307
CHRISTINA MILIAN Dip It Low (Island/IDJMG)	+294
NELLY My Place (Derrty/Fo' Reel/Universal)	+227
BLACK EYED PEAS Let's Get It Started (A&M/Interscope)	+219
USHER Confessions Part 2 (LaFace/Zomba)	+205
NINA SKY Move Ya Body (Next Plateau/Universal)	+196
HOUSTON f/CHINGY & NATE DOGG I Like That (Capitol)	+196
ALICIA KEYS If I Ain't Got You (J/RMG)	+192
FINGER ELEVEN One Thing (Wind-up)	+189
ASHLEE SIMPSON Pieces Of Me (Geffen)	+185
JUVENILE Slow Motion (Cash Money/Universal)	+175
AVRIL LAVIGNE My Happy Ending (Arista/RMG)	+155
D12 How Come (Shady/Interscope)	+145
BRITNEY SPEARS Outrageous (Jive/Zomba)	+116
LLOYD BANKS On Fire (Interscope)	+110
LOS LONELY BOYS Heaven (Dr/Epic)	+98
NICKELBACK Feelin' Way Too Damn Good (Roadrunner/IDJMG)	+97
TRAPT Echo (Warner Bros.)	+97
KELLY CLARKSON Breakaway (Hollywood)	+95
LINKIN PARK Breaking The Habit (Warner Bros.)	+75
DASHBOARD CONFESSIONAL Vindicated (Vagrant/Interscope)	+67
SWITCHFOOT Meant To Live (Red Ink/Columbia)	+56
FRICKIN' A Trend (Toucan Cove/Alert Entertainment)	+56
COUNTING CROWS Accidentally In Love (DreamWorks/Geffen)	+46
KIMBERLEY LOCKE Wrong (Curb/Reprise)	+46
SEETHER f/AMY LEE Broken (Wind-up)	+46
RYAN CABRERA On The Way Down (E.V.L.A./Atlantic)	+45
REINA If I Close My Eyes (Robbins)	+45
BEENIE MAN f/MS. THING Dude (Virgin)	+44

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July 23, 2004



America's Best Testing CHR/Pop Songs
12+ For The Week Ending 7/23/04

Artist Title (Label)	TW	LW	Famil.	Burn	W 12-17	W 18-24	W 25-34
MAROON 5 She Will Be Loved (Octone/JJRMG)	4.12	-	69%	7%	4.29	3.98	3.77
JOJO Leave (Get Out) (BlackGround/Universal)	4.08	4.21	94%	22%	4.35	3.89	3.93
MAROON 5 This Love (Octone/JJRMG)	4.07	3.96	98%	47%	3.93	4.05	4.06
HOOBASTANK The Reason (Island/IDJMG)	4.06	4.04	97%	40%	3.99	3.95	4.26
SWITCHFOOT Meant To Live (Red Ink/Columbia)	3.96	3.93	89%	28%	4.02	4.05	3.80
ASHLEE SIMPSON Pieces Of Me (Geffen)	3.95	3.98	93%	19%	4.35	3.96	3.61
AVRIL LAVIGNE My Happy Ending (Arista/RMG)	3.93	-	77%	12%	4.10	3.94	3.54
USHER fLUDACRIS & LIL' JON Yeah (LaFace/Zomba)	3.90	3.89	98%	47%	3.77	3.91	4.18
YELLOWCARD Ocean Avenue (Capitol)	3.89	3.86	90%	28%	4.34	3.77	3.48
USHER Burn (LaFace/Zomba)	3.82	3.78	98%	40%	3.84	4.00	3.72
TRAPT Echo (Warner Bros.)	3.81	3.86	63%	13%	3.84	4.00	3.70
AVRIL LAVIGNE Don't Tell Me (Arista/RMG)	3.80	3.83	96%	34%	3.81	3.72	3.60
NICKELBACK Feelin' Way... (Roadrunner/IDJMG)	3.73	3.68	57%	10%	3.57	3.64	4.00
BRITNEY SPEARS Everytime (Jive/Zomba)	3.72	3.86	97%	34%	3.69	3.86	3.53
USHER Confessions Part 2 (LaFace/Zomba)	3.71	3.59	90%	29%	3.81	3.83	3.59
BLACK EYED PEAS Hey Mama (A&M/Interscope)	3.69	3.71	95%	42%	3.72	3.78	3.75
JESSICA SIMPSON Angels (Columbia)	3.68	3.57	84%	19%	3.79	3.73	3.24
CHRISTINA MILIAN Dip It Low (Island/IDJMG)	3.67	3.71	86%	25%	3.93	3.48	3.41
MIS-TEEO Scandalous (Reprise)	3.65	3.68	88%	26%	3.70	3.39	3.56
NINA SKY Move Ya Body (Next Plateau/Universal)	3.61	3.57	80%	26%	3.70	3.52	3.48
D12 How Come (Shady/Interscope)	3.51	3.55	83%	24%	3.61	3.67	3.35
LOS LONELY BOYS Heaven (Or/Epic)	3.50	3.52	80%	25%	3.22	3.54	3.72
ALICIA KEYS If I Ain't Got You (JJRMG)	3.49	3.61	91%	35%	3.52	3.51	3.24
KEVIN LYTTLE Turn Me On (Atlantic)	3.46	3.38	78%	29%	3.10	3.64	3.44
BEYONCE' Naughty Girl (Columbia)	3.45	3.40	98%	54%	3.40	3.31	3.51
OUTKAST Roses (LaFace/Zomba)	3.45	3.44	97%	52%	3.56	3.51	3.26
M. WINANS fIENYA... I Don't... (Bad Boy/Universal)	3.41	3.52	94%	50%	3.07	3.43	3.67
J-KWON Topsy (So So Def/Zomba)	3.33	3.34	93%	51%	3.29	3.53	3.31
TWISTA Overnight Celebrity (Atlantic)	3.22	3.18	73%	32%	3.23	3.39	2.90

Total sample size is 446 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 internet only. RateTheMusic.com is a registered trademark of RateTheMusic.com. The RTM system, is available for local radio stations by calling 818-377-5300. RateTheMusic.com data is provided by Mediabase Research, a division of Premiere Radio Networks.

RR CANADA CHR/POP TOP 30

POWERED BY MEDIABASE

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART	TOTAL STATIONS
2	1	JOJO Leave (Get Out) (BlackGround/Universal)	452	+47	6	5/0
4	2	CHRISTINA MILIAN Dip It Low (Island/IDJMG)	402	+35	10	6/0
3	3	NINA SKY Move Ya Body (Next Plateau/Universal)	397	+27	8	6/0
5	4	MIS-TEEO Scandalous (Reprise)	392	+33	10	3/0
1	5	HOOBASTANK The Reason (Island/IDJMG)	388	-40	15	8/0
7	6	USHER Confessions Part 2 (LaFace/Zomba)	348	+21	7	5/0
12	7	AVRIL LAVIGNE My Happy Ending (Arista/RMG)	325	+53	6	5/0
13	8	K. CHANTE Does He Love Me (Vik/BMG Music Canada)	305	+56	3	4/0
10	9	BRITNEY SPEARS Everytime (Jive/Zomba)	303	-11	8	5/0
9	10	BEYONCE' Naughty Girl (Columbia)	299	-18	15	9/0
8	11	USHER Burn (LaFace/Zomba)	299	-23	15	6/0
6	12	M. WINANS fIENYA... I Don't... (Bad Boy/Universal)	298	-57	15	8/0
14	13	SEETHER fJAMY LEE Broken (Wind-up)	280	+33	8	3/0
16	14	BLACK EYED PEAS Let's Get It Started (A&M/Interscope)	279	+44	4	4/0
17	15	FEFE DOBSON Don't Go (Girls & Boys) (Island/IDJMG)	251	+16	7	5/0
15	16	MAROON 5 This Love (Octone/JJRMG)	250	+13	15	11/0
24	17	ASHLEE SIMPSON Pieces Of Me (Geffen)	214	+39	2	4/0
23	18	SOULDECISION Cadillac Dress (Independent)	201	+24	4	3/1
18	19	USHER fLUDACRIS & LIL' JON Yeah (LaFace/Zomba)	197	-35	15	12/0
Debut	20	SWITCHFOOT Meant To Live (Red Ink/Columbia)	196	+48	1	3/0
21	21	LLOYD BANKS On Fire (Interscope)	193	+8	4	1/0
11	22	OUTKAST Roses (LaFace/Zomba)	193	-90	15	9/0
28	23	KEVIN LYTTLE Turn Me On (Atlantic)	191	+35	2	5/0
19	24	BLACK EYED PEAS Hey Mama (A&M/Interscope)	174	-52	15	13/0
20	25	X-QUISITE Sassy Thang (Warner Music Canada)	173	-22	13	2/0
Debut	26	D12 How Come (Shady/Interscope)	172	+24	1	4/0
30	27	HOUSTON fCHINGY & NATE DOGG I Like That (Capitol)	171	+20	2	0/0
27	28	NELLY FURTADO Forca (DreamWorks/Interscope)	169	+10	2	3/0
Debut	29	JUVENILE Slow Motion (Cash Money/Universal)	150	+45	1	0/0
Debut	30	TERROR SQUAD Lean Back (Universal)	150	+43	1	0/0

15 Canadian CHR reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 7/11-7/17. 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. * Indicates Cancan. © 2004, R&R, Inc.



DIPPING IT RATHER LOW Island Def Jam artist Christina Milian crashed the KIIS/Los Angeles studios to hang with the pleasant folks there and woo them with her dance moves. Seen here are (l-r) IDJMG National Director/Promotion Dave "I'm Starvin'" Bouchard, KIIS MD Julie Pilot, Milian and KIIS PD John Ivey and morning dreamboat Ryan Seacrest.



DOWN UNDER VISITS R&R Universal artist Hayley Westenra recently stopped by R&R's offices to sing for us and piggy back with us with ice cream. Seen here post-festivities are (back, l-r) R&R sales reps Kristy Reeves and Steve Resnik, Westenra, Universal's Martin Melius and R&R Sr. Director/Digital Initiatives Greg Maffei and (front) CHR/Pop Editor Kevin Carter.

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 Keith Berman: kberman@radioandrecords.com

Stations and their ads listed alphabetically by market

Table listing radio stations across various markets (e.g., Albany, Buffalo, Dayton, etc.) with their respective advertisers and products. Each entry includes the station call letters, market, and details of the advertising spots.

POWERED BY MEDIABASE
* Monitored Reporters
170 Total Reporters
121 Total Monitored
49 Total Indicator
Did Not Report, Playlist Frozen (4):
KPRF/Amarillo, TX
KZIA/Cedar Rapids, IA
WIFC/Wausau, WI
WPPY/Pearl, IL



DONTAY THOMPSON
 dthompson@radioandrecords.com

Rhythmic YTD

A look at the hottest songs of 2004 ... so far

It's midyear, and about this time many stations look to tweak their sound by cleaning up their music libraries. We all know that what a station plays in its recurrent, gold and "spike it" categories can set it apart from other stations in the market that may play some of the same currents.

Besides the station's jocks and imaging, the recurrent and gold records it plays really stand out in the minds of its audience. When I hear records like Bone Thugs-N-Harmony's "Thuggish Ruggish Bone" or Usher's "U Don't Have to Call," they strike a chord and make me reflect on where I was when they came out. Radio audiences across the country get the same feelings when their local sta-

tions play memorable records from past years.

Since I'm a generous fella and have access to the best information provided by the kind people at Mediabase, I'd like to share with you some of the most played songs at CHR/Rhythmic from January 1-July 14, 2004. Maybe after reviewing this list you can trigger a memory or two in the minds of your listeners.

Rank	ARTIST Title (Label)	Total Plays
1	USHER Yeah (LaFace/Zomba)	141,158
2	J-KWON Topsy (So So Def/Zomba)	114,787
3	PETEY PABLO Freek-A-Leek (Jive/Zomba)	96,554
4	MARIO WINANS I Don't Wanna Know (Bad Boy/Universal)	95,007
5	USHER Bum (LaFace/Zomba)	94,945
6	CHINGY One Call Away (DTP/Capitol)	88,751
7	TWISTA Slow Jamz (Atlantic)	82,052
8	YING YANG TWINS Salt Shaker (TVT)	77,631
9	JAY-Z Dirt Off Your Shoulder (Roc-A-Fella/IDJMG)	74,822
10	TWISTA Overnight Celebrity (Atlantic)	73,841
11	LUDACRIS Splash Waterfalls (Def Jam South/IDJMG)	65,425
12	BEYONCÉ Naughty Girl (Columbia)	65,130
13	CASSIDY Hotel (J/RMG)	64,445
14	USHER Confessions Part 2 (LaFace/Zomba)	58,517
15	D12 My Band (Shady/Interscope)	56,500
16	KANYE WEST All Falls Down (Roc-A-Fella/IDJMG)	54,580
17	LIL FLIP Game Over (Sucka Free/Loud/Columbia)	50,955
18	ALICIA KEYS If I Ain't Got You (J/RMG)	49,712
19	OUTKAST The Way You Move (LaFace/Arista)	46,982
20	JUVENILE Slow Motion (Cash Money/Universal)	46,939
21	OUTKAST Hey Ya! (LaFace/Zomba)	46,523
22	EAMON I Don't Want You Back (Jive/Zomba)	45,762
23	NICK CANNON Gigolo (Jive)	44,685
24	G UNIT Wanna Get To Know You (Interscope)	44,136
25	LIL JON/EASTSIDE BOYS Get Low (TVT)	43,493
26	OUTKAST Roses (LaFace/Zomba)	42,705
27	KANYE WEST Through The Wire (Roc-A-Fella/IDJMG)	41,761
28	PITBULL Culo (TVT)	40,899
29	KELIS Milkshake (Star Trak/Zomba)	39,034
30	SEAN PAUL I'm Still In Love With You (VP/Atlantic)	38,973
31	BEYONCÉ Me, Myself And I (Columbia)	37,197
32	YOUNGBLOODZ Damn! (So So Def/Zomba)	36,771
33	LUDACRIS Stand Up (Def Jam South/IDJMG)	35,296
34	WESTSIDE CONNECTION Gangsta Nation (Capitol)	33,905

Rank	ARTIST Title (Label)	Total Plays
35	BABY BASH Suga Suga (Universal)	32,440
36	LLOYD BANKS On Fire (G Unit/Interscope)	31,733
37	NB RIDAZ So Fly (Upstairs)	29,864
38	JAGGED EDGE Walked Outta Heaven (So So Def/Columbia)	29,507
39	ALICIA KEYS You Don't Know My Name (J/RMG)	28,874
40	50 CENT In Da Club (Shady/Interscope)	28,423
41	CHINGY Right Thurr (Capitol)	27,644
42	MURPHY LEE What Da Hook Gon' Be (Universal)	27,435
43	YING YANG TWINS What's Happnin! (TVT)	27,364
44	T.I. Rubber Band Man (Atlantic)	27,345
45	BEYONCÉ Baby Boy (Columbia)	26,183
46	AMANDA PEREZ I Pray (Powerhouse/Virgin)	25,833
47	CHINGY Holidae In (Capitol)	25,302
48	KANYE WEST Jesus Walks (Roc-A-Fella/IDJMG)	23,400
49	RUBEN STUDDARD Sorry 2004 (J/RMG)	23,181
50	HOUSTON I Like That (Capitol)	22,732
51	JAY-Z 99 Problems (Roc-A-Fella/IDJMG)	22,185
52	NINA SKY Move Ya Body (Next Plateau/Universal)	21,265
53	BRITNEY SPEARS Toxic (Jive/Zomba)	20,915
54	PLAY-N-SKILLZ Freaks (Universal)	20,786
55	TOO SHORT Shake That Monkey (Jive)	20,346
56	BEENIE MAN Dude (Virgin)	18,259
57	CASSIDY Get No Better (J/RMG)	18,258
58	KEVIN LYTTLE Tum Me On (Atlantic)	18,178
59	LIL FLIP Sunshine (Sony Urban Music/Columbia)	17,800
60	AVANT Read Your Mind (Geffen)	17,773
61	JENNIFER LOPEZ Baby I Love U (Epic)	16,666
62	SEAN PAUL Get Busy (VP/Atlantic)	16,633
63	DILATED PEOPLES This Way (Capitol)	16,434
64	JUVENILE In My Life (Cash Money/Universal)	16,416
65	MISSY ELLIOTT I'm Really Hot (GoldMind/Elektra/EEG)	16,130
66	NELLY f/P. DIDDY... Shake Ya Tailfeather (Bad Boy/Universal)	15,931
67	LLOYD Southside (Murder Inc./Def Jam/IDJMG)	15,748
68	BEYONCÉ Crazy In Love (Columbia)	15,628
69	MASE Welcome Back (Universal)	15,626
70	LIL KIM Magic Stick (Atlantic)	15,302
71	50 CENT P.I.M.P. (Shady/Interscope)	15,252
72	RYAN DUARTE You (Universal)	15,047
73	RIC-A-CHE Coo Coo Chee (SRC/Universal)	14,696
74	2 PAC Runnin' (Amaru/Tha Row/Interscope)	14,679
75	YOUNG GUNZ Can't Stop, Won't Stop (Roc-A-Fella/IDJMG)	14,595
76	BABY BASH Shorty Doowop (Universal)	14,430
77	YOUNG GUNZ No Better Love (Roc-A-Fella/IDJMG)	14,421
78	YUNG WUN Tear It Up (J/RMG)	14,170
79	SLEEPY BROWN I Can't Wait (Interscope)	13,769
80	FABOLOUS Into You (Elektra/EEG)	13,676
81	JOJO Leave (Get Out) (BlackGround/Universal)	13,640
82	50 CENT 21 Questions (Shady/Interscope)	13,210
83	R. KELLY Ignition (Jive/Zomba)	13,105
84	PHARRELL Frontin' (Star Trak/Arista)	12,662
85	JOE Ride Wit U (Jive/Zomba)	12,094
86	G UNIT Stunt 101 (Interscope)	11,857
87	CIARA Goodies (LaFace/Zomba)	11,808
88	MURPHY LEE Luv Me Baby (Universal)	11,441
89	BLACK EYED PEAS Hey Mama (A&M/Interscope)	11,260
90	DO OR DIE Do U? (Rap-A-Lot)	11,252
91	MASTER P Them Jeans (New No Limit/Koch)	10,206
92	R. KELLY Step In The Name Of Love (Jive)	9,840
93	TRILLVILLE Neva Eva (BME/Wamer Bros.)	9,730
94	MISSY ELLIOTT Work It (Elektra/EEG)	9,708
95	TERROR SQUAD Lean Back (SRC/Universal)	9,660
96	2 PAC One Day At A Time (Amaru/Tha Row/Interscope)	9,589
97	FABOLOUS Can't Let You Go (Elektra/EEG)	9,550
98	BRANDY Talk About Our Love (Atlantic)	9,343
99	FRANKEE F.U.R.B. (Marro)	9,163
100	JAGGED EDGE What's It Like (Columbia)	9,050

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ADDS
1	1	JUVENILE Slow Motion (Cash Money/Universal)	7117	+191	688363	14	86/0
2	2	USHER Confessions Part 2 (LaFace/Zomba)	5783	-114	591507	15	52/0
3	3	LLOYD BANKS On Fire (Interscope)	5309	+45	486084	12	87/0
6	4	LIL' FLIP Sunshine (Sucka Free/Loud/Columbia)	4919	+686	394569	9	82/2
5	5	HOUSTON f/CHINGY & NATE DOGG I Like That (Capitol)	4831	+278	388129	10	86/0
9	6	CIARA f/PETEY PABLO Goodies (LaFace/Zomba)	4374	+591	395049	7	88/1
12	7	TERROR SQUAD Lean Back (Universal)	4270	+769	538511	6	85/1
10	8	NINA SKY Move Ya Body (Next Plateau/Universal)	4026	+248	400376	15	78/0
7	9	YING YANG TWINS Whats Happnin! (TVT)	3980	-53	295634	14	79/0
4	10	PETEY PABLO Freek-A-Leek (Jive/Zomba)	3930	-728	356165	29	86/0
8	11	USHER Burn (LaFace/Zomba)	3482	-463	415942	21	87/0
15	12	LLOYD f/ASHANTI Southside (Murder Inc./Def Jam/IDJMG)	3287	+567	266960	11	82/2
13	13	KANYE WEST Jesus Walks (Roc-A-Fella/IDJMG)	3151	-31	360862	13	84/1
11	14	ALICIA KEYS If I Ain't Got You (J/RMG)	3147	-375	351519	20	82/0
19	15	D12 How Come (Shady/Interscope)	2685	+371	198894	6	72/0
17	16	KEVIN LYTTLE Turn Me On (Atlantic)	2653	+82	349798	13	70/6
14	17	TWISTA Overnight Celebrity (Atlantic)	2412	-471	286809	22	83/0
16	18	USHER f/LUDACRIS & LIL' JON Yeah (LaFace/Zomba)	2402	-232	257810	29	89/0
21	19	CHRISTINA MILIAN Dip It Low (Island/IDJMG)	2144	+285	274007	18	46/3
18	20	PITBULL f/LIL' JON Culo (TVT)	2109	-444	212694	18	57/0
22	21	TWISTA f/R. KELLY So Sexy (Atlantic)	2034	+267	207260	5	81/2
20	22	PLAY-N-SKILLZ Freaks (Universal)	2005	-46	164807	15	55/1
Debut	23	NELLY My Place (Derrty/Fo' Reel/Universal)	1889	+1596	181610	1	88/20
27	24	YOUNG BUCK Let Me In (Interscope)	1E48	+317	138087	4	73/3
28	25	MONICA U Should've Known Better (J/RMG)	1E47	+143	138347	6	65/5
31	26	LL COOL J Headsprung (Def Jam/IDJMG)	1417	+324	132968	3	69/4
23	27	BEYONCE' Naughty Girl (Columbia)	1392	-350	151369	19	73/0
24	28	MASE Welcome Back (Bad Boy/Universal)	1312	-329	90946	9	65/0
30	29	AKON f/STYLES P. Locked Up (SRC/Universal)	1243	+118	194925	13	33/1
32	30	T.I. Let's Get Away (Grand Hustle/Atlantic)	1192	+124	75771	5	62/3
25	31	CASSIDY f/MASHONDA Get No Better (J/RMG)	1075	-540	93510	12	59/0
38	32	JADAKISS f/ANTHONY HAMILTON Why (Ruff Ryders/Interscope)	1301	+351	199786	3	60/6
33	33	MOBB DEEP Got It Twisted (Violator/Zomba)	942	-45	100983	12	49/0
29	34	JAY-Z 99 Problems (Roc-A-Fella/IDJMG)	854	-417	62171	12	67/0
35	35	JOJO Leave (Get Out) (BlackGround/Universal)	831	+66	60945	19	14/2
36	36	PETEY PABLO f/RASHEEDA Vibrate (Jive/Zomba)	785	+122	35604	3	54/2
37	37	SLUM VILLAGE Selfish (Barak/Capitol)	766	+112	85764	3	38/4
41	38	PITBULL Back Up (TVT)	691	+109	35896	3	42/3
39	39	HOLLA POINT Baby Mama (Epic)	679	+50	43584	4	35/4
40	40	LIL ROB Neighborhood Music (Upstairs)	672	+66	43830	8	27/0
34	41	LUDACRIS Diamond In The Back (Def Jam South/IDJMG)	599	-184	50243	6	39/0
42	42	AMANDA PEREZ I Pray (Powerhouse/Virgin)	503	-76	40827	16	40/0
47	43	JUVENILE f/WACKO & SKIP Nolia Clap (Rap-A-Lot)	483	+73	63992	2	15/3
50	44	LIL SCRAPPY No Problem (BME/Reprise)	440	+33	46245	2	8/0
Debut	45	BLACK EYED PEAS Let's Get It Started (A&M/Interscope)	430	+26	14095	1	28/0
Debut	46	ALICIA KEYS Diary (J/RMG)	421	+48	92003	1	7/2
Debut	47	MARIO WINANS Never Really Was (Bad Boy/Universal)	389	+36	12283	1	31/0
49	48	Z-RO I Hate You (Rap-A-Lot)	368	-40	26226	3	21/1
44	49	D12 f/EMINEM My Band (Shady/Interscope)	367	-127	30200	20	38/0
Debut	50	SHAWNNA f/LUDACRIS Shake That Sh*t (DTP/Def Jam/IDJMG)	363	+153	66712	1	42/21

93 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 7/11-7/17. 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 (© 2004, The Arbitron Company). © 2004, R&R, Inc.

Most Added
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ARTIST TITLE LABEL(S)	ADDS
J-KWON You & Me (So So Def/Zomba)	25
SHAWNNA f/LUDACRIS Shake That Sh*t (DTP/Def Jam/IDJMG)	21
NELLY My Place (Derrty/Fo' Reel/Universal)	20
GUERRILLA BLACK f/BENNIE MAN Compton (Virgin)	16
AMANDA PEREZ f/LAYZIE BONE Oedicate (Powerhouse/Virgin)	15
BRITNEY SPEARS Outrageous (Jive/Zomba)	13
213 Groupie Love (TVT)	10
TQ Right On (Hub/Lightyear)	10
J. JONES f/GAME, CAM'RON & LIL' FLIP Certified Gangstas (Koch)	10
FRANKIE J. f/PAUL WALL On The Floor (Columbia)	8

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
NELLY My Place (Derrty/Fo' Reel/Universal)	+1596
TERROR SQUAD Lean Back (Universal)	+769
LIL' FLIP Sunshine (Sucka Free/Loud/Columbia)	+686
CIARA f/PETEY PABLO Goodies (LaFace/Zomba)	+591
LLOYD f/ASHANTI Southside (Murder Inc./Def Jam/IDJMG)	+567
D12 How Come (Shady/Interscope)	+371
JADAKISS f/A. HAMILTON Why (Ruff Ryders/Interscope)	+351
LL COOL J Headsprung (Def Jam/IDJMG)	+324
YOUNG BUCK Let Me In (Interscope)	+317
CHRISTINA MILIAN Dip It Low (Island/IDJMG)	+286

New & Active

213 Groupie Love (TVT)
 Total Plays: 357, Total Stations: 29, Adds: 10
 TECH N9NE I'm A Playa (Independent)
 Total Plays: 322, Total Stations: 14, Adds: 0
 AMANDA PEREZ f/LAYZIE BONE Oedicate (Powerhouse/Virgin)
 Total Plays: 283, Total Stations: 30, Adds: 15
 FRANKIE J. f/PAUL WALL On The Floor (Columbia)
 Total Plays: 266, Total Stations: 24, Adds: 8
 WON G Rapture (Savage/SRG)
 Total Plays: 266, Total Stations: 20, Adds: 0
 LENNY KRAVITZ f/JAY-Z Storm (Virgin)
 Total Plays: 253, Total Stations: 22, Adds: 5
 BABY BASH Menage A Trois (Empire Musicwerks/Universal)
 Total Plays: 241, Total Stations: 20, Adds: 1
 J-KWON You & Me (So So Def/Zomba)
 Total Plays: 210, Total Stations: 38, Adds: 25
 GUERRILLA BLACK f/BENNIE MAN Compton (Virgin)
 Total Plays: 168, Total Stations: 19, Adds: 16
 RUBEN STUDDARD f/FAT JOE What Is Sexy (J/RMG)
 Total Plays: 151, Total Stations: 18, Adds: 4

Songs ranked by total plays
 Detailed station playlists for all R&R reporters are available on the web at www.radioandrecords.com.

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America's Best Testing CHR/Rhythmic Songs 12 + For The Week Ending 7/23/04

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 USHER Confessions Part 2, Usher ft. Ludacris & Lil' Jon, and others.

Total sample size is 432 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.

Reporters

Grid of reporter information including station call letters, city, and reporter name. Includes stations like KISS/Albuquerque, WMXP/Chicago, and WJZZ/Jacksonville.



ARTIST: Lloyd Banks
LABEL: Interscope
By MIKE TRIAS/Associate Editor
Lloyd Banks' debut album, The Hunger for More, is hot in more ways than one.



Get To Know Your Listeners

Arbitron's 'Black Consumer Study 2004' helps you to see the light

How well do you know your listeners? Do they drive around in Hummers, wearing designer duds and sipping Cristal? If you watch some hip-hop videos today, you'd think so. But what do they really drive home from work? Where do they eat out most often? What is their beverage of choice? Where do they buy their clothes? Would you believe the answers to these questions are a Ford, McDonald's, Budweiser and Wal-Mart?

While brands like Phat Farm and Hummer are prominent in hip-hop culture, there is a great deal more you need to know about the average black consumer who is listening to your radio station. To help you out, Arbitron has released its annual "Black Consumer Study."

This week I talk to Arbitron Director/Urban Radio & Marketing Services and Sr. Account Manager/Radio Station Services Julian Davis, who put together the study. We discussed some of its highlights, as well as some of the surprises contained in the results.



Julian Davis

R&R: Arbitron refers to this as its "Black Consumer Study" rather than "African-American Consumer Study." What's the distinction?

JD: From the point of view of Arbitron/Scarborough, we utilized the term "black consumer" here because it was important to suggest that we are looking at a larger overall community of people of color. These people may be African-American, or they may be from the Caribbean, Africa or other countries — people who may be from other parts of the world but now live here in the United States. Not all these people consider themselves African American, but they do consider themselves black.

R&R: Was this study created for programmers, advertisers or agencies?

JD: It's a tool for the industry in general. The radio station's sales force needs a tool like this to help them sell their product. Then you have some advertising agencies that still don't understand the culture but that could learn from a tool such as this. They still have the tendency to diminish the brand, even in today's world, where it is so viable.

"The Black Consumer Study" is a way to help educate those people who may not have the time or resources to collect their own data. It can be used

by the radio station to help it with an agency, or it can be used by an agency to help educate the advertisers.

And, of course, programmers can use the information to better understand their listeners.

R&R: How did you conduct the study, and who did you survey?

JD: We utilize information from Scarborough Research, pulled from a national database. We collect the data from the top 100 black metro areas. What you see in the study is a collection of opinions from across the country. We also use Arbitron statistics and information from Target Market News. The Arbitron information is from the 2003 spring ratings period.

R&R: The study breaks down consumer habits for the 18-34, 18-49 and 25-54 demos. The numbers change, but, for the most part, the order in which the products and brands appear in each category stays almost the same, except for maybe one or two flip-flops. What does this say about black consumers as they grow older?

JD: In this year's study we took a larger approach to the demos, expanding the age demographics on either end. We all know the selling demo is 25-54, but we also know that the generations above and below have an important impact on consumer buying. For example, advertisers now realize how important it is to brand a product with a group at a very young age, particularly the black consumer. We often see brands carry over from generation to generation, although there may be differences within those brand choices.

For example, in the study you see similar brand choices in luxury car preferences across all demos, with Cadillac being the automobile of choice. But when you dig deeper, you see that the older, more established generation of black consumers prefers a larger luxury vehicle, while the younger generation prefers something

different. And when you look at consumers who are at an age where they might have families, you see even more unique preferences, like minivans.

But there is absolutely brand loyalty, as long as the consumers have had a good experience with the products, including the purchase of them and the service afterward. We see brand loyalty carry over within families. A mother or father basically endorses a brand simply by using it. Then the son or daughter tends to use the same brand as he or she grows older.

R&R: According to the study, almost 40% of the total national black population is between the ages of 18-34. Sixty-one percent of the population is between the ages of 25-54. What could these statistics tell us about growth areas in Urban radio?

JD: As with other groups, we see the baby boomers as the dominant demographic among blacks. Does this mean there is room for more growth at the Urban AC format? If you're talking about it from a fragmentation standpoint, stations would just be splitting the advertising between more outlets. The other way you can look at it is to see the 18-34 demo as the area where you can establish a brand and grow with them.

Here's an example: Several years ago 7-Up was the dominant uncola. Coke needed to branch out in that arena, so they created Sprite. They marketed it directly to the hip-hop audience, and now, as you can see in this study, Sprite is the top soda of choice among the 18-34 black consumer.

R&R: According to this study, a Ford is the most commonly leased or purchased standard vehicle for black consumers between the ages of 18-34. Do you have any figures on how much Ford markets to the black consumer in relation to other automobile companies?

JD: We don't have specific numbers, but I can tell you that there is a direct correlation between brand loyalty and those products that do directly target the black consumer. And one of the best ways to market directly to the black consumer is through Urban radio. It's one of the only ways to specifically target this consumer.

R&R: What can programmers learn from reading this study?

JD: I hope they take away the fact that they're able to do comparable studies in their local market using this information. This is a benchmark for them to use as they now go out and find out how similar or different their

The Numbers

Here are a few interesting charts from Arbitron's "Black Consumer Study."

Black National Buying Power

Based on 2002 expenditures of all black households

	Numbers in billions
Apparel products and services	\$22.9
Appliances	\$1.5
Beverages	\$5.2
Cars, trucks and related services	\$47.7
Computers and related services	\$1.9
Consumer electronics	\$3.2
Entertainment and leisure	\$2.5
Food	\$54.7
Household furnishings and equipment	\$11.6
Insurance	\$6.2
Telephone service	\$13.6
Transportation, travel and lodging	\$5.1

Source: "The Buying Power of Black America," Target Market News, 2003 © 2004 Arbitron Inc.

Household Income Levels

Age Breakout	Less than \$25,000	\$25,000-\$34,999	\$35,000-\$49,999	\$50,000-\$74,999	\$75,000+
Persons 18+	17.0%	14.3%	23.3%	19.4%	26.0%
Blacks 18+	23.8%	19.0%	25.3%	15.5%	16.4%
Blacks 18-34	21.2%	20.1%	27.7%	15.8%	15.2%
Blacks 18-49	20.3%	18.7%	26.7%	16.8%	17.5%
Blacks 25-54	19.7%	18.1%	26.5%	17.4%	18.3%
Blacks 35+	25.5%	18.2%	23.7%	15.4%	17.1%

Source: Scarborough USA+ Release 1, 2003, 12-month data © 2004 Arbitron Inc.

Black Format Preferences

Black Persons 18-34		Black Persons 25-54	
Format	Percent of Listeners	Format	Percent of Listeners
Urban Contemporary	60.8	Urban Contemporary	43.0
CHR/Rhythmic	33.4	Urban AC	34.3
Urban AC	29.6	CHR/Rhythmic	18.9
CHR/Pop	22.3	Smooth Jazz	15.5
AC	11.9	AC	12.8

Source: Scarborough USA+ Release 1, 2003, 12-month data © 2004 Arbitron Inc.

market is to the national picture. They can make very specific programming and marketing decisions unique to their market based on the information they obtain here and through their own local research.

The overall goal of this study is to enlighten decisionmakers, and that's not limited to advertisers. It includes programmers, promotion and marketing directors, sales managers and general managers. It will, hopefully, start discussions that need to be started.

Programmers are the people who should know the listeners best. If you have a sales force that doesn't understand your listeners, you need to be passionate enough about your station to seek out information that can help educate those people who are responsible for the livelihood of your station.

There are still many people in this business — on the radio side and the advertising side — who are misinformed about the black consumer. They view the community as it was portrayed in past years. Even back then it may have been an incorrect

view, but it was accepted. Today, we don't have to accept those old-fashioned views. We would hope that a sales manager would help to dispel those myths, but if it's not that person, then why not the PD?

R&R: What do you think will be the most surprising information for programmers when they read the study?

JD: Where their listeners spend their money. Wal-Mart is consistently the most common vendor for clothing. I think most people still think twice before buying a \$95 FUBU shirt if they can buy the same shirt without the brand name for \$40. I learned this lesson primarily from the women in my life, that you don't always have to spend more for quality. And women make the majority of spending decisions in most households.

R&R: How can someone view the Arbitron "Black Consumer Study"?

JD: Go to www.arbitron.com and click on "Radio Stations" and then "Free Studies." You can download it to your desktop. You do not have to be an Arbitron subscriber to read it.

URBAN TOP 50

July 23, 2004

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	JUVENILE Slow Motion (Cash Money/Universal)	3588	+57	449809	23	24/0
2	2	USHER Confessions Part 2 (LaFace/Zomba)	3495	+88	446195	15	6/0
3	3	MONICA U Should've Known Better (J/RMG)	3432	+206	456666	17	71/0
6	4	TERROR SQUAD Lean Back (Universal)	3228	+485	489385	6	63/0
5	5	KANYE WEST Jesus Walks (Roc-A-Fella/IDJMG)	3166	+151	436123	16	72/0
4	6	LLOYD BANKS On Fire (Interscope)	3002	-147	427836	12	68/0
7	7	ALICIA KEYS Diary (J/RMG)	2738	+204	368183	9	69/0
8	8	LLOYD f/ASHANTI Southside (Murder Inc./Def Jam/IDJMG)	2203	+39	240671	11	63/0
10	9	TWISTA f/R. KELLY So Sexy (Atlantic)	2164	+217	239170	8	70/0
9	10	ALICIA KEYS If I Ain't Got You (J/RMG)	2021	+18	270053	23	70/0
15	11	LIL' FLIP Sunshine (Sucka Free/Loud/Columbia)	1931	+393	212803	7	57/0
11	12	USHER Burn (LaFace/Zomba)	1671	-98	200919	20	67/0
14	13	MASE Welcome Back (Bad Boy/Universal)	1571	-61	169614	9	66/0
13	14	TWISTA Overnight Celebrity (Atlantic)	1541	-112	177828	21	66/0
20	15	LL COOL J Headsprung (Def Jam/IDJMG)	1496	+243	162341	3	70/0
26	16	JADAKISS f/ANTHONY HAMILTON Why (Ruff Ryders/Interscope)	1433	+309	193608	5	67/2
18	17	HOUSTON f/CHINGY & NATE DOGG I Like That (Capitol)	1429	+33	142956	8	56/1
12	18	PETEY PABLO Freek-A-Leek (Jive/Zomba)	1421	-241	167818	30	64/0
16	19	SLUM VILLAGE Selfish (Barak/Capitol)	1412	-31	147094	17	47/0
19	20	LIL SCRAPPY No Problem (BME/Reprise)	1404	+91	122017	8	61/1
23	21	YOUNG BUCK Let Me In (Interscope)	1396	+167	151220	5	66/1
22	22	T.I. Let's Get Away (Grand Hustle/Atlantic)	1364	+113	112492	8	58/2
21	23	YING YANG TWINS Whats Happnin! (TVT)	1293	+40	133849	10	39/0
30	24	CIARA f/PETEY PABLO Goodies (LaFace/Zomba)	1282	+354	135969	4	66/5
24	25	NINA SKY Move Ya Body (Next Plateau/Universal)	1171	-24	135328	13	38/1
32	26	R. KELLY U Saved Me (Jive/Zomba)	1134	+263	132572	6	61/2
27	27	LIL' WAYNE Bring It Back (Cash Money/Universal)	1113	+8	99545	13	34/0
17	28	BRANDY f/KANYE WEST Talk About Our Love (Atlantic)	1074	-338	126012	12	62/0
25	29	R. KELLY Happy People (Jive/Zomba)	1022	-171	147491	19	63/0
28	30	B-BALL & MJG You Don't Want Drama (Bad Boy/Universal)	890	-138	95063	17	38/0
41	31	AKON f/STYLES P. Locked Up (SRC/Universal)	812	+154	131424	3	21/4
34	32	LUDACRIS Diamond In The Back (Def Jam South/IDJMG)	800	-33	60890	6	42/1
29	33	MOBB DEEP Got It Twisted (Violator/Zomba)	771	-173	103406	12	53/0
42	34	JILL SCOTT Golden (Hidden Beach/Epic)	764	+159	81918	2	50/2
Debut	35	NELLY My Place (Derrty/Fo' Reel/Universal)	728	+606	111044	1	71/70
38	36	J-KWON Hood Hop (So So Def/Zomba)	719	-19	55898	7	46/0
37	37	PRINCE Call My Name (Columbia)	716	-29	46045	9	46/0
39	38	CRIME MOB Knuck If You Buck (BME/Warner Bros./Reprise)	703	-11	51308	4	48/1
31	39	OUTKAST Roses (LaFace/Zomba)	666	-240	70718	20	56/0
44	40	NEW EDITION Hot 2 Nite (Bad Boy/Universal)	656	+125	73884	2	45/1
Debut	41	LENNY KRAVITZ f/JAY-Z Storm (Virgin)	626	+225	73288	1	48/4
35	42	YUNG WUN f/DMX, LIL' FLIP & DAVID BANNER Tear It Up (J/RMG)	560	-194	47989	14	35/0
40	43	BEYONCE' Naughty Girl (Columbia)	548	-145	59836	19	55/0
-	44	ANTHONY HAMILTON Charlene (So So Def/Zomba)	543	+127	44842	2	34/3
47	45	JUVENILE f/WACKO & SKIP Nolia Clap (Rap-A-Lot)	543	+63	53832	2	2/0
46	46	CHRISTINA MILIAN Dip It Low (Island/IDJMG)	517	+36	104858	3	19/2
49	47	KEVIN LYTTLE Turn Me On (Atlantic)	475	+11	122455	6	29/1
Debut	48	MARIO WINANS Never Really Was (Bad Boy/Universal)	446	+81	30791	1	35/0
Debut	49	PETEY PABLO f/RASHEEDA Vibrate (Jive/Zomba)	421	+5	25294	1	36/2
45	50	YOUNG ROME f/MARION After Party (Universal)	420	-80	36466	8	24/0

73 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 7/11-7/17. 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 (© 2004, The Arbitron Company). © 2004, R&R, Inc.

Most Added®

www.rradds.com

ARTIST TITLE LABEL(S)	ADDS
NELLY My Place (Derrty/Fo' Reel/Universal)	70
GUERRILLA BLACK f/BEENIE MAN Compton (Virgin)	42
SHAWNNA f/LUDACRIS Shake That Sh*t (DTP/Def Jam/IDJMG)	41
J. JONES f/GAME, CAM'RON & LIL' FLIP Certified... (Koch)	11
MARIO 18 (J/RMG)	9
TQ Right On (Hub/Lightyear)	9
URBAN MYSTIC Where Were You? (Sobe)	6
CIARA f/PETEY PABLO Goodies (LaFace/Zomba)	5
SHELLS Why I Love You (J/RMG)	5

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
NELLY My Place (Derrty/Fo' Reel/Universal)	+606
TERROR SQUAD Lean Back (Universal)	+485
LIL' FLIP Sunshine (Sucka Free/Loud/Columbia)	+393
CIARA f/PETEY PABLO Goodies (LaFace/Zomba)	+354
JADAKISS f/A. HAMILTON Why (Ruff Ryders/Interscope)	+309
R. KELLY U Saved Me (Jive/Zomba)	+263
LL COOL J Headsprung (Def Jam/IDJMG)	+243
LENNY KRAVITZ f/JAY-Z Storm (Virgin)	+225
TWISTA f/R. KELLY So Sexy (Atlantic)	+217
MONICA U Should've Known Better (J/RMG)	+206

New & Active

- GUERRILLA BLACK f/BEENIE MAN Compton (Virgin)
Total Plays: 290, Total Stations: 42, Adds: 42
- FANTASIA I Believe (J/RMG)
Total Plays: 277, Total Stations: 16, Adds: 1
- SHAWNNA f/LUDACRIS Shake That Sh*t (DTP/Def Jam/IDJMG)
Total Plays: 159, Total Stations: 42, Adds: 41
- URBAN MYSTIC Where Were You? (Sobe)
Total Plays: 146, Total Stations: 31, Adds: 6
- SHELLS Why I Love You (J/RMG)
Total Plays: 145, Total Stations: 22, Adds: 5
- TRUTH HURTS Ready Now (Pookie)
Total Plays: 142, Total Stations: 15, Adds: 0
- SHYNE More Or Less (Def Jam/IDJMG)
Total Plays: 134, Total Stations: 20, Adds: 1
- ADINA HOWARD Nasty Grind (Rufftown/Maybach)
Total Plays: 120, Total Stations: 9, Adds: 0
- CARL THOMAS My First Love (Bad Boy/Universal)
Total Plays: 119, Total Stations: 27, Adds: 2
- RENEGADE FOXX Anything That You Want (Still Hustlin')
Total Plays: 118, Total Stations: 14, Adds: 3

Songs ranked by total plays

Detailed station playlists for all R&R reporters are available on the web at www.radioandrecords.com.



Are you the hottest Hip-Hop jock in the country?

If so, send your tape, resume and references to Skip Cheatham, 621 NW 6th St, Grand Prairie, TX 75050.

If you've got the skills, show us. We want you at the #1 station in a top 5 market!



America's Best Testing Urban Songs 12 +
For The Week Ending 7/23/04

Artist Title (Label)	TW	LW	Famil.	Burn	Pers. 12-17	Pers. 18-24	Pers. 25-34
HOUSTON #CHINGY & NATE DOGG I Like That (Capitol)	4.19	4.15	82%	10%	4.03	4.13	3.80
USHER Confessions Part 2 (LaFace/Zomba)	4.18	4.25	98%	31%	4.01	4.11	3.75
LLOYD BANKS On Fire (Interscope)	4.13	4.11	89%	19%	4.09	4.16	3.89
TERROR SQUAD Lean Back (Universal)	4.13	4.19	79%	12%	4.09	4.11	4.06
USHER Burn (LaFace/Zomba)	4.10	4.27	100%	47%	3.96	4.15	3.45
JUVENILE Slow Motion (Cash Money/Universal)	4.10	4.24	93%	20%	4.03	4.14	3.76
NINA SKY Move Ya Body (Next Plateau/Universal)	4.04	3.95	91%	25%	4.00	4.16	3.61
LIL' FLIP Sunshine (Sucka Free/Loud/Columbia)	4.04	3.95	75%	9%	3.89	4.03	3.53
PETEY PABLO Freak-A-Leek (Jive/Zomba)	4.02	4.07	97%	39%	3.91	4.01	3.64
TWISTA Overnight Celebrity (Atlantic)	3.99	4.04	95%	41%	4.06	4.09	3.98
MOBB DEEP Got It Twisted (Violator/Zomba)	3.99	3.97	67%	11%	4.02	3.91	4.24
KANYE WEST Jesus Walks (Roc-A-Fella/IJMG)	3.97	3.91	87%	19%	3.91	3.96	3.79
YING YANG TWINS Whats Happnint (TVT)	3.97	3.91	73%	16%	3.75	3.81	3.60
TWISTA #R. KELLY So Sexy (Atlantic)	3.96	3.94	68%	11%	3.85	3.85	3.83
ALICIA KEYS Diary (J/RMG)	3.92	3.96	64%	14%	3.93	3.97	3.80
ALICIA KEYS If I Ain't Got You (J/RMG)	3.88	3.95	96%	37%	3.84	3.89	3.68
MONICA U Should've Known Better (J/RMG)	3.88	3.94	73%	17%	3.72	3.93	3.16
M. WINANS #YENYA... I Don't... (Bad Boy/Universal)	3.80	3.77	97%	55%	3.83	3.90	3.64
LLOYD #ASHANTI Southside (Murder Inc./Def Jam/IJMG)	3.80	3.78	80%	21%	3.50	3.65	3.13
OUTKAST Roses (LaFace/Zomba)	3.76	3.66	99%	50%	3.76	3.82	3.61
SLUM VILLAGE Selfish (Barak/Capitol)	3.76	3.78	60%	14%	3.77	3.91	3.54
T.I. Let's Get Away (Grand Hustle/American)	3.75	-	48%	8%	3.63	3.70	3.50
MASE Welcome Back (Bad Boy/Universal)	3.73	3.82	76%	15%	3.55	3.56	3.52
LIL' WAYNE Bring It Back (Cash Money/Universal)	3.70	-	48%	9%	3.57	3.66	3.23
YOUNG BUCK Let Me In (Interscope)	3.66	-	50%	10%	3.57	3.50	3.69
JAY-Z 99 Problems (Roc-A-Fella/IJMG)	3.63	3.66	94%	35%	3.56	3.54	3.60
LIL SCRAPPY No Problem (BME/Reprise)	3.60	3.43	49%	12%	3.34	3.52	3.03
BRANDY #KANYE WEST Talk About Our Love (Atlantic)	3.58	3.62	85%	23%	3.45	3.51	3.27
8-BALL & MJG You Don't Want Drama (Bad Boy/Universal)	3.51	3.32	55%	15%	3.43	3.29	3.63

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 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.

GOSPEL Top 30

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART	TOTAL STATIONS
-	1	TONEX Make Me Over (Verity)	307	-	-	11/4
-	2	FRED HAMMOND Celebrate (He Lives) (Verity)	303	-	-	12/3
-	3	KIERRA SHEARD You Don't Know (EMI Gospel)	211	-	-	11/4
-	4	WILLIAMS BROTHERS I'm Still Here (Blackberry)	178	-	-	8/3
-	5	CECE WINANS Hallelujah Praise (Wellspring/Capitol)	174	-	-	5/1
-	6	ISRAEL AND NEW BREED Another... (Integrity/Vertical)	173	-	-	6/1
-	7	TONEX #KIRK FRANKLIN Since Jesus Came (Verity)	166	-	-	6/0
-	8	R. KELLY U Saved Me (Jive/Zomba)	158	-	-	8/2
-	9	RICKY DILLARD Take Me Back (Crystal Rose)	148	-	-	6/2
-	10	ISRAEL AND NEW BREED Rejoice (Integrity/Vertical)	147	-	-	6/2
-	11	STEPHEN HURD Undignified Praise... (Integrity)	147	-	-	7/2
-	12	MARVIN SAPP You Are God Alone (Verity)	146	-	-	4/1
-	13	NEW BIRTH TOTAL PRAISE... Suddenly (EMI Gospel)	143	-	-	6/0
-	14	NEW DIRECTION I'm Gonna Wave... (Gospo Centric)	141	-	-	6/3
-	15	ISRAEL AND NEW BREED Again I... (Integrity/Vertical)	135	-	-	4/0
-	16	K. WONDERBOY JOHNSON Let Go And Let God (Verity)	134	-	-	9/4
-	17	D. LAWRENCE & TRI-CITY... Restoring... (EMI Gospel)	124	-	-	5/1
-	18	WILLIAM MURPHY, III Worship Experience (Verity)	121	-	-	5/0
-	19	J. HICKS & VOICES... Blessed... (World Wide Gospel)	116	-	-	6/3
-	20	DOROTHY NORWOOD Praise In The Temple (Malaco)	115	-	-	6/3
-	21	BEYONCE' He Still Loves Me (Columbia)	110	-	-	5/1
-	22	EDDIE BRADFORD Too Close To The Mirror (Tyscot)	102	-	-	5/2
-	23	MIN. TIMOTHY BRITTEN Can't Nobody Do... (JDI)	99	-	-	8/3
-	24	SHIRLEY CAESAR #KIRK FRANKLIN I'm Ready (Word)	92	-	-	3/1
-	25	KAREN CLARK-SHEARD We Acknowledge You (Atlantic)	90	-	-	3/1
-	26	RIZEN It Will Come To Pass (Light)	88	-	-	4/1
-	27	DEANDRE PATTERSON Give Him Glory (Tyscot)	86	-	-	6/1
-	28	L. CAMPBELL & SPIRIT... There Is... (EMI Gospel)	81	-	-	5/0
-	29	7 SONS OF SOUL Run On (Verity)	80	-	-	3/1
-	30	TYE TRIBBETT Superstar (Sony Gospel/Columbia)	77	-	-	3/0

16 Gospel reporters. Songs ranked by total plays for the airplay week of Sunday 7/11 - Saturday 7/17.
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Reporters

WAJZ/Albany, NY*
PD: Roger Beer
APD: Wanda Womack
MD: Heather Berman
4 SHELLS
2 NELLY
1 MARIO
SHAWNNA #LUDACRS

KEDG/Alexandria, LA
MD: Jay Simpson
APD: Wade Hamilton
1 THORO

WHTA/Atlanta, GA*
PD: Jerry Shubert
APD: Shaquita Shivers
MD: Rosemarie Coleman
21 JADASSIS VANTHONY HAMILTON
7 NELLY
5 CHARA #PRETAY PABLO

WVEE/Atlanta, GA*
PD: Tony Brown
MD: Tasha Love
2 HOUSTON #CHINGY & NATE DOGG

WFXA/Augusta, GA*
MD: Ron Thomas
17 NELLY
1 SHAWNNA #LUDACRS
1 GUERILLA BLACK #VEEBEE MAN

WPBW/Augusta, GA*
PD: Tim "Fats" Scott
MD: Isis
26 NELLY
3 GUERILLA BLACK #VEEBEE MAN
SHAWNNA #LUDACRS

WFRQ/Baltimore, MD*
PD: Victor Siler
APD: Mike Nemco
50 NELLY
31 #LUDACRS
20 AKON #STYLES P.
3 CHARA #PRETAY PABLO

WEMX/Baton Rouge, LA*
PD: T-2
MD: Koot DJ Sepa Mills
14 R. NELLY
5 #LUDACRS
1 GUERILLA BLACK #VEEBEE MAN
3 MARIO
JIM JONES #GAME, CAMFRON & LIL' FLIP
SHAWNNA #LUDACRS

WUJW/Bidox, MS*
MD: Walter Brown
APD: Terrence Sims
12 NELLY
10 CHARA #PRETAY PABLO
NELLY
1 GUERILLA BLACK #VEEBEE MAN

WJZD/Bidox, MS*
PD: Rob Hill
4 NELLY
4 SHAWNNA #LUDACRS
1 THORO

WBOT/Boston, MA*
PD: Lester "Lobo" Robinson
2 NELLY

WBLB/Buffalo, NY*
PD: Chris Reynolds
29 NELLY

WSSP/Charleston, SC*
MD: Jay Pharo
APD: Michael Higgins
APD: Key "The Boss" Sharrif
No Adds

WMMW/Charleston, SC*
MD: Terry Kease
MD: Yonni Black
33 NELLY
7 GUERILLA BLACK #VEEBEE MAN
1 SHAWNNA #LUDACRS
JIM JONES #GAME, CAMFRON & LIL' FLIP
MARIO
URBAN MYSTIC

WPEG/Charlotte*
PD: Tim Gray
MD: Deon Cole
22 NELLY
7 GUERILLA BLACK #VEEBEE MAN
SHAWNNA #LUDACRS

WJIT/Charlottesville, TN*
PD: Keith Landwehr
MD: #LUDACRS
3 SHAWNNA #LUDACRS
3 SHAWNNA #LUDACRS
MARIO
NELLY
JIM JONES #GAME, CAMFRON & LIL' FLIP

WGCI/Chicago, IL*
APD: Eloy Smith
APD: Tiffney Green
4 NINA SKY
21 JUSTICE
3 CHARA #PRETAY PABLO
JOHN LEGEND

WPWJ/Chicago, IL*
PD: Jay Alan
MD: Shaunta Williams
47 SHAWNNA #LUDACRS
15 NELLY
14 GUERILLA BLACK #VEEBEE MAN

WZLZ/Cincinnati, OH*
PD: Terri Thomas
MD: Greg Williams
5 NELLY

WENZ/Cleveland, OH*
MD: Eddie Bawer
APD: Jaden
5 JADASSIS VANTHONY HAMILTON
NELLY

WHXT/Columbus, SC*
PD: Chris Conors
MD: Shaunta Williams
4 TOWN SUNSHINE #P. DIDDY & DIRTBAG
3 NELLY
JIM JONES #GAME, CAMFRON & LIL' FLIP
GUERILLA BLACK #VEEBEE MAN
SHAWNNA #LUDACRS

WBTB/Columbia, SC*
MD: L.J. Smith
APD: Ron Anthony
LENNY #KWATZ #JAY-Z
NELLY

WFXE/Columbus, GA
Sales Manager: Angela Verdugo
MD: Cheryl Davis
11 GUERILLA BLACK #VEEBEE MAN
13 GUERILLA BLACK #VEEBEE MAN
13 GUERILLA BLACK #VEEBEE MAN
13 GUERILLA BLACK #VEEBEE MAN

WCOX/Columbus, OH*
PD: Paul Strong
MD: Warren Simons
13 GUERILLA BLACK #VEEBEE MAN
11 NELLY

KKDA/Dallas, TX*
MD: Skip Cheatham
33 NELLY

WDTJ/Detroit, MI*
PD: Earl Smith
3 NELLY
1 LENNY #KWATZ #JAY-Z

WJLB/Detroit, MI*
PD: KJ Holiday
APD: Mike Kelley
13 NELLY
3 JUSTICE
4 JADASSIS VANTHONY HAMILTON
GUERILLA BLACK #VEEBEE MAN

WJLW/Durban, AL
MD: Jay Wilson
APD: Terry Black
12 TOWN SUNSHINE #P. DIDDY & DIRTBAG
10 NELLY
7 THORO

WZZF/Fayetteville, NC*
MD: Mike Tech
1 NELLY

WTMG/Gainesville, FL*
PD: Scott Hinds
APD: Terence Sims
5 NELLY
4 GUERILLA BLACK #VEEBEE MAN
1 TO
SHAWNNA #LUDACRS
MARIO
THORO

WHSK/Greenville, NC*
PD: B. Kirkland
No Adds

WJWZ/Greenville, SC*
MD: Tony Fields
APD: Karon Simms
MD: Deon Davis
NELLY

WBTW/Lexington, KY*
PD: Steve Siler
14 NELLY
3 GUERILLA BLACK #VEEBEE MAN
3 URBAN MYSTIC
2 SHAWNNA #LUDACRS
CAROL THOMAS

WEPH/Hartford, CT*
PD: Nicole S.
3 NELLY

WJMJ/Jackson, MS*
MD: Stan Brunson
APD: Alan Harris
13 GUERILLA BLACK #VEEBEE MAN
13 TO
JIM JONES #GAME, CAMFRON & LIL' FLIP
MARIO
SHAWNNA #LUDACRS

WRJH/Jackson, MS*
PD: Mark Gunn
MD: Gerald Harrison
10 NELLY

WFBM/Macon, GA
MD: Ralph Mechum
TO
6 THORO

WBBB/Macon, GA
MD: Clark Williams
7 PETER PABLO #VASHDEDA
5 NELLY

WHRK/Memphis, TN*
PD: Nate Bell
APD: Devin Steel
9 NELLY
1 SHAWNNA #LUDACRS
GUERILLA BLACK #VEEBEE MAN
TO
SHAWNNA #LUDACRS

WEDR/Miami, FL*
PD: George "Oco" Cook
32 NELLY
1 SHAWNNA #LUDACRS
3 GUERILLA BLACK #VEEBEE MAN
1 SHAWNNA #LUDACRS
RITZY #PAULI #STAGHEDDA

WMBB/Miami, FL*
MD: Rob Roberts
PD: Don Demoreaux
MD: Demetria Demare
NELLY

KIZK/Minneapolis, MN
MD: The Barber/Bitter
51 #LUDACRS
4 JADASSIS VANTHONY HAMILTON
34 MARIO
3 ANANT
21 T.I.
1 LIL' SCRAPPY
20 USHER #LUDACRS & LIL' JON
AKON #STYLES P.
FABOLOUS
NELLY

KIRO/Modesto, LA*
MD: John Smith
15 URBAN MYSTIC
1 NELLY
1 R. KELLY
JIM JONES #GAME, CAMFRON & LIL' FLIP
SHAWNNA #LUDACRS

WDMR/Montgomery, AL*
MD: David Lewis
APD: Darrel Holt
3 NELLY
3 SHAWNNA #LUDACRS
GUERILLA BLACK #VEEBEE MAN

WZFH/Montgomery, AL
MD: Michael Long
PD: Darrel Holt
42 T.I.
25 JADASSIS VANTHONY HAMILTON
4 NELLY
1 SHAWNNA #LUDACRS

WVPL/Masville, TN*
MD: Rick Walker
10 GUERILLA BLACK #VEEBEE MAN
9 NELLY
SHAWNNA #LUDACRS
SHILLS

KKBT/Los Angeles, CA*
PD: Bob Scarpino
MD: Yavonda Stuart
15 GUERILLA BLACK #VEEBEE MAN
8 NELLY

WQZB/Louisville, KY*
PD: Mark Gunn
MD: Gerald Harrison
10 NELLY

WFBM/Macon, GA
MD: Ralph Mechum
TO
6 THORO

WBBB/Macon, GA
MD: Clark Williams
7 PETER PABLO #VASHDEDA
5 NELLY

WHRK/Memphis, TN*
PD: Nate Bell
APD: Devin Steel
9 NELLY
1 SHAWNNA #LUDACRS
GUERILLA BLACK #VEEBEE MAN
TO
SHAWNNA #LUDACRS

WEDR/Miami, FL*
PD: George "Oco" Cook
32 NELLY
1 SHAWNNA #LUDACRS
3 GUERILLA BLACK #VEEBEE MAN
1 SHAWNNA #LUDACRS
RITZY #PAULI #STAGHEDDA

WMBB/Miami, FL*
MD: Rob Roberts
PD: Don Demoreaux
MD: Demetria Demare
NELLY

KIZK/Minneapolis, MN
MD: The Barber/Bitter
51 #LUDACRS
4 JADASSIS VANTHONY HAMILTON
34 MARIO
3 ANANT
21 T.I.
1 LIL' SCRAPPY
20 USHER #LUDACRS & LIL' JON
AKON #STYLES P.
FABOLOUS
NELLY

KIRO/Modesto, LA*
MD: John Smith
15 URBAN MYSTIC
1 NELLY
1 R. KELLY
JIM JONES #GAME, CAMFRON & LIL' FLIP
SHAWNNA #LUDACRS

WDMR/Montgomery, AL*
MD: David Lewis
APD: Darrel Holt
3 NELLY
3 SHAWNNA #LUDACRS
GUERILLA BLACK #VEEBEE MAN

WZFH/Montgomery, AL
MD: Michael Long
PD: Darrel Holt
42 T.I.
25 JADASSIS VANTHONY HAMILTON
4 NELLY
1 SHAWNNA #LUDACRS

WVPL/Masville, TN*
MD: Rick Walker
10 GUERILLA BLACK #VEEBEE MAN
9 NELLY
SHAWNNA #LUDACRS
SHILLS

WQWU/New Orleans, LA*
MD: Carla Boatner
APD: Angela Watson
21 SHAWNNA #LUDACRS
CHRISTINA #MILAN

WELS/New York, NY*
PD: Vanny Brown
MD: James Whamack
2 NELLY

WWPR/New York, NY*
MD: Marc Holowick
12 NELLY

WOJN/Norfolk, VA*
MD: Eric Mychalas
14 NELLY
2 GUERILLA BLACK #VEEBEE MAN
URBAN MYSTIC

KVSP/Oklahoma City, OK*
PD: Terry Hinds
MD: Bryant McCabe
20 GUERILLA BLACK #VEEBEE MAN
1 NELLY
SHAWNNA #LUDACRS

KBLR/Omaha, NE*
MD: Ernest McCaleb
12 NELLY
5 GUERILLA BLACK #VEEBEE MAN
1 SHAWNNA #LUDACRS
FANTASIA
10

WUSL/Philadelphia, PA*
PD: Tim Gilliam
MD: Cole-Lisa Kimberling
21 NELLY
14 NELLY

WAMD/Pittsburgh, PA*
MD: George "Oco" Cook
MD: Katie Wrod
28 NELLY
2 GUERILLA BLACK #VEEBEE MAN
URBAN MYSTIC
SHAWNNA #LUDACRS

WQOK/Raleigh, NC*
PD: Cy Thomas
MD: Shamus Alexander
1 JILL SCOTT
1 NELLY

WBTJ/Richmond, VA*
MD: Jesse Howard
APD: Mike Street
NELLY

WDDK/Richmond, VA*
MD: Reggie Baker
21 NELLY
SHAWNNA #LUDACRS

WDDK/Rochester, NY*
MD: James Howard
APD: Jim Jordan
MD: Terri Spence
NELLY

WEAS/Savannah, GA
PD: Sam Hinton
APD: Mike Cabana
20 GUERILLA BLACK #VEEBEE MAN
1 NELLY

KBST/Shreveport, LA*
MD: Saunee Echols
18 SHAWNNA #LUDACRS
REBECCA #DORIS
GUERILLA BLACK #VEEBEE MAN
RITZY #PAULI #STAGHEDDA
NELLY
NELLY
LITTLE

KKKS/Shreveport, LA*
MD: Mike Sauters
NELLY
3 T.I.
1 SHAWNNA #LUDACRS
GUERILLA BLACK #VEEBEE MAN
REBECCA #DORIS
NELLY

KHLL/Shreveport, LA*
MD: Eddie Brown
MD: Jaden
3 SHAWNNA #LUDACRS
GUERILLA BLACK #VEEBEE MAN
URBAN MYSTIC

KATZ/S. Louis, MO*
MD: Chuck Alden
MD: Daniel Stone
17 GUERILLA BLACK #VEEBEE MAN

WFUN/S. Louis, MO*
MD: Craig Black
2 YOUNG BUCK

WUSL/Philadelphia, PA*
PD: Tim Gilliam
MD: Cole-Lisa Kimberling
21 NELLY
14 NELLY

WAMD/Pittsburgh, PA*
MD: George "Oco" Cook
MD: Katie Wrod
28 NELLY
2 GUERILLA BLACK #VEEBEE MAN
URBAN MYSTIC
SHAWNNA #LUDACRS

WQOK/Raleigh, NC*
PD: Cy Thomas
MD: Shamus Alexander
1 JILL SCOTT
1 NELLY

WBTJ/Richmond, VA*
MD: Jesse Howard
APD: Mike Street
NELLY

WDDK/Richmond, VA*
MD: Reggie Baker
21 NELLY
SHAWNNA #LUDACRS

WDDK/Rochester, NY*
MD: James Howard
APD: Jim Jordan
MD: Terri Spence
NELLY



R&R asks radio DJs for the hottest records jumping off.

tha JUMP off



Latone Heart

Latone Heart

Mixer/Night Jock, KTCX/Beaumont, TX

Nelly's "Flap Your Wings" (Interscope): It's getting hot in here! Nelly drops a new summer record that is heating up the dance floors. • **LL Cool J's "Headsprung"** (Def Jam/IDJMG): This is ridiculous. I don't know if anyone can re-create LL's old sound better than Timbaland — and LL has been rhyming for 20 years! • **Young Jeezy's "Over Here"** (Def Jam/IDJMG): A new joint and artist that will get the club crunk. Check out the flow by Bun B, who is one of the hottest MCs in the South. • **Crime Mob's "Knuck If You Buck"** (BME/Warner): Another Atlanta import that is keeping the crunk scene strong. This record will have the whole crowd shouting out. • **Young Bleed featuring Lil Boosie's "Do It Big"** (Independent): If you step into any of the clubs in Louisiana or Texas, you will hear the chorus of "I smoke/I drink/I'm supposed to stop, but I can't." The hook is so addictive, you'll be singing it in the shower.

Gerald McSwain
PD, WYNN/Florence, SC



In May WYNN/Florence, SC had its first Doug Banks Jam Session.

We held it at the Florence Civic Center and had more than 1,500 people attend. The jam session takes place on Thursday night, and then Doug and the crew — DeDe and Coco Budda — come in and broadcast their national show from our studios on Friday morning.

The concert featured Jagged Edge, Young Gunz, Rel and Allen Anthony. It sold out in a matter of hours. • For Florence, this was a pretty big event, mainly because the civic center doesn't do many urban shows, let alone music shows in general anymore. This was so successful, though, that we feel we'll be doing more great things with them for the fall. • All summer we've also been holding our Fat Tuesdays. That's where we show up at a different sponsor's location every Tuesday and invite the listeners down for free food and music provided by WYNN. Our personalities are on hand, and the listeners have a great time. It also is very popular with our clients, because it brings traffic through their stores. We've been everywhere from car dealerships to a recording studio to a mobile home dealer.

Coming up for the fall, we plan to hold our annual Back-to-School Block Parties. We invite listeners down for a free cookout in their neighborhood, and all we ask of them is to bring donations of school supplies for needy students. Every year McDonald's sponsors the book bags (which have McDonald's and WYNN logos on them), and we fill them with donated pencils, notebooks and all the supplies kids need. We then work with the schools and community organizations to get these bags to those kids who are most in need.



ARTIST: LL Cool J
LABEL: Def Jam/IDJMG
CURRENT PROJECT: *DEFinition*
IN STORES: Aug. 31
CURRENT SINGLE: "Headsprung"
HOMETOWN: Queens, NY
BIRTHDAY: Jan. 14, 1968

By DANA HALL/URBAN EDITOR

Personal Stats: At the age of 33, James Todd Smith, a.k.a. LL Cool J, has spent almost 20 years of his life as a recording artist. His 1985 debut, *Radio*, was the first album to be released by then-fledgling rap label Def Jam. Both the label and the artist would go on to make music-industry history.

In an era when career longevity seems to be nonexistent for many acts, LL Cool J has stood the test of time while evolving as an artist, writer and performer. He's the first rapper to earn six consecutive platinum-selling albums. He's received two Grammys over the course of his career and earned countless other nominations and recognition from a number of music-industry and consumer organizations.

Early in his career as a rap artist, LL appeared in several films, including the hip-hop cult favorite *Krush Groove*, where he performed his first hit single, "Radio." Since then he's appeared in his own television series, 1995's *In the House*, and 19 films, two of which are currently in production: *Slow Burn*, due out later this year, and *Edison*, which will be released in 2005.

In 1998 LL discussed giving up his music career to focus on his acting, but he soon decided that his heart was still in music. He later penned his autobiography, *I Make My Own Rules*, which de-



tailed his difficult childhood. Married to his high school sweetheart, with three children, LL has earned the respect and admiration of his fans, his peers and the music industry.

Discography: *Radio* (1985); *Bigger and Deffer* (1987); *Walking With a Panther* (1989); *Mama Said Knock You Out* (1990); *14 Shots to the Dome* (1993); *Mr. Smith* (1995); *All World* (1996); *Phenomenon* (1997); *G.O.A.T. (Greatest of All Time)* (2001); *DEFinition* (2004)

The Album: His tenth album, *DEFinition*, shows that LL can transcend time. Helping out with production are Trackmasters and The Neptunes. LL says that each producer "helps me execute my vision as an artist." He's spent more than a year in the studio creating songs that former Def Jam President Kevin Liles says "transcend time periods." Liles continues, "Throughout his career, he has reinvented himself while staying true to who he is. When he raps, he is still thinking about the girls who have his picture on the wall, as well as the cats who know he's been through it all."

See him: July 24, Chicago; July 31, Las Vegas; Aug. 8, San Francisco. Also in the film *Slow Burn*, due out this fall.

Urban AC Reporters

Stations and their adds listed alphabetically by market

WKSP/Augusta, GA*
OM: Mike Kramer
PD/M/D: Tim "Felix" Smith
Promotions Director/D: Cher Best
1 BOBEY JAMES 13LAL
REGINA BELLE
WELL DOWNING

WWIN/Baltimore, MD*
PD: Tim Watts
AP/D: Keith Fisher
7 JUL SCOTT

KOXL/Baton Rouge, LA*
OM: Jeff Jarrigan
PD/M/D: Migs Vernon
STEPHANIE MILLS
NO CONTACT

WBHK/Birmingham, AL*
OM/PD: Jay Dixon
AP/D: Cheryl Johnson
72 ALICIA KELYS
19 TAMARA
1 LUTHER VANDROSS W/ REYONCE'

WMGL/Charleston, SC*
OM/PD: Terry Base
MD: TK Jones
STEPHANIE MILLS
REGINA BELLE

WXST/Charleston, SC*
OM: John Anthony
PD/M/D: Michael Lee
NO CONTACT

WBVA/Charlotte*
PD/M/D: Terr Avery
10 FATIGATA

WVAZ/Chicago, IL*
OM/PD: Evey Smith
AP/D: Armando Rivera
NO ADDS

WZAK/Cleveland, OH*
OM/PD: Kim Johnson
MD: Bobby Rich
NO ADDS

WLXK/Columbia, SC*
PD: Deay Williams
STEPHANIE MILLS
NO CONTACT

WVDN/Columbia, SC*
PD: Mike Love
MD: Lari Mack
ST GEORGE
STEPHANIE MILLS
NO CONTACT

WAGH/Columbus, GA
OM: Brian Wilcox
PD/M/P: Queen Richeese
MD: Edward Lewis
NO CONTACT

WRNB/Dayton, OH*
NO ADDS

WHXD/Detroit, MI*
OM: KJ Holby
PD: Jamillah Muhammad
AP/D: Gerald Stevens
MD: Sheila Little
NO ADDS

WUUS/Fayetteville, NC*
PD: Carroll Davis
MD: Calvin Pea
ST GEORGE
BILLY
NO CONTACT

WFLM/Ft. Pierce, FL*
OM/PD: Mike James
BILLY
NO CONTACT
ALYSON WILLIAMS

WQMG/Greensboro, NC*
PD/M/D: AC Stone
NO ADDS

KNMQ/Houston, TX*
OM: Tom Calocacci
PD/M/D: Sam Choico
NO ADDS

WTLF/Indianapolis, IN*
PD: Brian Wallace
AP/D: Garth Adams
1 BOYZ II MEN
TAMARA GRAY

WJXX/Jackson, MS*
PD: Steve Puckett
CLAUDIO BROWN EDOKO ALJANDRO
STEPHANIE MILLS
REGINA BELLE

WKUJ/Jackson, MS*
OM/PD: MD: Stan Branson
NO ADDS

WSOL/Jacksonville, FL*
PD/M/D: KJ Brooks
NO ADDS

KNJK/Kansas City, MO*
OM: Jim Kennedy
PD: Jerald Jackson
MD: Tony Michaels
NO ADDS

KNEX/Lafayette, LA*
PD/M/D: John Kramel
STEPHANIE MILLS
NO CONTACT

KOKY/Little Rock, AR*
OM: Joe Bealer
PD: Ann Cordell
1 INCONTACT
STEPHANIE MILLS
BILLY

KULH/Los Angeles, CA*
PD/M/D: Andrea Susetti
BILLY

WRBQ/Macon, GA
PD/M/D: Chae Williams
7 INCONTACT

KJMS/Memphis, TN*
PD: Robin Britt
AP/D: Susan Collier
6 BOYZ II MEN

WHDJ/Miami, FL*
PD: Derrick Brown
AP/D: Karen Vaughn
NO ADDS

WJMR/Milwaukee, WI*
PD/M/D: Larr James
NO ADDS

WDLT/Mobile, AL*
PD: Steve Crambley
MD: Kathy Barlow
TAMARA
REGINA BELLE
NO CONTACT

WQOK/Nashville, TN*
OM: Derrick Corbell
NO ADDS

WYBC/New Haven, CT*
OM: Wayne Schmidt
PD/M/D: Ann Cordell
AP/D: Angela Matorra
3 TAMARA GRAY

WYLD/New Orleans, LA*
OM: Carle Beuter
PD: AJ Appleberry
NO ADDS

WRKS/New York, NY*
OM: John Mellan
PD: Tony Beasley
MD: Julie Gortines
NO ADDS

WKUS/Norfolk, VA*
OM/PD: Eric Byshaeets
NO ADDS

WKOL/Norfolk, VA*
OM: Dick Lamb
PD/M/D: Don London
12 JUL SCOTT
BOYZ II MEN

WCFB/Olando, FL*
PD: Steve Hallerback
BRUAN WOODGHT

WDAS/Philadelphia, PA*
OM: Tina Mitchell
PD: Joe Tamburro
AP/D: Je Gamble
NO ADDS

WFXC/Raleigh, NC*
PD: Cy Young
AP/D: Jill Berry
12 AMTA BAKER
6 JOE

WKJS/Richmond, VA*
OM/PD/M/D: Kevin Gardner
NO ADDS

WVBE/Roanoke, VA*
PD/M/D: Wes Ford
ST GEORGE
BILLY

WLVI/Savannah, GA
OM: Brad Kelly
PD/M/D: Gary Young
AP/D: Jerald Carter
12 AUNTIE
12 B BILLY
1 LUTHER VANDROSS
7 HEATHER HEADLEY

*Monitored Reporters
48 Total Reporters
45 Total Monitored
3 Total Indicator

KNMJ/St. Louis, MO*
OM/PD: Chuck Atkins
NO ADDS

WIMX/Toledo, OH*
PD: Randy Love
MD: Brandi Browne
STEPHANIE MILLS
NO CONTACT

WHUR/Washington, DC*
PD/M/D: Rene Robinson
BOYZ II MEN
REGINA BELLE
NO CONTACT

WMMJ/Washington, DC*
PD: Kathy Brown
MD: Mike Chase
4 TAMARA GRAY

POWERED BY MEDIABASE

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (90)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
2	1	LUTHER VANDROSS Think About You (J/RMG)	1107	+5	154275	35	45/0
1	2	TEENA MARIE Still In Love (Cash Money/Universal)	1035	-112	130777	22	44/0
5	3	PRINCE Call My Name (Columbia)	1020	+76	96591	10	43/0
3	4	ALICIA KEYS If I Ain't Got You (J/RMG)	1001	-71	126700	21	41/0
9	5	ANITA BAKER You're My Everything (Blue Note/Virgin)	994	+232	121135	4	44/1
4	6	R. KELLY Happy People (Jive/Zomba)	990	-80	120688	18	17/0
8	7	ALICIA KEYS Diary (J/RMG)	816	+23	91991	7	34/1
7	8	USHER Burn (LaFace/Zomba)	790	-99	92005	14	12/0
6	9	PATTI LABELLE New Day (Def Soul/IDJMG)	772	-151	93490	18	42/0
13	10	JILL SCOTT Golden (Hidden Beach/Epic)	630	+149	61728	6	40/2
10	11	KEM Love Calls (Motown/Universal)	567	-35	66026	76	35/0
12	12	JOE Priceless (Jive/Zomba)	496	-3	40026	8	36/1
11	13	AVANT Don't Take Your Love Away (Geffen)	467	-46	55309	19	17/0
15	14	BRIAN MCKNIGHT What We Do Here (Motown)	444	+6	34933	4	41/1
14	15	LASHELL GRIFFIN Free (Epic)	436	-31	30253	11	27/0
18	16	LUTHER VANDROSS W/ BEYONCÉ The Closer I Get To You (J/RMG)	399	+26	28121	12	36/1
17	17	MONICA U Should've Known Better (J/RMG)	391	+15	32031	13	18/0
24	18	BOYZ II MEN What You Won't Do For Love (MSM/Koch)	340	+79	28021	2	32/4
16	19	MARIO WINANS #IENYA & P. OIOOY I Don't Wanna Know (Bad Boy/Universal)	328	-77	20503	12	11/0
23	20	JANET JACKSON R&B Junkie (Virgin)	283	-8	25616	3	27/0
26	21	BONEY JAMES #BILAL Better With Time (Warner Bros.)	25E	+10	24261	3	26/1
22	22	TAMIA Questions (Atlantic)	24E	-50	16395	17	22/1
21	23	ANGIE STONE I Wanna Thank Ya (J/RMG)	248	-54	22386	10	27/0
30	24	FANTASIA I Believe (J/RMG)	246	+61	15982	2	20/1
27	25	R. KELLY U Saved Me (Jive/Zomba)	246	+4	37053	5	5/0
20	26	RUBEN STUDDARD What If (J/RMG)	233	-76	18744	15	25/0
29	27	VAN HUNT Down Here In Hell (With You) (Capitol)	231	+39	16280	2	21/0
28	28	WILL DOWNING Rhythm Of U & Me (GRP/VMG)	226	+16	16893	6	21/1
25	29	TEMPTATIONS Something Special (Motown/Universal)	202	-57	10018	8	19/0
19	30	CARL THOMAS Make It Alright (Bad Boy/Universal)	192	-127	42680	14	17/0

45 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 7/11-7/17. 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 (© 2004, The Arbitron Company). © 2004, R&R, Inc.

New & Active

TAMYRA GRAY Raindrops Will Fall (19/Sobe)

Total Plays: 188, Total Stations: 26, Adds: 3

GLADYS KNIGHT #EDESIO ALEJANDRO Feelin' Good (Vacilon) (Pyramid)

Total Plays: 134, Total Stations: 14, Adds: 1

TAMIA Still (Atlantic)

Total Plays: 127, Total Stations: 17, Adds: 1

RICKY FANTE It Ain't Easy (Virgin)

Total Plays: 116, Total Stations: 14, Adds: 0

AMEL LARRIEUX For Real (Bliss Life)

Total Plays: 93, Total Stations: 6, Adds: 0

KIM WATERS Love's Theme (Shanachie)

Total Plays: 65, Total Stations: 10, Adds: 0

REGINA BELLE For The Love Of You (Peak)

Total Plays: 52, Total Stations: 20, Adds: 5

ST. GEORGE Let's Get Together (Unity)

Total Plays: 19, Total Stations: 9, Adds: 3

STEPHANIE MILLS Healing Time (JM/Lightyear)

Total Plays: 13, Total Stations: 9, Adds: 8

NELLY My Place (Derrty/Fo' Reel/Universal)

Total Plays: 13, Total Stations: 5, Adds: 5

Most Added*

www.rradds.com

ARTIST TITLE LABEL(S)	ADDS
INCOGNITO True To Myself (Narada)	11
STEPHANIE MILLS Healing Time (JM/Lightyear)	8
REGINA BELLE For The Love Of You (Peak)	5
NELLY My Place (Derrty/Fo' Reel/Universal)	5
BOYZ II MEN What You Won't Do For Love (MSM/Koch)	4
TAMYRA GRAY Raindrops Will Fall (19/Sobe)	3
ST. GEORGE Let's Get Together (Unity)	3
JILL SCOTT Golden (Hidden Beach/Epic)	2

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
ANITA BAKER You're My Everything (Blue Note/Virgin)	+232
JILL SCOTT Golden (Hidden Beach/Epic)	+149
TAMYRA GRAY Raindrops Will Fall (19/Sobe)	+104
BOYZ II MEN What You Won't Do For Love (MSM/Koch)	+79
PRINCE Call My Name (Columbia)	+76
USHER Confessions Part 2 (LaFace/Zomba)	+72
FANTASIA I Believe (J/RMG)	+61
P. LABELLE & R. ISLEY Gotta Go Solo (Def Soul/IDJMG)	+61
ARETHA FRANKLIN Wonderful (Arista/RMG)	+55
OUTKAST The Way You Move (LaFace/Zomba)	+50

Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
SMOKIE NORFUL I Need You Now (EMI Gospel)	376
BEYONCÉ Me, Myself And I (Columbia)	360
MUSIQ Whoknows (Def Soul/IDJMG)	324
RUBEN STUDDARD Sorry 2004 (J/RMG)	285
OUTKAST The Way You Move (LaFace/Zomba)	263
ALICIA KEYS You Don't Know My Name (J/RMG)	242
ANTHONY HAMILTON Charlene (So So Def/Zomba)	234
LUTHER VANDROSS Dance With My Father (J/RMG)	208
R. KELLY Step In The Name Of Love (Jive/Zomba)	196
WILL DOWNING A Million Ways (GRP/VMG)	190

Detailed station playlists for all R&R reporters are available on the web at www.radioandrecords.com.

Songs ranked by total plays

TARGET YOUR LISTENERS.

www.getntr.com

PREMIERE INNOVATIVE MARKETING



KEAN/Abiene, TX
OM: James Cameron
PD/M: Rudy Fernandez
APD: Stacy Hill
No Ads

WOMX/Akron, OH*
OM/PD: Kevin Mason
APD: Ken Steel
No Ads

WONA/Albany, NY*
PD: Buzz Brindle
MD: Bill Early
No Ads

KBOA/Albuquerque, NM*
AP/M: Sammy Cruise
2 GRETCHEN WILSON
1 BROOKS & DURN
1 JOHN MICHAEL MONTGOMERY

KAST/Albuquerque, NM*
OM/PD: Eddie Haskell
MD: Paul Bailey
2 LORESTAR
1 KATRINA ELAM

KRRV/Alexandria, LA
OM: Scott Bryant
PD/AP/M: Steve Casey
No Ads

WCTO/Alentown, PA*
PD: Bobby Knight
AP/M: Sam Malone
2 JOHN MICHAEL MONTGOMERY
1 JEFF BRUYAT
1 LORESTAR
1 SHENAY

KGNC/Ann Arbor, MI
OM: Dan Gorman
PD: Tim Butler
AP/M: Patrick Clark
6 MARK CHESTITT
6 KATRINA ELAM

KBRJ/Anchorage, AK
OM: Dennis Bookey
PD: Matt Valley
MD: Billy Hatcher
1 LONESTAR
1 RYAN TYLER
1 MONTGOMERY GENTRY

WWW/Ann Arbor, MI
OM/PD: Rob Walker
MD: Tom Baker
2 GARY ALLAN
2 BLUE COUNTY
2 TRICK PONY

WNGY/Appleton, WI
OM: Jeff McQuibby
PD: Randy Shannon
AP/M: Marci Braun
No Ads

WPSF/Ashville, NC
OM/PD: Jeff Davis
APD: Sharon Green
MD: Andy Woods
3 JULIE HORRIS
3 SHENAY

WKHX/Atlanta, GA*
OM/PD: Mark Richards
MD: Johnny Gray
No Ads

WPUR/Atlantic City, NJ
OM/PD: Joe Kelly
No Ads

WQXC/Augusta, GA
PD: T Gentry
AP/M: Zach Taylor
2 SARALYN MONTGOMERY GENTRY
1 DARRYL WORLEY

KASE/Austin, TX*
OM/PD: Jason Kane
AP/M: Bob Pickett
1 BROWN POWER
1 BROOKS & DURN

KUZZ/Bakersfield, CA*
PD: Ann Erivwell
MD: Adam Jeffries
No Ads

WPDC/Baltimore, MD*
PD: Scott Lindy
MD: Michael J.
No Ads

WYK/Baton Rouge, LA*
OM: Bob Murphy
PD: Paul Orr
AP/M: Austin James
2 JOHN MICHAEL MONTGOMERY
1 LORESTAR

WJLS/Beckley, WV
OM: Dave Willis
PD/M: Ann Kelly
1 BLUE COUNTY
No Ads

WKNN/Blotzi, MS
OM: Walter Brown
PD: Kipp Gregory
APD: Stacy Hill
2 BILL CLARKSON
1 ALAN JACKSON

WZOX/Blotzi, MS
PD: Bryan Rhodes
MD: Gwen Wilson
1 CRAIG MORGAN

WHWK/Binghamton, NY
PD/AP/M: Ed Walker
12 MONTGOMERY GENTRY
16 KENNY CHESNEY/UNCLE KRACHER
10 ALAN JACKSON

WDXB/Birmingham, AL*
PD: Tom Hanrahan
MD: Jay Crute
12 GARY ALLAN
1 CRAIG MORGAN
1 BROOKS & DURN

WZZJ/Birmingham, AL*
OM/PD: Brian Driver
MONTGOMERY GENTRY

WPSK/Blacksburg, VA
OM/PD: Scott Stevens
AP/M: Sean Summer
7 GARY ALLAN
7 JAC MICHAELS

WBWN/Bloomington, IL
OM/PD: Dan Westhoff
AP/M: Buck Stevens
10 BUDDY ZEVELL
18 TRACY LAMARQUE
10 SHERIE AUSTIN
10 SHENAY

WHOK/Bluefield, WV
PD/M: Fred Pappas
No Ads

KIZN/Boise, ID
OM/PD: Rich Summers
AP/M: Spencer Ruttle
MONTGOMERY GENTRY
TRICK PONY

KOFZ/Boise, ID
PD/M: Lance Tidwell
APD: Jim Miller
1 BILL CLARKSON
15 KEVIN LEONARD
12 LORESTAR
6 DARRYL WORLEY
5 BROOKS & DURN
3 MARK CHESTITT
2 GARY ALLAN
4 SHENAY
1 TRICK PONY

WKLB/Boston, MA*
PD: Mike Brophy
AP/M: Ginny Rogers
13 SHENAY
3 MALBIUS STORM
2 SUGARLAND
2 RESTLESS HEART
2 JEWAS

KAGG/Bryan, TX
PD/M: Jennifer Allen
20 MONTGOMERY GENTRY
20 SHENAY

WYRK/Buffalo, NY*
PD: Jim Paul
AP/M: Wendy Lynn
2 GARY ALLAN
1 BROOKS & DURN
1 TRICK PONY

WKWK/Dallas, TX*
OM: Jack D'Brien
PD/M: Jimmy Olson
1 LORESTAR
1 HAL NICHOLSON

WKWK/Cedar Rapids, IA
OM: Bob James
MD: Dawn Johnson
12 GEORGE STRAIT
11 TOMMY LEE
1 LORESTAR
5 BROOKS & DURN

WJGA/Cedar Rapids, IA
PD: Steve Cranney
MD: Bob Gibson
1 JAKE ROBERTS
2 TRICK PONY

WJGA/Denver, CO*
PD: Mac Daniels
AP/M: Ron Chalman
No Ads

WJDR/Detroit, MI*
OM: Jerry Broadway
PD/M: Brett Mason
35 LORESTAR
12 RASCAL FLATS
15 RASCAL FLATS

WKCB/Duluth
OM/PD: Johnny Lee Walker
MD: Jim Dandy
No Ads

KHEY/EI Paso, TX*
PD: Steve Cranney
MD: Bob Gibson
1 JAKE ROBERTS
2 TRICK PONY

WRSS/Elizabeth City, NC
OM/PD: Randy Gill
No Ads

WXTA/Erie, PA
OM: Adam Reese
MD: Fred Horton
No Ads

WKOB/Evanston, IN
OM: John Prell
AP/M: Jim Davis
12 RYAN TYLER
10 RESTLESS HEART

WKND/Evanston, IN
OM: Bruce Logan
PD/M: John Roberts
2 GARY ALLAN
2 DENIS BENTLEY

WSOC/Charlotte*
OM/PD: Jeff Roper
AP/M: Rick McCracken
1 JAY RALAN
1 BROWN POWER

WUSY/Chattanooga, TN
OM: Walter Brown
PD: Bill Penderfer
AP: Bob McCall
1 JIMMY WAYTE

WUSN/Chicago, IL*
OM/PD: Mike Peterson
No Ads

WUWE/Cincinnati, OH*
PD: Tim Closson
APD: Kathy O'Connor
MD: Duke Hamilton
No Ads

WYG/Cincinnati, OH*
OM/PD: Tom Hanrahan
12 GEORGE STRAIT
10 JONAS MEYER

WGAR/Cleveland, OH*
PD: Meg Stevens
MD: Chad Collier
12 GEORGE STRAIT
12 MONTGOMERY GENTRY
12 RESTLESS HEART

KCCY/Colorado Springs, CO*
PD: Travis Daily
MD: Valerie Hart
7 GRETCHEN WILSON
1 BROOKS & DURN

KKCS/Colorado Springs, CO*
PD: Shannon Stone
MD: Stix Franklin
No Ads

WDCS/Columbia, SC*
PD: L.J. Smith
MD: Glen Garrett
3 SARA EVANS

WCOL/Columbus, OH*
PD: John Crenshaw
AP/M: Dan E. Zuk
1 KATRINA ELAM

KRFY/Corpus Christi, TX
PD: Frank Edwards
1 BILL CLARKSON
1 JOHN MICHAEL MONTGOMERY
1 LORESTAR

KPLX/Dallas, TX*
PD: Paul Williams
APD: Smokey Rivers
MD: Cody Alan
No Ads

KSCS/Dallas, TX*
OM/PD: Ted Stecher
AP/M: Chris Huff
No Ads

WGNM/Daytona Beach, FL*
OM: B.J. Nielsen
PD/M: Jeff Davis
No Ads

KYGO/Denver, CO*
PD/M: Joel Burks
1 BROOKS & DURN
1 TRACY LAMARQUE

KHKU/Des Moines, IA*
OM: Jack O'Brien
PD/M: Jimmy Olson
1 LORESTAR
1 HAL NICHOLSON

WYCD/Detroit, MI*
PD: Mac Daniels
AP/M: Ron Chalman
No Ads

WJDR/Dothan, AL
OM: Jerry Broadway
PD/M: Brett Mason
35 LORESTAR
12 RASCAL FLATS
15 RASCAL FLATS

WKCB/Duluth
OM/PD: Johnny Lee Walker
MD: Jim Dandy
No Ads

KHEY/EI Paso, TX*
PD: Steve Cranney
MD: Bob Gibson
1 JAKE ROBERTS
2 TRICK PONY

WRSS/Elizabeth City, NC
OM/PD: Randy Gill
No Ads

WXTA/Erie, PA
OM: Adam Reese
MD: Fred Horton
No Ads

WKOB/Evanston, IN
OM: John Prell
AP/M: Jim Davis
12 RYAN TYLER
10 RESTLESS HEART

WKND/Evanston, IN
OM: Bruce Logan
PD/M: John Roberts
2 GARY ALLAN
2 DENIS BENTLEY

WSOC/Charlotte*
OM/PD: Jeff Roper
AP/M: Rick McCracken
1 JAY RALAN
1 BROWN POWER

WKXV/Fayetteville, AR
AP/M: Jake McBride
1 JIMMY WAYTE

WKML/Fayetteville, NC
PD: Paul Johnson
No Ads

KAFF/Flagstaff, AZ
PD: Chris Halstead
AP/M: Hugh James
17 DAMON DASH
16 BLAKE SHELTON
12 GARY ALLAN
12 MONTGOMERY GENTRY
11 SUGARLAND

WMSJ/Jackson, MS
PD: Rick Adams
MD: Marshall Stewart
9 GEORGE STRAIT
6 BRAD COTLER
3 DARRYL WORLEY
3 DARRYL WORLEY

WFSB/Flint, MI
PD: Coyote Collins
AP/M: Dave Germino
1 BUDDY ZEVELL
MONTGOMERY GENTRY
KATRINA ELAM

WXFL/Florence, AL
PD/M: Gary Murdock
12 ART DALLEY

KSKS/Fresno, CA*
MD: Steve Peshe
2 BROOKS & DURN
1 TRACE ADAMS

WXBD/Johnson City*
OM/PD: Bill Bray
13 JAKE ROBERTS
13 SARA EVANS

WMTZ/Johnstown, PA
OM/PD: Steve Walker
MD: Lara Mosby
No Ads

KKXO/Joplin, MO
OM/PD: Bill Boyd
13 JAKE ROBERTS
13 SARA EVANS

WMMW/Kalamazoo, MI
PD: P.J. Lacey
AP/M: Phil D'Reilly
No Ads

KBEQ/Kansas City, MO*
PD: Mike Kennedy
MD: T.J. McEntire
No Ads

KKFX/Kansas City, MO*
OM/PD: Dale Carter
AP/M: Tony Stevens
KATRINA ELAM

WDFX/Kansas City, MO*
PD: Wes McShay
AP/M: Ted Cramer
1 BROOKS & DURN
1 MONTGOMERY GENTRY

WVWC/Knoxville, TN*
OM: Mike Hammond
MD: Colleen Adair
9 CLAY WALKER
1 LORESTAR
1 MARK CHESTITT

KMDL/Lafayette, LA
PD/M: Mike James
1 STEAK 'N' ICE

KKKB/Lafayette, LA
PD: Reyes Letty
MD: Sean Miller
1 WARRIOR BROTHERS
1 WARRIOR BROTHERS
1 LOS LONELY BOYS
1 CLAY WALKER

WPCV/Lakeview, FL
OM: Steve Howard
MD: Jeff Taylor
No Ads

WHDV/Lancaster, PA
OM/PD: Dick Raymond
2 DARRYL WORLEY
1 SHENAY

WTLN/Lansing, MI
PD: Jay J. McCrae
AP/M: Chris Tyler
1 BILLY CURRINGTON
5 SHENAY
2 DARRYL WORLEY
2 LOS LONELY BOYS

WRRB/Lansing, MI
OM: Chris Tyler
PD/M: Shelly Easton
APD: Newman
11 GEORGE STRAIT
3 TRAVIS TROTT

WBYZ/Hartford, CT*
MD: Jay Thomas
13 SARA EVANS
13 SARA EVANS

KILY/Aouston, TX*
PD: Jeff Garrison
MD: Steve Rizz
8 GARY ALLAN
2 JIMMY DALLEY

KKKB/Houston, TX*
MD: Cheri Brooks
1 TRICK PONY
1 CLAY WALKER
1 JEFF BRUYAT

WTCR/Huntington
PD: Judy Anton
MD: Dave Poole
13 SUGARLAND
9 MONTGOMERY GENTRY
1 ONE MILE SOUTH

WDRM/Huntsville, AL
OM/PD: Todd Berry
MD: Dan McGain
No Ads

WFMS/Indianapolis, IN*
OM: David Wood
PD: Bob Richards
MD: J.C. Cannon
DARRYL WORLEY
KATRINA ELAM

WMSJ/Jackson, MS
PD: Rick Adams
MD: Marshall Stewart
9 GEORGE STRAIT
6 BRAD COTLER
3 DARRYL WORLEY
3 DARRYL WORLEY

WUSJ/Jackson, MS
MD: Cory Wiggs
No Ads

WRDD/Jacksonville, FL*
OM: Cliff Austin
PD: Casey Carter
1 BROOKS & DURN

WXBD/Johnson City*
OM/PD: Bill Bray
13 JAKE ROBERTS
13 SARA EVANS

WMTZ/Johnstown, PA
OM/PD: Steve Walker
MD: Lara Mosby
No Ads

KKXO/Joplin, MO
OM/PD: Bill Boyd
13 JAKE ROBERTS
13 SARA EVANS

WMMW/Kalamazoo, MI
PD: P.J. Lacey
AP/M: Phil D'Reilly
No Ads

KBEQ/Kansas City, MO*
PD: Mike Kennedy
MD: T.J. McEntire
No Ads

KKFX/Kansas City, MO*
OM/PD: Dale Carter
AP/M: Tony Stevens
KATRINA ELAM

WDFX/Kansas City, MO*
PD: Wes McShay
AP/M: Ted Cramer
1 BROOKS & DURN
1 MONTGOMERY GENTRY

WVWC/Knoxville, TN*
OM: Mike Hammond
MD: Colleen Adair
9 CLAY WALKER
1 LORESTAR
1 MARK CHESTITT

KMDL/Lafayette, LA
PD/M: Mike James
1 STEAK 'N' ICE

KKKB/Lafayette, LA
PD: Reyes Letty
MD: Sean Miller
1 WARRIOR BROTHERS
1 WARRIOR BROTHERS
1 LOS LONELY BOYS
1 CLAY WALKER

WPCV/Lakeview, FL
OM: Steve Howard
MD: Jeff Taylor
No Ads

WHDV/Lancaster, PA
OM/PD: Dick Raymond
2 DARRYL WORLEY
1 SHENAY

WTLN/Lansing, MI
PD: Jay J. McCrae
AP/M: Chris Tyler
1 BILLY CURRINGTON
5 SHENAY
2 DARRYL WORLEY
2 LOS LONELY BOYS

WRRB/Lansing, MI
OM: Chris Tyler
PD/M: Shelly Easton
APD: Newman
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3 TRAVIS TROTT

WBYZ/Hartford, CT*
MD: Jay Thomas
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13 SARA EVANS

KILY/Aouston, TX*
PD: Jeff Garrison
MD: Steve Rizz
8 GARY ALLAN
2 JIMMY DALLEY

KKKB/Houston, TX*
MD: Cheri Brooks
1 TRICK PONY
1 CLAY WALKER
1 JEFF BRUYAT

WTCR/Huntington
PD: Judy Anton
MD: Dave Poole
13 SUGARLAND
9 MONTGOMERY GENTRY
1 ONE MILE SOUTH

WJXX/Lexington, KY
OM: Robert Lindsey
PD: John Sebastian
MD: Karl Stamosen
2 SARA EVANS

KZKC/Lexicon, ME
OM: Jim Steel
PD: Brian Jennings
AP/M: Carol Turner
1 JASA TURNER
1 SUGARLAND

KSSN/Little Rock, AR*
AP/M: Chad Heritage
No Ads

KZLA/Los Angeles, CA*
OM/PD: R.J. Curtis
AP/M: Tony Campos
1 SARA EVANS
1 RESTLESS HEART

WAMZ/Louisville, KY*
PD/M: Coyote Collins
7 CLAY WALKER
6 GARY ALLAN
6 DARRYL WORLEY

KLL/Lubbock, TX
OM/PD: Jeff Scott
AP/M: Kelly Greene
13 DENIS BENTLEY

WDMW/Macon, GA
PD: Perry Marshall
AP/M: Laura Starling
1 JOE ROCKS

WVQM/Madison, WI*
MD: Mark Granit
MD: Mel McKenzie
RESTLESS HEART

KIAM/Mason City, IA
PD/M: J. Brooks
3 BROOKS & DURN

KTEX/McAllen, TX*
OM: Billy Santiago
PD: JoJo Centa
APD: Frankie Dee
MD: Patches
7 CRAIG MORGAN

KRWG/Medford, OR
PD: Larry Neal
MD: Scott Schuler
1 BLUE COUNTY
1 SHENAY

WPGP/Panama City, FL
PD: Todd Berry
AP/M: Shane Collins
10 DARRYL WORLEY

WVQC/Memphis, TN*
PD: Chip Miller
MD: Mark Billingsley
3 RYAN TYLER
3 SHARON GARDNER
2 TRICK PONY
2 DARRYL WORLEY
1 SUGARLAND
1 RESTLESS HEART

WVBM/Pensacola, FL
OM/PD: Lynn West
1 SHENAY
1 TRICK PONY

WVXZ/Peoria, IL
OM: Rick Buschmann
OM/PD: Al Stone
7 STEV HOLZ
7 RESTLESS HEART

WXTU/Philadelphia, PA*
MD: Pat Garrett
12 GEORGE STRAIT
11 LORESTAR
1 RYAN TYLER
1 KATRINA ELAM

KAJA/San Antonio, TX*
PD/M: Clayton Allen
2 TRACE ADAMS
2 TRACE ADAMS
1 BROOKS & DURN

KSON/San Diego, CA*
OM/PD: John Dinick
AP/M: Greg Frey
1 ANCY GREGG
1 CALIFORNIA FLATS
1 ALAN JACKSON
1 GEORGE STRAIT
1 TRICK PONY

KUSS/San Diego, CA*
PD: Mike O'Brian
MD: Owen Foster
No Ads

KZBR/San Francisco, CA*
PD: Ray Masteo
2 DENIS BENTLEY
1 PRINCE TURTLE

KRTY/San Jose, CA*
PD: Julie Stevens
1 RASCAL FLATS
1 RASCAL FLATS
2 SUGARLAND

KJG/San Luis Obispo, CA
PD/M: Pepper Daniels
3 DARRYL WORLEY

KRAZ/Santa Barbara, CA
PD/M: Rick Barker
1 LORESTAR
1 RYAN TYLER

KSNM/Santa Maria, CA
PD/M: Tim Brown
10 SUGARLAND
10 SUGARLAND
5 KATRINA ELAM
1 RESTLESS HEART

WCTP/Sarasota, FL*
OM/PD: Heidi Dedler
3 BROOKS & DURN

WWSX/Nashville, TN*
OM: Clay Hamrick
AP/M: Keith Kaufman
MD: Karl Stamosen
1 GARY ALLAN
1 STEV HOLZ

WSM/Nashville, TN*
PD: Les Logan
MD: Frank Stone
1 JAKE ROBERTS
1 SARA EVANS

WCTY/New London, CT
PD/M: Jimmy Lehn
1 SHENAY
3 DARRYL WORLEY

WHOE/New Orleans, LA*
OM/PD: Jim Owen
13 ALAN JACKSON
13 ALAN JACKSON

WGH/Norfolk, VA*
OM/PD: John Shorby
MD: Mark McKay
1 DARRYL WORLEY

KNFM/Odessa, TX
OM/PD: John Moesch
12 SARA EVANS

KTST/Oklahoma City, OK*
PD: Anthony Allen
2 GARY ALLAN
5 GRETCHEN WILSON

KCCY/Oklahoma City, OK*
OM: Tom Travis
AP/M: Bill Reed
2 KEVIN URBAN

KCKT/Omaha, NE*
PD: Tom Goodwin
MD: Craig Allen
No Ads

KHAY/Oxnard, CA
Sales Manager: Ernie Bingham
PD/M: Mark Hill
1 GEORGE STRAIT
1 GEORGE STRAIT
1 BROOKS & DURN

KPLM/Palm Springs, CA
PD: Al Gordon
MD: Mary James
10 TRACE ADAMS
10 TRACE ADAMS
10 RESTLESS HEART
10 KATRINA ELAM
10 DAMON DASH

WPAP/Panama City, FL
PD: Todd Berry
AP/M: Shane Collins
10 DARRYL WORLEY

WVQC/Memphis, TN*
PD: Chip Miller
MD: Mark Billingsley
3 RYAN TYLER
3 SHARON GARDNER
2 TRICK PONY
2 DARRYL WORLEY
1 SUGARLAND
1 RESTLESS HEART

WVBM/Pensacola, FL
OM/PD: Lynn West
1 SHENAY
1 TRICK PONY

WVXZ/Peoria, IL
OM: Rick Buschmann
OM/PD: Al Stone
7 STEV HOLZ
7 RESTLESS HEART

WXTU/Philadelphia, PA*
MD: Pat Garrett
12 GEORGE STRAIT
11 LORESTAR
1 RYAN TYLER
1 KATRINA ELAM

KAJA/San Antonio, TX*
PD/M: Clayton Allen
2 TRACE ADAMS
2 TRACE ADAMS
1 BROOKS & DURN

KSON/San Diego, CA*
OM/PD: John Dinick
AP/M: Greg Frey
1 ANCY GREGG
1 CALIFORNIA FLATS
1 ALAN JACKSON
1 GEORGE STRAIT
1 TRICK PONY

KUSS/San Diego, CA*
PD: Mike O'Brian
MD: Owen Foster
No Ads

KZBR/San Francisco, CA*
PD: Ray Masteo
2 DENIS BENTLEY
1 PRINCE TURTLE

KRTY/San Jose, CA*
PD: Julie Stevens
1 RASCAL FLATS
1 RASCAL FLATS
2 SUGARLAND

KJG/San Luis Obispo, CA
PD/M: Pepper Daniels
3 DARRYL WORLEY

KRAZ/Santa Barbara, CA
PD/M: Rick Barker
1 LORESTAR
1 RYAN TYLER

KSNM/Santa Maria, CA
PD/M: Tim Brown
10 SUGARLAND
10 SUGARLAND
5 KATRINA ELAM
1 RESTLESS HEART

WCTP/Sarasota, FL*
OM/PD: Heidi Dedler
3 BROOKS & DURN

WOUR/Raleigh, NC*
PD: Lisa Hickey
AP/M: Mike "Maddaw"
Biddle
No Ads

KOUT/Rapid City, SD
PD/M: Mark Houston
9 BLAKE SHELTON
14 LORESTAR

KBUL/Reno, NV
OM/PD: Tom Jordan
APD: JJ Christy
MD: Chuck Reeves
29 CHUCK REEVES

KFRG/Riverside, CA*
OM: Lee Douglas
PD/M: Dan Jeffrey
10 ART DALLEY

WSLC/Roanoke, VA
PD: Brett Sharp
MD: Ralene Jaymes
SARA EVANS
SARA EVANS
1 BROOKS & DURN
1 GEORGE STRAIT

WYYL/Roanoke, VA
OM/PD: Joel Dearing
No Ads

WBBE/Rochester, NY*
OM: Dave Symonds
PD: Billy Kidd
MD: Heidi Landry
1 GEORGE STRAIT

WXXO/Rockford, IL
OM/PD: Steve Summers
MD: Kathy Hess
1 DARRYL WORLEY
1 JOE ROCKS

WKVC/Sacramento, CA*
OM/PD: Mark Evans
AP/M: Jamie Wood
MONTGOMERY GENTRY
RESTLESS HEART

WCEW/Saginaw, MI
PD: Greg Cole
MD: Kelly Phillips
MD: Keith Allen
No Ads

WXXO/Saginaw, MI
OM/PD: Rick Walker
No Ads

WICO/Salisbury, MI
OM: Joe Edwards
AP/M: EJ Fozz
15 MONTGOMERY GENTRY
10 LORESTAR

KSDP/Salt Lake City, UT*
PD: Don Hillon
AP/M: Debby Turpin
No Ads

KUBL/Salt Lake City, UT*
PD: Ed Hill
MD: Pat Garrett
11 LORESTAR
11 LORESTAR

KAJA/San Antonio, TX*
PD/M: Clayton Allen
2 TRACE ADAMS
2 TRACE ADAMS
1 BROOKS & DURN

KSON/San Diego, CA*
OM/PD: John Dinick
AP/M: Greg Frey
1 ANCY GREGG
1 CALIFORNIA FLATS
1 ALAN JACKSON
1 GEORGE STRAIT
1 TRICK PONY

KUSS/San Diego, CA*
PD: Mike O'Brian
MD: Owen Foster
No Ads

KZBR/San Francisco, CA*
PD: Ray Masteo
2 DENIS BENTLEY
1 PRINCE TURTLE

KRTY/San Jose, CA*
PD: Julie Stevens
1 RASCAL FLATS
1 RASCAL FLATS
2 SUGARLAND

KJG/San Luis Obispo, CA
PD/M: Pepper Daniels
3 DARRYL WORLEY

KRAZ/Santa Barbara, CA
PD/M: Rick Barker
1 LORESTAR
1 RYAN TYLER

KSNM/Santa Maria, CA
PD/M: Tim Brown
10 SUGARLAND
10 SUGARLAND
5 KATRINA ELAM
1 RESTLESS HEART

WCTP/Sarasota, FL*
OM/PD: Heidi Dedler
3 BROOKS & DURN

KMP5/Seattle, WA*
PD: Becky Bremner
MD: Tony Thomas
No Ads

KRMD/Shreveport, LA
PD: Les Acree
AP/M: James Anthony
3 SARA EVANS
3 SARA EVANS
3 JOE ROCKS

KOKS/Shreveport, LA
OM: Gary McKay
PD: Russ Winston
No Ads

KSLX/Sloux City, IA
PD: Bob Rouns
AP/M: Tony Michaels
2 MONTGOMERY GENTRY

WBYS/South Bend, IN
OM/PD: Clint Marsh
AP/M: Lisa Kosty
1 GEORGE STRAIT

KORK/Spartanburg, WA*
OM: Tim Ceter
APD: Jay Daniels
APD: Bob Castle
MD: Verry Trevail
1 SHENAY
1 DARRYL WORLEY
1 JOHN MICHAEL MONTGOMERY

KDZZ/Spartanburg, WA*
OM: Robert Handler
PD/M: Paul "Coyote"
Neumann
APD: Lyn Daniels
No Ads

WFQK/Springfield, MA*
PD: RJ McKay
APD: Nick Damon
MD: Jessica Tyler
1 DARRYL WORLEY
1 KATRINA ELAM

WMZO/Washington, DC*
OM: Jeff Wyatt
PD: George King
15 SARA EVANS

WDEZ/Wausau, WI
OM/PD: Bob Jung
AP/M: Vanessa Ryan
21 LORESTAR
1 DENIS BENTLEY
1 TRACY LAMARQUE

WGVK/Wheeling, WV
OM/PD: Jim Elliott
1 KATRINA ELAM

KFD/Wichita, KS*
OM/PD: Beverlie Brannigan
AP/M: Pat James
1 LORESTAR

KZSM/Wichita, KS*
PD: Chuck Geiger
MD: Pat Meyer
No Ads

WGGY/Wilkes Barre, PA*
OM: Carolyn Onseay
MD: Carolyn Onseay
1 CLAY WALKER
1 JEFF BRUYAT

WWOQ/Wilmington, NC
OM: Penny Stone
AP/M: Paul Johnson
AP/M: Brian Banks
1 SARA EVANS
6 PHIL VASSAR
1 BROOKS & DURN
3 JEE WICKLES

WGTY/York, PA
MD: Jay Roberts
1 DARRYL WORLEY
1 SHENAY

WYUU/Tampa, FL*
OM/PD: Mike Calotta
APD: Willi Robinson
MD: Jay Roberts
1 DARRYL WORLEY
1 GARY ALLAN

WQWK/Youngstown, OH
APD: Doug James
MD: Burton Lee
1 SARA EVANS
1 SARA EVANS
1 BROOKS & DURN

KJMN/Tucson, AZ*
OM: Herb Crou
OM/PD: Buzz Jackson
CLAY WALKER
MONTGOMERY GENTRY

KVOD/Tulsa, OK*
OM/PD: Moon Mullins
10 RESTLESS HEART
1 LORESTAR

WVWZ/Tupelo, MS
OM: Rick Stevens
PD: Bill Hughes
6 CLAY WALKER

KNUZ/Tyler, TX
OM/PD/M: Dave Ashcraft
No Ads

WFRG/Utica, NY
OM/PD/M: Tom Jacobson
11 TRACY LAMARQUE
10 TRICK PONY

KJUG/Visalia, CA
OM/PD: Dave Daniels
15 BROOKS & DURN
1 GEORGE STRAIT
1 RESTLESS HEART

WIRK/W Palm Beach, FL*
PD: Mitch Mahan
MD: J.R. Jackson
15 GARY ALLAN
15 CLAY WALKER
1 KATRINA ELAM

WACO/Waco, TX
OM/PD/M: Zack Owen
10 MONTGOMERY GENTRY

WMZO/Washington, DC*
OM: Jeff Wyatt
PD: George King
15 SARA EVANS

WDEZ/Wausau, WI
OM/PD: Bob Jung
AP/M: Vanessa Ryan
21 LORESTAR
1 DENIS BENTLEY
1 TRACY LAMARQUE

WGVK/Wheeling, WV
OM/PD: Jim Elliott
1 KATRINA ELAM

KFD/Wichita, KS*
OM/PD: Beverlie Brannigan
AP/M: Pat James
1 LORESTAR

KZSM/Wichita, KS*
PD: Chuck Geiger
MD: Pat Meyer
No Ads

WGGY/Wilkes Barre, PA*
OM: Carolyn Onseay
MD: Carolyn Onseay
1 CLAY WALKER
1 JEFF BRUYAT

WWOQ/Wilmington, NC
OM: Penny Stone
AP/M: Paul Johnson
AP/M: Brian Banks
1 SARA EVANS
6 PHIL VASSAR
1 BROOKS & DURN
3 JEE WICKLES

WGTY/York, PA
MD: Jay Roberts
1 DARRYL WORLEY
1 SHENAY

WYUU/Tampa, FL*
OM/PD: Mike Calotta
APD: Willi Robinson
MD: Jay Roberts
1 DARRYL WORLEY
1 GARY ALLAN

WQWK/Youngstown, OH
APD: Doug James
MD: Burton Lee
1 SARA EVANS
1 SARA EVANS
1 BROOKS & DURN

POWERED BY
MEDIABASE
*Monitored Reporters
225 Total Reporters
113 Total Monitored
112 Total Indicator
Did Not Report, Playlist Frozen (8):
KGLS/San Angelo, TX
KXDD/Yakima, WA
WXXG/Eau Claire, WI
WAGG/Cookeville, TN
WJCL/Savannah, GA
WKOA/Lafayette, IN
WTCM/Traverse City, MI
WTHI/Terre Haute, IN



A Report From The Trenches

Rethinking core strategies

By Jaye Albright & Mike O'Malley

We thought it would be interesting to share some ideas that have grown out of our travels these past few months. We've listened to countless hours of radio, interacted with hundreds of listeners, been in dozens of strategic-planning meetings and pored over feedback from listeners via the various research projects we've either studied or conducted.

The five topics we've selected are some of the issues we encounter most frequently. If one of them is an area of growth for you and your station, we hope you'll find our ideas practical and easy to implement.

Time Crunch

It's the most frequent complaint we hear: "I've got more stuff to do than I have time to do it." If there was ever a time for time management, now is the, well, time! Here's a plan for getting control of your day.

Do a time-management analysis on yourself with the goal of identifying and concentrating on those things that will produce the biggest results. Over a week, record how much time you spend on various tasks. At the end of the week, review the list to determine what you are spending your time on. Are the most important things — the things you've been hired to do — actually getting done? Are the things you're spending time on helping you and the people you manage grow?

Identify and eliminate the time wasters and nonproductive items on your list. Chores that could be done equally well or even better by someone else should be delegated then marked off. After several passes, what you'll have left are those things that are really important and that you are the best person to handle.

Prioritize these items and set aside time every day to work on what's most important. Ninety minutes is usually a good place to start. Schedule the 90 minutes when you're at your peak. We all have a time during the day when we're at our best, and this is when you should schedule your most important tasks, those that will truly push the station forward.

Be selfish with this time; don't allow yourself to be interrupted. You can return to helping others when you're finished. Time-crunched people who get in the "90-minute habit" are almost always amazed at what they're suddenly accomplishing.

Car Time

At this year's pre-CRS Albright & O'Malley Client-Only Seminar, Edi-

son Media's Larry Rosin presented a compelling case for having an in-car strategy. Between the growing time listeners are spending on the road and the increased competition that includes other stations, CDs, iPods, satellite radio, cell phones, DVD players and more, it's clearly going to take more than music and a free pizza to win the in-car battle.

If you haven't developed an in-car strategy, you need to do so now. Country P1s are now spending roughly 15% of their waking hours in their cars, and there's no indication that this figure will decrease.

If you haven't developed an in-car strategy, you need to do so now. Country P1s are now spending roughly 15% of their waking hours in their cars.

Start with some simple information. What is the average commute in your town? What percentage of your radio station's essence is delivered during that time period? What are the peak in-car hours? When does the listening location shift from in-car to at-work and in-car to at-home? What programming elements are in place to help listeners take the station from one daypart to another and one listening location to another?

Listen! No, Really!

It's a sad and ironic fact of life: Too often program directors and managers spend little (if any) time seriously monitoring their own radio stations.

What passes for monitoring is some listening in the morning while getting ready for work and bits and pieces sandwiched between cell phone calls on the ride to and from the office or while running an evening errand. There are just too many meetings and interruptions throughout the day for much focused listening.

This highly electronic society we live in is intruding into our own listening time and hampering our clear monitoring of stations. This can dull a station's focus and execution, eventually leading to the erosion of its sound. You can prevent this slippage by taking one day every other week to monitor the radio station from a location other than the studios or your home. Make a written report of what you heard and the actions taken.

Here are some things to listen for: exciting and compelling staging; topically interesting "carpe diem" content from the talent that not only passes the "Who cares?" test, but is also delivered in a fun yet to-the-point style; the perfect music mix for the daypart; vertical and horizontal recycling that really makes you want to listen; meaty teasers and post-promotes; and, of course, the basics, from station name mentions to services. Simply put, monitoring will help keep you sharp.

Jump Off The Dial

We've heard many stations that simply don't stand out or make people want to listen (not our clients, we must add!). They may be solid at the basics, but they offer little beyond that. Or they may sound like they're on autopilot, offering a listener little that's new or different, startling or exciting.

Often these stations suffer softer ratings than they should. Their cume may be lower because they've allowed themselves to become increasingly invisible against the onslaught of competitive media. Or their TSL underperforms because, after all, how many times can you consume the same thing until you simply have to break away for something different?

Stations in this situation need to work on jumping off the dial and surprising listeners. Ask, "How am I dramatically different? How can I be the big, clanging alarm bell that demands attention and gives listeners a strong 'Listen to me now' call to action?"

As thought-starters, here are five of the many ways you can help listeners know that they're tuned to you and not the competition:

1. Craft imaging that's unique to

you. Generic testimonials from a syndicator could be about any station in the market. There is no substitute for your listeners talking about the specific things they love about your station.

2. Create larger-than-life promotions and promos. It's show biz; sell the dream, sell the fun. Too many stations spend more time explaining the execution than the dream. It's not about winning a Harley, it's about the transformation from accountant to Easy Rider.

3. Hire personalities who cut through and don't sound like anyone else. Look for people whose shows have "braggable" qualities.

4. Write with flair. Which is more interesting and memorable: "Michael Jackson" or "the Great Gloved One"?

5. Name your elements. Listeners respond to them, usually recalling between two and four. Use clever, memorable names that communicate the content and help listeners enjoy it (making it fun before it even starts), rely on it (building credibility) or use it more frequently (making it addictive or enjoyable to consume).

Practice Thinking

Thinking outside the box is both fun and important. One of the tools we encourage our clients to use to stimulate thinking is subscriptions to trend-forecasting newsletters. These supply a helpful push in the direction of tomorrow's potential audience while forcing you to think of Country's core values in an entirely new light, that of our youngest listeners.

Recent observations that gave us ideas for stunts and promotions include continuing interest in retro toys such as Strawberry Shortcake, Transformers and Cabbage Patch Kids; Mattel debuting a Barbie-branded clothing line for women; hot movie merchandise, including that from Peter Jackson's *King Kong* remake, *The Pink Panther*, *Fantastic Four*, *Curious George*, *Lemony Snicket's A Series of Unfortunate Events* and *Batman Begins*; and increasingly popular camp alternatives, like Rock 'n' Roll Camp for Girls and DJ Camp.

Also, creative alternatives to the average shopping experience, including themed shopping parties; new, tiny, must-have flashy techno gadgets that are slowly but surely weaving their way into our clothing; the ongoing marketing of religion, including a forthcoming "vivid retelling of the Bible in modern British street talk"; the rise in dating sites, with singles as likely to meet their match online as in a bar; and the use of "attitude-ographics" — the age people consider themselves to be rather than the age they really are.

We brainstorm with our clients regularly, helping to create elements and hatch promotional opportunities for their stations that collide nicely with our 35+ core's need to feel up to date with what's hot in the culture and the lives of their kids.

It's an exciting time in the Country format. As time spent with radio by 25-44s compresses and becomes more

competitive, Country radio's growth cells in amount of time spent with the format have been 12-24 and 45-54. Music Row's sales were just reported to be up 11.2%.

New artists like Gretchen Wilson, Big & Rich, Dierks Bentley and Josh Turner have cracked the top 25 on the charts. We're starting to see a healthy changing of the guard with the format's bankable superstars, too, as Keith Urban and Rascal Flatts join Kenny Chesney and Toby Keith on the list of exciting emerging superstars even as the traditional luminaries of the format — George Strait, Reba McEntire, Tim McGraw, Martina McBride, Brooks & Dunn, Shania Twain and Alan Jackson, among many others — are putting out amazing new music. All of this lines us up for a strong fall rating period and Christmas music-retail selling season.

Ask, "How am I dramatically different? How can I be the big, clanging alarm bell that demands attention and gives listeners a strong 'Listen to me now' call to action?"

Meanwhile, pop music doesn't appeal to adults right now. Hip-hop dominates those charts, and 35-44-year-olds simply can't relate to that. Our view from the trenches as we travel North America and listen to Country radio is extremely positive. Managers and programmers must make the most of their own time while never wasting the listeners', stay connected to the increasingly mobile away-from-home radio audience, listen objectively to their stations and stay in close touch with the increasingly polarized tastes of both the cume and the core.

Spend time creating buzz and making your station jump off the dial and resonate with the values and attitudes that link our extremely broad target, which encompasses between 15% and 25% of every single age cell. What other music format can say that today?

Jaye Albright and Mike O'Malley are partners in Albright & O'Malley, Country radio programming and management consultants. Together they share over 60 years of programming and consulting experience and successes with client stations in the U.S. and Canada. Visit them on the web at www.radiocconsult.com.



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Martina Reigns

Country's queen ponders her next step

She won her third consecutive Top Female Vocalist trophy at May's ACM Awards, her latest single continues its inevitable march toward the top 10, and she's on a blockbuster tour with Alan Jackson through the fall. In many respects, Martina McBride has become the first lady of country music, and such success leads to reassessment and new challenges. R&R recently interviewed McBride about her ascendancy and what will come after it.

R&R: You've just won your sixth female vocalist trophy between the two major country award shows, you've sold well more than 10 million albums, and they're building a Martina McBride museum near your hometown. What do you do when you've accomplished everything you ever thought possible and then some?

MM: It's an interesting place to be. We worked so long and had this career that was really an old-fashioned career. It was definitely not overnight success. It was built one step at a time and took several years.

I was lucky enough to have the presence of mind to realize that getting there is a lot of fun, so I enjoyed every minute of the journey. And now we've reached a different level from where we were even three or four years ago. It's a challenge. Sometimes I feel like we're still just starting out, and sometimes I feel like we've reached a level that people only dream about.

R&R: When people think about a female singer in country music, yours is probably the first name that comes to mind.



Martina McBride

MM: It still takes me by surprise when someone makes that comment. I'm still surprised when I watch CMT and they have "the superstars of country music," where they show Alan Jackson, Tim McGraw and two other people, and they show me. I'm thinking, "What am I doing in that group? They made a mistake!" They'll mention a string of names in a radio commercial for the ACM Awards, and

I'll think, "Why are they putting my name in with all those big stars?" At the same time, on some level you recognize that it is really happening.

The real challenge is going to be moving forward and keeping things interesting for myself and my fans. Musically, I want my next album to say something new. I want to express myself in a new way. I'm not really sure what that is yet. It's one of those things where you have to sit back and let the creative process happen. I wouldn't call it a crossroads, but it's definitely a time to figure out what to do next.

R&R: Do you set higher goals? A lot of recording artists at your level start working themselves into other areas of entertainment.

MM: I haven't. That's not part of my thought process, and maybe that's not really smart on my part. I just want to continue to be a part of country music. I really don't know how people find the time to do all that other stuff, frankly. I don't know that I'm that driven. Maybe I'm just lazy. But to start thinking about another outlet is a big leap, and I don't think I could concentrate on it right now. I'm just trying to figure out what it is I want to say.

I was talking to RCA yesterday about looking for songs, and in a lot of ways I think everybody has me pegged. Publishers will say, "This sounds like a Martina McBride song, but this doesn't," which is good. I've established an identity and sound. But with that comes the danger of doing the same thing over and over again. My challenge is not to go in some freaky direction where nobody can relate.

R&R: You won the Humanitarian Award at the ACMs, and your efforts, particularly in the domestic violence area, are well documented. I'm sure, however, that you get many more requests to help worthy causes than time or sanity allow. So how do you make those decisions, and how do you say no?

MM: I'm a common-sense, logical kind of gal. I could fill up 365 days a year with stuff like that. There's no rhyme or reason to what I choose to do other than what fits and what works. It comes down to scheduling, more than anything else, what I have time for.

R&R: What are your plans for the next album? Are you going to keep

"I'm the kind of person who has to think things through and wait for an answer to come or wait until I'm clear enough to really think about something. I find that if I do things in haste, sometimes I regret it."

working with your longtime producer, Paul Worley?

MM: I'm not sure. We've made eight albums together and done a lot of outside projects. We've sat down to talk about it. There's not another producer I'm dying to work with. I've grown up with Paul. He's been a mentor to me and taught me how to make records.

I was 23 when I first met him, and he's been so solid, but there comes a time when you feel like you're ready to graduate. I'm toying with the idea of producing it myself, with him available as a sounding board and to help if I need it. We're talking about it. It's hard to grow up and move away sometimes.

"We worked so long and had this career that was really an old-fashioned career. It was definitely not overnight success. It was built one step at a time and took several years."

R&R: Would producing by yourself be a lot more work? Would it make the process longer?

MM: Not really, because I've always been a true co-producer and there for every single note of music that's been played. It wouldn't change the process, but it would be a new experience without that safety net. I'm hoping it would force me to find something else within me that I would bring out. Or I might get three songs into it and decide that I don't like doing it by myself. I've always said that I wouldn't want to make a record by myself because I really enjoy the collaborative process. We'll see.

R&R: What's the time frame for the next album?

MM: Ideally, we'd have it out for the fall of 2005. I've found two

songs so far, and I still have a long way to go.

R&R: So much has been made of how slow the charts are moving. I wonder if, as an artist, you wish you could get deeper into each album in terms of the number of singles released. Do you think about those kinds of business dynamics?

MM: I do. We had six singles off *Evolution* and four off the greatest-hits album, which was all the new material we had on that one. I've always been able to put out the singles I've wanted to put out before an album naturally runs its course. With the album we have out now, we'll probably put out one or two more singles, and we're on our third one now.

I think four or five singles off an album is plenty. And then it comes down to whether your record company is patient enough to wait between albums or if they have to have a new one out as soon as the last single dies. I'm really lucky that RCA has been very patient and hasn't pushed me to have a new record waiting.

Saleswise, my records have never been the kind that sell 3 million albums in the first six months and then fall off the chart. They've sold steadily but slowly and lasted a while. *Greatest Hits* and *Evolution* both had to be taken off the chart after their two years. They're kind of like the little Energizer bunny, and that's good, because it gives me a lot of time to make the next album.

R&R: You are successful on so many levels and at the top of your profession. What are you not good at? What do you struggle with? What do you have to work at?

MM: Procrastination. I put things off that I should do right now. That's one of my biggest struggles. I think it's because I'm the kind of person who has to think things through and wait for an answer to come or wait until I'm clear enough to really think about something. I find that if I do things in haste, sometimes I regret it.

So, I try to take my time until the answer comes to me, which is incredibly frustrating for everybody around me. People want their answer today. Sometimes I'm able to give it, and sometimes I need more time. It's served me well, but sometimes it hasn't. That's probably my biggest fault. Some people are reading this and going, "Yes, that is her biggest fault."



IDOL YOUTH Lonestar made a recent guest appearance on On-Air With Ryan Seacrest, performing their hit "I'm Already There." Pictured here are (l-r) Lonestar's Michael Britt and Richie McDonald, Seacrest and Lonestar's Dean Sams and Keech Rainwater.

COUNTRY TOP 50

July 23, 2004

LAST WEEK	THIS WEEK	ARTIST	TITLE	LABEL(S)	TOTAL POINTS	+/- POINTS	TOTAL PLAYS	+/- PLAYS	TOTAL AUD. (00)	+/- AUD. (00)	WEEKS ON	TOTAL ADDS	
1	1	TIM MCGRAW	Live Like You Were Dying	(Curb)	15868	501	4934	+169	486318	9690	9	113/0	
2	2	KENNY CHESNEY	I Go Back	(BNA)	13993	610	4387	+189	423741	16343	13	113/0	
4	3	REBA MCENTIRE	Somebody	(MCA)	12720	1507	3882	+436	369428	42483	28	112/0	
3	4	BRAD PAISLEY	f(ALISON KRAUSS)	Whiskey Lullaby	(Arista)	11508	229	3545	+45	328648	10867	16	113/0
6	5	BILLY CURRINGTON	I Got A Feelin'	(Mercury)	10549	387	3525	+131	300653	16304	27	112/0	
8	6	JOSH GRACIN	I Want To Live	(Lyric Street)	9035	585	2843	+213	259154	17511	20	110/0	
9	7	JIMMY BUFFETT	f(CLINT BLACK)	Hey Good Lookin'	(RCA/Mailboat)	8775	393	2729	+138	231214	3949	10	110/0
10	8	TERRI CLARK	Girls Lie Too	(Mercury)	8773	711	2716	+227	258837	25990	15	112/1	
13	9	KEITH URBAN	Days Go By	(Capitol)	8498	1199	2573	+395	250391	30447	5	113/1	
11	10	BIG & RICH	Save A Horse, Ride A Cowboy	(Warner Bros.)	8278	349	2558	+126	226198	16150	15	107/1	
12	11	MARTINA MCBRIDE	How Far	(RCA)	8057	140	2491	+61	236514	3706	15	111/0	
14	12	ANDY GRIGGS	She Thinks She Needs Me	(RCA)	7590	381	2425	+133	217808	11947	21	112/1	
15	13	ALAN JACKSON	Too Much Of A Good Thing Is A Good Thing	(Arista)	7200	935	2288	+331	207896	31275	6	110/2	
16	14	GRETCHEN WILSON	Here For The Party	(Epic)	6838	607	2069	+219	198045	21437	7	109/5	
17	15	JOE DIFFIE	Tougher Than Nails	(BBR)	6187	-40	2044	-40	170872	2793	24	97/0	
18	16	RACHEL PROCTOR	Me And Emily	(BNA)	6130	37	1869	+8	161134	1371	21	103/0	
20	17	SARA EVANS	Suds In The Bucket	(RCA)	5977	634	1732	+159	170567	24220	13	101/6	
19	18	JOE NICHOLS	If Nobody Believed In You	(Universal South)	5970	564	1924	+162	163119	10880	17	107/2	
26	19	GEORGE STRAIT	I Hate Everything	(MCA)	5389	1929	1588	+652	151145	57103	3	99/9	
22	20	RASCAL FLATTS	Feels Like Today	(Lyric Street)	5230	589	1697	+168	136201	13578	6	102/3	
23	21	PHIL VASSAR	In A Real Love	(Arista)	5139	526	1539	+152	138807	13564	12	96/1	
21	22	JULIE ROBERTS	Break Down Here	(Mercury)	4765	-103	1541	-22	123760	1545	20	93/3	
24	23	AMY DALLEY	Men Don't Change	(Curb)	4123	161	1338	+41	101292	1362	24	89/2	
25	24	TRACE ADKINS	Rough & Ready	(Capitol)	3919	113	1340	+42	107689	5722	13	91/4	
27	25	JIMMY WAYNE	You Are	(DreamWorks)	3656	241	1143	+60	94871	6489	14	82/1	
28	26	BROOKS & DUNN	That's What It's All About	(Arista)	3369	426	994	+135	103594	14125	4	93/17	
29	27	TRAVIS TRITT	The Girl's Gone Wild	(Columbia)	2748	250	940	+104	62895	7260	12	85/4	
30	28	DIERKS BENTLEY	How Am I Doin'	(Capitol)	2497	115	821	+39	63773	4292	10	75/5	
35	29	GARY ALLAN	Nothing On But The Radio	(MCA)	2358	553	715	+149	54153	10304	6	63/10	
31	30	CRAIG MORGAN	Look At Us	(BBR)	2259	53	789	+6	49557	-3342	13	76/3	
33	31	JOSH TURNER	What It Ain't	(MCA)	1917	-77	684	-19	39538	-2015	14	78/2	
36	32	BLUE COUNTY	That's Cool	(Asylum/Curb)	1897	336	708	+137	44267	7023	8	68/0	
39	33	STEVE HOLY	Put Your Best Dress On	(Curb)	1421	190	498	+68	29539	2038	9	62/1	
38	34	BRAD COTTER	I Meant To	(Epic)	1379	136	449	+13	31867	1935	11	42/1	
37	35	TRICK PONY	The Bride	(Asylum/Curb)	1289	-22	435	-37	30391	-1238	4	50/6	
44	36	SHEDAISY	Come Home Soon	(Lyric Street)	1209	385	438	+156	33522	9207	3	53/12	
46	37	DARRYL WORLEY	Awful, Beautiful Life	(DreamWorks)	1075	383	297	+149	27848	9713	3	32/9	
40	38	RYAN TYLER	The Last Thing She Said	(Arista)	945	-33	311	+6	21031	-2375	3	40/4	
42	39	BUDDY JEWELL	One Step At A Time	(Columbia)	940	70	354	+20	15487	-1586	5	51/1	
43	40	KID ROCK	Single Father	(Top Dog/Warner Bros. Nashville)	776	-62	174	-21	22621	412	8	21/0	
48	41	CLAY WALKER	Jesus Was A Country Boy	(RCA)	746	138	264	+46	15810	2367	2	39/6	
41	42	TRACY LAWRENCE	It's All How You Look At It	(DreamWorks)	701	-186	294	-50	14881	-1454	4	36/2	
Debut	43	MONTGOMERY GENTRY	You Do Your Thing	(Columbia)	617	377	227	+147	14299	8416	1	41/9	
50	44	TRENT WILLMON	The Good Life	(Columbia)	575	37	72	+12	17369	1811	2	0/0	
Debut	45	CLINT BLACK	My Imagination	(Equity Music Group)	566	310	166	+86	8790	5848	1	24/8	
Debut	46	SHANNON LAWSON	Just Like A Redneck	(Equity Music Group)	566	29	224	+8	11066	198	1	32/2	
49	47	MARK CHESNUTT	The Lord Loves The Drinkin' Man	(Vivaton)	535	-10	202	+10	7879	-788	2	23/6	
Debut	48	RESTLESS HEART	Feel My Way To You	(Koch)	532	327	182	+97	14085	8242	1	29/8	
47	49	LONESTAR	Mr. Mom	(BNA)	516	-158	189	-10	12780	-1293	2	26/15	
Debut	50	KATRINA ELAM	No End In Sight	(Universal South)	507	314	181	+129	12710	6563	1	39/8	

113 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 7/11-7/17. 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 (© 2004, The Arbitron Company). © 2004, R&R, Inc.

Most Added*

ARTIST	TITLE	LABEL(S)	ADDS
www.rradds.com			
BROOKS & DUNN	That's What It's All About	(Arista)	17
LONESTAR	Mr. Mom	(BNA)	15
SHEDAISY	Come Home Soon	(Lyric Street)	12
GARY ALLAN	Nothing On But The Radio	(MCA)	10
GEORGE STRAIT	I Hate Everything	(MCA)	9
MONTGOMERY GENTRY	You Do Your Thing	(Columbia)	9
DARRYL WORLEY	Awful, Beautiful Life	(DreamWorks)	9
KATRINA ELAM	No End In Sight	(Universal South)	8
RESTLESS HEART	Feel My Way To You	(Koch)	8
CLINT BLACK	My Imagination	(Equity Music Group)	8

Most Increased Points

ARTIST	TITLE	LABEL(S)	TOTAL POINT INCREASE
GEORGE STRAIT	I Hate Everything	(MCA)	+1929
REBA MCENTIRE	Somebody	(MCA)	+1507
KEITH URBAN	Days Go By	(Capitol)	+1199
A. JACKSON	Too Much Of A Good Thing Is A Good Thing	(Arista)	+935
TERRI CLARK	Girls Lie Too	(Mercury)	+711
SARA EVANS	Suds In The Bucket	(RCA)	+634
KENNY CHESNEY	I Go Back	(BNA)	+610
GRETCHEN WILSON	Here For The Party	(Epic)	+607
RASCAL FLATTS	Feels Like Today	(Lyric Street)	+589
JOSH GRACIN	I Want To Live	(Lyric Street)	+585

Most Increased Plays

ARTIST	TITLE	LABEL(S)	TOTAL PLAY INCREASE
GEORGE STRAIT	I Hate Everything	(MCA)	+652
REBA MCENTIRE	Somebody	(MCA)	+436
KEITH URBAN	Days Go By	(Capitol)	+395
A. JACKSON	Too Much Of A Good Thing Is A Good Thing	(Arista)	+331
TERRI CLARK	Girls Lie Too	(Mercury)	+227
GRETCHEN WILSON	Here For The Party	(Epic)	+219
JOSH GRACIN	I Want To Live	(Lyric Street)	+213
KENNY CHESNEY	I Go Back	(BNA)	+189
TIM MCGRAW	Live Like You Were Dying	(Curb)	+169
RASCAL FLATTS	Feels Like Today	(Lyric Street)	+168

Breakers

No Songs qualify for Breaker Status this week.

Songs ranked by total plays

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July 23, 2004

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	TIM MCGRAW Live Like You Were Dying (Curb)	5929	60	4391	+27	137429	2556	9	109/0
2	2	KENNY CHESNEY I Go Back (BNA)	5680	100	4252	+58	130309	3182	12	112/0
3	3	BRAD PAISLEY w/ALISON KRAUSS Whiskey Lullaby (Arista)	5180	262	3928	+167	119469	7469	18	109/0
5	4	BILLY CURRINGTON I Got A Feelin' (Mercury)	5017	378	3758	+241	113443	9753	28	110/2
6	5	REBA MCENTIRE Somebody (MCA)	4784	160	3514	+116	111217	4699	29	105/0
9	6	TERRI CLARK Girls Lie Too (Mercury)	4411	325	3294	+229	100325	8206	14	110/0
10	7	JOSH GRACIN I Want To Live (Lyric Street)	4348	307	3206	+215	99295	7185	19	109/0
4	8	TOBY KEITH Whiskey Girl (DreamWorks)	4110	-690	3017	-537	95014	-14687	17	104/0
8	9	JIMMY BUFFETT w/CLINT BLACK Hey Good Lookin' (RCA/Mailboat)	4071	-57	3067	-12	93526	-867	10	108/0
11	10	MARTINA MCBRIDE How Far (RCA)	3804	107	2879	+78	87022	2717	16	108/0
12	11	ANDY GRIGGS She Thinks She Needs Me (RCA)	3640	162	2728	+115	84372	4446	20	105/0
13	12	ALAN JACKSON Too Much Of A Good Thing Is A Good Thing (Arista)	3491	226	2615	+147	78730	6545	6	112/3
14	13	KEITH URBAN Days Go By (Capitol)	3460	367	2586	+239	79883	8838	5	111/2
15	14	BIG & RICH Save A Horse, Ride A Cowboy (Warner Bros.)	3211	244	2379	+175	71242	4947	12	101/1
18	15	GRETCHEN WILSON Here For The Party (Epic)	2970	369	2214	+250	67808	9294	6	107/2
16	16	RACHEL PROCTOR Me And Emily (BNA)	2897	30	2182	+36	67247	341	18	103/2
20	17	SARA EVANS Suds In The Bucket (RCA)	2763	252	2092	+163	62216	5700	13	104/9
19	18	JOE NICHOLS If Nobody Believed In You (Universal South)	2674	104	2042	+78	60655	2896	18	97/5
17	19	JOE DIFFIE Tougher Than Nails (BBR)	2668	-193	1977	-120	60044	-4963	24	93/0
23	20	GEORGE STRAIT I Hate Everything (MCA)	2633	636	2042	+451	57949	16135	3	105/10
21	21	RASCAL FLATTS Feels Like Today (Lyric Street)	2550	208	1905	+131	59474	5540	6	103/1
22	22	TRACE ADKINS Rough & Ready (Capitol)	2385	197	1768	+123	53421	5540	16	87/2
24	23	JULIE ROBERTS Break Down Here (Mercury)	2105	193	1627	+134	47256	5396	21	87/3
25	24	PHIL VASSAR In A Real Love (Arista)	2016	164	1496	+98	47450	4921	13	92/3
26	25	JIMMY WAYNE You Are (DreamWorks)	1707	46	1299	+32	37781	1259	18	78/2
27	26	BROOKS & DUNN That's What It's All About (Arista)	1663	296	1315	+243	37826	7336	4	95/12
29	27	GARY ALLAN Nothing On But The Radio (MCA)	1378	161	1073	+131	29792	4222	6	75/3
30	28	DIERKS BENTLEY How Am I Doin' (Capitol)	1348	161	1074	+146	28476	2899	11	79/5
28	29	AMY DALLEY Men Don't Change (Curb)	1286	37	949	+43	28968	639	24	62/2
31	30	JOSH TURNER What It Ain't (MCA)	1058	-19	809	-22	23300	-866	14	66/1
33	31	CRAIG MORGAN Look At Us (BBR)	923	-8	666	-19	21303	-198	14	51/2
36	32	TRACY LAWRENCE It's All How You Look At It (DreamWorks)	882	99	670	+68	17614	1638	6	61/3
35	33	BRAD COTTER I Meant To (Epic)	829	33	622	+20	19028	601	11	52/1
37	34	BLUE COUNTY That's Cool (Asylum/Curb)	825	136	622	+99	18044	3642	8	46/5
41	35	SHEDAISY Come Home Soon (Lyric Street)	620	189	495	+140	12942	4252	3	51/13
45	36	LONESTAR Mr. Mom (BNA)	595	264	470	+213	13790	6023	2	40/14
38	37	STEVE HOLY Put Your Best Dress On (Curb)	526	73	386	+56	12782	1774	8	32/4
40	38	TRICK PONY The Bride (Asylum/Curb)	502	67	402	+41	10695	1770	4	42/6
39	39	BUDDY JEWELL One Step At A Time (Columbia)	499	47	375	+39	10900	1256	7	34/3
42	40	DARRYL WORLEY Awful, Beautiful Life (DreamWorks)	490	134	416	+103	9240	2428	3	42/6
43	41	MARK CHESNUTT The Lord Loves The Drinkin' Man (Vivaton)	407	51	308	+43	9278	1351	3	35/3
47	42	MONTGOMERY GENTRY You Do Your Thing (Columbia)	392	170	309	+141	8190	3256	2	32/10
46	43	RYAN TYLER The Last Thing She Said (Arista)	297	45	239	+34	6703	1524	4	24/3
50	44	RESTLESS HEART Feel My Way To You (Koch)	289	109	226	+89	6876	2963	2	24/6
49	45	KEITH BRYANT Ridin' With The Legend (Lofton Creek)	217	15	184	+16	3763	198	3	15/2
44	46	SHERRIE AUSTIN Son Of A Preacher Man (BBR/C4)	214	-123	181	-67	4520	-3133	8	21/1
48	47	KEN MELLONS Climb My Tree (Home)	199	-13	147	-13	3632	-246	3	13/0
Debut	48	SUGARLAND Baby Girl (Mercury)	192	97	165	+83	3318	1310	1	16/8
Debut	49	NOTORIOUS CHERRY BOMBS It's Hard To Kiss... (Universal South)	185	42	143	+29	3836	834	1	7/1
Debut	50	CLAY WALKER Jesus Was A Country Boy (RCA)	185	29	171	+32	3946	614	1	20/2

112 Country reporters. Songs ranked by total plays for the airplay week of Sunday 7/11 - Saturday 7/17.
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Most Added®

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ARTIST TITLE LABEL(S)	ADDS
LONESTAR Mr. Mom (BNA)	14
SHEDAISY Come Home Soon (Lyric Street)	13
BROOKS & DUNN That's What It's All About (Arista)	12
GEORGE STRAIT I Hate Everything (MCA)	10
MONTGOMERY GENTRY You Do Your Thing (Columbia)	10
SARA EVANS Suds In The Bucket (RCA)	9
SUGARLAND Baby Girl (Mercury)	8
TRICK PONY The Bride (Asylum/Curb)	6
DARRYL WORLEY Awful, Beautiful Life (DreamWorks)	6
RESTLESS HEART Feel My Way To You (Koch)	6

Most Increased Points

ARTIST TITLE LABEL(S)	TOTAL POINT INCREASE
GEORGE STRAIT I Hate Everything (MCA)	+636
BILLY CURRINGTON I Got A Feelin' (Mercury)	+378
GRETCHEN WILSON Here For The Party (Epic)	+369
KEITH URBAN Days Go By (Capitol)	+367
TERRI CLARK Girls Lie Too (Mercury)	+325
JOSH GRACIN I Want To Live (Lyric Street)	+307
BROOKS & DUNN That's What It's All About (Arista)	+296
LONESTAR Mr. Mom (BNA)	+264
BRAD PAISLEY w/ALISON KRAUSS Whiskey Lullaby (Arista)	+262
SARA EVANS Suds In The Bucket (RCA)	+252

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
GEORGE STRAIT I Hate Everything (MCA)	+451
GRETCHEN WILSON Here For The Party (Epic)	+250
BROOKS & DUNN That's What It's All About (Arista)	+243
BILLY CURRINGTON I Got A Feelin' (Mercury)	+241
KEITH URBAN Days Go By (Capitol)	+239
TERRI CLARK Girls Lie Too (Mercury)	+229
JOSH GRACIN I Want To Live (Lyric Street)	+215
LONESTAR Mr. Mom (BNA)	+213
BIG & RICH Save A Horse, Ride A Cowboy (Warner Bros.)	+175
BRAD PAISLEY w/ALISON KRAUSS Whiskey Lullaby (Arista)	+167

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EXCLUSIVE NATIONAL MUSIC RESEARCH ESTIMATES July 23, 2004

Callout America® song selection is based on the top 35 titles from the R&R Country chart for the airplay week of June 13-19.

CALLOUT AMERICA® HOT SCORES

ARTIST Title (Label)	LIKE A LOT	TOTAL POSITIVE	NEUTRAL	FAMILIARITY	DISLIKE	BURN
KENNY CHESNEY I Go Back (BNA)	44.5%	82.3%	11.3%	97.5%	3.5%	0.5%
ANDY GRIGGS She Thinks She Needs Me (RCA)	42.5%	80.8%	14.5%	98.5%	3.3%	0.0%
REBA MCENTIRE Somebody (MCA)	39.3%	74.3%	16.8%	97.8%	4.5%	2.3%
TOBY KEITH Whiskey Girl (DreamWorks)	39.0%	71.3%	18.5%	98.3%	5.8%	2.8%
BRAD PAISLEY #ALISON KRAUSS Whiskey Lullaby (Arista)	39.0%	68.3%	15.3%	92.8%	7.0%	2.3%
TIM MCGRAW Live Like You Were Dying (Curb)	38.5%	70.0%	18.0%	95.0%	5.5%	1.5%
BILLY CURRINGTON I Got A Feelin' (Mercury)	37.3%	79.3%	15.0%	96.5%	1.3%	1.0%
DAVID LEE MURPHY Loco (Koch)	36.0%	72.5%	19.0%	94.8%	2.3%	1.0%
BILLY DEAN Thank God I'm A Country Boy (View2/Curb)	34.0%	66.3%	18.0%	95.3%	7.5%	3.5%
JOE NICHOLS If Nobody Believed in You (Universal South)	31.3%	69.3%	15.8%	91.0%	5.5%	0.5%
TRACE ADKINS Rough & Ready (Capitol)	28.0%	51.8%	21.0%	90.5%	14.0%	3.8%
JOE DIFFIE Tougher Than Nails (BBR)	27.0%	60.0%	22.0%	89.8%	7.5%	0.3%
JOSH GRACIN I Want To Live (Lyric Street)	27.0%	69.0%	19.0%	93.3%	5.0%	0.3%
JEFF BATES I Wanna Make You Cry (RCA)	25.8%	60.8%	21.5%	92.0%	7.0%	2.8%
PHIL VASSAR In A Real Love (Arista)	25.8%	63.3%	19.8%	89.3%	4.5%	1.8%
JIMMY BUFFETT #CLINT BLACK Hey Good Lookin' (RCA/Mailboat)	25.0%	55.0%	26.5%	97.0%	9.5%	6.0%
JULIE ROBERTS Break Down Here (Mercury)	24.0%	55.5%	25.3%	93.5%	9.8%	3.0%
ALAN JACKSON Too Much Of A Good Thing Is A Good Thing (Arista)	23.0%	62.0%	21.5%	93.5%	8.8%	1.3%
BIG & RICH Save A Horse, Ride A Cowboy (Warner Bros.)	21.0%	49.5%	20.5%	88.8%	11.0%	7.8%
JIMMY WAYNE You Are (DreamWorks)	20.5%	50.5%	23.0%	83.8%	7.8%	2.5%
TRAVIS TRITT The Girl's Gone Wild (Columbia)	20.5%	50.8%	25.0%	87.8%	8.8%	3.3%
SARA EVANS Suds In The Bucket (RCA)	19.8%	55.3%	21.8%	86.8%	7.8%	2.0%
GARY ALLAN Nothing On But The Radio (MCA)	19.8%	56.0%	20.0%	82.3%	5.0%	1.3%
MARTINA MCBRIDE How Far (RCA)	19.5%	53.3%	27.3%	91.8%	8.5%	2.8%
TERRI CLARK Girls Lie Too (Mercury)	19.3%	58.8%	23.5%	93.8%	8.3%	3.3%
GRETCHEN WILSON Here For The Party (Epic)	18.5%	45.5%	22.0%	81.0%	9.8%	3.8%
DIERKS BENTLEY How Am I Doin' (Capitol)	17.0%	50.5%	16.8%	76.8%	7.5%	2.0%
JOSH TURNER What It Ain't (MCA)	16.3%	50.8%	23.0%	87.3%	10.8%	2.8%
BROOKS & DUNN That's What It's All About (Arista)	14.8%	51.3%	20.3%	79.3%	6.3%	1.5%
AMY DALLEY Men Oon't Change (Curb)	13.8%	44.0%	23.8%	82.0%	11.0%	3.3%
RACHEL PROCTOR Me And Emily (BNA)	13.5%	44.0%	31.0%	88.3%	10.0%	3.3%
KEITH URBAN Days Go By (Capitol)	13.3%	46.8%	24.5%	78.8%	6.3%	1.3%
CRAIG MORGAN Look At Us (BBR)	11.0%	39.5%	26.0%	75.0%	7.8%	1.8%
RASCAL FLATTS Feels Like Today (Lyric Street)	10.3%	39.8%	29.3%	79.3%	8.3%	2.0%
BLUE COUNTY That's Cool (Asylum/Curb)	7.5%	41.5%	24.5%	73.0%	5.0%	2.0%

Password of the Week: Curtis.
Question of the Week: In the past several months there have been exciting new songs released by superstars like Tim McGraw, Alan Jackson and George Strait. How should your favorite station play these new songs on the very first day it receives them?

Total
Just play it like any song/
nothing special: 29%
Every other hour for 24 hours: 19%
Every hour on the hour: 12%
Every three hours: 20%
Every four hours: 20%

P1
Just play it like any song/
nothing special: 31%
Every other hour for 24 hours: 18%
Every hour on the hour: 12%
Every three hours: 21%
Every four hours: 18%

P2
Just play it like any song/
nothing special: 24%
Every other hour for 24 hours: 20%
Every hour on the hour: 12%
Every three hours: 18%
Every four hours: 26%

Male
Just play it like any song/
nothing special: 28%
Every other hour for 24 hours: 17%
Every hour on the hour: 10%
Every three hours: 20%
Every four hours: 25%

Female
Just play it like any song/
nothing special: 29%
Every other hour for 24 hours: 20%
Every hour on the hour: 13%
Every three hours: 20%
Every four hours: 18%

Total sample size is 400 persons weekly with a +/- 5% margin of error. Scoring is done each week using live interviewers conducting the interview with each respondent. Scores are: a) I Like It A Lot, In Fact It's One Of My Favorites b) I Like It c) It's Okay...Just So-So d) I Don't Like It e) I'm Tired Of Hearing It On The Radio f) I Don't Recognize It. To be included in the weekly callout songs must enter the top 40 positions on R&R's Country airplay chart. The sample is composed of 400 25-54-year-old persons who identify Country as their favorite music and who listen daily to competitive country radio in the sample markets. The sample is 50% male/female ... 1/3rd each in the 25-34, 35-44, and 45-54 demos. The sample is balanced by region, and markets within that region. Bullseye Callout is conducted in these regions and markets. Market selection is determined by Bullseye. NORTHEAST: Washington, DC., Harrisburg, PA., Providence, Rochester, NY, Springfield, MA, Hartford, Portland, ME, Portsmouth, NH. SOUTHEAST: Charlotte, Atlanta, Tampa, Nashville, Chattanooga, Mobile, AL, Charleston, SC, Jackson, MS. MIDWEST: Milwaukee, Cincinnati, Cleveland, Kansas City, Lansing, MI, Ft Wayne, IN, Rockford, IL, Indianapolis. SOUTHWEST: Dallas-Ft. Worth, Tucson, Albuquerque, Oklahoma City, Houston-Galveston, Phoenix, Lafayette, LA, San Antonio. WEST: Portland, OR, Salt Lake City, Fresno, Bakersfield, Spokane, WA, Riverside-San Bernardino, Boise, Denver, Monterey-Salinas. © 2003 R&R Inc. © 2003 Bullseye Marketing Research Inc..

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July 23, 2004

America's Best Testing Country Songs
12 + For The Week Ending 7/23/04

Artist Title (Label)	TW	LW	Famil.	Burn	Per. 25-54	W 25-54	M 25-54
TIM MCGRAW Live Like You Were Dying (Curb)	4.49	4.40	99%	12%	4.49	4.63	4.39
KENNY CHESNEY I Go Back (BNA)	4.25	4.20	96%	17%	4.25	4.36	4.17
JOE NICHOLS If Nobody Believed In You (Universal South)	4.18	4.14	85%	10%	4.20	4.28	4.15
BILLY CURRINGTON I Got A Feelin' (Mercury)	4.15	4.05	93%	16%	4.14	4.31	4.02
BRAD PAISLEY f/A LISON KRAUSS Whiskey Lullaby (Arista)	4.14	4.11	98%	19%	4.16	4.04	4.25
M. GENTRY If You Ever Stop Loving Me (Columbia)	4.13	4.14	97%	27%	4.16	4.35	4.02
SARA EVANS Suds In The Bucket (RCA)	4.13	4.19	84%	10%	4.12	4.11	4.12
KEITH URBAN Days Go By (Capitol)	4.13	4.10	80%	7%	4.11	4.24	4.02
REBA MCENTIRE Somebody (MCA)	4.12	4.09	99%	27%	4.13	4.20	4.07
TERRI CLARK Girls Lie Too (Mercury)	4.12	4.03	96%	18%	4.16	4.23	4.12
ANDY GRIGGS She Thinks She Needs Me (RCA)	4.12	4.13	93%	14%	4.08	4.23	3.97
JOSH GRACIN I Want To Live (Lyric Street)	4.11	4.03	89%	15%	4.09	4.25	3.96
BROOKS & DUNN That's What She Gets For... (Arista)	4.03	4.01	99%	27%	4.05	4.17	3.96
TRACE ADKINS Rough & Ready (Capitol)	4.03	4.02	82%	12%	4.03	4.12	3.96
PHIL VASSAR In A Real Love (Arista)	4.03	4.03	75%	11%	4.02	4.19	3.90
DAVID LEE MURPHY Loco (Koch)	4.02	4.01	92%	23%	4.04	4.09	4.01
MARTINA MCBRIDE How Far (RCA)	4.01	3.98	93%	18%	4.06	4.21	3.94
TOBY KEITH Whiskey Girl (DreamWorks)	3.99	3.95	99%	32%	3.97	4.00	3.94
JIMMY WAYNE You Are (DreamWorks)	3.99	-	62%	9%	3.93	4.17	3.76
LONESTAR Let's Be Us Again (BNA)	3.98	3.94	98%	31%	3.97	4.24	3.77
JOE DIFFIE Tougher Than Nails (BBR)	3.96	3.89	82%	18%	3.98	4.03	3.94
GRETCHEN WILSON Here For The Party (Epic)	3.90	3.86	79%	17%	3.86	3.85	3.87
A. JACKSON Too Much Of A Good Thing... (Arista)	3.89	3.95	76%	13%	4.02	4.17	3.91
AMY DALLEY Men Don't Change (Curb)	3.89	3.94	74%	13%	3.85	3.92	3.80
RASCAL FLATTS Feels Like Today (Lyric Street)	3.87	3.75	72%	14%	3.82	3.97	3.72
JEFF BATES I Wanna Make You Cry (RCA)	3.86	3.79	80%	17%	3.89	4.12	3.73
RACHEL PROCTOR Me And Emily (BNA)	3.83	3.79	92%	25%	3.76	3.79	3.73
JULIE ROBERTS Break Down Here (Mercury)	3.80	3.77	78%	16%	3.80	3.68	3.88
J. BUFFETT f/C. BLACK Hey Good Lookin' (RCA/Mailboat)	3.70	3.63	98%	28%	3.73	3.87	3.61

Total sample size is 469 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 Internet only. RateTheMusic.com is a registered trademark of RateTheMusic.com. The RTM system is available for local radio stations by calling 818-377-5300. RateTheMusic.com data is provided by Mediabase Research, a division of Premiere Radio Networks.

RR CANADA COUNTRY TOP 30

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LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART	TOTAL STATIONS
2	1	TIM MCGRAW Live Like You Were Dying (Curb)	490	+13	7	10/0
1	2	KENNY CHESNEY I Go Back (BNA)	480	+3	9	11/0
3	3	TERRI CLARK Girls Lie Too (Mercury)	463	+20	12	10/0
5	4	C. DAWN JOHNSON Die Of A Broken Heart (Arista)	451	+39	10	11/0
6	5	J. BUFFETT f/C. BLACK Hey Good Lookin' (RCA/Mailboat)	418	+14	7	10/0
4	6	PAUL BRANDT Leavin' (Reprise)	415	-4	8	9/0
11	7	J. MCCOY I Feel A Sin Comin' On (Open Road/Universal)	374	+31	9	9/0
7	8	AARON PRITCHETT My Way (Royalty)	358	-24	15	16/0
17	9	KEITH URBAN Days Go By (Capitol)	355	+43	3	8/0
15	10	A. JACKSON Too Much Of A Good Thing... (Arista)	354	+31	4	10/0
13	11	B. PAISLEY f/A. KRAUSS Whiskey Lullaby (Arista)	354	+21	13	10/0
14	12	BILLY CURRINGTON I Got A Feelin' (Mercury)	353	+25	11	8/0
9	13	DAVID LEE MURPHY Loco (Koch)	334	-24	15	14/0
16	14	ADAM GREGORY Never Be Another (Sony Music Canada)	315	-8	15	15/0
18	15	DDC WALKER North Dakota Boy (Open Road/Universal)	300	+2	6	9/0
8	16	M. GENTRY If You Ever Stop Loving Me (Columbia)	282	-77	15	14/0
20	17	GORD BAMFORD Heroes (Independent)	277	-11	4	4/0
24	18	SARA EVANS Suds In The Bucket (RCA)	274	+34	5	9/1
22	19	LISA BROKOP Wildflower (Asylum/Curb)	271	+25	5	8/0
12	20	LONESTAR Let's Be Us Again (BNA)	269	-73	15	15/0
19	21	TOBY KEITH Whiskey Girl (DreamWorks)	265	-27	14	12/0
28	22	JOSH GRACIN I Want To Live (Lyric Street)	263	+46	6	4/0
23	23	JAKE MATHEWS Time After Time (Open Road/Universal)	259	+17	9	8/0
10	24	GRETCHEN WILSON Redneck Woman (Epic)	256	-96	15	15/0
25	25	BIG & RICH Save A Horse, Ride A Cowboy (Warner Bros.)	244	+5	4	5/0
Debut	26	GRETCHEN WILSON Here For The Party (Epic)	242	+85	1	7/0
30	27	DERIC RUTTAN I Saved Everything (Lyric Street)	229	+38	2	8/1
27	28	MARTINA MCBRIDE How Far (RCA)	221	+4	5	6/0
Debut	29	GEORGE STRAIT I Hate Everything (MCA)	208	+173	1	7/1
26	30	CHRIS CUMMINGS Lucy Got Lucky (Warner Bros.)	192	-45	14	13/0

17 Canadian Cou reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 7/11-7/17. 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. ♦ Indicates Cancan. © 2004, R&R, Inc.

C O U N T R Y

FLASHBACK

1 YEAR AGO

- No. 1: "It's Five O'Clock Somewhere" — Alan Jackson & Jimmy Buffett

5 YEARS AGO

- No. 1: "Amazed" — Lonestar

10 YEARS AGO

- No. 1: "Summertime Blues" — Alan Jackson

15 YEARS AGO

- No. 1: "Timber, I'm Falling In Love" — Patty Loveless

20 YEARS AGO

- No. 1: "That's The Thing About Love" — Don Williams

25 YEARS AGO

- No. 1: "Shadows In The Moonlight" — Anne Murray

30 YEARS AGO

- No. 1: "As Soon As I Hang Up The Phone" — Loretta Lynn & Conway Twitty

New & Active

SUGARLAND Baby Girl (Mercury)

Total Plays: 151, Total Stations: 19, Adds: 4

KENNY ROGERS w/ WHITNEY DUNCAN My World Is Over (Capitol)

Total Plays: 131, Total Stations: 11, Adds: 0

ANITA COCHRAN (I Wanna Hear) A Cheatin' Song (Warner Bros.)

Total Plays: 90, Total Stations: 15, Adds: 0

JOHN MICHAEL MONTGOMERY Goes Good With Beer (Warner Bros.)

Total Plays: 67, Total Stations: 17, Adds: 5

Songs ranked by total plays



One-On-One With Rick Springfield?

Hmmm ... let me check my calendar

By Barb Richards
PD, WAJI/Ft. Wayne

Rick Springfield, as anyone close to my age would agree, was one of the heartthrobs of the 1980s. Who can't sing all the words to "Jesse's Girl"? Who doesn't turn up the volume when it comes on the radio? It's one of our biggest-testing songs. His character, Dr. Noah Drake, was so cute, many a teen girl became a fan of *General Hospital* because of him. So when I had the opportunity to get some face time with Springfield, what was I going to say? No?

I sat down with him at R&R Convention 2004 to hear all about his new album, his return to the music biz and his new outlook on life.

A History Lesson

"I was a bit of a troublemaker for my mom," Springfield says, speaking about his early years in Australia. His dad was in the service, so Springfield had a colorful and varied upbringing. He moved around a lot, left school early and played in numerous bands, including one that performed for U.S. troops in Vietnam.

Finally, back home in Australia, young Rick began to write songs and put together a band. When that band broke up, he decided to record on his own. His song "Speak to the Sky" became a hit Down Under, and Springfield was signed by Capitol Records in America. He set off to record his first solo album in London.

"We worked with some amazing people in London," he says. "London was very familiar to me. I lived there for a while as a child. And then I went to the United States and settled in."

His biggest surprise upon arrival in the U.S.? "How big the music scene was in America," he says. "There were 30,000 radio stations, and you had to talk to everyone. In Australia, there was only one."

"Speak to the Sky" soared into the top 10, but nothing happened careerwise after that. Even a label switch didn't help. Springfield's second CD was a flop. He got dropped from his label and was

broke and out of work in Los Angeles. A chance meeting led him into acting. He signed a deal with Universal that paid him regularly to show up in episodes of *The Incredible Hulk*, *The Six Million Dollar Man* and *Battlestar Galactica*. Meanwhile, he continued to write music.

"As a matter of fact, I wrote *Working Class Dog* during that time period," he says. "The time was just right. I had despaired of ever getting a record deal, but then one came out of the blue, and I recorded the album. They said they were going to hold it for a couple of months, so I started getting nervous."

"And then I got this *General Hospital* part that I wasn't even sure I wanted to take. I took it as a security thing, because I didn't have any money, and I didn't know if the record was ever going to be released. I took the role as a backup plan, but then they both kind of kicked in."

Springfield's second CD was released, his single went top 40 — and then the label folded.

Today's Rick

As I sat and listened to Springfield tell his story, I began to understand what his new CD, *Shock Denial Anger Acceptance*, is all about: It's about his life — his life in Australia with a military father, moving from place to place, not doing well at school. Music became his escape, his form of self-expression. Some of his musical experiences were positive, some not. This CD is Springfield's autobiography.

While Bill Clinton was down the street signing copies of his story, Springfield performed his "story" in front of radio people at the Beverly Hilton Hotel at R&R Convention 2004. The CD consists of new songs filled with passion that is steamier than any passage in Clinton's book.

"It's a very personal record," Springfield says. "Every song, every line, means something to me. I sometimes hide it, so it's more generalized, but..." He pauses and laughs nervously. "It's a very, very personal record."

Asked about his return to the music business, he gives a simple

"The size of the venue doesn't matter. What matters is the audience. My show has always been about the audience. I feed off the audience and their energy. If that ever stopped, I wouldn't tour."

reply: "I love playing live and recording. They are my two favorite things to do. I love to write and see it turn into a song in the studio. And I love to go out and play the songs, because that's the only way I can communicate with people. I truly don't feel I talk well one-to-one with people, so the way I communicate is to play live. I'm a different person when I'm playing live."



QUICK! A PHOTO OP! Here are WAJI/Ft. Wayne PD Barb Richards and Gomer recording artist Rick Springfield at R&R Convention 2004.

Springfield is excited about his current tour. He's playing both large and small venues and feels both have their advantages. "The response has been great, really amazing, especially with the new songs," he says. "And the size of the venue doesn't matter. What matters is the audience."

"My show has always been about the audience. I'm not one of those guys who just stares at his feet and plays the songs like on the record. I feed off the audience and their energy. If that ever stopped, I wouldn't tour."

Still A Rock Star

Yep, Rick Springfield is back — with a vengeance. That was evident at the end of his four-song set at the convention, when he slammed his guitar to the ground. "It just felt appropriate," he says with a wink. "I have a love/hate relationship with guitars. The part I love is playing them, the way I express myself. The part I hate is when I don't feel I expressed myself properly."

Speaking as a radio personality, I can understand that, the desire to be perfect and to connect with the audience. Springfield wants to make everyone in the audience feel what he feels when he sings, and we certainly felt it that afternoon. The buzz in the room was about his songs from the '80s and how stations still get requests for them. Springfield has great name recognition among women. Music and program directors for female-targeted stations should consider this when listening to the new song "Beautiful You" or the next single.

No matter what happens, though, Springfield is going with the flow. It's a characteristic that we often find in re-emerging touring artists: "This is who I am, like it or not." Springfield loves performing, and that's what he's going to do. Radio play will be a bonus.

Springfield has been there and done that several times in his career. He's learned through the years that

"I love playing live and recording. They are my two favorite things to do. I love to write and see it turn into a song in the studio. And I love to go out and play the songs, because that's the only way I can communicate with people."

sometimes it's good and sometimes it's bad — but mostly it's good. He's gone through shock, anger, denial and acceptance, and he wants to share that with the world.

Springfield wants to write music that touches everyone, and he wants to perform so people understand the emotion behind the songs. The lyrics of his CD will touch you. His onstage presence will affect you. But, most importantly, it's nice to have him hanging around again.

TALK BACK TO R&R!

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

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R&R AC TOP 30

July 23, 2004

POWERED BY
MEDIABASE

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
	1	FIVE FOR FIGHTING 100 Years (<i>Aware/Columbia</i>)	2255	+81	201512	29	111/0
	2	MARTINA MCBRIDE This One's For The Girls (<i>RCA</i>)	2077	+125	186413	27	109/0
	3	DIDO White Flag (<i>Arista/RMG</i>)	1984	+95	176617	41	100/0
	4	MICHAEL MCDONALD Ain't No Mountain High Enough (<i>Motown</i>)	1877	+221	189792	37	102/0
	5	SHERYL CROW The First Cut Is The Deepest (<i>A&M/Interscope</i>)	1845	+9	162078	41	105/0
	6	SEAL Love's Divine (<i>Warner Bros.</i>)	1825	+71	154223	25	105/0
	7	LIONEL RICHIE Just For You (<i>Island/IDJMG</i>)	1618	-85	132290	19	102/1
	8	UNCLE KRACKER #DOBBIE GRAY Drift Away (<i>Lava</i>)	1563	+173	149653	71	105/0
	9	JOSH GROBAN You Raise Me Up (<i>143/Reprise</i>)	1495	-38	132605	38	107/1
	10	MAROON 5 This Love (<i>Octone/JJRMG</i>)	1395	+125	155159	13	76/2
	11	WILSON PHILLIPS Go Your Own Way (<i>Columbia</i>)	1185	+83	70659	13	95/1
	12	KIMBERLEY LOCKE 8th World Wonder (<i>Curb</i>)	1061	+45	61074	16	88/2
	13	3 DOORS DOWN Here Without You (<i>Republic/Universal</i>)	1058	-23	116807	30	66/0
	14	MERCYME Here With Me (<i>INO/Curb</i>)	905	+29	42432	14	82/2
	15	CELINE DION You And I (<i>Epic</i>)	850	-19	80716	8	73/3
	16	JIM BRICKMAN #MARK SCHULTZ 'Til I See You Again (<i>Windham Hill/RMG</i>)	848	+157	40715	10	84/4
	17	LUTHER VANDROSS Buy Me A Rose (<i>JJRMG</i>)	798	+15	83095	20	86/0
	18	SEALS & CROFTS Summer Breeze '04 (<i>Warner Bros.</i>)	695	+13	83426	6	54/2
	19	KEITH URBAN You'll Think Of Me (<i>Capitol</i>)	646	+52	52843	9	83/3
	20	LOS LONELY BOYS Heaven (<i>Or/Epic</i>)	611	+144	97458	7	42/1
	21	SHANIA TWAIN It Only Hurts When I'm Breathing (<i>Mercury/IDJMG</i>)	587	-75	41251	17	70/0
	22	EVANESCENCE My Immortal (<i>Wind-up</i>)	564	+14	88840	14	32/2
	23	LEANN RIMES #RONAN KEATING Last Thing On My Mind (<i>Curb</i>)	530	+50	20268	6	73/3
	24	RICK SPRINGFIELD Beautiful You (<i>Gomer/Red Ink</i>)	301	+24	11194	4	52/1
	25	HOOBASTANK The Reason (<i>Island/IDJMG</i>)	275	+27	30140	5	17/1
	26	CORRS Summer Sunshine (<i>Atlantic</i>)	260	+6	12043	4	36/1
	27	DARYL HALL What's In Your World (<i>Rhythm & Groove/Liquid 8</i>)	244	-100	10061	11	39/0
Debut	28	FANTASIA I Believe (<i>JJRMG</i>)	232	+81	23169	1	39/6
	29	JAMIE CULLUM All At Sea (<i>Verve/Universal</i>)	206	+23	4409	2	40/7
Debut	30	CHERIE Older Than My Years (<i>Lava</i>)	196	+43	11603	1	41/6

119 AC reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 7/11-7/17. 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 (© 2004, The Arbitron Company). © 2004, R&R, Inc.

New & Active

JEFF TIMMONS Whisper That Way (*SLG/Rising Phoenix*)
Total Plays: 159, Total Stations: 31, Adds: 5

HEART Perfect Goodbye (*Sovereign Artists*)
Total Plays: 144, Total Stations: 26, Adds: 1

JESSICA SIMPSON Angels (*Columbia*)
Total Plays: 136, Total Stations: 23, Adds: 2

DIANA KRALL Narrow Daylight (*GRP/VMG*)
Total Plays: 135, Total Stations: 29, Adds: 3

JOSH GROBAN Remember When It Rained (*143/Reprise*)
Total Plays: 121, Total Stations: 45, Adds: 16

BOYZ II MEN Sara Smile (*MSM/Koch*)
Total Plays: 113, Total Stations: 20, Adds: 3

PATTI LABELLE New Day (*Def Soul/IDJMG*)
Total Plays: 109, Total Stations: 24, Adds: 2

CYNOI LAUPER Walk On By (*Epic*)
Total Plays: 106, Total Stations: 22, Adds: 2

JONELL MOSSER Now That I'm On My Own (*RockUs*)
Total Plays: 70, Total Stations: 19, Adds: 2

NATALIE GRANT I Am Not Alone (*Curb*)
Total Plays: 68, Total Stations: 16, Adds: 4

Songs ranked by total plays

Most Added*

www.radds.com

ARTIST TITLE LABEL(S)	ADDS
JOSH GROBAN Remember When It Rained (<i>143/Reprise</i>)	16
JAMIE CULLUM All At Sea (<i>Verve/Universal</i>)	7
DIANA DEGARMO Don't Cry Out Loud (<i>JJRMG</i>)	7
CHERIE Older Than My Years (<i>Lava</i>)	6
FANTASIA I Believe (<i>JJRMG</i>)	6
JEFF TIMMONS Whisper That Way (<i>SLG/Rising Phoenix</i>)	5
J. BRICKMAN #M. SCHULTZ 'Til I See You... (<i>Windham Hill/RMG</i>)	4
NATALIE GRANT I Am Not Alone (<i>Curb</i>)	4

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
MICHAEL MCDONALD Ain't No Mountain High Enough (<i>Motown</i>)	+221
UNCLE KRACKER #DOBBIE GRAY Drift Away (<i>Lava</i>)	+173
J. BRICKMAN #M. SCHULTZ 'Til I See You... (<i>Windham Hill/RMG</i>)	+157
LOS LONELY BOYS Heaven (<i>Or/Epic</i>)	+144
MARTINA MCBRIDE This One's For The Girls (<i>RCA</i>)	+125
MAROON 5 This Love (<i>Octone/JJRMG</i>)	+125
JOSH GROBAN Remember When It Rained (<i>143/Reprise</i>)	+117
JOSH GROBAN To Where You Are (<i>143/Reprise</i>)	+108
PHIL COLLINS Can't Stop Loving You (<i>Atlantic</i>)	+107
DIDO White Flag (<i>Arista/RMG</i>)	+95

Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
SHANIA TWAIN Forever And For Always (<i>Mercury/IDJMG</i>)	1376
TRAIN Calling All Angels (<i>Columbia</i>)	1298
MATCHBOX TWENTY Unwell (<i>Atlantic</i>)	1210
LUTHER VANDROSS Dance With My Father (<i>JJRMG</i>)	924
COUNTING CROWS Big Yellow Taxi (<i>Geffen/Interscope</i>)	893
SANTANA #MICHELLE BRANCH The Game Of Love (<i>Arista/RMG</i>)	883
SHERYL CROW Soak Up The Sun (<i>A&M/Interscope</i>)	851
PHIL COLLINS Can't Stop Loving You (<i>Atlantic</i>)	833
VANESSA CARLTON A Thousand Miles (<i>A&M/Interscope</i>)	766
LONESTAR I'm Already There (<i>BNA</i>)	743
ENRIQUE IGLESIAS Hero (<i>Interscope</i>)	729
TRAIN Drops Of Jupiter (Tell Me) (<i>Columbia</i>)	702

Detailed station playlists for all R&R reporters are available on the web at www.radioandrecords.com.

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America's Best Testing AC Songs 12+ For The Week Ending 7/23/04

Table with columns: Artist Title (Label), TW, LW, Famil, Burn, W 25-54, W 25-34, W 35-54. Lists top AC songs and artists.

Total sample size is 283 respondents. Total average favorability estimates are based on a scale of 1-5. (1=dislike very much, 5=like very much).

RR CANADA AC TOP 30

POWERED BY MEDIABASE

Table with columns: LAST WEEK, THIS WEEK, ARTIST TITLE LABEL(S), TOTAL PLAYS, +/- PLAYS, WEEKS ON CHART, TOTAL STATIONS. Lists Canadian AC top 30 songs.

18 Canadian AC reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks.

Reporters

Grid of reporter names and station call letters across various cities like Albany, NY; Bridgeport, CT; Denver, CO; Grand Rapids, MI; etc.

POWERED BY MEDIABASE

136 Total Reporters
119 Total Monitored
17 Total Indicator
Did Not Report, Playlist Frozen (2): WGNi/Wilmington, NC WSWN/Peoria, IL

R&R HOT AC TOP 40

July 23, 2004

POWERED BY
MEDIABASE

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	HOOBASTANK The Reason (Island/IDJMG)	4185	+169	286001	22	96/0
2	2	MAROON 5 This Love (Octone/JRMG)	3930	+59	273319	28	96/0
3	3	LOS LONELY BOYS Heaven (Or/Epic)	3690	+178	248072	18	95/0
4	4	COUNTING CROWS Accidentally In Love (DreamWorks/Geffen)	3375	+217	225741	11	96/0
5	5	3 DOORS DOWN Away From The Sun (Republic/Universal)	2637	+88	150195	23	83/0
6	6	NICKELBACK Someday (Roadrunner/IDJMG)	2377	-40	164764	43	78/0
7	7	SWITCHFOOT Meant To Live (Red Ink/Columbia)	2345	+224	131844	16	79/1
8	8	EVANESCENCE My Immortal (Wind-up)	2211	-27	147152	34	87/0
12	9	311 Love Song (Maverick/Volcano/Zomba)	2010	+275	129570	14	80/4
9	10	FIVE FOR FIGHTING 100 Years (Aware/Columbia)	1986	+4	131418	35	79/0
11	11	3 DOORS DOWN Here Without You (Republic/Universal)	1846	+92	130903	49	87/0
14	12	SHERYL CROW Light In Your Eyes (A&M/Interscope)	1840	+120	107254	12	80/2
16	13	GAVIN OEGRAW I Don't Want To Be (J/RMG)	1726	+191	94156	18	75/1
13	14	MATCHBOX TWENTY Bright Lights (Atlantic)	1682	-39	115132	49	85/0
17	15	FINGER ELEVEN One Thing (Wind-up)	1603	+128	79676	11	64/4
10	16	ALANIS MORISSETTE Everything (Maverick/Reprise)	1589	-194	94470	17	71/0
19	17	TRAIN Ordinary (Columbia)	1561	+201	83163	7	71/5
18	18	CALLING Our Lives (RCA/RMG)	1512	+47	70686	15	72/1
15	19	AVRIL LAVIGNE Don't Tell Me (Arista/RMG)	1492	-223	86704	19	62/0
23	20	MAROON 5 She Will Be Loved (Octone/JRMG)	1254	+489	73864	4	82/13
20	21	UNCLE KRACKER Rescue (Lava)	1096	+26	41559	9	62/1
21	22	NICKELBACK Feelin' Way Too Damn Good (Roadrunner/IDJMG)	1065	+77	45146	7	62/8
22	23	JASON MRAZ Curbside Prophet (Atlantic)	766	-41	29071	10	46/0
26	24	RICHARD MARX When You're Gone (Manhattan/EMC)	676	+29	27168	6	45/1
30	25	AVION Seven Days Without You (Independent)	615	+70	18921	7	37/3
27	26	SCISSOR SISTERS Take Your Mama (Universal)	585	+17	34084	5	37/2
31	27	BLINK-182 I Miss You (Geffen)	566	+51	27035	10	13/0
32	28	MARTINA MCBRIE This One's For The Girls (RCA)	479	+62	31931	6	19/0
25	29	SARAH MCLACHLAN Stupid (Arista/RMG)	478	-186	30245	19	44/0
33	30	BRITNEY SPEARS Everytime (Jive/Zomba)	459	+53	17961	5	20/1
35	31	YELLOWCARD Ocean Avenue (Capitol)	457	+95	16753	3	22/2
24	32	DIOD Don't Leave Home (Arista/RMG)	453	-298	22232	12	39/0
29	33	BUTTERFLY BOUCHER Another White Dash (A&M/Interscope)	450	-100	15184	10	40/0
28	34	LENNY KRAVITZ Where Are We Runnin'? (Virgin)	387	-178	21619	16	27/0
40	35	GEORGE MICHAEL Amazing (Epic)	311	+65	12274	2	18/0
36	36	DEFAULT All She Wrote (TVT)	308	+29	10603	2	18/2
37	37	JENNIFER MARKS Live (Bardic)	293	+40	5382	2	28/4
34	38	MELISSA ETHERIOGE This Moment (Island/IDJMG)	287	-93	8207	6	32/0
Debut	39	SEETHER fJAMY LEE Broken (Wind-up)	269	+94	9365	1	7/1
-	40	MERCYME Here With Me (INO/Curb)	261	+24	10312	2	12/0

Most Added*

www.radds.com

ARTIST TITLE LABEL(S)	ADDS
SARAH MCLACHLAN World On Fire (Arista/RMG)	20
MAROON 5 She Will Be Loved (Octone/JRMG)	13
TEARS FOR FEARS Call Me Mellow (Universal Music Entertainment)	11
NICKELBACK Feelin' Way Too Damn Good (Roadrunner/IDJMG)	8
KELLY CLARKSON Breakaway (Hollywood)	7
TRAIN Ordinary (Columbia)	5
AVRIL LAVIGNE My Happy Ending (Arista/RMG)	5

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
MAROON 5 She Will Be Loved (Octone/JRMG)	+489
311 Love Song (Maverick/Volcano/Zomba)	+275
SWITCHFOOT Meant To Live (Red Ink/Columbia)	+224
COUNTING CROWS Accidentally In Love (DreamWorks/Geffen)	+217
TRAIN Ordinary (Columbia)	+201
GAVIN OEGRAW I Don't Want To Be (J/RMG)	+191
LOS LONELY BOYS Heaven (Or/Epic)	+178
HOOBASTANK The Reason (Island/IDJMG)	+169
FINGER ELEVEN One Thing (Wind-up)	+128
SHERYL CROW Light In Your Eyes (A&M/Interscope)	+120

New & Active

PAT MCGEE BAND Beautiful Ways (Warner Bros.)
Total Plays: 261, Total Stations: 16, Adds: 1
THIRD DAY I Believe (Essential/PLG)
Total Plays: 254, Total Stations: 26, Adds: 2
TOBY LIGHTMAN Real Love (Lava)
Total Plays: 254, Total Stations: 17, Adds: 1
EDWIN MCCAIN fIMAIA SHARP Say Anything (DRT)
Total Plays: 205, Total Stations: 18, Adds: 1
RYAN CABRERA On The Way Down (E.V.L.A./Atlantic)
Total Plays: 200, Total Stations: 20, Adds: 0
DIANA ANAID Last Thing (Five Crowns Music)
Total Plays: 191, Total Stations: 16, Adds: 2
HOWIE DAY Collide (Epic)
Total Plays: 187, Total Stations: 15, Adds: 2
AVRIL LAVIGNE My Happy Ending (Arista/RMG)
Total Plays: 182, Total Stations: 15, Adds: 5
BONNIE MCKEE Somebody (Reprise)
Total Plays: 162, Total Stations: 20, Adds: 0
DAVE MATTHEWS Oh (RCA/RMG)
Total Plays: 143, Total Stations: 11, Adds: 1

Detailed station playlists for all R&R reporters are available on the web at www.radioandrecords.com.

97 Hot AC reporters. Monitored airplay data supplied by Medlabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 7/11-7/17. 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 (© 2004. The Arbitron Company). © 2004, R&R, Inc.

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America's Best Testing Hot AC Songs 12+ For The Week Ending 7/23/04

Table with columns: Artist Title (Label), TW, LW, Famil., Burn, W 18-24, W 25-34. Lists top songs like MATCHBOX TWENTY, MAROON 5, COUNTING CROWS, etc.

Total sample size is 470 respondents. Total average favorability estimates are based on a scale of 1-5. (1=dislike very much, 5 = like very much).

RR CANADA HOT AC TOP 30



Table with columns: LAST WEEK, THIS WEEK, ARTIST TITLE LABEL(S), TOTAL PLAYS, +/- PLAYS, WEEKS ON CHART, TOTAL STATIONS. Lists top Canadian songs like HOBASTANK, COUNTING CROWS, etc.

17 Canadian Hot AC reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks.

Reporters

Grid of reporter information for various markets including Akron, Buffalo, Corpus Christi, Dallas, Denver, Detroit, Houston, Kansas City, Las Vegas, Los Angeles, Louisville, Miami, Minneapolis, New Orleans, New York, Oklahoma City, Omaha, Orlando, Phoenix, Portland, Raleigh, Reno, Sacramento, San Antonio, San Diego, San Francisco, Seattle, Springfield, Tampa, Toledo, Tucson, Virginia Beach, Washington DC, Wichita, Worcester, and Youngstown. Includes reporter names and station affiliations.



Monitored Reporters July 23, 2004 108 Total Reporters 97 Total Monitored 11 Total Indicator

Did Not Report, Playlist Frozen (3): KRUZ/Santa Barbara, CA WCOD/Cape Cod, MA WDAQ/Danbury, CT



CAROL ARCHER
 carcher@radioandrecords.com

PART ONE OF A TWO-PART SERIES

Comes The Dawn: Digital Music Players

Music is here to stay, but CDs are nearly obsolete

When it comes to the digital revolution, I am neither Luddite nor early adopter, just somewhere in the middle, like most people. But I had an epiphany about digital music players during a recent drive to San Diego to attend KIFM's fabled Anniversary Festival over Memorial Day weekend.

It happened when I stopped in the beautiful northern San Diego County town of Cardiff by the Sea for a reunion with an old friend, SJ pioneer, former longtime KIFM PD and now consultant to Norman Lear and Concord Records Bob O'Connor.

This week I'll share some of what I learned from O'Connor. Next week, in the conclusion of this column, we'll hear about DMPs—digital music players—from two others who are also new-technology mavens, keyboardist-producer Jeff Lorber and Shanachie's Bill Cason. As you'll see, these men have their digital gear down.

What Are You Listening To?

O'Connor and I met at an oceanfront juice bar. Our conversation covered a lot of ground quickly, especially about music. We were still talking even as we sauntered back to our cars, which were parked side by side. Then he asked the inevitable question: "What are you listening to?"

I handed him my Instinct Records This Is Acid Jazz 20-disc wallet containing Diana Krall's latest, Air, Keb' Mo', Praful, Zero 7, *Let It Bleed*, Paul Butterfield's *East/West* and Groove Armada, among others—a veritable cornucopia of music, right? Wrong.

"And what are you listening to, Bob?" I asked.

"Everything!" he said. He pulled an iPod the size of a deck of cards from his pocket—the first I had seen up close. "I've got 7,000 songs in here—my whole library." An iPod Mini holds 1,000 songs; the standard model holds up to 10,000.

When I asked for a demonstration, O'Connor plugged the player's adapter into his car stereo and, with the push of a button and a glance at the iPod's LCD screen, played Krall's heart-stopping "Narrow Daylight" in CD-quality sound. I was stunned, mesmerized and completely hooked.

When it comes to this technology, I'm a rookie, still lugging bulky CDs everywhere, and I wanted to grasp the larger picture on digital music players, as well as the nuts and bolts—like whether I need a degree from MIT before I buy one. O'Connor was the perfect person to consult.

Killer App

He said he's passionate about Apple's iTunes and iPod digital music technology because it makes music infinitely more portable and accessible not only for consumers, but also for music and other entertainment professionals.

"I credit Steve Jobs and the Apple culture for developing artist-friendly systems," O'Connor said. "Macs and Pro-Tools are pretty much the standard in recording studios, and on the movie side, everything is edited on Macs. Steve Jobs really stepped up to try to make some sense of this digital realm, which became such a nightmare for music companies with illegal downloading.

"Jobs' idea was that if you make it easy and fun, and you have good, strong software—which became iTunes—and a convenient apparatus to download to—the iPod—people will pay for it. He was right. The iTunes store will hit sales of 100

million songs by the time you read this."

O'Connor walked me through the basics of the iPod, clearly his DMP of choice. In fact, he's on his fifth iPod, and everyone in his three-person household owns one. "The iPod software is a music-file database," he explained. "There are two ways to get music. One is to rip it from your own CDs in your CD burner, then hit a button in iTunes that tells it to import those songs into your newly created library. It takes about three minutes to rip a full CD into your iPod, and it might take about a month to put your top 100 favorite CDs into your player.

"The other way is to go to the Apple music store through iTunes, where you can browse through hundreds of thousands of titles. You can buy an individual track for 99 cents or an album for \$9.99. With a broadband connection it takes a minute or two to download an album.

"If I was a PD, I would buy an iPod for my MD so she or he could audition music easily without being tethered to the office."

"To put those songs on your iPod from your iTunes database, you connect through a FireWire port, which is even faster than a USB connection. Hit 'load,' and you can put 100 songs on your iPod in five minutes. It's lightning fast. That's a killer app, because no one has time to sit for hours, loading songs."

A Threat To Radio?

O'Connor continued, "The iTunes division—which includes everything associated with iTunes, including the iPod—has incorporated radio into iTunes, because they don't want to be feared by radio, but rather to work in tandem with it. You can now access the playlist of any station in the country that reports to R&R, which is a brilliant innovation.

"When I hear a song that I like on KIFM or [Triple A] KPRI/San Diego, I don't want to call the station to find out what it is. Instead, I open iTunes and click on the station, and I can not only see it, I can hear it, sample it and, if I like it, buy it and download it into iTunes and right into my iPod."

People have an ever-expanding menu of entertainment and communication options from which to choose—including the Internet, video games, DVDs and satellite radio—all of which have the potential to undermine radio listening, as demonstrated by the steadily declining overall listening levels in recent years. Is radio under direct threat with the advent of the iPod and other digital music players? O'Connor thinks so, and his thoughts on the question strike me as astute.

"To this day the prevailing attitude of music stations is that they must reach out to fringe P2s and P3s—people who don't like a station or format too much—sometimes at the expense of the core audience," he said.

"The belief is, 'Why worry so much about the core? We'll play Eric Clapton, and who cares if the real jazz lovers don't like it, because our P2s and P3s do, and we need to appease them as well. Besides, where else is the core audience going to go to get jazz?'"

"The iPod is where they go. They're turning you off, and they're turning on their entire collection of 300 CDs, which they can carry right in their pocket. That's tough."

Know The Enemy

"I've always believed that the biggest enemy wasn't other radio stations, but the on-off switch," O'Connor continued. "If listeners switch to another radio station, you always have a chance that they'll come back to you. But once they turn off the radio, you're out of the game, especially if they go to an unlimited amount of digital music that they can program themselves.

"The iPod now has 'playlist on the go,' a function that allows you to put songs in any order you want or to shuffle them. With an iPod, you don't ever again have to hear a song you don't like, not to mention commercials, because you can easily customize your music.

"This technology can also be a programmer's friend. KPRI, for example, is on the air saying, 'You can access our playlist through iTunes,'

which is just brilliant, because it's an upscale station. And remember that now the iPod isn't just for Mac. It's available for Windows as well, so you have the whole PC audience out there too.

"The technology and the plan Apple laid out are brilliant. They're certainly not the only game in town, but they are the most well known and the easiest to access. I must not be the only one who thinks so, because Apple literally can't keep up with the demand. They are backordered on the Minis. They can't make them fast enough—and these are \$300 digital music players, not \$50 ones."

"With an iPod, you don't ever again have to hear a song you don't like, not to mention commercials, because you can easily customize your music."

Radio In Denial

"If I were a program director or a music director today, I wouldn't be without an iPod," O'Connor continued. "In fact, if I was a PD, I would buy an iPod for my MD so she or he could audition music easily, without being tethered to the office. Any time you have a tool like this to help you get things done faster or make it easier to move the music, it's invaluable. Plus, it's so damn cool-looking."

I told O'Connor that a surprising number of Smooth Jazz PDs and MDs don't have a DMP yet. "Radio needs to take a lesson from the record business about the price of being in denial," he replied. "Volkswagen and BMW have just announced the introduction of a connector for an iPod that is hard-wired into their cars' audio systems, which means the remote controls on the steering wheel operate the iPod and the readout comes out over the radio's LCD screen.

"This is a paradigm-shifting technology. What is behind all this is MP3 technology—which Apple has now moved to MP4, with its loss-less AAC format, which has smaller compression, sounds even better and produces less noise and better dynamics. Pretty soon a color screen is going to be added and, quite likely, a wireless Internet connection."

July 23, 2004

POWERED BY
MEDIABASE

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	DAVE KOZ All I See Is You (Capitol)	873	-12	105454	21	40/0
3	2	PAUL TAYLOR Steppin' Out (Peak)	705	-17	85765	25	39/0
2	3	EUGE GROOVE Livin' Large (Narada)	683	-47	78032	24	38/1
4	4	PAUL BROWN 24/7 (GRP/VMG)	666	-11	82833	26	39/0
5	5	MARC ANTOINE Mediterraneo (Rendezvous)	650	-12	88567	22	37/0
7	6	MICHAEL LINGTON Show Me (Rendezvous)	638	+15	73055	15	40/1
6	7	RICHARD SMITH Sing A Song (A440)	605	-31	63886	32	34/0
10	8	GEORGE BENSON Softly, As In A Morning Sunrise (GRP/VMG)	592	+64	82586	8	40/1
8	9	PETER WHITE Talkin' Bout Love (Columbia)	568	-21	79420	27	39/0
9	10	JOYCE COOLING Expression (Narada)	549	+15	70244	19	39/0
12	11	ANITA BAKER You're My Everything (Blue Note/Virgin)	530	+52	60181	3	35/0
11	12	BONEY JAMES Here She Comes (Warner Bros.)	520	+26	58113	6	39/0
14	13	GERALD ALBRIGHT To The Max (GRP/VMG)	461	+12	59235	10	36/0
13	14	DIANA KRALL Temptation (GRP/VMG)	432	-29	36831	17	36/0
16	15	PAUL JACKSON, JR. Walkin' (Blue Note/EMC)	411	+12	35152	11	33/0
15	16	RICK BRAUN Daddy-O (Warner Bros.)	389	-16	43081	20	33/0
17	17	SEAL Love's Divine (Warner Bros.)	376	+28	30605	10	27/1
18	18	BRIAN CULBERTSON f/NORMAN BROWN Come On Up (Warner Bros.)	346	-1	42531	20	33/0
20	19	WAYMAN TISDALE Ain't No Stoppin' Us Now (Rendezvous)	328	+36	28633	5	30/2
21	20	DAN SIEGEL In Your Eyes (Native Language)	320	-8	32373	19	29/2
19	21	LUTHER VANDROSS W/ BEYONCE' The Closer I Get To You (J/RMG)	289	+13	27001	15	22/0
22	22	RAMSEY LEWIS TRIO The In Crowd (Narada)	286	+12	32055	8	25/0
23	23	PRAFUL Let The Chips Fall (Rendezvous)	259	-2	39025	18	25/0
24	24	CHRIS BOTTI Back Into My Heart (Columbia)	232	+5	31657	11	22/2
25	25	NICK COLIONNE It's Been Too Long (3 Keys Music)	221	0	32011	4	23/1
26	26	GLADYS KNIGHT f/EDESIO ALEJANDRO Feelin' Good (Vacilon) (Pyramid)	217	+8	11916	6	16/1
28	27	MARION MEADOWS Sweet Grapes (Heads Up)	196	+8	21472	3	20/3
27	28	PATTI LABELLE New Day (Def Soul/IDJMG)	191	+2	16505	5	13/0
29	29	KIM WATERS In Deep (Shanachie)	175	+17	12951	2	17/2
30	30	NÉSTOR TORRES Maybe Tonight (Heads Up)	144	-10	14938	12	13/0

40 Smooth Jazz reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 7/11-7/17. 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 (© 2004. The Arbitron Company). © 2004. R&R, Inc.

New & Active

RICHARD ELLIOT Your Secret Love (GRP/VMG)
Total Plays: 142, Total Stations: 19, Adds: 4
PIECES OF A DREAM It's Go Time (Heads Up)
Total Plays: 110, Total Stations: 9, Adds: 0
RENEE OLSTEAD A Love That Will Last (143/Reprise)
Total Plays: 95, Total Stations: 7, Adds: 1
FOURPLAY Play Around It (RCA Victor)
Total Plays: 87, Total Stations: 8, Adds: 0
TORCUATO MARIANO Paula (215)
Total Plays: 80, Total Stations: 7, Adds: 0

AL JARREAU Cold Duck (GRP/VMG)
Total Plays: 66, Total Stations: 5, Adds: 0
LUTHER VANDROSS Think About You (J/RMG)
Total Plays: 63, Total Stations: 5, Adds: 1
ERIC DARIUS Night On The Town (Higher Octave/Narada)
Total Plays: 62, Total Stations: 6, Adds: 0
STEVE OLIVER Chips & Salsa (Koch)
Total Plays: 59, Total Stations: 6, Adds: 1
DAVID BENDIT / RUSS FREEMAN Palmetto Park (Peak/Concord)
Total Plays: 54, Total Stations: 4, Adds: 0

Songs ranked by total plays

Most Added*

www.radds.com

ARTIST TITLE LABEL(S)	ADDS
NORMAN BROWN Up 'N' At 'Em (Warner Bros.)	9
TIM BOWMAN Summer Groove (Liquid 8)	6
RICHARD ELLIOT Your Secret Love (GRP/VMG)	4
MARION MEADOWS Sweet Grapes (Heads Up)	3
SOUL BALLET Cream (215)	3
WAYMAN TISDALE Ain't No Stoppin' Us Now (Rendezvous)	2
DAN SIEGEL In Your Eyes (Native Language)	2
CHRIS BOTTI Back Into My Heart (Columbia)	2
KIM WATERS In Deep (Shanachie)	2

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
GERGE BENSON Softly, As In A Morning Sunrise (GRP/VMG)	+64
ANITA BAKER You're My Everything (Blue Note/Virgin)	+52
WAYMAN TISDALE Ain't No Stoppin' Us Now (Rendezvous)	+36
NORMAN BROWN Up 'N' At 'Em (Warner Bros.)	+34
SEAL Love's Divine (Warner Bros.)	+28
BONEY JAMES Here She Comes (Warner Bros.)	+26
RENEE OLSTEAD A Love That Will Last (143/Reprise)	+25
STEVE OLIVER Chips & Salsa (Koch)	+25
KIM WATERS In The House (Shanachie)	+18

Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
HIL ST. SOUL For The Love Of You (Shanachie)	338
MINDI ABAIR Save The Last Dance (GRP/VMG)	277
PRAFUL Sigh (Rendezvous)	276
NICK COLIONNE High Flyin' (3 Keys Music)	263
KIM WATERS The Ride (Shanachie)	258
STEVE COLE Everyday (Warner Bros.)	245
RICHARD ELLIOT Sty (GRP/VMG)	244
CHRIS BOTTI Indian Summer (Columbia)	222
PAUL JACKSON, JR. It's A Shame (Blue Note/EMC)	212
JAZZMASTERS Puerto Banus (Trippin' 'N' Rhythm)	204
CANDY DULFER Finsbury Park, Cafe 67 (Eagle Rock)	200
BASS X Vornni (Liquid 8)	191
NDRAH JONES Sunrise (Blue Note/EMC)	183
URBAN KNIGHTS Got To Give It Up (Narada)	179
RONNY JORDAN At Last (N-Coded)	179

Detailed station playlists for all R&R reporters are available on the web at www.radioandrecords.com.

Smooth Jazz Consulting

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SMOOTH JAZZ TOP 30 INDICATOR

July 23, 2004

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	GEORGE BENSON Softly, As In A Morning Sunrise (GRP/VMG)	154	+2	789	7	11/0
4	2	BONEY JAMES Here She Comes (Warner Bros.)	149	+16	886	5	13/0
3	3	FOURPLAY Play Around It (RCA Victor)	143	+10	857	5	11/0
2	4	GERALD ALBRIGHT To The Max (GRP/VMG)	134	-1	476	10	10/0
5	5	MICHAEL LINGTON Show Me (Rendezvous)	129	+1	343	13	9/0
6	6	EUGE GROOVE Livin' Large (Narada)	121	-4	459	24	9/0
13	7	KIM WATERS In Deep (Shanachie)	118	+19	567	5	11/0
10	8	JOYCE COOLING Expression (Narada)	114	+10	580	19	11/0
11	9	WAYMAN TISDALE Ain't No Stoppin' Us Now (Rendezvous)	113	+10	533	3	10/1
12	10	CHRIS BOTTI Back Into My Heart (Columbia)	107	+5	672	12	11/0
8	11	DAVE KOZ All I See Is You (Capitol)	105	+1	279	21	7/0
7	12	ERIC DARIUS Night On The Town (Higher Octave/Narada)	104	-4	543	14	8/0
9	13	EVERETTE HARP Can You Hear Me (A440)	95	-9	517	6	10/0
21	14	NICK COLIONNE It's Been Too Long (3 Keys Music)	92	+18	587	3	8/0
15	15	LARRY CARLTON Night Sweats (Bluebird)	92	+3	356	8	9/0
14	16	MARC ANTOINE Mediterraneo (Rendezvous)	91	-2	389	22	8/0
16	17	DIANA KRALL Temptation (GRP/VMG)	89	+2	538	17	9/0
18	18	ANITA BAKER You're My Everything (Blue Note/Virgin)	86	+8	491	2	10/2
26	19	RAMSEY LEWIS TRIO The In Crowd (Narada)	85	+14	345	6	8/0
17	20	AL JARREAU Cold Duck (GRP/VMG)	84	+18	591	1	9/0
17	21	GLADYS KNIGHT f/EDESIO ALEJANDRO Feelin' Good (Vacilon) (Pyramid)	84	0	689	4	8/1
-	22	DAVID BENDI / RUSS FREEMAN Palmetto Park (Peak/Concord)	81	+15	276	3	8/1
25	23	TORCUATO MARIANO Paula (215)	78	+6	488	2	7/0
19	24	PIECES OF A DREAM It's Go Time (Heads Up)	78	+1	740	5	6/0
20	25	PETER WHITE Talkin' Bout Love (Columbia)	75	0	177	27	5/0
24	26	CHUCK LOEB Bring It (Shanachie)	74	+1	500	7	7/0
22	27	SPYRO GYRA Summer Fling (Heads Up)	72	-1	364	2	8/0
23	28	BRIAN CULBERTSON f/NORMAN BROWN Come On Up (Warner Bros.)	72	-1	406	20	6/0
29	29	ERIC MARIENTHAL Secrets (Peak)	71	+2	369	2	6/0
28	30	NÉSTOR TORRES Maybe Tonight (Heads Up)	71	0	636	15	7/0

13 Smooth Jazz reporters. Songs ranked by total plays for the airplay week of Sunday 7/11 - Saturday 7/17.

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Most Added*

www.rrindicator.com

ARTIST TITLE LABEL(S)	ADD'S
TIM BOWMAN Summer Groove (Liquid 8)	4
NORMAN BROWN Up 'N' At 'Em (Warner Bros.)	4
ANITA BAKER You're My Everything (Blue Note/Virgin)	2
REGINA BELLE If I Ruled The World (Peak)	2
DOC POWELL Listen Up (Heads Up)	2
SOUL BALLET Cream (215)	2
POSITIVE FLOW The City Streets (Shanachie)	2

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
DOC POWELL Push (Heads Up)	+40
PAUL BROWN Moment By Moment (GRP/VMG)	+27
TIM BOWMAN Summer Groove (Liquid 8)	+26
REGINA BELLE If I Ruled The World (Peak)	+23
SHADES OF SOUL f/J. LORBER W/ C. BOTTI Gazpacho (Narada)	+20
KIM WATERS In Deep (Shanachie)	+19
AL JARREAU Cold Duck (GRP/VMG)	+18
NICK COLIONNE It's Been Too Long (3 Keys Music)	+18
NORMAN BROWN Up 'N' At 'Em (Warner Bros.)	+18

Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
RICHARD SMITH Sing A Song (A440)	56
HIL ST. SOUL For The Love Of You (Shanachie)	55
GRAOY NICHOLS Allright (Compendia)	54
PETE BELASCO Deeper (Compendia)	54
STEVE COLE Everyday (Warner Bros.)	42
RICHARD ELLIOT Sly (GRP/VMG)	41
ALKEMX Time To Lounge (Rendezvous)	38
NAJEE Eye 2 Eye (N-Coded)	32
NICK COLIONNE High Flyin' (3 Keys Music)	31
KIM WATERS The Ride (Shanachie)	31
JEFF GOLUB Pass It On (GRP/VMG)	30
RONNY JOROAN At Last (N-Coded)	25
WILL DOWNING A Million Ways (GRP/VMG)	20
BASS X Vanni (Liquid 8)	20

Reporters

WZMR/Albany, NY
OM/PD: Kevin Calahan
MD: Julie Feiner
1 EUGE GROOVE
NORMAN BROWN
THE BOWMAN

KAJZ/Albuquerque, NM*
OM: Jim Walton
PD/MD: Paul Lavoie
No Adds

WJZZ/Atlanta, GA*
PD/MD: Dave Kaph
MARION MEADOWS
SOUL BALLET

WJZ/Atlantic City, NJ*
PD/MD: Mark Edwards
NICK COLIONNE
DAN SEGEL

KSMJ/Bakersfield, CA*
OM/PD/MD: Chris Townsend
APD: Mark Kelly
RICHIE OSTLEAD
NORMAN BROWN
TIM BOWMAN

WEAA/Baltimore, MD
OM: Bruce Jackson
APD/MD: Marcellus Shepard
5 BOB LANGR
3 ERIC ESSIX
3 ANITA BAKER
3 REGINA BELLE
3 EUGE GROOVE
1 DAVID BENDI / RUSS FREEMAN

WSMJ/Baltimore, MD*
PD/MD: Lori Lewis
RICHARD ELLIOT

WVSU/Birmingham, AL
OM/PD/MD: Andy Parrish
NORMAN BROWN
DOC POWELL
SHADES OF SOUL f/JEFF LORBER W/ CHRIS BOTTI
TIM BOWMAN
JON DALLTON

WNJA/Chicago, IL*
OM: Bob Kaska
PD: Steve Sillis
MD: Michael La Crosse
No Adds

WNWV/Cleveland, OH*
OM/PD/MD: Bernie Kimble
2 N. NUSMAN BROWN

WJZA/Columbus, OH*
PD/MD: Bill Herman
No Adds

KOAJ/Dallas, TX*
OM/PD: Karl Johnson
MD: Mark Sanford
MARION MEADOWS

KJCD/Denver, CO*
PD/MD: Michael Fischer
11 NORMAN BROWN
SOUL BALLET
OWEN TO THE BONE

WVMV/Detroit, MI*
OM/PD: Tom Steiner
MD: Sandy Kavash
4 TIM BOWMAN
WAYMAN TISDALE
HIL ST. SOUL

KEZL/Fresno, CA*
OM: E. Curtis Johnson
PD/MD: J. Weidenhammer
KIM WATERS

WRRR/Ft. Myers, FL*
OM: Steve Amari
PD: Joe Turner
MD: Russell Bachman
No Adds

WOTO/Hartford, CT
PD/MD: Steven R. Sline
10 ERIC GARCIA
10 JAMES VARGAS
9 DAVID LANGR

KHJZ/Houston, TX*
PD: Maxine Todd
APD/MD: Greg Morgan
LUTHER VANDROSS

WJAB/Huntsville, AL
PD/MD: Eileen Washington
3 REGINA BELLE
4 ANITA BAKER
2 DOC POWELL
2 STEVE OLIVER
2 ANTHONY
2 JEFF KASHWA
1 HATFIELD LORBER
1 HOUSE OF URBAN GROOVES

WYJZ/Indianapolis, IN*
OM/PD/MD: Carl Frye
1 RICHARD ELLIOT

KOAS/Las Vegas, NV*
PD/MD: Erik Foxx
No Adds

KUAP/Little Rock, AR
PD/MD: Michael Williams
5 TIM BOWMAN
3 JEFF BRADSHAW
2 REGINA BELLE
2 POSITIVE FLOW
2 SERGIO CASPITO

KSRB/Los Angeles, CA
OM/PD: Terry Weber
MD: Susan Koshlby
1 G. ADYS KNIGHT f/EDESIO ALEJANDRO
1 PAUL BROWN
1 NORMAN BROWN

KTWV/Los Angeles, CA*
PD: Paul Goldstein
APD/MD: Samantha Wisniewski
1 CHRIS BOTTI

WJZZ/Louisville, KY*
No Adds

WJZM/Memphis, TN*
PD/MD: Norm Miller
NORMAN BROWN
SHADES OF SOUL f/JEFF LORBER W/ CHRIS BOTTI
TIM BOWMAN

WLVE/Miami, FL*
OM: Rob Roberts
PD/MD: Rich Madilligan
1 WAYMAN TISDALE

WJZL/Milwaukee, WI*
PD: Stan Ahlstrom
No Adds

KJZI/Minneapolis, MN*
PD: Bob Wood
MD: Mike Wolf
No Adds

KRVV/Modesto, CA*
OM/MD: Doug Wurtz
GLADYS KNIGHT VEDESIO ALEJANDRO
TIM BOWMAN

WFSK/Nashville, TN
MD: Chris Nechovicz
9 PLEASURE PRINCIPLE
10 HOUSE OF URBAN GROOVES
8 POSITIVE FLOW
8 SOUL BALLET

OMX Smooth Jazz/Network
PD/MD: Jesse Dextro
9 NORMAN BROWN

KSKX/Network*
PD: Steve Hubbard
MD: Laurie Cobb
NORMAN BROWN
TIM BOWMAN
CHRIS STANDRING

Sirius Jazz Cafe/Network
PD: Teresa Kincaid
MD: Rick Labeay
No Adds

XM Watercolors/Network
PD/MD: Shalitta Colan
2 TIM BOWMAN
WAYMAN TISDALE
SOUL BALLET

WOC/New York, NY*
OM/PD: John Nollen
No Adds

WLOQ/Oriando, FL*
PD: Brian Morgan
MD: Patricia James
JAZZMASTERS
RICHARD ELLIOT
STEVE OLIVER
NORMAN BROWN
SOUL BALLET

WJZZ/Philadelphia, PA*
PD: Frank Chiles
No Adds

KYOT/Phoenix, AZ*
PD: Sean Kelly
APD/MD: Anita Honda
17 SHANACHIE RECORDS
1 NORMAN BROWN
PAUL BROWN

KJZS/Reno, NV*
OM: Rob Brooks
PD/MD: Robert Doss
No Adds

WJZV/Richmond, VA*
PD: Reid Salter
11 GEORGE ERSON
8 MICHAEL LINGTON

KSSJ/Sacramento, CA*
PD/MD: Lee Hansen
10 CHRIS BOTTI
DAN SEGEL

KBZN/Salt Lake City, UT*
OM/PD/MD: Dan Jessop
No Adds

KIFW/San Diego, CA*
PD: Mike Vasquez
APD/MD: Kelly Cote
3 NORMAN BROWN

KKSF/San Francisco, CA*
MD: Ken Jones
No Adds

KJZJ/Santa Rosa, CA*
PD: Carlton Zier
APD/MD: Rob Singleton
2 S&L

KWJZ/Seattle, WA*
PD: Carol Wendley
MD: Diana Ross
No Adds

WSSM/St. Louis, MO*
PD: David Myers
RICHARD ELLIOT

WSJT/Tampa, FL*
PD: Ross Block
MD: Kathy Curtis
No Adds

WJZW/Washington, DC*
OM: Kamy King
PD: Carl Anderson
MO: Renee DePry
KIM WATERS

POWERED BY MEDIABASE

*Monitored Reporters

53 Total Reporters

40 Total Monitored

13 Total Indicator

Did Not Report:
Playlist Frozen (3):
DNKJ/Jazz Vocal Band/ Network
KMXK/Anchorage, AK
WVAS/Montgomery, AL

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PART ONE OF A TWO-PART SERIES

Harry Shearer On Indecency

Actor, writer and man of many voices provides some perspective

One of the highlights of the recent Jacobs Media Rock Summit at this year's R&R Convention was watching Harry Shearer give a solo keynote address. This is a man who has contributed a wealth of humor to our culture over the years, much of it risqué. He has appeared in more than 60 films, including *This Is Spinal Tap*, *The Right Stuff* and *A Mighty Wind*; he was a staple on *Saturday Night Live* for five years; he's given us various voices on *The Simpsons* for eons; and he currently has a show on *National Public Radio*.

Shearer was a last-minute replacement for author, political commentator and former California gubernatorial candidate Arianna Huffington. Nothing weird here — Huffington had a family commitment. She was a trouper, though, and lined up two people to take her spot at the convention: Shearer and writer-producer Lawrence O'Donnell, who sat on the indecency panel that followed Shearer's address. Our loss was also our gain.

What fascinated the audience early in the speech were Shearer's experiences in radio at the start of his career. Through humorous anecdotes he revealed that hypocrisy and double standards when it comes to indecency are nothing new. We thought it would be enlightening and entertaining to share with those of you who couldn't make it to Los Angeles this year Shearer's message to a freaked-out industry.

We've crammed as much as we could

into this week's column. The rest will appear next week.

In The Beginning

As Paul Jacobs mentioned, I'm taking over for the originally scheduled Arianna Huffington. I originally thought I'd do the remarks in her voice, but then I realized she would probably need it herself. Then I thought, [voice of Mr. Burns] "Well, I'll give all you pathetic couch-monkeys a little treat," until my barristers informed me that the voice of C. Montgomery Burns is owned by someone viler and more Satanic than C. Montgomery Burns. So, you're stuck with me.

I will start by sharing my credentials for speaking on the subject of indecency. The comedy group I was a member of in my early childhood, the Credibility Gap, was, we believe,



Harry Shearer

It's worth remembering, despite all the blather about freedom of speech, that American TV networks would not allow a woman to be described as pregnant until the late 1950s.

responsible for the first use on commercial FM Rock radio of the words *asshole* and *twat*. Kind of makes you proud you came to this room, doesn't it?

Actually, the latter usage was part of a very political sketch in which Richard Nixon was conspiring with Henry Kissinger to do something bad to Cambodia — you know, like they did.

Along the way, the president brought up the fact that his trusted national security advisor seemed to be spending a lot of his time going on dates with sexy actress Jill St. John, and he offered a typically Nixonian piece of advice. He said, "Henry, drop that twat." It aired!

Shortly afterward, when I was doing a commercial-radio version of the broadcast that later resurfaced as a little show, my public-radio broadcast, I actually got fired for saying the word *penis* on the air, again in a comedy context. Not because penises are all that funny, but I was making it funny. The general manager told me in our goodbye phone call, which I'm delighted to quote, "I could understand if you'd said 'fuck' or 'shit,' but 'penis'?" Yes, those were the glory days of album rock.

In the dawn of the '80s I wrote and performed a sketch on *Saturday Night Live* lampooning the apartheid regime of South Africa. It was a com-

The Winning Song

This year's "Rate-a-Record, Rate-a-Wine" panel at the R&R Convention was another fun-filled exploration of the fruit of the vine and the fruit of some musical labors. Next week we'll show you the winning wines we sampled, but first, here is the musical outcome.

With the help of Broadcast Architecture's Jason Muth, the session panelists and attendees used the company's MixMaster ratings system to log their scores after listening to each song. The makeup of the attendees was 59% radio, 21% records and 20% other. Seventy-six percent were male, and 24% were female. The rating scale for each song was 0-5, with 5 being the highest score. Here are the results.

Artist	Title	Score
BREAKING BENJAMIN	Breakdown	3.7
SKYWYND	Escape Plan	3.4
UNDIVIDED	Face The Day	3.3
BREAKING BENJAMIN	Follow Me	3.3
LETTER KILLS	Don't Believe	3.1
KILLSWITCH ENGAGE	The End Of Heartache	3.0
12 STONES	Far Away	3.0
FAMOUS	I'll Be Yours	2.8
WAITING FOR BRANTLEY	Blending Better	2.5

mercial purporting to peddle an insulting commemorative coin called the Niggerand. Oh, yes, that aired too. Try something like that right about now, and let me know how it comes out.

The point being that forbidden words do change every decade or two, but there are always some. That radio station manager would have fired me at least twice more if I'd spent 30 seconds talking about anal sex with a stripper, but "shit" or "fuck" he'd have understood.

Fast-Forward

So where are we now? Congress is still considering huge increases in the fines for indecency on the air, Clear Channel has bought itself a "Get out of FCC jail" card, Howard Stern may be on his way to satellite heaven, and Mel Karmazin may be on his way to Disney hell. And it's worth remembering, despite all the blather about freedom of speech, that American TV networks would not allow a woman to be described as pregnant until the late 1950s.

My current radio home was the scene of one of the most recent over-reactions to the indecency scare. A commentator pre-taped an essay in which she was describing her husband's gig — he's a guitarist in Bette Midler's band — and then she ruefully conceded — I'm quoting what she wrote — "So I guess I have to bleep him." When she recorded the essay, to get the right emotion in her reading, rather than say "bleep," she said "fuck."

Then she told the engineer to bleep it, as he had on several other occasions. As things turned out, he forgot. The word aired twice on a Sunday morning in the middle of an NPR news magazine. Nobody called after the first broadcast; it was the repeat that drew the complaints. The engineer was put on probation. The commentator was fired. There's one lesson we can learn from this sad experience: Never trust your engineer.

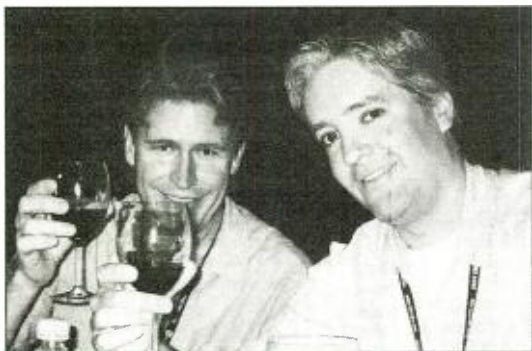
I've always been amazed by peo-

ple who were amazed at Howard Stern's success. When I joined the writing staff of a very successful TV sitcom a few years back, I was asked by the star if I wanted to warm up the audience as part of my duties. I told her no, because I didn't like the routine that they had about two-thirds of the way through the show of making the audience members stand up and kind of vie for bite-sized candies that the warm-up comic threw at them.

Howard Stern has succeeded for so many years by tapping the adolescent male inside so many post-adolescent male listeners.

"Oh, I love that," the star said. "It makes them act like animals." I was young then, so I blurted back, "You know, it's no big accomplishment to make them act like animals. The trick is to make them act like human beings."

Stern has succeeded for so many years by tapping the adolescent male inside so many post-adolescent male listeners. Is it indecent to focus single-mindedly on the sex practices of washed-up rock stars and yet-to-be-washed-up would-be starlets? Because, obviously, in the case of Howard, who's an experienced enough broadcaster to avoid "fucks" and "shits," that sharp focus on the gonads of his audience would be his offense. But, in a way, it's not his act.



HERE'S TO YOU Two "Rate-a-Record, Rate-a-Wine" panelists share a toast at the R&R Convention 2004. Seen here (l-r) are WBZX/Columbus, OH PH Hal Fish and Wind-up Entertainment National Director/Rock Drew Hauser.

MEGADETH

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ACTIVE ROCK TOP 50

July 16, 2004

POWERED BY
MEDIABASE

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	VELVET REVOLVER Stither (RCA/RMG)	1944	-4	96067	15	60/0
3	2	THREE DAYS GRACE Just Like You (Jive/Zomba)	1890	+206	91393	16	60/0
2	3	CROSSFADE Cold (Columbia)	1802	+105	85809	25	61/0
4	4	SLIPKNOT Duality (Roadrunner/IDJMG)	1637	+87	73816	14	60/0
5	5	BREAKING BENJAMIN So Cold (Hollywood)	1484	+101	62655	13	60/0
10	6	LINKIN PARK Breaking The Habit (Warner Bros.)	1307	+193	58826	6	58/3
6	7	NICKELBACK Feelin' Way Too Damn Good (Roadrunner/IDJMG)	1269	-71	61670	12	56/0
9	8	SALIVA Survival Of The Sickest (Island/IDJMG)	1267	+92	58036	6	61/1
7	9	SEETHER f/AMY LEE Broken (Wind-up)	1227	+15	47898	16	51/0
13	10	ALTER BRIDGE Open Your Eyes (Wind-up)	1067	+94	51040	5	58/2
14	11	SHINEDOWN Simple Man (Atlantic)	1013	+49	42725	8	52/3
8	12	DROWNING POOL Step Up (Wind-up)	1007	-186	45859	24	56/0
15	13	EARSHOT Wait (Warner Bros.)	1006	+76	38236	12	59/0
11	14	JET Cold Hard Bitch (Atlantic)	933	-108	44729	29	56/0
12	15	LINKIN PARK Lying From You (Warner Bros.)	885	-145	40264	25	55/0
17	16	PUDDLE OF MUDD Spin You Around (Geffen)	771	+21	28197	8	50/0
22	17	FUTURE LEADERS OF THE WORLD Let Me Out (Epic)	723	+130	21438	7	56/1
19	18	LOSTPROPHETS Wake Up (Make A Move) (Columbia)	703	+57	22984	8	54/1
25	19	HOOBASTANK Same Direction (Island/IDJMG)	696	+169	29623	8	49/0
18	20	SHINEDOWN 45 (Atlantic)	684	-63	26566	39	51/0
23	21	METALLICA Some Kind Of Monster (Atlantic)	666	+122	22244	4	58/2
16	22	GODSMACK Running Blind (Republic/Universal)	665	-213	28849	20	43/0
26	23	JET Rollover D.J. (Atlantic)	612	+126	26557	3	49/1
28	24	NONPOINT The Truth (Lava)	563	+100	14154	5	51/3
41	25	PAPA ROACH Getting Away With Murder (Geffen)	542	+326	24051	2	57/15
24	26	SKILLET Savior (Lava)	521	-20	17541	13	47/0
21	27	INCUBUS Talk Shows On Mute (Epic)	459	-135	11657	12	35/0
29	28	TANTRIC After We Go (Maverick/Reprise)	408	+32	12393	7	36/2
30	29	MONSTER MAGNET Unbroken (Hotel Baby) (SPV USA)	405	+36	12628	7	34/0
32	30	KIO ROCK I Am (Top Dog/Atlantic)	387	+22	9813	7	32/0
27	31	FLAW Recognize (Republic/Universal)	367	-111	9851	15	36/0
Debut	32	GODSMACK f/DROPBOX Touche (Republic/Universal)	362	+255	16233	1	49/5
37	33	PILLAR Bring Me Down (Flicker/EMI CMG/Virgin)	296	+38	6301	4	29/2
34	34	LIMP BIZKIT Almost Over (Flip/Interscope)	285	-54	12894	8	26/0
33	35	AUDIOSLAVE What You Are (Interscope/Epic)	279	-62	19520	20	21/0
35	36	THDRNLEY So Far So Good (Roadrunner/IDJMG)	240	-80	9145	18	23/0
42	37	BURNING BRIDES Heart Full Of Black (V2)	234	+28	4577	5	27/2
39	38	FINGER ELEVEN Stay In Shadow (Wind-up)	223	0	4706	7	22/0
40	39	FEAR FACTORY Archetype (Liquid 8)	222	+4	4966	8	24/0
44	40	HIVES Walk Idiot Walk (Interscope)	212	+19	4808	4	23/0
36	41	ATOMSHIP Pencil Fight (Wind-up)	206	-61	4867	17	20/0
31	42	VAN HALEN It's About Time (Warner Bros.)	198	-170	7415	8	23/0
38	43	MAGNA-FI Where Did We Go Wrong? (Aezra)	191	-33	4007	12	22/0
47	44	DAMAGEPLAN Pride (Elektra/Atlantic)	181	+15	4623	2	19/3
48	45	COHEED AND CAMBRIA A Favor House Atlantic (Columbia)	176	+10	2310	3	19/1
43	46	SMILE EMPTY SOUL Silhouettes (Lava)	167	-39	4910	19	12/0
Debut	47	LETTER KILLS Don't Believe (Island/IDJMG)	138	+23	1535	1	19/2
49	48	STRATA The Panic (Wind-up)	137	+2	2769	3	15/0
Debut	49	KITTIE Into The Darkness (Artemis)	136	+37	2810	1	17/2
-	50	LACUNA COIL Swamped (Century Media)	132	+16	3198	2	13/3

61 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 7/11-7/17. 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 AOH number. Average Quarter Hour Persons used herein with permission from the Arbitron Company (© 2004, The Arbitron Company). © 2004, R&R, Inc.

Most Added*

www.rradds.com

ARTIST TITLE LABEL(S)	ADDS
PAPA ROACH Getting Away With Murder (Geffen)	15
SKINDRED Nobody (Lava)	14
12 STONES Far Away (Wind-up)	13
GODSMACK f/DROPBOX Touche (Republic/Universal)	5
MOMENTS IN GRACE Stratus (Atlantic)	4
INSTRUCTION Breakdown (Geffen)	4
MEGADETH Die Dead Enough (Sanctuary/SRG)	4

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
PAPA ROACH Getting Away With Murder (Geffen)	+326
GODSMACK f/DROPBOX Touche (Republic/Universal)	+256
THREE DAYS GRACE Just Like You (Jive/Zomba)	+206
LINKIN PARK Breaking The Habit (Warner Bros.)	+193
HOOBASTANK Same Direction (Island/IDJMG)	+169
FUTURE LEADERS OF THE WORLD Let Me Out (Epic)	+130
JET Rollover D.J. (Atlantic)	+126
METALLICA Some Kind Of Monster (Atlantic)	+122
CROSSFADE Cold (Columbia)	+105
BREAKING BENJAMIN So Cold (Hollywood)	+101

Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
A PERFECT CIRCLE The Outsider (Virgin)	634
NICKELBACK Figured You Out (Roadrunner/IDJMG)	588
THREE DAYS GRACE (I Hate) Everything... (Jive/Zomba)	486
INCUBUS Megalomaniac (Epic)	463
HOOBASTANK The Reason (Island/IDJMG)	462
DROPBOX Wishbone (Re-Align/Universal)	459
GODSMACK Re-Align (Republic/Universal)	458
AUDIOSLAVE Show Me How To Live (Interscope/Epic)	434
TRAPT Still Frame (Warner Bros.)	425
TRAPT Headstrong (Warner Bros.)	419

New & Active

TESLA Words Can't Explain (Sanctuary/SRG)	Total Plays: 127, Total Stations: 14, Adds: 1
VELVET REVOLVER Fall To Pieces (RCA/RMG)	Total Plays: 124, Total Stations: 7, Adds: 1
INCUBUS Sick, Sad Little World (Epic)	Total Plays: 75, Total Stations: 8, Adds: 3
SILVERTONE Ain't Comin' Home (J/RMG)	Total Plays: 73, Total Stations: 7, Adds: 1
ATREYU Lip Gloss And Black (Victory)	Total Plays: 69, Total Stations: 6, Adds: 0
SKINDRED Nobody (Lava)	Total Plays: 54, Total Stations: 18, Adds: 14
MOMENTS IN GRACE Stratus (Atlantic)	Total Plays: 38, Total Stations: 12, Adds: 4
12 STONES Far Away (Wind-up)	Total Plays: 23, Total Stations: 14, Adds: 13
INSTRUCTION Breakdown (Geffen)	Total Plays: 14, Total Stations: 6, Adds: 4

Detailed station playlists for all R&R reporters are available on the web at www.radioandrecords.com.

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America's Best Testing Active Rock Songs 12+ For The Week Ending 7/23/04

Table with columns: Artist Title (Label), TW, LW, Famil., Burn, M 18-34, M 18-24, M 25-34. Lists top active rock songs like 'THREE DAYS GRACE Just Like You' and 'LINKIN PARK Breaking The Habit'.

Total sample size is 444 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.



Table with columns: LAST WEEK, THIS WEEK, ARTIST TITLE LABEL(S), TOTAL PLAYS, +/- PLAYS, WEEKS ON CHART, TOTAL STATIONS. Lists top 30 Canadian rock songs like 'VELVET REVOLVER Slither' and 'LINKIN PARK Breaking The Habit'.

24 Canadian 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 7/11-7/17.

Reporters

Grid of reporter information for various stations across the US and Canada, including station call letters, reporter names, and contact details.



* Monitored Reporters July 23, 2004 80 Total Reporters 61 Total Monitored 19 Total Indicator Did Not Report, Playlist Frozen (1): KNRQ/Eugene, OR



PART TWO OF A TWO-PART SERIES

Warped Tour Turns 10

Founder Kevin Lyman talks about the mechanics of organizing the annual punk rock summer camp

Last week we learned some of the secrets of the longevity of the Warped Tour, now celebrating its 10th summer scaring the God-fearing citizens of our great land. It's all about the kids — keeping them on the cutting edge of new music and providing real value for their concert dollar. This week wraps up Lyman's take on the day-to-day workings of the tour and his thoughts on the current state of the record industry.

R&R: In the 10 years of Warped, when did you first realize that this tour would work?

KL: I didn't know it was going to be around for 10 years. There's no way I thought we'd be talking about it in the present tense. But I knew it would probably work the second year. Even though all the promoters lost money, once they realized what the Warped Tour was, they would tell me that this was the tour they looked forward to each year. When the promoter's telling you that and he's losing money, that's a rarity. That's when I knew it could work. Also, the bands wanted to come back. It was pretty cool that second year when I got Pennywise and NOFX to do it.

"Indie labels are strong right now. It's amazing how strong they are. But all you hear about are the woes of the industry."

R&R: What's a typical day for you on this tour?

KL: The first thing I do is try to find a clean shower. I've developed an actual phobia of dirty showers and places where other people shower. If I can't find a clean shower, I use one of those shower bags you lay out in the sun. Or a hose.



That'll get me up around 5:45am or 6am. I'll be the first person up, other than the drivers.

Around 6:15am my production manager and I take a walk around the venue. He's been with me a long time. We decide where things are going to go. Then we start loading in. Around 9am someone comes to me to get me to do the schedule for the day, because none of the bands know when they're playing. There might be a couple of notes, like a certain band wants to play over here today, or a band is playing golf and wants to go on after 5pm.

Right up until the doors open you're hustling. Around 11am we start telling everyone to get their vehicles offsite. Doors open, show starts. If everything's comfortable and the lines are coming in quick enough, I'll take 2-5pm to run all my other businesses. I'll sit in the bus, do my e-mails, do work and have meetings there. Around 5pm you're usually brain-dead because it's hot and you've had a couple Coronas. Then you cruise around and see a few bands.

Then I make sure all the crews are loading out. I used to sit there loading every truck, but now I go hang out with some of my friends. I don't leave the venue, but I'll hang out

with Fat Mike or whoever's out there. We hang out, have a good time and then start the whole thing over again.

R&R: How many trucks and buses are we talking?

KL: About 42 buses, that's a good average. Fifteen trucks. Motor homes, vans — probably about another 25 of those. We're talking

about 100 vehicles. This year my big thing is the gas prices. If the ticket price reflects it a little bit next year, it'll be because of getting the show around the country. We didn't write that into our budget this year. When we were doing our budget back in January, I was thinking

about \$2 a gallon; I wasn't thinking \$2.50 or \$3. We eat that. That comes out of our profits this year.

R&R: What about the extreme sports aspect of the tour. Has that grown?

KL: No, it's probably faded a little bit. It was great, because we were the first to bring a lot of these guys on a big national tour, and it was a steady paycheck for them. I just got back from Australia with all the extreme motorcycle guys, and they still hold the Warped Tour in high regard, because it was the first time they got paid. Now they can earn that in a day for jumping their bikes. It's awesome for them.

We get a traveling team that comes in for a couple of days because they want to play for a lot of people or we get a lot of the athletes who maybe aren't competing so heavily right now but are still heavy demo guys who want to keep their faces in front of the crowd. [Proskater] Steve Caballero still has one of the top-selling shoes in the world, and he uses the Warped Tour to meet a lot of kids and keep his face out there.

R&R: It's funny, just a couple years ago people like Tony Hawk and Bam Margera weren't household names, but now they are.

KL: Yeah. In some small way we

were a help to start the process, but there are a lot of options for these guys right now, and I'm glad there are.

We talk about the bands a lot, but we're also a tour that grows our staff. The Warped Tour is still the hardest tour there is in the music industry. People who started working for me on this tour are now road managing Bette Midler, The Beastie Boys, the American Idol tour. They learn how to work hard, and they all learn to adapt. It's a good steppingstone.

It's funny, though, because a lot of people come back and want to do the Warped Tour, but I can't pay them, because I've got the ticket price to deal with. Same with the bands. There's no way we can afford Good Charlotte this year. The last tour they did was an arena tour, and they're coming back to play Warped. I take that as a real "thank you" for giving them a start. We have goodwill among that audience.

R&R: It almost sounds like a farm system for both bands and behind-the-scene talent.

KL: It is the music business, and we have a lot of business to deal with, but it's fun doing it. And that's what I try to instill in these guys: Let's go have some fun, but everybody's got to work their ass off. I take note of what bands are out there signing autographs and what bands are putting the time in. It's easy to come on Warped and just play a half-hour, but then you're not getting what you should get out of it.

R&R: What's your take on the industry right now? There seems to be a disconnect between the next generation of record buyers and the major labels.

KL: The major labels screwed up. I used to manage Less Than Jake, and I'd say, "Hey, let's give away a song on the Internet." They'd say no. I wanted us to embrace that technology. We're doing a lot of that with Warped, and we needed to step it up, so we're starting a download store.

If you had showed kids there was an alternative, they would have used it. If all we do is show kids how to steal music, they don't know any better. That's the direction it was going at first. There wasn't an option to go out and purchase. Now we're trying to show kids — and also parents, in our parents' tent this year — what they should do. A lot of parents don't know what legal and illegal downloads are.

There is a disconnect, but it's coming back around, and it comes back to the indie labels. Indie labels are strong right now. It's amazing how strong they are. But all you hear about are the woes of the industry. There's some good going on in this business, too, but you have to be adaptable, you have to be flexible,

and you have to make quick decisions.

Problem is, with major labels you have too many departments. I work with SideOneDummy, and we'll yell across the room to the other guy. You can make quick decisions, and I think the whole fate of the business rests on quick decisions.

"I didn't know the Warped Tour was going to be around for 10 years. There's no way I thought we'd be talking about it in the present tense."

Bands have to be able to produce records cheaper; they have to be able to see the light at the end of the tunnel. On an indie you put out a record and go out and work hard on tour. Most of these bands put out their own records because they can burn them themselves. They go out and sell them and break even at 500 records. All of a sudden you're on an indie, and you have to sell 5,000 before you ever get a dollar. The band says, "We sold 500 ourselves, we can sell 5,000." You go on a major, and it takes 500,000 to break even.

You have to be realistic. Fantasy world is that the first record by 98% of bands is going to sell half a million, but the way you're pitched by a major is that you're going to sell that much. They throw it against the wall, it doesn't stick, and now you've been dropped.

Build up your life, then go to a major. Sell three or four indie records. What are you, 19 years old? By 26 you could have four records out on indies. Then you can decide to go to a major or keep putting them out on indies, and if you're any good, you'll start getting checks once in a while.

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

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
2	1	MODEST MOUSE Float On (Epic)	2183	+26	155281	19	66/2
1	2	VELVET REVOLVER Slither (RCA/RMG)	2144	-88	161508	15	64/0
4	3	THREE DAYS GRACE Just Like You (Jive/Zomba)	2125	+160	124079	16	69/3
3	4	INCUBUS Talk Shows On Mute (Epic)	2035	-19	123164	17	68/0
6	5	DASHBOARD CONFSSIONAL Vindicated (Vagrant/Interscope)	1919	+153	134054	9	68/0
5	6	SEETHER fJAMY LEE Broken (Wind-up)	1893	-19	113206	15	63/0
7	7	LINKIN PARK Breaking The Habit (Warner Bros.)	1883	+151	149191	7	70/0
8	8	FRANZ FERDINAND Take Me Out (Domino/Epic)	1827	+249	137417	13	66/1
12	9	KILLERS Somebody Told Me (Island/IDJMG)	1433	+141	112817	11	60/0
11	10	BLINK-182 Down (Geffen)	1406	+74	86022	13	68/1
9	11	SWITCHFOOT Dare You To Move (Red Ink/Columbia)	1364	-33	66926	19	58/0
14	12	STORY OF THE YEAR Anthem Of Our Dying Day (Maverick/Reprise)	1363	+100	71199	13	64/0
13	13	SLIPKNOT Duality (Roadrunner/IDJMG)	1339	+64	79290	14	51/1
15	14	311 First Straw (Volcano/Zomba)	1284	+45	76757	8	64/0
17	15	SHINEDOWN 45 (Atlantic)	1228	+29	59399	20	47/0
10	16	BEASTIE BOYS Ch-Check It Out (Capitol)	1167	-192	119566	12	64/0
16	17	JET Cold Hard Bitch (Atlantic)	1160	-44	88821	26	62/0
20	18	BREAKING BENJAMIN So Cold (Hollywood)	1143	+56	55422	12	54/3
19	19	LINKIN PARK Lying From You (Warner Bros.)	1078	-50	74536	24	47/0
22	20	LOSTPROPHETS Wake Up (Make A Move) (Columbia)	982	+153	45872	7	61/2
27	21	JET Rollover D.J. (Atlantic)	877	+231	42498	3	59/6
23	22	HIVES Walk Idiot Walk (Interscope)	827	+79	40125	6	54/4
24	23	SALIVA Survival Of The Sickest (Island/IDJMG)	779	+36	31456	5	41/1
25	24	NICKELBACK Feelin' Way Too Damn Good (Roadrunner/IDJMG)	758	+32	28979	10	39/0
21	25	MUSE Time Is Running Out (EastWest/Warner Bros.)	718	-214	48059	18	48/0
28	26	CROSSFADE Cold (Columbia)	656	+101	23432	9	35/2
30	27	ALTER BRIDGE Open Your Eyes (Wind-up)	609	+77	24194	3	33/1
29	28	YELLOWCARD Only One (Capitol)	586	+38	27463	4	48/5
41	29	HOOBASTANK Same Direction (Island/IDJMG)	530	+236	16896	2	43/8
26	30	CURE The End Of The World (Geffen)	514	-208	34361	10	45/0
33	31	BURNING BRIDES Heart Full Of Black (V2)	504	+27	20648	7	35/0
35	32	LIT Looks Like They Were Right (Nitrus/DRT)	483	+54	17400	9	32/0
32	33	EARSHOT Wait (Warner Bros.)	462	-19	14091	10	31/1
42	34	BEASTIE BOYS Triple Trouble (Capitol)	416	+156	43925	3	46/32
34	35	MIDTOWN Give It Up (Columbia)	411	-21	16062	8	34/0
36	36	PUDDLE OF MUDD Spin You Around (Geffen)	405	+4	14223	5	26/0
37	37	COHEED AND CAMBRIA A Favor House Atlantic (Columbia)	404	+34	15611	4	35/10
38	38	PAPA ROACH Getting Away With Murder (Geffen)	376	+198	23402	1	45/24
31	39	NEW FOUND GLORY All Downhill From Here (Geffen)	373	-158	22769	15	42/0
40	40	TAKING BACK SUNDAY A Decade Under the Influence (Victory)	352	+47	20021	4	32/3
38	41	AUTHORITY ZERO Revolution (Lava)	345	-7	11140	7	25/0
39	42	BAD RELIGION Los Angeles Is Burning (Epitaph)	306	-21	31373	12	12/0
47	43	CHRONIC FUTURE Time And Time Again (Interscope)	254	+41	20379	2	23/5
46	44	FUTURE LEADERS OF THE WORLD Let Me Out (Epic)	245	+32	7078	2	20/5
45	45	VELVET REVOLVER Fall To Pieces (RCA/RMG)	244	+77	42126	1	13/1
45	46	FINGER ELEVEN Stay In Shadow (Wind-up)	232	-9	9637	5	22/0
43	47	AUDISLAVE What You Are (Interscope/Epic)	199	-45	13401	20	12/0
44	48	FLAW Recognize (Republic/Universal)	198	-44	6444	7	13/0
49	49	GODSMACK fJDROPOBOX Touche (Republic/Universal)	186	+115	7668	1	29/6
50	50	G. LDVE Astronaut (Brushfire/Universal)	184	+57	7892	1	24/3

75 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 7/11-7/17. 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 (© 2004, The Arbitron Company). © 2004, R&R, Inc.

Most Added®

ARTIST TITLE LABEL(S)	ADDS
BEASTIE BOYS Triple Trouble (Capitol)	32
PAPA ROACH Getting Away With Murder (Geffen)	24
SKINDRED Nobody (Lava)	16
COHEED AND CAMBRIA A Favor House Atlantic (Columbia)	10
HOOBASTANK Same Direction (Island/IDJMG)	8
JET Rollover D.J. (Atlantic)	6
GODSMACK fJDROPOBOX Touche (Republic/Universal)	6
SNOW PATROL Run (A&M/Interscope)	6

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
FRANZ FERDINAND Take Me Out (Domino/Epic)	+249
HOOBASTANK Same Direction (Island/IDJMG)	+236
JET Rollover D.J. (Atlantic)	+231
PAPA ROACH Getting Away With Murder (Geffen)	+198
THREE DAYS GRACE Just Like You (Jive/Zomba)	+160
BEASTIE BOYS Triple Trouble (Capitol)	+156
DASHBOARD CONFSSIONAL Vindicated (Vagrant/Interscope)	+153
LOSTPROPHETS Wake Up (Make A Move) (Columbia)	+153
LINKIN PARK Breaking The Habit (Warner Bros.)	+151
KILLERS Somebody Told Me (Island/IDJMG)	+141

Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
HOOBASTANK The Reason (Island/IDJMG)	961
311 Love Song (Maverick/Volcano/Zomba)	792
SWITCHFOOT Meant To Live (Red Ink/Columbia)	753
INCUBUS Megalomaniac (Epic)	653
JET Are You Gonna Be My Girl (Atlantic)	652
BLINK-182 I Miss You (Geffen)	633
WHITE STRIPES Seven Nation Army (Third Man/V2)	615
A PERFECT CIRCLE The Outsider (Virgin)	606
FINGER ELEVEN One Thing (Wind-up)	589
THREE DAYS GRACE (I Hate) Everything About You (Jive/Zomba)	584

New & Active

NONPOINT The Truth (Lava)
Total Plays: 172, Total Stations: 10, Adds: 0

TONY C. AND THE TRUTH Little Bit More (Lava)
Total Plays: 152, Total Stations: 8, Adds: 0

WALKMEN The Rat (Warner Bros.)
Total Plays: 150, Total Stations: 15, Adds: 2

KEANE Somewhere Only We Know (Interscope)
Total Plays: 148, Total Stations: 11, Adds: 0

SNOW PATROL Run (A&M/Interscope)
Total Plays: 143, Total Stations: 13, Adds: 6

FAITHLESS Mass Destruction (RCA/RMG)
Total Plays: 143, Total Stations: 8, Adds: 1

LETTER KILLS Don't Believe (Island/IDJMG)
Total Plays: 128, Total Stations: 17, Adds: 4

SECRET MACHINES Nowhere Again (Reprise)
Total Plays: 120, Total Stations: 10, Adds: 0

YEAH YEAH YEAHS Y Control (Interscope)
Total Plays: 117, Total Stations: 12, Adds: 1

MITCH ALLAN In Your Eyes (Independent)
Total Plays: 116, Total Stations: 9, Adds: 0

Detailed station playlists for all R&R reporters are available on the web at www.radioandrecords.com.

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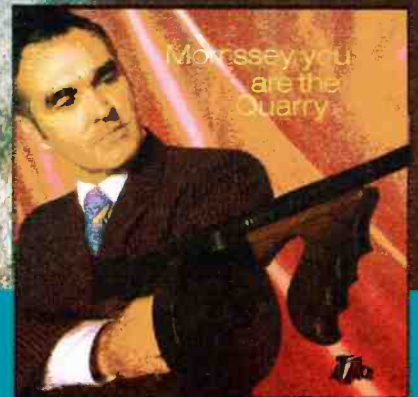
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**America's Best Testing Alternative Songs 12 +
For The Week Ending 7/23/04**

Artist Title (Label)	TW	LW	Familiarity	Burn	Persons	Men	Women
					18-34	18-34	18-34
BLINK-182 Down (Geffen)	4.05	3.94	91%	20%	3.98	3.99	3.99
THREE DAYS GRACE Just Like You (Jive/Zomba)	4.02	3.86	90%	19%	3.92	3.75	4.09
STORY OF THE YEAR Anthem D1 Dur... (Maverick/Reprise)	3.96	3.95	89%	18%	3.89	4.03	3.76
KILLERS Somebody Told Me (Island/IDJMG)	3.95	3.84	63%	6%	3.96	3.83	4.07
LOSTPROPHETS Wake Up (Make A Move) (Columbia)	3.94	3.84	73%	9%	3.80	3.79	3.81
DASHBOARD CONFSSIONAL Vindicated (Vagrant/Interscope)	3.93	3.90	86%	14%	3.76	3.83	3.69
INCUBUS Talk Shows Dn Mute (Epic)	3.92	3.81	92%	24%	3.88	3.76	3.99
NEW FOUND GLORY All Downhill From Here (Geffen)	3.90	3.66	88%	20%	3.86	3.81	3.91
EARSHOT Wait (Warner Bros.)	3.89	3.70	50%	6%	3.74	3.79	3.67
SWITCHFOOT Dare You To Move (Red Ink/Columbia)	3.88	3.78	85%	23%	3.88	3.70	4.04
LINKIN PARK Breaking The Habit (Warner Bros.)	3.83	3.76	94%	30%	3.85	3.76	3.94
MUSE Time Is Running Out (EastWest/Warner Bros.)	3.83	3.81	68%	13%	3.81	3.73	3.84
LINKIN PARK Lying From You (Warner Bros.)	3.81	3.67	93%	34%	3.80	3.68	3.91
BREAKING BENJAMIN So Cold (Hollywood)	3.81	3.82	54%	7%	3.80	3.84	3.75
VELVET REVOLVER Slither (RCA/RMG)	3.79	3.75	80%	18%	3.82	3.84	3.80
SEETHER I AM Y LEE Broken (Wind-up)	3.77	3.69	93%	29%	3.74	3.59	3.89
FRANZ FERDINAND Take Me Out (Domino/Epic)	3.77	3.73	82%	19%	3.74	3.68	3.80
HOBASTANK The Reason (Island/IDJMG)	3.74	3.57	98%	57%	3.78	3.68	3.88
CROSSFADE Cold (Columbia)	3.72	-	44%	9%	3.66	3.71	3.59
MODEST MOUSE Float On (Epic)	3.68	3.68	82%	25%	3.61	3.57	3.65
SHINEDOWN 45 (Atlantic)	3.68	3.65	73%	21%	3.63	3.54	3.72
CURE The End Of The World (Geffen)	3.65	3.52	66%	14%	3.65	3.37	3.92
JET Cold Hard Bitch (Atlantic)	3.57	3.57	95%	42%	3.54	3.34	3.72
311 First Straw (Volcano/Zomba)	3.56	3.48	62%	14%	3.58	3.43	3.74
SLIPKNOT Duality (Roadrunner/IDJMG)	3.43	3.38	71%	20%	3.38	3.29	3.51
NICKELBACK Fedin' Way Too Damn Good (Roadrunner/IDJMG)	3.32	3.09	74%	24%	3.35	3.13	3.61
SALIVA Survival Of The Sickest (Island/IDJMG)	3.28	3.11	41%	11%	3.21	3.13	3.32
BEASTIE BOYS Ch-Check It Out (Capitol)	3.20	3.17	94%	45%	3.29	3.28	3.30

Total sample size is 377 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 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.



the next guy. Local and regional music in regular rotation is only one of the answers. With 311 and Slipknot from this area, plus local record label Saddle Creek (Bright Eyes, Cursive, Azure Ray and The Faint), why not play local music? ● Local band Venaculas are No. 2 in local sales, moving 6,000 units. Regional artists Swizzle Tree, out of Chicago, are No. 1 in local sales and have sold more than 4,400 units since February. So why play a major-label artist who's No. 2 on the Active Rock charts and No. 28 on the Alternative charts, yet only sold 27,000 units nationally? Something is wrong with our industry when they're spending millions to sell 27,000 units.

At KIWR (The River)/Omaha, we just lived through another College World Series (those Texans are bad sports) and the River Music Summit, a one-day music conference. More than 700 people attended. There were 20 different vendors, ranging from ASCAP to recording and duplication companies to T-shirt printers and even car dealers. This event was the perfect promotional vehicle for both programming and sales. ● You may ask what makes KIWR different from

Yay! Modest Mouse go No. 1, home-grown by our very own format. Congrats to the Saturn crew and everyone at Epic who wouldn't give up. Now what about the nine of you who claim you are Alternative stations yet are not playing the top song in the format? Three Days Grace won't give up either. Lorraine Caruso and Rose Braunstein have done an awesome job of letting radio know these guys are for real. They go 4-3 this week in a very tight field ... New dad Robbie Lloyd gets Dashboard Confessional to move up, too, 6-5 ... The rest of the top 10 are all trying to gain higher ground: Linkin Park, Franz Ferdinand, Killers and Blink-182 ... Story Of The Year go 14-12 ... Shinedown rise 17-15 ... Hey, are you still not paying attention to Breaking Benjamin? New York, Washington and Austin all come in this week. They go 20-18 ... Alter Bridge go 30-27 ... Yellowcard squeeze 29-28 ... Keep Your Eyes Peeled: Burning Brides, Lit, Taking Back Sunday and Future Leaders Of The World ... New to the Chart: Papa Roach, Godsmack featuring Dropbox, G. Love ... Most Added: Beastie Boys, Papa Roach, Skindred (The Brazilian is suffering "stubble rash" this week), Coheed & Cambria, Hoobastank, Jet ... Most Should Be Added: Faithless, Ambulance, G. Love, The Walkmen, Yellowcard, High Holy Days.



— Max Talkoff, Alternative Editor

Reporters

WHR/Albany, NY* OM: John Rosci PD: Lisa Biello 1 PAPA ROACH FUTURE LEADERS OF THE WORLD	WAVF/Charleston, SC* OM: Tracy Rossi PD: Stacy Bess 23 HOBBASTANK THREE DAYS GRACE	CIMX/Detroit, MI* PD: Steve Brodzinski APD: Vince Cassava MO: Matt Frenkel LOS PROPHETS	WRXZ/Indianapolis, IN* PD: Scott Jentzen MO: Michael Young No Adds	WRFM/Memphis, TN* PD: Paul Crossman MO: Sydney Roberts 1 PAPA ROACH VELVET REVOLVER ALTER BRIDGE	WBZD/Oklahoma City, OK* OM: Ben Herley PD: Jimmy Briscoe SKINDRED G. LOVE PAPA ROACH	WDYL/Richmond, VA* PD: Mike Hickey MO: Double Matthews 9 DASHBOARD 1 PAPA ROACH COHEED AND CAMBRIA BEASTIE BOYS	KNDD/Seattle, WA* PD: Paul Hession APD: Jim Keller 12 BEASTIE BOYS THERIALS	KMYZ/Tulsa, OK* PD: Lynn Burston MO: Corbin Pierce 1 SNOW PATROL 1 TAKING BACK SUNDAY PRESIDENTS OF THE UNITED STATES HIVES
KTZO/Albuquerque, NM* PD: Scott Sorenson OM: Dan Kalfay PD/MO: Jack Daniels 1 SKINDRED FUTURE LEADERS OF THE WORLD	WEND/Charlotte* OM: Bruce Logan PD/MO: Jack Daniels No Adds	KHRD/EI Paso, TX* OM: Mike Preston PD/MO: Jack Daniels 1 ANIMALS SKINDRED A PERFECT CIRCLE 12 STONES BEASTIE BOYS	WRXZ/Johannesburg* PD: Mike Hession SKINDRED CHRONIC FUTURE BEASTIE BOYS PAPA ROACH	WLUM/Milwaukee, WI* PD: Tommy Miller MO: Lesley Rosenbaum PRESIDENTS OF THE UNITED STATES BEASTIE BOYS	WJRR/Oriando, FL* OM: Adam Cook PD: Paul Lynch APD: Rick Evers MO: Brian Oldeman 2 JET SKINDRED LOSTPROPHETS	WRKL/Richmond, VA* OM: Bill Cahill APD: Rick Evers MO: Casey Krawkowski 2 FRANZ FERDINAND 2 BEASTIE BOYS 1 PAPA ROACH JET	KPNT/Si. Luis, MO* PD: Tommy Matthews MO: Jeff Fries SKINDRED GODSMACK VORPOBOX CHRONIC FUTURE LETTER KILLS	WFPZ/W Palm Beach, FL* PD: John T. Cooney MO: Mike Rivers 2 SKINDRED 1 LETTER KILLS 1 BEASTIE BOYS
WNNJ/Milano, GA* OM/PO: Leslie Fram PD: Jay Haines HOBBASTANK HIVES FIVEIGHT	WKQX/Chicago, IL* PD: Mike Stern APD/MO: Jesse Jackson 10 WALKMAN 3 A PERFECT CIRCLE COHEED AND CAMBRIA	KDQA/Fayetteville, AR PD/MO: Dave Jackson 14 METALLICA 13 MODEST MOUSE 13 GODSMACK VORPOBOX 11 A PERFECT CIRCLE 10 YEAR 10TH YEARS	WRXZ/Kansas City, MO* PD: Greg Burgess APD: Lasse MO: Jason Utami PRESIDENTS OF THE UNITED STATES	WHFG/Albany, NJ* APD: Mike Sarno MO: Brian Phillips G. LOVE	WOCL/Oraunde, FL* PD: Robbie Smith 34 BEASTIE BOYS HOBBASTANK GODSMACK VORPOBOX	KCCX/Riverside, CA* OM/PO: Keith Cline APD/MO: Oryl James YELLOWCARD	WKRL/Sracuse, NY* PD: Scott Pallone APD/MO: Tim Healy PAPA ROACH	WFWS/Washington, DC* APD/MO: Oryl James YELLOWCARD
WISE/Atlantic City, NJ* PD: Scott Reilly MO: Steven Rampart 12 BEASTIE BOYS 12 STONES BEASTIE BOYS PAPA ROACH	WAOZ/Cincinnati, OH* PD/MO: Jeff Hagel 18 BEASTIE BOYS 3 CHRONIC FUTURE HIVES	KFRR/Fresno, CA* PD: Chris Spigno MO: Renowned No Adds	WNFZ/Maryville, TN* PD: Anthony Pralle 6 PAPA ROACH GODSMACK VORPOBOX	WBUZ/Rushville, TN* OM: Jim Patza PD/MO: Aissa Schenck 15 COHEED AND CAMBRIA 6 LOHEED AND CAMBRIA 5 SNOW PATROL 2 FUTURE LEADERS OF THE WORLD 1 BEASTIE BOYS SKINDRED	WPLJ/Philadelphia, PA* PD: Jim McQuinn MO: Don Felt 10 YEAR 10TH YEARS HOBBASTANK BEASTIE BOYS	KWOD/Sacramento, CA* PD: Ron Basso OM: Curtiss Johnson PD: Ron Basso APD: Violet MO: Marco Collins 16 MIKES 7 BEASTIE BOYS 6 SNOW PATROL SKINDRED	WRSR/Tallahassee, FL OM: Steve Daniels PD: Dale Fitt APD/MO: Michael 1 NEW FOUND GLORY 1 BEASTIE BOYS 1 PAPA ROACH	WWSN/Tampa, FL* OM: Paul Cline PD: Shank 1 TAKING BACK SUNDAY 4 LETTER KILLS 1 ANY CHEMICAL ROMANCE
KROX/Austin, TX* OM: Jeff Carril PD: Mickey Lee MO: Tony Ryan 1 BREAKING BENJAMIN JET CROSSFADE	WXTM/Cleveland, OH* PD: Kim Wilmore APD: Don Handley MO: Pete Schiavo No Adds	KXTE/Lafayette, LA* PD: Scott Perry MO: Roger Prine 1 HOBBASTANK 12 STONES COHEED AND CAMBRIA	KKND/New Orleans, LA* PD: Andrew Maris PD: Bill APD: Mark Parolario SKINDRED HIVES	WXPX/New York, NY* PD: Robert Cray MO: Mike Papp MO: Mike Papp 5 PAPA ROACH 3 BREAKING BENJAMIN SKINDRED YELLOWCARD	WXXZ/Pittsburgh, PA* PD: Robert Cray MO: Vinnie F. 1 PAPA ROACH	KXRX/Salt Lake City, UT* OM: Alan Hagan PD: Todd Heller MO: Arlie Falbin 1 SNOW PATROL SALIVA	KPMA/Tucson, AZ* PD: Neill MO: Lisa Kennedy 1 PAPA ROACH 3 BEASTIE BOYS 2 ALTER BRIDGE	WFSW/Wilmington, NC PD: Lonnie MO: Mike Kennedy 3 PAPA ROACH 2 BEASTIE BOYS 2 ALTER BRIDGE
WRAX/Birmingham, AL* PD: Susan Groves MO: Mark Lindsey YELLOWCARD COHEED AND CAMBRIA BEASTIE BOYS	WARQ/Columbia, SC* PD: Dave Stewart APD: Dana Farris No Adds	KKTE/Las Vegas, NV* PD: Dave Washington APD: Chris Henry 4 A PERFECT CIRCLE 12 STONES GODSMACK VORPOBOX	KZQW/Phoenix, AZ* MO: Mike Lewis YELLOWCARD HOBBASTANK BEASTIE BOYS	WXPX/New York, NY* PD: Robert Cray MO: Vinnie F. 1 PAPA ROACH	WXXZ/Pittsburgh, PA* PD: Robert Cray MO: Vinnie F. 1 PAPA ROACH	KXRA/San Diego, CA* PD: John Richards MO: Marty Whitney 1 SNOW PATROL	KPMA/Tucson, AZ* PD: Neill MO: Lisa Kennedy 1 PAPA ROACH 3 BEASTIE BOYS 2 ALTER BRIDGE	WFSW/Wilmington, NC PD: Lonnie MO: Mike Kennedy 3 PAPA ROACH 2 BEASTIE BOYS 2 ALTER BRIDGE
KXZR/Boise, ID* OM: Dan McCall PD: Eric Kristensen MO: Jessica Smith 2 BEASTIE BOYS PAPA ROACH SKINDRED	WWCD/Columbus, OH* OM: Randy Malloy PD: Andy Davis MO: Jack DeVoss No Adds	KKTE/Las Vegas, NV* PD: Dave Washington APD: Chris Henry 4 A PERFECT CIRCLE 12 STONES GODSMACK VORPOBOX	KZQW/Phoenix, AZ* MO: Mike Lewis YELLOWCARD HOBBASTANK BEASTIE BOYS	WXPX/New York, NY* PD: Robert Cray MO: Vinnie F. 1 PAPA ROACH	WXXZ/Pittsburgh, PA* PD: Robert Cray MO: Vinnie F. 1 PAPA ROACH	KXRA/San Diego, CA* PD: John Richards MO: Marty Whitney 1 SNOW PATROL	KPMA/Tucson, AZ* PD: Neill MO: Lisa Kennedy 1 PAPA ROACH 3 BEASTIE BOYS 2 ALTER BRIDGE	WFSW/Wilmington, NC PD: Lonnie MO: Mike Kennedy 3 PAPA ROACH 2 BEASTIE BOYS 2 ALTER BRIDGE
WBCN/Boston, MA* PD: Dave Wellington PD: Desjays APD/MO: Steven Strick 4 BEASTIE BOYS THREE DAYS GRACE	KDGE/Dallas, TX* PD: Dianne Dobay APD/MO: Alan Ape No Adds	KKTE/Las Vegas, NV* PD: Dave Washington APD: Chris Henry 4 A PERFECT CIRCLE 12 STONES GODSMACK VORPOBOX	KZQW/Phoenix, AZ* MO: Mike Lewis YELLOWCARD HOBBASTANK BEASTIE BOYS	WXPX/New York, NY* PD: Robert Cray MO: Vinnie F. 1 PAPA ROACH	WXXZ/Pittsburgh, PA* PD: Robert Cray MO: Vinnie F. 1 PAPA ROACH	KXRA/San Diego, CA* PD: John Richards MO: Marty Whitney 1 SNOW PATROL	KPMA/Tucson, AZ* PD: Neill MO: Lisa Kennedy 1 PAPA ROACH 3 BEASTIE BOYS 2 ALTER BRIDGE	WFSW/Wilmington, NC PD: Lonnie MO: Mike Kennedy 3 PAPA ROACH 2 BEASTIE BOYS 2 ALTER BRIDGE
WEDC/Rutland, NY* PD: Lenny Deane 19 SKINDRED 2 AUTHORITY ZERO CROSSFADE	WKXG/Davidson, OH* OM: Tony Taylor PD: Steve Kramer MO: Soumer 12 CHRONIC FUTURE	KKTE/Las Vegas, NV* PD: Dave Washington APD: Chris Henry 4 A PERFECT CIRCLE 12 STONES GODSMACK VORPOBOX	KZQW/Phoenix, AZ* MO: Mike Lewis YELLOWCARD HOBBASTANK BEASTIE BOYS	WXPX/New York, NY* PD: Robert Cray MO: Vinnie F. 1 PAPA ROACH	WXXZ/Pittsburgh, PA* PD: Robert Cray MO: Vinnie F. 1 PAPA ROACH	KXRA/San Diego, CA* PD: John Richards MO: Marty Whitney 1 SNOW PATROL	KPMA/Tucson, AZ* PD: Neill MO: Lisa Kennedy 1 PAPA ROACH 3 BEASTIE BOYS 2 ALTER BRIDGE	WFSW/Wilmington, NC PD: Lonnie MO: Mike Kennedy 3 PAPA ROACH 2 BEASTIE BOYS 2 ALTER BRIDGE
WBZZ/Washington, DC* OM/PO: Matt Girano APD/MO: Kevin Hays 2 FAITHLESS PAPA ROACH PEARL JAM	KTCI/Denver, CO* PD: Mike O'Connor APD: Rick Rubin MO: Mike Rubin HOBBASTANK MODEST MOUSE	KKTE/Las Vegas, NV* PD: Dave Washington APD: Chris Henry 4 A PERFECT CIRCLE 12 STONES GODSMACK VORPOBOX	KZQW/Phoenix, AZ* MO: Mike Lewis YELLOWCARD HOBBASTANK BEASTIE BOYS	WXPX/New York, NY* PD: Robert Cray MO: Vinnie F. 1 PAPA ROACH	WXXZ/Pittsburgh, PA* PD: Robert Cray MO: Vinnie F. 1 PAPA ROACH	KXRA/San Diego, CA* PD: John Richards MO: Marty Whitney 1 SNOW PATROL	KPMA/Tucson, AZ* PD: Neill MO: Lisa Kennedy 1 PAPA ROACH 3 BEASTIE BOYS 2 ALTER BRIDGE	WFSW/Wilmington, NC PD: Lonnie MO: Mike Kennedy 3 PAPA ROACH 2 BEASTIE BOYS 2 ALTER BRIDGE
		WRXZ/Indianapolis, IN* PD: Scott Jentzen MO: Michael Young No Adds	WRXZ/Indianapolis, IN* PD: Scott Jentzen MO: Michael Young No Adds	WRXZ/Indianapolis, IN* PD: Scott Jentzen MO: Michael Young No Adds	WRXZ/Indianapolis, IN* PD: Scott Jentzen MO: Michael Young No Adds	WRXZ/Indianapolis, IN* PD: Scott Jentzen MO: Michael Young No Adds	WRXZ/Indianapolis, IN* PD: Scott Jentzen MO: Michael Young No Adds	WRXZ/Indianapolis, IN* PD: Scott Jentzen MO: Michael Young No Adds

**POWERED BY
MEDIABASE**

83 Total Reporters
75 Total Monitored
8 Total Indicator

**Did Not Report, Playlist Frozen (2):
WCYY/Portland, ME
WEEO/Hagerstown**



JOHN SCHOENBERGER
jschoenberger@radioandrecords.com

R&R Triple A Summit Preview

Continued from Page 1

It is our hope that this year's summit—the 12th—will continue to nurture this mutual admiration and respect. This week I want to give you an idea of what we have planned for you from Aug. 4-7. There will be business panels addressing the pertinent questions of the day, some informative presentations and, of course, ample opportunities to see and hear some of the most exciting artists on the music scene.

Getting Down To Business

This year the sessions at the summit will address a number of different issues. Thursday, Aug. 5, we'll start with a session called "Are We Playing It Too Safe?" KINK/Portland, OR PD Dennis Constantine will moderate an all-star panel of programmers consisting of WXRT/Chicago's Norm Winer, KBCO/Denver's Scott Arbough, KPIG/Monterey's Laura Ellen Hooper, KMTT/Seattle's Chris Mays, WXP/N/Philadelphia's Bruce Warren and a few others to be confirmed.



Dennis Constantine



Dave Rahn

This panel will address the general issue of music programming. Are we playing it too safe with newer artists these days? How do philosophies differ from station to station in terms of the music mix and the criteria for adding new music? How is research used in music decisions? These and many more ideas will be discussed as

we kick off the business side of the summit.

Thursday afternoon John Bradley and Dave Rahn of SBR Creative Media will present the results of the "National Triple A Listener Survey." They surveyed over 5,000 Triple A listeners in nearly every state to find out how music fits into their lives. In this session you'll find out about their CD-buying habits; their attitudes toward



John Bradley



Ruth Presslaff

downloading, iPods and satellite radio; their satisfaction with FM radio; and their takes on other music matters.

Joining John and Dave will be KFOG/San Francisco's Haley Jones, Mercury Radio Research's Mark Ramsey and Warner Bros. Records' Julie Muncy to discuss the findings.

Day Two

It is important to point out that we have scaled back the number of sessions scheduled for the first two days of the summit, Thursday and Friday. The suggestion was made by many attendees that we allow a bit of free time in the afternoon so that folks could conduct business with their home offices. We have honored that request.

Friday morning will feature a special presentation by Ruth Presslaff of Presslaff Interactive, "Database Marketing Do's and Don'ts." Ruth will be

addressing database-management and marketing issues specifically targeted to Triple A listeners. You will see that we have come a long way in this area over the past few years and that the potential benefits of this burgeoning field seem almost limitless.

Friday afternoon we'll hear from the label side at a session called "The State of the Industry." It is no secret that the music business is going through big changes right now and being forced to face new realities on all levels.

This panel, moderated by R&R Publisher/CEO Erica Farber, will feature key Triple A label execs James Evans (Inter-scope/Geffen/A&M), Trina Tombrink (Columbia), Ray Gmeiner (Virgin), Ray Di Pietro (Lost Highway), Jill Weindorf (Verve), Dave Einstein (RCA Victor), Alex Coronfly (Reprise) and Art Phillips (Vanguard). It will focus on the current state of the music industry and how that is affecting the labels' relationship with the radio community.



Erica Farber



Camper Van Beethoven

A Little Fun

Saturday will be a bit more lighthearted. We'll start the day off with a session with KCRW/Los Angeles MD Nic Harcourt. Harcourt is credited with discovering and launching the careers of many artists. There's no question that his daily show *Morning Becomes Eclectic* plays an important role in the Los Angeles radio landscape, and that influence has now expanded across the country with his *Sounds Eclectic* syndicated weekly show.

We are proud to have a special taping of *Sounds Eclectic* at the summit, featuring a conversation with and performance by one of the artists Nic is very excited about, Keaton Simons.

At the Saturday luncheon we will be announcing the winners of this year's Triple A R&R Industry Achievement Awards. As we did last year, we kept the nominations and voting process mainly focused on the Triple A community.



HANGING WITH MOM Old 97's frontman Rhett Miller did a solo show in Indianapolis a while back, and WTTS PD Brad Holtz brought his mom, who is a big fan, along. Seen here after the show are (l-r) Brad, Miller and Jan Holtz.

After the luncheon there will be a special screening of the documentary film *Festival Express*. *Festival Express* is a rousing record of a little-known but monumental moment in rock 'n' roll history and stars such legends as Janis Joplin, The Band, The Grateful Dead and many others.

Festival Express was a multiband, multiday extravaganza that took place in 1970 in three cities in Canada and captured the spirit and imagination of a generation. See live footage and incredible "on train" jamming as these icons of rock travel for five days on the *Festival Express*.

Ending the three days of sessions will be our annual "Rate-a-Record," once again coordinated by WXP/N/Philadelphia PD Bruce Warren. In addition to hearing the opinions of the radio and record communities, we have again invited some KBCO listeners to join us. It will be a chance for us to preview some exciting new releases scheduled for late summer and early fall.

And, Of Course, The Music

We have a great lineup of artists this year. As always, I have made an effort to create a nice balance of well-established artists, acts who are in the process of building a solid story at the format and some newer acts who are just coming over the horizon.



John Mayer

On Wednesday night we have the re-formed Camper Van Beethoven, The Graham Colton Band, Blue Merle and Jem playing at the Fox Theatre, while Citizen Cope and Ray LaMontagne perform next door, at the Players Club.

Thursday boasts Marc Broussard and Jen Chapin at the luncheon; Jennie DeVoe at the afternoon cocktail party; Cake, John Mayer and Mindy Smith at the Fox; Tift Merritt and Ben



Glen Phillips

Arnold at the Players Club; and an intimate late-night Club R&R performance by Nelly McKay.

Friday will be equally as exciting, with Bruce Hornsby, Kyle Riabko and Anna Nalick playing the lunch; Charlotte Martin doing the afternoon cocktail party; Glen Phillips, Rachael Yamagata and Jamie Cullum entertaining us at the Fox; Adam Richman and Jonathan Rice appearing at the Players Club; and a special late-night



Old 97's

Club R&R featuring Jason Mraz and Michael Tolcher.

Things will remain hot for Saturday, beginning with the aforementioned *Sounds Eclectic* taping in the morning, with Keaton Simons, Ari Hest, The Damnwells and Johnny A. play at the awards luncheon at noon; the Old 97's, Simple Kid, Low Millions and Antigone Rising at the Fox; and The Shore and Carbon Leaf at the Players Club.

Good Intentions

Even though a lot of worry and concentration go into putting this annual event together, I am honored and grateful to be part of making the Triple A Summit happen. I hope all of you appreciate what a good thing we have in this gathering and that you will not only attend, but also take advantage of all that it has to offer.

If you log onto www.radioandrecords.com and click on the "conventions" link, you will find the agenda, as well as information about summit registration and hotel reservations.



HANGING WITH THE BIG GUY As Marc Broussard gears up for the release of his debut album on Island, he did a special performance for industry VIPs at the Gramercy Hotel in New York. Seen here are (l-r) Island/Def Jam Chairman Antonio "L.A." Reid and Broussard.

July 23, 2004

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
2	1	NORAH JONES What Am I To You? (<i>Blue Note/EMC</i>)	505	+100	22697	10	22/1
1	2	COUNTING CROWS Accidentally In Love (<i>DreamWorks/Geffen</i>)	491	+42	25625	12	21/1
3	3	DAVE MATTHEWS Oh (<i>RCA/RMG</i>)	383	+17	22519	18	20/1
4	4	SHERYL CROW Light In Your Eyes (<i>A&M/Interscope</i>)	360	+11	15548	12	20/0
7	5	PHISH The Connection (<i>Elektra/Atlantic</i>)	312	+18	12850	8	22/1
8	6	BODEANS If It Makes You (<i>Zoe/Rounder</i>)	309	+45	18037	8	20/1
6	7	DONAVON FRANKENREITER f/ JACK JOHNSON Free (<i>Brushfire/Universal</i>)	296	-16	11605	18	20/1
5	8	LENNY KRAVITZ Where Are We Runnin'? (<i>Virgin</i>)	263	-67	14217	16	17/0
10	9	WHEAT I Met A Girl (<i>Aware/Columbia</i>)	262	+27	9820	17	19/1
14	10	FINGER ELEVEN One Thing (<i>Wind-up</i>)	257	+60	13192	4	12/2
11	11	MINDY SMITH Come To Jesus (<i>Vanguard</i>)	253	+26	15000	18	19/1
9	12	TOOTS AND THE MAYTALS w/ BONNIE RAITT True Love Is Hard To Find (<i>V2</i>)	242	+6	9239	15	16/0
18	13	BRUCE HORNSBY Gonna Be Some Changes Made (<i>Columbia</i>)	225	+51	10994	2	20/1
12	14	ALANIS MORISSETTE Everything (<i>Maverick/Reprise</i>)	216	-8	9028	17	16/0
21	15	INDIGO GIRLS Fill It Up Again (<i>Epic</i>)	206	+39	7679	8	17/1
22	16	JAMIE CULLUM All At Sea (<i>Verve/Universal</i>)	204	+38	6562	7	15/2
13	17	BOB SCHNEIDER Come With Me Tonight (<i>Shockorama/Vanguard</i>)	201	-14	8985	11	14/0
20	18	MODEST MOUSE Float On (<i>Epic</i>)	191	+24	12483	5	9/1
17	19	STING Stolen Car (Take Me Dancing) (<i>A&M/Interscope</i>)	186	+11	5322	6	16/1
16	20	JOE FIRSTMAN Can't Stop Loving You (<i>Atlantic</i>)	180	+4	4211	10	12/0
15	21	HOOBASTANK The Reason (<i>Island/IDJMG</i>)	178	-14	11389	15	7/0
25	22	JEM They (<i>ATO/RCA/RMG</i>)	176	+29	7232	10	12/1
26	23	BUTTERFLY BOUCHER Another White Dash (<i>A&M/Interscope</i>)	170	+25	8447	6	12/1
19	24	RACHAEL YAMAGATA Worn Me Down (<i>RCA Victor</i>)	170	-1	5511	5	10/1
30	25	OZOMATLI (Who Discovered) America? (<i>Concord</i>)	160	+39	4569	2	12/1
23	26	JOHN EDDIE Everything (<i>Thrill Show/Lost Highway</i>)	159	+2	3173	5	9/0
28	27	DIANA KRALL Temptation (<i>GRP/VMG</i>)	157	+24	4685	9	11/1
27	28	SCISSOR SISTERS Take Your Mama (<i>Universal</i>)	156	+20	6943	3	12/1
Debut	29	FINN BROTHERS Won't Give In (<i>Nettwerk</i>)	142	+70	8136	1	15/5
24	30	LORETTA LYNN f/ JACK WHITE Portland, Oregon (<i>Interscope</i>)	137	-13	5071	8	12/0

24 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 7/11-7/17. 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 (© 2004, The Arbitron Company). © 2004, R&R, Inc.

New & Active

WILCO I'm A Wheel (*Nonesuch*)
Total Plays: 109, Total Stations: 11, Adds: 2

SONIA DADA Old Bones (*Calliope*)
Total Plays: 109, Total Stations: 9, Adds: 0

TRAIN Ordinary (*Columbia*)
Total Plays: 103, Total Stations: 8, Adds: 1

SARAH MCLACHLAN Stupid (*Arista/RMG*)
Total Plays: 101, Total Stations: 7, Adds: 1

JET Rollover D.J. (*Atlantic*)
Total Plays: 96, Total Stations: 10, Adds: 1

CROSBY & NASH Lay Me Down (*Sanctuary/SRG*)

Total Plays: 94, Total Stations: 11, Adds: 2

OLD 97'S New Kid (*New West*)

Total Plays: 94, Total Stations: 9, Adds: 0

ERIC CLAPTON When You Got A Good Friend (*Duck/Reprise*)

Total Plays: 93, Total Stations: 10, Adds: 0

EDWIN MCCAIN f/**MAIA SHARP** Say Anything (*DRT*)

Total Plays: 87, Total Stations: 9, Adds: 0

GRAHAM COLTON BAND First Week (*Strummer/Universal*)

Total Plays: 87, Total Stations: 7, Adds: 0

Most Added*

www.radds.com

ARTIST TITLE LABEL(S)	ADDS
THRILLS Not For All The Love In The World (<i>Virgin</i>)	6
FINN BROTHERS Won't Give In (<i>Nettwerk</i>)	5
SARAH HARMER Pendulums (<i>Zoe/Rounder</i>)	4
K.O. LANG Helpless (<i>Nonesuch</i>)	3
NEIL YOUNG Be The Rain (<i>Sanctuary/SRG</i>)	3

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
NORAH JONES What Am I To You? (<i>Blue Note/EMC</i>)	+100
FINN BROTHERS Won't Give In (<i>Nettwerk</i>)	+70
FINGER ELEVEN One Thing (<i>Wind-up</i>)	+60
BRUCE HORNSBY Gonna Be Some Changes Made (<i>Columbia</i>)	+51
FIVE FOR FIGHTING The Devil In The... (<i>Aware/Columbia</i>)	+50
CROSBY & NASH Lay Me Down (<i>Sanctuary/SRG</i>)	+47
BODEANS If It Makes You (<i>Zoe/Rounder</i>)	+45
MARDON 5 She Will Be Loved (<i>Octone/J/RMG</i>)	+44
COUNTING CROWS Accidentally In Love (<i>DreamWorks/Geffen</i>)	+42
SIMPLE KIO Staring At The Sun (<i>Vector Recordings</i>)	+42

Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
LOS LONELY BOYS Heaven (<i>Dr/Epic</i>)	259
NORAH JONES Sunrise (<i>Blue Note/EMC</i>)	149
SARAH MCLACHLAN Fallen (<i>Arista/RMG</i>)	147
FIVE FOR FIGHTING 100 Years (<i>Aware/Columbia</i>)	146
DAMIEN RICE Cannonball (<i>Vector Recordings/Warner Bros.</i>)	142
JET Are You Gonna Be My Girl (<i>Atlantic</i>)	131
COLDPLAY Clocks (<i>Capitol</i>)	122
GUSTER Careful (<i>Palm/Reprise</i>)	117
MARON 5 This Love (<i>Octone/J/RMG</i>)	114
JOHN MAYER Clarity (<i>Aware/Columbia</i>)	107

Detailed station playlists for all R&R reporters are available on the web at www.radioandrecords.com.

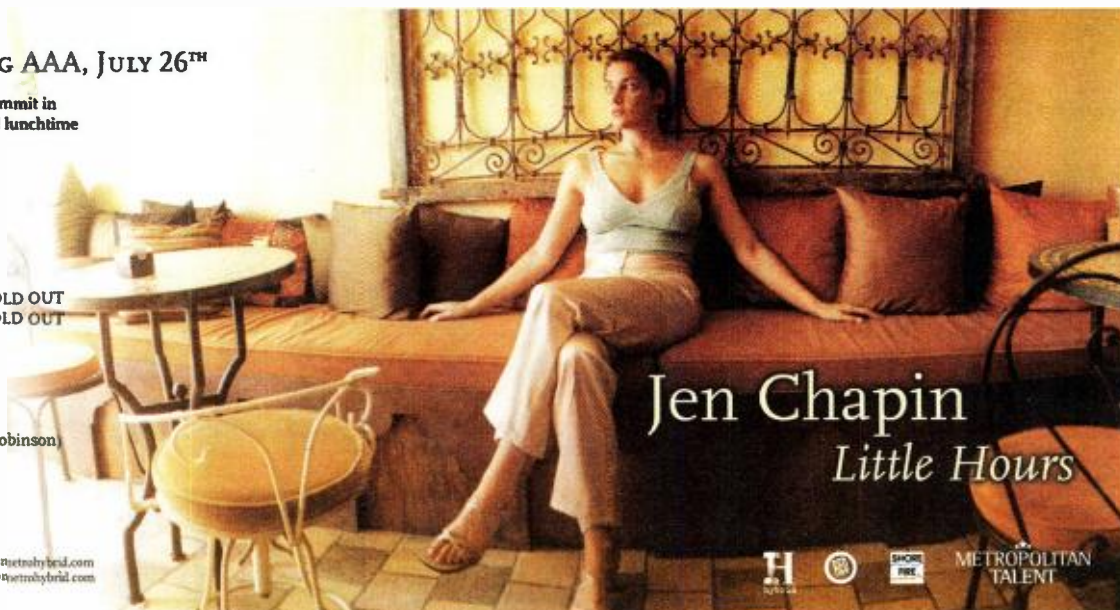
LITTLE HOURS IMPACTING AAA, JULY 26TH

Be sure to catch Jen Chapin at the AAA Summit in Boulder, Thursday, August 5th for a special lunchtime performance with Marc Broussard.

On Tour Now

July 29 Newcastle, CA
July 30 Reno, NV (KTHX)
July 31 Sacramento, CA
Aug. 2 Salt Lake City
Aug. 4 Boulder (w/ Bruce Hornsby) SOLD OUT
Aug. 5 Denver (w/ Bruce Hornsby) SOLD OUT
Aug. 6 Telluride Jazz Fest Main Stage
Aug. 7 Denver
Aug. 9 Boise
Aug. 13 Portland
Aug. 14 Seattle
Aug. 15 Woodinville, WA (w/ Smokey Robinson)
Aug. 19 Los Angeles
Aug. 20 Las Vegas
Aug. 21 Santa Ynez, CA

Contacts: Chuck Blixtotis (412) 477-7170 chuck@metromyriad.com
Eric Hodge (919) 933-5463 hodge@metromyriad.com



Jen Chapin
Little Hours



R&R TRIPLE A 2004 SUMMIT

AUGUST 4-7, 2004
MILLENNIUM HARVEST HOUSE HOTEL
BOULDER, COLORADO

WEDNESDAY, AUGUST 4

3-7pm
REGISTRATION OPEN

EVENING EVENTS
8pm-Midnight
FOX THEATRE

Performances by
Camper Van Beethoven (Pitch-A-Tant/Vanguard Records)
Graham Colton Band (Universal)
Blue Merle (Island Records)
Jem (AT&T)

9-11pm
PLAYERS CLUB

Performances by
Citizen Cope (RCA Records)
Ray LaMontagne (RCA Records)

THURSDAY, AUGUST 5

9am-6pm
REGISTRATION OPEN

10-11:45am
ARE WE PLAYING IT TOO SAFE?

Sponsored by
Warner Bros. Records
Reprise Records

Moderated by
Dennis Constantine, KINK/Portland

Noon-1:45pm
LUNCHEON

Sponsored by
Island Records
Hybrid Recordings

Performances by
Marc Broussard
Jen Chapin

2-3:30pm
**NATIONAL TRIPLE A
LISTENER SURVEY**

Moderated by
John Bradley & Dave Rahn, SBR Creative

4:30-6pm
COCKTAIL PARTY

Sponsored by
Rubin The Cat Records

Performance by
Jennie DeVoe

EVENING EVENTS
8:30pm-Midnight
FOX THEATRE SHOW

Performances by
Cake (Columbia Records)
John Mayer (Columbia Records)
Mindy Smith (Vanguard Records)

9-11pm
PLAYERS CLUB

Performances by
Tift Merritt (Lost Highway Records)
Ben Arnold (Sci-Fidelity)

12:30am
CLUB R&R

Sponsored by Columbia Records
Performance by *Nellie McKay*

FRIDAY, AUGUST 6

9am-6pm
REGISTRATION OPEN

8:30-9:30am
FRIENDS OF BILL W.

10-11:45am
**DATABASE MARKETING
DO'S AND DON'TS**

Presented by
Ruth Presslaff, Presslaff Interactive Revenue

Agenda Subject To Change
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* "Rate A-Record" is a service mark of dick clark productions

FRIDAY, AUGUST 6 Continued

Noon-1:45pm
LUNCHEON

Sponsored by Columbia Records
Performances by
Bruce Hornsby
Kyle Riabko
Anna Nalick

2:30-4:15pm
TRIPLE A: STATE OF THE INDUSTRY
Moderated by *Erica Farber, Radio & Records*

4:30-6pm
COCKTAIL PARTY

Sponsored by RCA Records
Performance by *Charlötte Martin*

EVENING EVENTS
8:30pm-Midnight
FOX THEATRE SHOW

Performances by
Glen Phillips (Lost Highway Records)
Rachael Yanagata (RCA Victor)
Jamie Cullum (Verve)

9-11pm
PLAYERS CLUB

Performances by
Adam Richman (Or Music)
Jonathan Rice (Reprise Records)

12:30am
CLUB R&R

Sponsored by
Atlantic Records
Octone Records

Performances by
Jason Mraz
Michael Tolcher

SATURDAY, AUGUST 7

9am-4pm
REGISTRATION OPEN

9-10am
FRIENDS OF BILL W.

10:15-11:45am
SOUNDS ECLECTIC TAPING

Hosted by *Nic Harcourt, KCRW/Los Angeles*
Sponsored by *Maverick/Reprise Records*
Performance by *Keaton Simons*

Noon-2pm
**R&R INDUSTRY ACHIEVEMENT
AWARDS LUNCHEON**

Sponsored by
Red Ink
Epic Records
Performances by
Johnny A.
Damnwell's
Ari Hest

2:15-3:45pm
SPECIAL SCREENING

Sponsored by
THINKFilm
A sneak preview of the documentary
concert film "Festival Express."

4-5:30pm
TRIPLE A RATE-A-RECORD *
Sponsored by *New West Records & Songlines*
Conducted by *Bruce Warren, WXPN/Philadelphia*

EVENING EVENTS
8:30pm-Midnight
FOX THEATRE SHOW

Performances by
Old 97's (New West Records)
Simple Kid (Vector)
Low Millions (EMC)
Antigone Rising (Lava Records)

9-11pm
PLAYERS CLUB

Performances by
The Shore (Maverick/Reprise Records)
Carbon Leaf (Vanguard Records)

REGISTER ONLINE at radioandrecords.com

SUMMIT
registration

FAX THIS FORM BACK TO **310-203-8450**

OR MAIL TO:

R&R Triple A Summit
P.O. Box 515408
Los Angeles, CA 90051-6708

Please print carefully or type in the form below.
Full payment must accompany registration
form. Please include separate forms for each
registration. Photocopies are acceptable.

OR REGISTER ONLINE AT

www.radioandrecords.com

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Title _____
Call Letters/Company Name _____
Street _____
City _____ State _____ Zip _____
Telephone # _____ Fax # _____
E-mail _____

SUMMIT FEES

~~BEFORE JULY 2, 2004~~ ~~\$350~~
JULY 3 - JULY 30, 2004 \$399
AFTER JULY 30, 2004
ON-SITE REGISTRATION ONLY \$425

There is a \$50.00
cancellation fee.
No refunds after
July 2, 2004

METHOD OF PAYMENT

PLEASE ENCLOSE SEPARATE FORMS FOR EACH INDIVIDUAL REGISTRATION

Amount Enclosed: \$ _____

Visa MasterCard American Express Discover Check

Account Number _____

Expiration Date _____

Month _____ Date _____ Signature _____

Print Cardholder Name Here _____

QUESTIONS? Call the R&R Triple A Summit
Hotline at **310-788-1696**

HOTEL
registration

Millennium Harvest House Hotel, Boulder, CO

Thank you for requesting reservations at the Millennium Harvest House Hotel. Our staff would like to take the opportunity to extend a warm welcome to you during your upcoming meeting.

- To confirm your reservation, your arrival must be guaranteed by charging two nights deposit to a major credit card, or you may send payment by mail. Deposits will be refunded only if reservation is cancelled **at least 30 days prior to arrival.**
- Reservations requested after **July 4, 2004** or after the room block has been filled are subject to availability and may not be available at the Summit rate.
- Check in time is 3:00 pm; check out time is 12noon.

TYPE OF ROOM	TRIPLE A SUMMIT RATE
Deluxe (single/double)	\$129 / \$139 night
Millennium Club Rooms (single/double)	\$149 / \$159 night

FOR HOTEL RESERVATIONS, PLEASE CALL:

303-443-3850 or 866-545-6285

Or mail to: Millennium Harvest House Hotel

1345 28th Street, Boulder, CO 80302

Millenniumhotels.com (Group Code: 9595)

R&R TRIPLE A TOP 30 INDICATOR July 23, 2004

Table with columns: LAST WEEK, THIS WEEK, ARTIST TITLE LABEL(S), TOTAL PLAYS, +/- PLAYS, TOTAL AUDIENCE (00), WEEKS ON CHART, TOTAL STATIONS/ADDS. Lists top 30 songs like PHISH The Connection, NDRAH JONES What Am I To You?, CDUNTING CRDWS Accidentally In Love, etc.

34 Triple A reporters. Songs ranked by total plays for the airplay week of Sunday 7/19 - Saturday 7/25. © 2004 Radio & Records.

Most Added®

Table listing new additions with columns: ARTIST TITLE LABEL(S), TOTAL PLAY INCREASE. Includes K.D. LANG Helpless, CITIZEN COPE Bullet And A Target, etc.

Most Increased Plays

Table listing songs with significant play increases with columns: ARTIST TITLE LABEL(S), TOTAL PLAY INCREASE. Includes FINN BROTHERS Won't Give In, CROSBY & NASH Lay Me Down, etc.

Syndicated Programming

Added This Week
Please note new name at WXPB
World Cafe - Dan Reed 215-898-6677
Acoustic Cafe - Rob Reinhart 734-761-2043

Reporters

Grid of radio station reporter information including call letters, city, name, phone number, and email address for stations across various states.

Monitored Reporters



58 Total Reporters

24 Total Monitored

34 Total Indicator

AAA ARTIST OF THE WEEK

ARTIST: **Butterfly Boucher**

LABEL: **A&M/Interscope**

By **JOHN SCHOENBERGER** / TRIPLE A EDITOR



Butterfly Boucher has always been a do-it-yourself kinda gal. Born and raised in Australia, her free-spirited family (which included seven daughters) traveled throughout the outback while she was growing up. By the age of 10, Boucher was creating basic songs on a four-track recorder, playing all the instruments herself, as well as singing. In her late teens she joined her older sister's band, The Mercy Bell, as the bass player.

"My dad showed me how to use the four-track," Boucher said in a recent interview. "I had friends and stuff, but because we were home-schooled, all my friends were at school during the day. So I would spend the whole day in the studio — that was my world. I just loved it. I'd just die to get into the studio and make noises."

After a few years with The Mercy Bell, Boucher decided to step out on her own. She packed everything up and moved to Stockton, England. There she concentrated on writing new songs and homing in on what would become her style. Eventually she recorded an impressive demo, once again playing all the instruments, as well as singing all the vocal parts. Eventually the demo fell into the hands of the folks over at A&M, who were enamored of her skill, creativity and gumption.

Says A&M A&R person Chris Douridas, "I remember where I was when I first heard what I thought were demos from a young Australian singer with the unlikely name of Butterfly Boucher. It's rare when a collection of handmade songs from an unsigned artist lights upon your shoulder and impresses you with every

song. Every song. I knew in that moment that the world, in time, would come to love everything about her."

Now 24 years old, Boucher has been building a solid base of support across the U.S. (and in the U.K.) through constant touring. The press has been following her live performances, with raves coming from *People*, *USA Today*, *Elle*, *Esquire* and many other places. But even though she is starting to create quite a buzz, Boucher is keeping her feet on the ground.

"I think I've always strived to be very honest, and my idea is that being vulnerable is actually a gift to other people," she says. "I know when I hear lyrics of others and they're raw and coming straight from the heart, it is such a gift. You feel special that that person is being so honest with you."

The album, *Flutterby*, was co-produced by Brad Jones, who helped Boucher embellish many of her original recordings in such a way that it preserved the spontaneity and directness that captured Douridas' ear in the first place. Check out "Another White Dash," "I Can't Make Me," "Life Is Short" and "Can You See the Light?"

ON THE RECORD

With **Liz Opoka**

Prog. Mgr., Music Choice



I received an advance of Nellie McKay's *Get Away From Me* in December of last year. John Vernile, VP/Promo at Sony Classical, had already been talking me up about this then-18-year-old uberteen who, as he put it, "is a cross between Eminem and Frank Sinatra." So I thought to myself, "Hmmm. That's one hell of a combination and certainly worth checking out." As I

listened, I felt much like I had when I first heard Norah Jones: It's not really a Triple A-type record, and it's not really what we do, but I think our listeners would appreciate hearing something fresh and different. And if you had to describe McKay in a few words, *fresh* and *different* would be appropriate. But they don't even begin to describe the immense talent that is Nellie McKay. We got behind the song "David" in January, and after seeing McKay mesmerize audiences live; having in-depth conversations with her about music, art and politics; and enjoying an in-studio appearance at our NYC offices, it became clear that this young woman is poised to carve a niche in the music world over the months and years to come.

There are lots o' bullets on the monitored chart, with Norah Jones jumping up to the top slot for the first week ... **Counting Crows** hold their bullet at No. 2, **Dave Matthews** stays at 3*, **Sheryl Crow** remains at 4*, and **Phish** are now top five ... In addition, the **BoDeans** move up to 6*, **Wheat** rebound to 9*, and **Finger Eleven** are now top 10 at 10* ... **Mindy Smith**, **Toots & The Maytals** with **Bonnie Raitt** and **Bruce Hornsby** are knocking on the door of the top 10 ... Big gainers this week include **Indigo Girls** (21*-15*), **Jamie Cullum** (22*-16*), **Jem** (25*-22*), **Butterfly Boucher** (26*-23*) and **Ozomatli** (30*-25*) ... The **Finn Brothers** debut ... On the Indicator side, **Phish** move up to 1*, and **Cullum**, **Rachael Yamagata**, **Hornsby** and **Ozomatli** round out the bulleted top 10. The **Old 97's** are next in line at 11* ... Other gainers include **Sting** (24*-15*), **Gomez** (26*-16*), **Jesse Malin** (28*-17*) and **Chris Robinson** (30*-22*) ... **Keane**, **Wilco**, **Scissor Sisters** and **Crosby & Nash** debut ... Keep an eye on the new **Joss Stone** and **John Fogerty**, **Sonia Dada**, **Jet**, **Eric Clapton** and **Graham Colton** ... In the Most Added category, **K.D. Lang** takes overall honors this week, with 17 total adds; the new **Thrills** single grabs 13 total adds; **Neil Young** brings in 11 adds; and **Citizen Cope** grabs 10 overall adds ... Also having a good first week are **Sarah Harmer**, **Dr. John** featuring **Randy Newman**, **Ari Hest** and **Steve Forbert** ... The **Finn Brothers**, **Crosby & Nash**, **Howie Day**, **Finger Eleven** and **Five For Fighting** close some important holes.



— John Schoenberger, Triple A Editor

R&R Going For Adds

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PLAYLIST

- Easy Click-&-Play Internet radio stations
- New music by format
- All music in power rotation
- Radio "Guest EJs" join R&R editors on the air
- The best and newest bits from top market stations by format

July 23, 2004

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	THIS WEEK PLAYS	+/- PLAYS	CUMULATIVE PLAYS
1	1	LORETTA LYNN Van Lear Rose (InterScope)	582	-24	8684
2	2	LOS LOBOS The Ride (Hollywood)	527	-19	5220
4	3	DAVE ALVIN Ashgrove (Yep Roc)	509	+21	2696
3	4	JIM LAUDERDALE Headed For The Hills (Dualtone)	498	+2	5372
9	5	NOTORIOUS CHERRY BOMBS The Notorious... (Universal South)	451	+77	1281
5	6	DALE WATSON Dreamland (Koch)	450	-27	3761
	7	DWIGHT YOAKAM Dwight's Used Records (Koch)	449	+38	1719
15	8	K. KANE & K. WELCH You Can't... (Dead Reckoning/Compass)	435	+138	1095
6	9	PATTY GRIFFIN Impossible Dream (ATO/RCA/RMG)	402	-42	9642
7	10	SAM BUSH King Of My World (Sugar Hill)	380	-50	6553
24	11	TODD SNIDER East Nashville Skyline (Oh Boy)	373	+122	846
11	12	STEVE FORBERT Just Like There's Nothing To It (Koch)	371	+11	5246
10	13	M. CHAPIN CARPENTER Between Here And Gone (Columbia)	345	-23	5493
12	14	TERRI HENDRIX The Art of Removing Wallpaper (Wilory)	340	+8	1866
13	15	J.J.CALE To Tulsa And Back (Sanctuary/SRG)	309	-9	2506
16	16	SLAID CLEAVES Wishbones (Phila)	279	-16	13157
22	17	RAILROAD EARTH The Good Life (Sugar Hill)	278	+20	1365
18	18	JAY FARRAR Stone, Steel & Bright Lights (Transmit Sound)	275	-4	1972
14	19	ALLISON MOORER The Duel (Sugar Hill)	174	-38	6472
17	20	KING WILKIE Broke (Rebel)	268	-17	4056
23	21	JONI HARMS Let's Put The Western Back... (Wildcatter)	249	-4	1915
19	22	MOUNTAIN HEART Force Of Nature (Skaggs Family)	244	-26	2288
26	23	WILCO A Ghost Is Born (Nonesuch)	237	+11	901
21	24	ED BURLESON Cold Hard Truth (Palo Duro)	236	-32	3710
Debut	25	OLD 97's Drag It Up (New West)	224	+89	466
29	26	LORI MCKENNA Bittertown (Signature Sounds)	211	+8	3842
30	27	STEEP CANYON RANGERS Steep Canyon Rangers (Rebel)	20	+17	1042
20	28	BLACKIE AND THE RODEO KINGS Bark (True North)	204	-66	4004
Debut	29	TRES CHICAS Sweetwater (Yep Roc)	202	+31	566
28	30	BR549 Tangled In The Pines (Dualtone)	199	-6	12448

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.

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Americana Spotlight

by John Schoenberger

Artist: The Notorious Cherry Bombs

Label: Universal South



Vince Gill, Tony Brown, Richard Bennett, Hank Devito, Emory Gordy and Larry Londin were known simply as The Cherry Bombs back in the 1970s when they served as Rodney Crowell's kick-ass band. They toured incessantly for two years, and folks are still talking about how incredible they were live. Well, things change, and each of these artists has found considerable success on his own since then. But in 2003 some of them got back together to play with and honor Crowell at a special ASACP Country Awards dinner. Things felt good that night, and the next thing you knew, they wanted to go into the studio and do some recording. So, Crowell, Gill, Brown, Bennett

and Devito grabbed Eddie Bayers, Johnny Hobbs and Michael Rhodes and recorded an album of new material simply called *The Notorious Cherry Bombs*. The disc contains 12 new songs that will restore your faith in great, timeless country music. It may have taken more than 20 years to get them back together again, but it was sure worth the wait.

Americana News

Music Choice's Americana channel will be temporarily suspended from the Americana reporting panel. Contrary to some of the e-mails going around, the channel has not been eliminated. As of July 21, Music Choice will be changing the manner in which it offers the Americana channel, so it won't have music to report for the next couple of weeks ... Dualtone Records has named Lori Kampa to run its national radio promotion department, effective July 20. She replaces Andy Moore ... Kasey Chambers will release her new album, *Wayward Angel*, on Sept. 14 via Warner Bros. It was produced by her brother Nash. A U.S. tour is expected to follow ... Bob Dylan has become a wine entrepreneur: Dylan's signature appears on the back label of Planet Waves, a red produced by Italy's Fattoria Le Terrazze winery and named after a 1974 Dylan album ... Country star Glen Campbell called it "a captive audience," and he wasn't kidding, when — nearing the end of his 10-day sentence for extreme drunken driving — he gave a free 30-minute concert July 9 for about 1,000 inmates at Maricopa County's jail ... British folk artist Donovan will release *Beat Cafe*, his first new album in eight years, on Aug. 24. Joining him for the sessions were bassist Danny Thompson and drummer Jim Keltner, with John Chelew producing ... Former Black Crowes guitarist Rich Robinson will release *Paper*, his debut solo outing, on Keyhole Records Aug. 24. The album will feature Rich on lead vocals and will also include cover art created from one of his oil paintings.

Note: If you have Americana news, please forward it to jschoenberger@radioandrecords.com.

Most Added*

ARTIST TITLE LABEL(S)	ADDS
CRICKETS & THEIR BUDDIES The Crickets And Their Buddies (Sovereign Artists)	14
KIERAN KANE & KEVIN WELCH You Can't Save Everybody (Dead Reckoning/Compass)	10
ALEJANDRO ESCOVEDO Por Vida (Dr Music)	8
AVETT BROTHERS Mignonette (Ramseur)	8
STEVE EARLE The Revolution Starts Now (Artemis)	8
TODD SNIDER East Nashville Skyline (Oh Boy)	8
SLANT 6 COWBOYS Slant 6 Cowboys (95 North)	7
TRES CHICAS Sweetwater (Yep Roc)	7

In Dreams She Runs...

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RICK WELKE
 rwelke@radioandrecords.com

PART TWO OF A TWO-PART SERIES

What Makes A Song Christian?

Industry roundtable looks deeper into the question

We continue the conversation we began a few weeks ago (7/2/04), when we looked at how stations determine whether a radio single is worthy of airplay. This week we add a label representative to the panel discussing what really makes a song Christian.

I appreciate everyone's taking the time to be involved in this active exchange of ideas. The panel comprises WFHM/Cleveland MD Elizabeth Grattan; WAYG/Grand Rapids PD Mike Couchman; WPOZ/Orlando MD Scott Smith; WHGG/Bristol, TN PD John Bolus; KAFC/Anchorage, AK MD Mike Carrier; and this week's new entry, former WHMX/Bangor, ME PD and current EMI CMG Manager/National Promotion Steve Strout.

R&R: What constitutes a Christian song for you?

Grattan: I guess if I had to put that label on it, I would say a Christian song points to Christ. That is actually a lot broader a parameter than it sounds, and I like that.

Couchman: It has to have been witnessed to by an evangelical Christian, confessed Jesus as its lyrical savior, and then been dunked under water at the nearest Sunday-night service. Bonus points if the lyrics are written in two or more languages.

Seriously, lyrics that directly or indirectly glorify God and don't detract from the few things all Christians agree on are all I need. By the way, my definition of glorifying God is quite liberal.

Smith: I believe a Christian song is one penned by someone who is a believer. Someone may write about their loss or their love for their spouse or a comedic song about cartoons being saved or even a revelation of God's grace. Whatever the subject may be, as long as the song is lyrically and fundamentally sound when looked at in light of God's word, I think it qualifies.

Bolus: A song that leaves me wondering not as a Christian, but as an individual. Because a listener who is sampling us may or may not be a

Christian. The song should leave me thinking there has to be something to the message of Jesus and his teachings.

Carrier: The artist and the lifestyle of the artist. It comes down to accountability. Anyone can make a song that has Christ-centered lyrics, but the message is quickly dissolved if the messenger is not living out the message.

This is why I am sometimes leery of any mainstream artist who comes out with a gospel song or project and proclaims Christianity. I remember a certain mainstream artist saying he had become a born-again believer, but he continued to pump out sexually explicit lyrics on his CDs. The lifestyle matching the message, in my mind, constitutes a Christian song.

Strout: How do we define a Christian? My view is that a Christian is a person who makes a conscious decision to follow Christ and strives to become like Him. A song is incapable of making such a decision.

God created love and romance between a man and woman, so why do all of our love songs have to be about God to get airtime? I think some of our programmers would edit the Song of Solomon out of the Bible if they had the chance. I really wish the lyrical content of Christian radio could reflect the diversity of the Bible.

R&R: Where should the bar be set for music programming at a station that has the main objective of reaching out to the marketplace, not just the church community, and making a true impact in that market?

Grattan: Understanding TSL and caring about it are important. Think about your own listening

habits. Get away from programming or scheduling long enough to remember how you listen. Take a drive and hit "scan." See where you stop because you want to, not because your critical ear tells you to.

Discover what matters to radio listeners, which is hearing a great song

at the most perfect moment that makes you want to turn up the radio and sing along or reflect on a melody that moves and stirs you with emotion. The bar is really no different at Christian radio than at any other format. It could mean better research and might make for tough choices in spins and scheduling.

You play the songs people want to hear when they want to hear them, and you surround those with songs that you will enjoy while they are waiting for their next favorite to show up. The bottom line is that, in order for people to hear all this great redemptive music, they have to actually be listening.

Couchman: Play songs that the listeners you want to reach could potentially love. Be as forgiving as possible without compromising Scripture in regard to artists' lifestyles. Seek lyrics and styles that connect with the listeners where they are in life, not where we think their lives should be.

Smith: It must be who we are, otherwise your listeners will see right through the facade. Both believers and nonbelievers are looking for the same thing: genuineness. People want leaders they can relate to and people who are humble enough to admit when they have done things wrong. You don't have to have all the answers, because God does.

Being real about your faith will do much to encourage other believers and draw those who don't believe in. Every one of us has that group of listeners who'll never think that we are Christian enough as a station, but I urge you to get thick-skinned enough to shed their remarks and small-

mindedness. You might use your station to reach more people than you ever thought possible.

Bolus: Be like other stations. Define the demo and leave the term *Christian* out of the equation. I want the same listeners my mainstream counterparts have. We are clean, family-friendly and offer a message of eternal life. Can they compete? Absolutely not.

Secondly, we have to get out of our buildings. Our mainstream counterparts are in nightclubs every weekend. We should be out in coffee shops, malls, restaurants and churches. The other guys are aggressively promoting their product. Are we?

Carrier: Don't water down the message, but don't play songs that will only preach to the choir. Playing only worship songs will capture the choir but will do nothing to capture those outside of the church. Give them something they can hang on to based on where they are. Artists like Switchfoot and Stacie Orrico are doing a bang-up job of coming out with a message of hope while making people think about their lives.

Strout: We need to figure out how to reach the majority of Christians in our respective markets before we focus on winning the general population. Radio obviously needs to play the best songs. It doesn't matter what the lyric is if it isn't a hit. However, I think Christian radio

needs to play more songs that speak to the struggles people have in their relationships with other people. Take a cue from Oprah, Dr. Phil or Bob & Sheri. They connect in a huge way with people.

The Wrap-Up

So, it's pretty evident what radio is looking for in music and what our panelists consider to be a Christian song. It's also obvious what radio

needs to do to reach more of the population, whether inside or outside the confines of the local church structure.

I'll close this out with some additional thoughts from Strout on the underlying issue that faces every single Christian station, regardless of format, in today's radio-listening environment. You may never have looked at it from this particular angle, but all of the surveys and research I've seen reflect his remarks.

"We need to figure out how to reach the majority of Christians in our respective markets before we focus on winning the general population."

Steve Strout

"I believe radio needs to keep asking itself why the majority of Christians don't use Christian radio," he says. "The body of Christ is diverse, and yet Christian radio is not. The lyrical content of our songs is very similar, and the overall sound of our songs is similar.

"I believe in research, but why does Christian radio limit itself to testing the tiny fraction of the market it already has while ignoring the large segments of the market it does not? Our stations are preaching to the choir, and the choir is loving it. But the pews are full of people wearing headphones, listening to mainstream radio."



Mike Couchman



Steve Strout



Scott Smith

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July 23, 2004

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART	TOTAL STATIONS
1	1	MERCYME Here With Me (INO/Curb)	1090	-25	17	37/0
2	2	CASTING CROWNS Who Am I (Beach Street/Reunion/PLG)	986	-38	20	37/0
3	3	TREE63 Blessed Be Your Name (Inpop)	969	+41	24	37/1
5	4	THIRD DAY I Believe (Essential/PLG)	942	+54	11	35/0
4	5	SELAH You Raise Me Up (Curb)	902	-13	15	33/0
6	6	BUILDING 429 Glory Defined (Word/Curb/Warner Bros.)	795	-93	22	36/0
7	7	JEREMY CAMP Walk By Faith (BEC)	791	+56	10	32/1
8	8	STEVEN CURTIS CHAPMAN All Things New (Sparrow/EMI CMG)	741	+26	6	33/0
10	9	DAVID CROWDER BAND Open Skies (Sixsteps/Sparrow/EMI CMG)	730	+32	13	27/0
9	10	KUTLESS Sea Of Faces (BEC)	625	-82	13	31/2
11	11	MARK SCHULTZ Letters From War (Word/Curb/Warner Bros.)	575	-70	15	26/0
12	12	MATTHEW WEST More (Universal South/EMI CMG)	567	-5	33	27/0
13	13	JACI VELASQUEZ Unspoken (Word/Curb/Warner Bros.)	456	-3	22	23/0
15	14	WARREN BARFIELD Soak It Up (Creative Trust Workshop)	425	+52	11	17/1
14	15	MATTHEW WEST The End (Sparrow/EMI CMG)	422	+27	7	20/1
18	16	AVALON You Were There (Sparrow/EMI CMG)	354	+44	8	18/2
16	17	BEBO NORMAN ft. JOY WILLIAMS Yes I Will (Essential/PLG)	336	0	18	16/0
19	18	CHRIS RICE Go Light Your World (Rocketown)	316	+35	5	18/1
17	19	JARS OF CLAY Sunny Days (Essential/PLG)	297	-27	10	16/1
21	20	FUSEBOX Once Again (Elevate/Inpop)	287	+45	5	12/1
25	21	SHAWN MCDONALD Gravity (Sparrow/EMI CMG)	281	+84	3	14/2
22	22	ANTHONY EVANS Here's My Life (INO)	263	+25	3	14/1
20	23	DARLENE ZSCHECH Amazing Grace (Integrity)	257	-6	4	7/0
24	24	JUMPS Wonderful (Sparrow/EMI CMG)	250	+35	7	14/1
23	25	SARA GROVES The One Thing I Know (INO)	242	+10	18	16/0
27	26	DELIRIOUS? Majesty (Here I Am) (Sparrow/EMI CMG)	229	+42	4	12/2
29	27	BARLOWGIRL Never Alone (Fervent)	191	+13	2	10/1
26	28	TREVOR MORGAN Upside Down (BHT)	186	-4	14	15/0
Debut	29	ERIN O'DONNELL And So I Am (Inpop)	184	+20	1	9/0
Debut	30	JEFF DEYO As I Lift You Up (Gotee)	172	+14	1	6/1

37 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 7/17-7/17. 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 (© 2004, The Arbitron Company). © 2004, R&R, Inc.

New & Active

TAIT God Can You Hear Me (ForeFront/EMI CMG)
Total Plays: 157, Total Stations: 6, Adds: 0

WATERMARK The Glory Of Your Name (Rocketown)
Total Plays: 155, Total Stations: 8, Adds: 1

TREVOR MORGAN Fall Down (BHT)
Total Plays: 155, Total Stations: 7, Adds: 0

SCOTT RIGGAN I Love You Lord (Spinning Plates)
Total Plays: 140, Total Stations: 6, Adds: 0

TELECAST The Beauty Of Simplicity (BEC)
Total Plays: 136, Total Stations: 8, Adds: 5

STARFIELD Filled With Your Glory (Sparrow/EMI CMG)
Total Plays: 119, Total Stations: 8, Adds: 1

BETHANY DILLON All I Need (Sparrow/EMI CMG)
Total Plays: 118, Total Stations: 8, Adds: 4

BIG DADDY WEAVE Set Me Free (Fervent)
Total Plays: 117, Total Stations: 7, Adds: 3

RACHAEL LAMPA When I Fall (Word/Curb/Warner Bros.)
Total Plays: 112, Total Stations: 11, Adds: 6

DOWNHERE Starspin (Word/Curb/Warner Bros.)
Total Plays: 89, Total Stations: 6, Adds: 0

Songs ranked by total plays

Most Added*

www.rindicator.com

ARTIST TITLE LABEL(S)	ADDS
RACHAEL LAMPA When I Fall (Word/Curb/Warner Bros.)	6
TELECAST The Beauty Of Simplicity (BEC)	5
BETHANY DILLON All I Need (Sparrow/EMI CMG)	4
BIG DADDY WEAVE Set Me Free (Fervent)	3
SARAH KELLY Living Hallelujah (Gotee)	3
THIRD DAY Come On Back To Me (Essential/PLG)	3

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
SHAWN MCDONALD Gravity (Sparrow/EMI CMG)	+84
TELECAST The Beauty Of Simplicity (BEC)	+73
JEREMY CAMP Walk By Faith (BEC)	+56
BETHANY DILLON All I Need (Sparrow/EMI CMG)	+56
RACHAEL LAMPA When I Fall (Word/Curb/Warner Bros.)	+55
BIG DADDY WEAVE Set Me Free (Fervent)	+55
THIRD DAY I Believe (Essential/PLG)	+54
WARREN BARFIELD Soak It Up (Creative Trust Workshop)	+52
TREVOR MORGAN Fall Down (BHT)	+50
FUSEBOX Once Again (Elevate/Inpop)	+45

Christian Activity

by Rick Welke

Four In A Row

The INO guys of MercyMe make it four weeks in a row at No. 1 on the Christian AC chart with their multiformat smash "Here With Me." The way the top 10 is shaping up right now, there may not be a serious challenger for the top over the next several weeks. Tree63 (3*, +41) and Third Day (5-4, +54) look right now like the only artists who have a shot, but after that the list of possibilities gets pretty thin due to lack of momentum.

Shawn McDonald makes the strongest move in the survey (25-21, +84) and should be a shoo-in for the top 10 in the next few weeks. New entries include offerings by Erin O'Donnell and Jeff Deyo.

Four new tunes hit the New & Active list this week, including Telecast (+73), Bethany Dillon (+56), Big Daddy Weave (+55) and Rachael Lampa (+55).



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CHR TOP 30

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART	TOTAL STATIONS
2	1	BARLOWGIRL Never Alone (Fervent)	1163	+32	15	25/1
1	2	CASTING... Who Am I (Beach Street/Reunion/PLG)	1141	-64	18	25/0
3	3	KUTLESS Sea Of Faces (BEC)	1027	-7	19	25/0
4	4	MERCYME Here With Me (IND/Curb)	915	-40	17	24/0
6	5	THIRD DAY Come On Back To Me (Essential/PLG)	900	+36	15	24/0
7	6	BUILDING 429 Glory Defined (Word/Curb/Warner Bros.)	808	-28	23	19/0
8	7	TREE63 Blessed Be Your Name (Inpop)	766	+2	23	13/0
5	8	SWITCHFOOT Dare You To Move (Red Ink/Columbia)	723	-154	22	13/0
9	9	SANCTUS REAL Everything... (Sparrow/EMI CMG)	715	+78	7	23/3
10	10	JARS OF CLAY Sunny Days (Essential/PLG)	630	+5	13	13/0
11	11	JEREMY CAMP Stay (BEC)	598	+6	8	21/0
13	12	W. BARFIELD Soak It Up (Creative Trust Workshop)	578	+34	8	17/0
15	13	D. CROWDER... Open Skies (Sixsteps/Sparrow/EMI CMG)	566	+62	7	18/1
12	14	TAIT God Can You Hear Me (ForeFront/EMI CMG)	536	-20	10	18/0
18	15	MATTHEW WEST The End (Sparrow/EMI CMG)	508	+59	5	17/1
17	16	STARFIELD Filled With Your Glory (Sparrow/EMI CMG)	479	+20	11	16/0
16	17	RJ HELTON Even If (B-Rite/PLG)	407	-62	13	14/0
19	18	FM STATIC Something To Believe In (Tooth & Nail)	405	+24	16	14/1
14	19	STACIE ORRICO Instead (ForeFront/EMI CMG)	390	-130	19	13/0
20	20	JADON LAVIK Following You (BEC)	389	+17	6	15/1
24	21	PAUL WRIGHT You're Beautiful (Gotee)	352	+49	3	12/1
21	22	S. CURTIS CHAPMAN All Things New (Sparrow/EMI CMG)	352	+5	4	13/0
23	23	PLUMB Taken (Curb)	324	+3	4	12/0
22	24	JAMES CLAY Franklin Park (Inpop)	314	-15	5	14/0
-	25	SWITCHFOOT Meant To Live (Red Ink/Columbia)	294	+79	2	7/2
25	26	DOWNHERE Starspin (Word/Curb/Warner Bros.)	273	-21	9	9/0
Debut	27	SHAWN MCDONALD Gravity (Sparrow/EMI CMG)	260	+60	1	11/2
28	28	BY THE TREE Beautiful One (Fervent)	259	+13	2	9/0
Debut	29	PLUS ONE Circle (Inpop)	218	+15	1	7/1
Debut	30	OUT OF EDEN Soldiers (Gotee)	216	+53	1	13/3

27 CHR reporters. Songs ranked by total plays for the airplay week of Sunday 7/11 - Saturday 7/17.
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New & Active

HAWK NELSON Every Little Thing (Tooth & Nail)
Total Plays: 215, Total Stations: 7, Adds: 1

EVERYDAY SUNDAY The One (Flicker)
Total Plays: 194, Total Stations: 6, Adds: 0

TELECAST The Beauty Of Simplicity (BEC)
Total Plays: 181, Total Stations: 5, Adds: 0

JONAH33 Working Man Hands (Ardent)
Total Plays: 179, Total Stations: 7, Adds: 0

SARAH KELLY Matter Of Time (Gotee)
Total Plays: 164, Total Stations: 7, Adds: 2

FALLING UP Broken Heart (BEC)
Total Plays: 157, Total Stations: 4, Adds: 0

BETHANY DILLON All I Need (Sparrow/EMI CMG)
Total Plays: 133, Total Stations: 6, Adds: 2

SEVEN PLACES Like It Never Happened (BEC)
Total Plays: 131, Total Stations: 5, Adds: 1

DELIRIOUS? Majesty (Here I Am) (Sparrow/EMI CMG)
Total Plays: 105, Total Stations: 4, Adds: 0

MONK & NEAGLE All I Need (Flicker)
Total Plays: 103, Total Stations: 4, Adds: 0

ROCK TOP 30

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART	TOTAL STATIONS
1	1	SANCTUS REAL Everything... (Sparrow/EMI CMG)	407	-10	10	32/0
2	2	BARLOWGIRL Never Alone (Fervent)	398	+5	13	27/0
3	3	APRIL SIXTH You Come Around (Atlantic)	371	+10	13	29/0
4	4	PILLAR Bring Me Down (Flicker/EMI CMG)	357	-4	16	32/1
6	5	FALLING UP Bittersweet (Tooth & Nail)	354	+18	9	27/0
5	6	HAWK NELSON Every Little Thing (Tooth & Nail)	344	+3	11	25/0
9	7	THIRD DAY Come On Back To Me (Essential/PLG)	338	+26	12	24/0
8	8	JEREMY CAMP Stay (BEC)	332	+7	8	24/0
7	9	SUBSEVEN Emotion (Flicker)	307	-24	14	25/0
11	10	EVERYDAY SUNDAY What Love Is (Flicker)	281	+1	10	23/0
10	11	SKILLET My Obsession (Ardent/Lava)	213	-80	18	24/0
13	12	TINMAN JONES Party (Cross Driven)	204	-7	14	20/0
15	13	DEMON HUNTER My Heartstrings... (Solid State)	196	-5	9	17/0
16	14	DC SUPERTONES We Shall Overcome (Tooth & Nail)	183	+2	7	16/2
18	15	KUTLESS Not What You See (BEC)	167	+15	4	17/3
12	16	SPOKEN Falling Further (Tooth & Nail)	160	-64	19	21/0
23	17	TAIT Reconnecting (ForeFront/EMI CMG)	153	+35	2	20/8
14	18	KIDS IN THE WAY We Are (Flicker)	150	-53	16	19/0
19	19	BUILDING 429 Free (Word/Curb/Warner Bros.)	148	+1	18	17/0
30	20	LAST TUESDAY Beat Dependent (DUG)	146	+45	2	15/4
Debut	21	THOUSAND FOOT... Faith, Love... (Tooth & Nail/EMC)	139	+68	1	13/6
25	22	EMERY The Ponytail Parades (Tooth & Nail)	133	+18	14	12/2
Debut	23	MOURNING SEPTEMBER Glorietta (Floodgate)	123	+49	1	6/2
20	24	DEAD POETIC New Medicines (Solid State)	118	-16	6	10/0
24	25	EOWYN Take Me Away (Independent)	116	+1	4	17/1
Debut	26	NUMBER ONE... You Fail Sometimes (Salvage/Floodgate)	112	+31	1	5/1
21	27	STAPLE DVD (Dictatorship vs. Democracy) (Flicker)	109	-22	19	16/0
26	28	KINGSDOWN Dearest Nameless (Independent)	108	+4	4	14/2
27	29	LONGDAY Follow (Music Dog)	98	-4	5	10/0
28	30	BLEACH December (Tooth & Nail)	98	-5	2	9/1

35 Rock reporters. Songs ranked by total plays for the airplay week of Sunday 7/11 - Saturday 7/17.
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New & Active

JONAH33 Working Man Hands (Ardent)
Total Plays: 94, Total Stations: 9, Adds: 0

MENDING POINT Embers (Word Of Mouth)
Total Plays: 90, Total Stations: 6, Adds: 1

SOMETHING LIKE SILAS When I Search (Sparrow/EMI CMG)
Total Plays: 87, Total Stations: 8, Adds: 1

CHARITY Aren't I Lucky (Curb)
Total Plays: 86, Total Stations: 5, Adds: 1

SEVEN PLACES Like It Never Happened (BEC)
Total Plays: 83, Total Stations: 9, Adds: 2

EVER STAYS RED I'll Tell The World (Wrinkle Free)
Total Plays: 81, Total Stations: 8, Adds: 1

PIVITPLEX Rosetta Stone (BEC)
Total Plays: 77, Total Stations: 13, Adds: 2

TODD SMITH Alive (Curb)
Total Plays: 74, Total Stations: 10, Adds: 2

PROJECT 86 Safe Haven (Tooth & Nail)
Total Plays: 74, Total Stations: 6, Adds: 3

FUSEBOX Gotta Have Your Love (Inpop)
Total Plays: 73, Total Stations: 10, Adds: 0

RULE # 1
"Always treat the customer right, because if you don't, someone else will."

RULE # 2
Don't forget rule #1.

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INSPO TOP 20

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART	TOTAL STATIONS
	1	MERCYME Here With Me (IND/Curb)	449	+16	15	21/0
	2	SELAH You Raise Me Up (Curb)	348	-68	17	17/0
	3	CASTING CROWNS Who Am I (Beach Street/Reunion/PLG/308)		-20	19	18/0
	4	AVALON You Were There (Sparrow/EMI CMG)	288	+21	8	18/1
	5	KELLY MINTER This Is My Offering (Cross Driven)	286	-9	9	17/0
	6	B. NORMAN f/J. WILLIAMS Yes I Will (Essential/PLG)	271	+1	16	14/0
	7	JEREMY CAMP Walk By Faith (BEC)	243	+13	6	15/0
	8	M. SCHULTZ Letters From War (Word/Curb/Warner Bros.)	241	-33	13	15/0
	9	BUILDING 429 Glory Defined (Word/Curb/Warner Bros.)	237	-1	11	13/0
	10	S. CURTIS CHAPMAN All Things New (Sparrow/EMI CMG)	235	+22	5	19/1
	11	CHRIS RICE Go Light Your World (Rocketown)	210	+30	2	16/2
	12	DARLENE ZSCHECH Heaven On Earth (IND)	189	-20	9	12/0
	13	SARA GROVES The One Thing I Know (IND)	188	-21	14	12/0
	14	BABBIE MASON Shine The Light (Spring Hill)	187	+14	4	13/0
	15	TWILA PARIS Glory And Honor (Sparrow/EMI CMG)	172	+6	7	10/0
	16	BIG DADDY WEAVE Heart Cries Holy (Fervent)	154	+8	4	9/0
	17	FFH Good To Be Free (Essential/PLG)	151	-12	11	10/0
	18	GEORGE ROWE Think About That (Rocketown)	144	-18	7	10/0
Debut	19	GREG LONG Fifteen (Christian)	129	+5	1	12/0
Debut	20	DAVID HUFF My Song Of Praise (Christian)	128	+6	1	8/0

21 Inspo reporters. Songs ranked by total plays for the airplay week of Sunday 7/11 - Saturday 7/17.
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Rhythmic Specialty Programming

RANK	ARTIST TITLE LABEL(S)
1	KJ-52 Back In The Day (Uprok)
2	L.A. SYMPHONY Gonna Be Alright (Gotee)
3	FLYNN Love Is Dead (When) (Illect)
4	GRITS Hittin' Curves (Gotee)
5	DISCIPLES OF CHRIST (D.O.C.) Antidote (Disciples Of Christ/Throne Room)
6	APT. CORE Loved (Rocketown)
7	OUT OF EDEN Soldiers (Gotee)
8	VERBS Love Triangle (Gotee)
9	SHELTERSHEDED Sparrows And The Nightingales (Independent)
10	ROYAL TEMPLE Worldwide (You Feel Me) (Flying Leap)

CHRISTIAN AC TOP 30 INDICATOR

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART	TOTAL STATIONS
1	1	MERCYME Here With Me (IND/Curb)	1021	-12	11	33/0
2	2	SELAH You Raise Me Up (Curb)	941	-2	11	32/0
4	3	THIRD DAY I Believe (Essential/PLG)	885	+30	10	30/0
3	4	CASTING... Who Am I (Beach Street/Reunion/PLG)	869	-49	11	28/0
5	5	JEREMY CAMP Walk By Faith (BEC)	847	+54	9	32/2
6	6	KUTLESS Sea Of Faces (BEC)	764	+14	11	29/0
9	7	S. CURTIS CHAPMAN All Things New (Sparrow/EMI CMG)	708	+48	6	30/1
7	8	D. CROWDER... Open Skies (Sixsteps/Sparrow/EMI CMG)	700	-15	11	28/0
8	9	M. SCHULTZ Letters From War (Word/Curb/Warner Bros.)	670	-33	11	27/0
10	10	TREE63 Blessed Be Your Name (Inpop)	595	-53	11	20/0
11	11	BUILDING 429 Glory Defined (Word/Curb/Warner Bros.)	561	-38	11	21/0
12	12	AVALON You Were There (Sparrow/EMI CMG)	526	+63	8	21/2
13	13	W. BARFIELD Soak It Up (Creative Trust Workshop)	437	-6	10	17/0
15	14	BARLOWGIRL Never Alone (Fervent)	392	+18	4	18/1
20	15	ANTHONY EVANS Here's My Life (IND)	389	+84	3	18/3
14	16	JARS OF CLAY Sunny Days (Essential/PLG)	384	-12	11	15/0
22	17	MATTHEW WEST The End (Sparrow/EMI CMG)	354	+81	3	16/2
16	18	JACI VELASQUEZ Unspoken (Word/Curb/Warner Bros.)	352	0	11	14/0
17	19	B. NORMAN f/J. WILLIAMS Yes I Will (Essential/PLG)	325	-16	11	14/1
26	20	DELIRIOUS? Majesty (Here I Am) (Sparrow/EMI CMG)	285	+42	3	15/2
27	21	CHRIS RICE Go Light Your World (Rocketown)	280	+43	3	15/2
21	22	GREG LONG Fifteen (Christian)	262	-15	7	13/0
25	23	TODD AGNEW Grace Like Rain (Ardent)	255	-1	11	8/0
Debut	24	BY THE TREE Beautiful One (Fervent)	252	+43	1	14/2
19	25	BETHANY DILLON Beautiful (Sparrow/EMI CMG)	241	-79	11	10/0
Debut	26	BEO NORMAN Disappear (Essential/PLG)	238	+54	1	15/4
24	27	TAIT God Can You Hear Me (ForeFront/EMI CMG)	238	-31	8	11/0
28	28	DARLENE ZSCHECH Heaven On Earth (IND)	221	-16	7	9/0
29	29	ERIN O'DONNELL And So I Am (Inpop)	218	-10	7	12/0
30	30	FUSEBOX Once Again (Elevate/Inpop)	211	+1	2	11/0

35 AC reporters. Songs ranked by total plays for the airplay week of Sunday 7/11 - Saturday 7/17.
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New & Active

BIG DADDY WEAVE Set Me Free (Fervent) Total Plays: 210, Total Stations: 11, Adds: 4	BETHANY DILLON All I Need (Sparrow/EMI CMG) Total Plays: 166, Total Stations: 10, Adds: 7
SARAH KELLY Living Hallelujah (Gotee) Total Plays: 196, Total Stations: 8, Adds: 0	JASON MORANT You Give Me Life (Integrity/Vertical) Total Plays: 155, Total Stations: 6, Adds: 0
RACHAEL LAMPA When I Fall (Word/Curb/Warner Bros.) Total Plays: 191, Total Stations: 11, Adds: 5	TREVOR MORGAN Fall Down (BHT) Total Plays: 152, Total Stations: 11, Adds: 1
MONK & NEAGLE All I Need (Flicker) Total Plays: 177, Total Stations: 10, Adds: 1	WATERMARK The Glory Of Your Name (Rocketown) Total Plays: 150, Total Stations: 10, Adds: 1
JUMP5 Wonderful (Sparrow/EMI CMG) Total Plays: 168, Total Stations: 9, Adds: 1	JEFF OEOY As I Lift You Up (Gotee) Total Plays: 148, Total Stations: 6, Adds: 0

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A Snapshot Of Bakersfield

An interview with KIWI PD Napoleón Sánchez

Taking a look at a station like KIWI/Bakersfield is like taking a snapshot of the complexities of the Hispanic marketplace in California. Although Bakersfield is not the size of Los Angeles, it does have a large radio-loving Hispanic population. And it's markets like these — medium and small ones — that record labels say are extremely important to them. First, because that's where they break new artists; and second, because the audience buys records and tickets to events.

But Bakersfield is also important in that, like many markets in California, it has an audience that migrates from city to city, depending on where the jobs are. All these factors are important and relevant to the Hispanic population in the U.S. This week KIWI PD Napoleón Sánchez speaks about his station, currently the No.1 Spanish-language station in the market, and everything that affects it.

R&R: Bakersfield is well known for having a large Hispanic population. Tell me about the market makeup.

NS: About 38% of the market's population is Hispanic, people who come to work in agriculture. The demo for us is 18-34. The majority of the Hispanics who come to the area to work are Mexican. They come during certain seasons, then they move on to other states like Washington when the oranges are ready to be harvested there.

R&R: If a segment of the city's Hispanic population migrates seasonally, can Arbitron accurately measure your audience?

NS: That's something we've talked about. We don't believe that Arbitron accurately measures our audience precisely because they do migrate, depending on where they find work.

R&R: Most Hispanic companies complain that Arbitron doesn't measure the Hispanic audience properly. It must be frustrating for you not to get all the ratings you should.

NS: It is frustrating. But migration is only one factor, because many of the people who have been here for years also have children who were born and raised here. So of that 38% of the population that is Hispanic, only a percentage migrates to other areas.

R&R: Could another problem with accurately calculating ratings be that Hispanics don't like to answer questionnaires?

NS: That's true. Hispanics don't like to fill out forms, and many of them may not understand what the form is for or what to do with it. Some may not even be able to read it. I went to an Arbitron seminar, and they showed us several samples of diaries and the answers people had given. You could tell right away that people were not filling them out properly.

Many times when someone gets a diary, they give it to their child to fill out for them. So, although the parents may be listening to a Spanish-language station, if that child is a typical teenager, he's going to write down whichever stations he listens to, which are most likely English-language stations. Then the

market is not accurately being measured, which affects us as radio stations. Most adult Hispanics listen to Spanish-language radio, but I don't think that is reflected in the ratings we get.

R&R: Your station is the No.1 Spanish-language station in the market. Do you think that if Hispanics were measured more accurately, your station would have even higher ratings and, perhaps, even surpass some English-language stations?

“About 38% of the market's population is Hispanic, people who come to work in agriculture. The demo for us is 18-34. The majority of the Hispanics who come to this area to work are Mexican.”

NS: I think so, because the percentage of Hispanics living here is pretty high. If people knew how to fill out the diaries properly, the Spanish-language stations would definitely have higher ratings. And that's not only the case in Bakersfield, but also in other markets, especially in California. We came to this country, and we don't like to fill out forms. I remember when I first came to this country, I was afraid to go shopping or to the DMV to get a driver's license. There are people who have been living here three or four years, and they still can't get over that fear, especially with the recent raids.

R&R: Speaking specifically of your station, it is Regional Mexican, but the format has genre variations. What is your programming like? What style of Mexican music do the people in Bakersfield like to listen to?

NS: We program a lot of catalog music. When I program, I put myself in the shoes of my audience. We program catalog music, because if people are listening to us all day, what they are hearing are songs that were and are hits, and they don't get tired of that. I program people like Banda El Recodo, Tigres Del Norte, Los Rieleros Del Norte, Conjunto Primavera, Tucanes De Tijuana, Alicia Villarreal, etc. These are all great artists people like listening to.

R&R: So you program more catalog music than new music?

NS: Yes, because we know those songs were and continue to be hits. If we program too much new music, people are going to turn away. There may be a lot of great new artists, but we have to be careful with our programming to give our audience what it wants. I program about 30% new music and 70% catalog.

R&R: Is nostalgia a factor in why your audience likes catalog music so much?

NS: People do like to hear what they heard in Mexico. In fact, our company has other stations, and one of them, KCHJ (El Gallito 1010 AM)/Bakersfield, programs 100% ranchero music from the '70s and before, and people love it. The catalog material we play at KIWI is from 10 to 15 years ago to now. For example, we may play the newest Montez De Durango song and follow it up with Tigres Del Norte's "Puerta Negra" and then Bronco's "Sergio El

Bailador." That combination works very well for our station.

R&R: How do you handle competition? The market has several other Spanish-language stations.

NS: I've learned a lot from people who have been in the industry for many years, and we never stop learning. I pay attention to what other stations are doing, but the main thing to worry about is what we do and don't do. We always do small surveys when we're out in the streets and in the supermarkets, when we do remotes. We want to know what our people want, what they like and don't like about our station. There may be songs that we don't currently play that our audience wants to hear, so we add them. When it comes to promotions, we also pay attention to what people tells us — which promotions they liked and which they didn't.

R&R: Hispanic radio is still very community-oriented, isn't it? The audience sees you not only as an entertainment medium, but also a source of information.

NS: That's very true. For example, the third week of every month, the Mexican consul from Fresno is our guest. People tune in to see what's new, and if they don't hear him, they call in and ask why he's not on. They may call us for phone numbers of agencies or organizations if they need assistance with something. And we're here to help them.

“I went to an Arbitron seminar, and they showed us several samples of diaries and the answers people had given. You could tell right away that people were not filling them out properly.”



SAY CHEESE Latin Grammy nominee Obie Bermudes and R&R Latin Formats Editor Jackie Madrigal share a Kodak moment after one of the artist's performances in Miami.

“We program catalog music, because if people are listening to us all day, what they are hearing are songs that were and are hits, and they don't get tired of that.”

RADIO Y MÚSICA

R&R

This Week In Spanish-Language Music

Radio Corner

David Fuentes
PD, KQVO/Calexico, CA

MIX 97.7
KQVO-FM

On Aug. 28 we're doing a radio telethon to benefit the Imperial Valley Orthopedic Hospital. This hospital helps children with physical malformations by providing the surgery necessary to fix the problem and paying for all the expenses. Many children from Mexico benefit —

not only from Baja, but children who come from other parts of the country too.

Our station and KICO (1490 AM), together with Channel 66 in Baja California, Mexico, will be heading this radio telethon. Both our stations will be at the TV studios, transmitting live. The AM will transmit live all day, while the FM will give updates throughout the day.

Latin Grammy Nominees

The Latin Grammy nominees were announced July 14 at the Mayan in Los Angeles. The nominations were surprising, especially in the general categories, which were dominated by newcomers or acts relatively unknown in the U.S. Here's a rundown of the major categories. The complete list appears at www.grammy.com.

Record Of The Year

- María Rita, "A Festa" (Warner Music Brasil)
- Robi Draco Rosa, "Más y Más" (Columbia Records/Phantom Vox)
- Alejandro Sanz, "No Es Lo Mismo" (Warner Music Latina)
- Shank, "Dois Rios" (Epic Records)
- Bebo Valdés Y Diego El Cigala, "Lágrimas Negras" (Calle 54 Records/BMG Records)
- Julieta Venegas, "Andar Conmigo" (BMG Mexico/Ariola)

Album Of The Year

- Café Tacuba, *Cuatro Caminos* (Universal Music Mexico)
- Kevin Johansen, *Sur O No Sur* (Sony Discos)
- María Rita, *María Rita* (Warner Music Brasil)
- Alejandro Sanz, *No Es Lo Mismo* (Warner Music Latina)
- Bebo Valdés Y Diego El Cigala, *Lágrimas Negras* (Calle 54 Records/BMG Records)



Alejandro Sanz

Song Of The Year

- Julieta Venegas, "Andar Conmigo," Coti Sorokin and Julieta Venegas, songwriters
- Café Tacuba, "Eres," Emmanuel Del Real, songwriter
- Kevin Johansen, "La Procesión," Kevin Johansen, songwriter
- Robi Draco Rosa, "Más y Más," Luis Gómez Escolar, Robi Draco Rosa and Itaal Shur, songwriters
- Alejandro Sanz, "No Es Lo Mismo," Alejandro Sanz, songwriter

Best New Artist

- Akwid
- Obie Bermúdez
- Mauricio & Palodeagua
- María Rita
- Superlítico



Akwid

Best Female Pop Vocal Album

- Rocío Dúrcal, *Caramelito* (BMG Mexico/Ariola)
- Ednita Nazario, *Por Ti* (Sony Discos)
- Rosario, *De Mil Colores* (Ariola Records/BMG Music Spain)
- Paulina Rubio, *Pau-Latina* (Universal Music Mexico)
- Jaci Velásquez, *Milagro* (Sony Discos)

Best Male Pop Vocal Album

- Obie Bermúdez, *Confesiones* (EMI Latin)
- David Bisbal, *Bulería* (Vale Music Spain)
- Ricky Martin, *Almas Del Silencio* (Sony Discos)
- Luis Miguel, *33* (Warner Music Latina)
- Alejandro Sanz, *No Es Lo Mismo* (Warner Music Latina)

Best Urban Music Album

- Akwid, *Proyecto Akwid* (Univision Records/Headliners Records)
- Control Machete, *Un, Dos: Bandera* (Universal Music)
- DJ Kane, *DJ Kane* (EMI Latin)
- John Gotti, *No Sett Trippin* (Dope House Records)
- Vico C, *En Honor A La Verdad* (EMI Latin)



Control Machete



DJ Kane

Best Alternative Music Album

- Babasónicos, *Infame* (Pop Art Discos/Pelo Music)
- Café Tacuba, *Cuatro Caminos* (Universal Music Mexico)
- Kinky, *Atlas* (BMG Mexico/RCA/Sonic 360)
- Ozomatli, *Coming Up* (Concord Records)
- Plastilina Mosh, *Hola Chicuelos* (EMI Music Mexico/Virgin Records)

Best Salsa Album

- Celia Cruz, *Regalo Del Alma* (Sony Music)
- Los Van Van, *Van Van Live at Miami Arena* (Havana Caliente/Pimienta Records)
- Víctor Manuel, *Travesía* (Sony Discos)
- Tito Nieves, *Tito Nieves Canta Con El Conjunto Clásico 25 Aniversario Recuerdos* (Warner Music Latina)
- Jerry Rivera, *Canto A Mi Idolo ... Frankie Ruiz* (Ariola/BMG U.S. Latin)

Best Merengue Album

- Alex Bueno, *20 Años Después* (J&N Records)
- Gisselle, *Contra La Marea* (Universal Music Latino)
- Grupo Manía, *Hombres De Honor* (Universal Music Latino)
- Limi-T 21, *Como Nunca ... Como Siempre* (EMI Latin)
- Johnny Ventura, *Sin Desperdicio* (MP)



Gisselle

Best Singer-Songwriter Album

- Juan Gabriel, *Inocente De Ti* (Ariola/BMG U.S. Latin)
- León Gieco, *El Vivo De León* (EMI Latin)
- Alejandro Lerner, *Buen Viaje* (Universal Music Argentina)
- Joan Sebastian, *Que Amarren A Cupido* (Musiart/Balboa Records)
- Joan Manuel Serrat, *Serrat Sinfónico* (BMG Music Spain)
- Soraya, *Soraya* (EMI Latin)

Best Ranchero Album

- Pepe Aguilar, *Con Orgullo Por Herencia* (Univision Records)
- Vicente Y Alejandro Fernández, *En Vivo Juntos Por Ultima Vez* (Sony Discos)
- Vicente Fernández, *Se Me Hizo Tarde La Vida* (Sony Music)
- Pablo Montero, *Gracias ... Homenaje A Javier Solís* (BMG Mexico)
- Marco Antonio Solís, *Tu Amor O Tu Desprecio* (Fonovisa Records/Univision Music Group)



Pablo Montero

Best Banda Album

- Banda El Recodo De Cruz Lizárraga, *Por Ti* (Fonovisa Records/Univision Music Group)
- Cuisillos, *Corazón* (Discos Musart)
- El Coyote Y Su Banda Tierra Santa, *El Rancho Grande* (EMI Latin)
- Los Horóscopos De Durango, *Puras De Rompe Y Rasga* (Disa/Procan)
- Lupillo Rivera, *Live! En Concierto — Universal Amphitheater* (Univision Records)

Best Norteño Album

- Ramón Ayala Y Sus Bravos Del Norte, *Títore En Tus Manos/El Invicto* (Freddie Records/Sony Music)
- Conjunto Primavera, *Decide Tú* (Fonovisa Records/Univision Music Group)
- Los Palominos, *Canciones De La Rockola* (Urbana Records)
- Los Tigres Del Norte, *Pacto De Sangre* (Fonovisa Records/Univision Music Group)
- Micheal Salgado, *Entre Copas* (Freddie Records)

Video Of The Year

- Café Tacuba, "Eres"
- Kevin Johansen, "La Procesión"
- Molotov, "Hit Me"
- Robi Draco Rosa, "Más y Más"
- Roselyn Sánchez, "Amor Amor"

CONTEMPORARY TOP 25

THIS WEEK	ARTIST	TITLE LABEL(S)	TOTAL POINTS
1	JENNIFER PEÑA	Vivo Y Muero En Tu Piel (Univision)	210
2	KALIMBA	No Me Quiero Enamorar (Sony Discos)	201
3	ALEKS SYNTEK & ANA TORROJA	Duele El Amor (EMI Latin)	172
4	PAULINA RUBIO	Algo Tienes (Universal)	149
5	JULIETA VENEGAS	Andar Conmigo (BMG Latin)	140
6	MARC ANTHONY	Ahora Quién (Sony Discos)	136
7	FRANCO DE VITA	Tú De Qué Vas (Sony Discos)	126
8	CLIMAX	El Za Za Za La Mesa Que Más Aplauda (Balboa)	121
9	SIN BANDERA	Que Lloro (Sony Discos)	111
10	PEPE AGUILAR	Miedo (Univision)	108
11	TEMERARIOS	Qué De Raro Tiene (Fonovisa)	106
12	CHAYANNE	Cuidarte El Alma (Sony Discos)	106
13	CHAYANNE	Sentada Aquí En Mi Alma (Sony Discos)	92
14	PAULINA RUBIO	Te Quise Tanto (Universal)	92
15	OREJA DE VAN GOGH	Rosas (Sony Discos)	86
16	DAVID BISBAL	Desnúdate Mujer (Universal)	86
17	ANGELA FORERO	Fiera Inquieta (Sony Discos)	82
18	ALEJANDRO FERNANDEZ	Lucharé Por Tu Amor (Sony Discos)	80
19	JOAN SEBASTIAN	Amar Como Te Amé (Balboa)	73
20	TIZIANO FERRO	Tardes Negras (EMI Latin)	71
21	LUIS FONSI	Abrazar La Vida (Universal)	70
22	ALEX UBAGO	Dame Tu Aire (Warner M.L.)	69
23	OBIE BERMUDEZ	Antes (EMI Latin)	67
24	LA FACTORIA	Todavía (Universal)	65
25	RICARDO MONTANER	Desesperado (Warner M.L.)	64

Data is compiled from the airplay week of July 11-17, and based on a point system.
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TROPICAL TOP 25

THIS WEEK	ARTIST	TITLE LABEL(S)	TOTAL POINTS
1	MARC ANTHONY	Ahora Quién (Sony Discos)	252
2	VICTOR MANUELLE	Lloré Lloré (Sony Discos)	216
3	GRUPO NICHE	Culebra (Sony Discos)	192
4	DON OMAR	Pobre Diabla (VI Music)	181
5	FULANITO	Pégate (Cutting)	126
6	JOSE ALBERTO "EL CANARIO"	Hay Amores (Universal)	110
7	REY RUIZ	Creo En El Amor (Sony Discos)	109
8	JENNIFER PEÑA	Vivo Y Muero En Tu Piel (Univision)	100
9	TOROS BAND	Si Tú Estuvieras (Universal)	87
10	ELVIS CRESPO	Hora Enamorada (Ole Music)	81
11	MARC ANTHONY	Valió La Pena (Sony Discos)	79
12	FLORIDO FLORES	Necesito Money (Universal)	79
13	AVENTURA	Llorar (Premium)	78
14	LIMI-T 21	Me Acordaré (EMI Latin)	77
15	REY RUIZ	El Diablo Anda Suelto (Sony Discos)	75
16	ALEX UBAGO	Dame Tu Aire (Warner M.L.)	65
17	PUERTO RICAN POWER	Si Pero No (J&N)	60
18	NEGROS	Mi Reina (Premium)	58
19	ELVIS CRESPO	7 Días (Ole Music)	56
20	GRAN BANDA	Amiga Soledad (DAM Productions)	49
21	POCHY Y SU COCOBAND	Amor De Lejos (Kubaney)	49
22	MELINA LEON	Quiero Ser Tuya (Sony Discos)	46
23	FRANCO DE VITA	Tú De Qué Vas (Sony Discos)	46
24	SON DE CALI	La Sospecha (Univision)	46
25	VICTOR MANUELLE	Tengo Ganas (Sony Discos)	45

Data is compiled from the airplay week of July 11-17, and based on a point system.
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4ENDO Piel Canela (Balboa)

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ANDRES CEPEDA Tengo Ganas (Sony Discos)
FRUKO Y SUS TESOS Fruko's Boogaloo (Fuentes)
JOE ARROYO Corazón Rumbero (Fuentes)
MSM Paso A Paso (Sony Discos)
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REGIONAL MEXICAN TOP 25

THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL POINTS
1	HOROSCOPOS DE DURANGO Dos Locos (Disa)	433
2	TEMERARIOS Qué De Raro Tiene (Fonovisa)	361
3	TIGRES DEL NORTE No Tiene La Culpa El Indio (Fonovisa)	279
4	PALOMO Miedo (Disa)	263
5	JOAN SEBASTIAN Amar Como Te Amé (Balboa)	233
6	LUPILLO RIVERA Qué Tal Si Te Compró (Univision)	227
7	MONTEZ DE OURANGO Te Quise Olvidar (Disa)	219
8	ALICIA VILLARREAL Soy Tu Mujer (Universal)	209
9	CONJUNTO ATARDECER Antes De Que Te Vayas (Universal)	188
10	HURACANES DEL NORTE Te Perdoné Una Vez (Univision)	187
11	CLIMAX El Za Za Za La Mesa Que Más Aplauda (Balboa)	187
12	LIBERACION El Za Za Za La Mesa Que Más Aplauda (Disa)	177
13	BANDA EL RECODO Para Toda La Vida (Fonovisa)	174
14	ADAN CHALINO SANCHEZ Nadie Es Eterno (Sony Discos)	164
15	JENNIFER PEÑA Vivo Y Muero En Tu Piel (Univision)	163
16	INTOCABLE A Dónde Estabas (EMI Latin)	162
17	BETO Y SUS CANARIOS Está Llorando Mi Corazón (Disa)	157
18	CONJUNTO PRIMAVERA Hazme Olvidarla (Fonovisa)	141
19	KUMBIA KINGS Sabes A Chocolate (EMI Latin)	135
20	PATRULLA B1 Cómo Pude Enamorarme De Ti (Disa)	120
21	CONJUNTO PRIMAVERA Vuelve Conmigo (Fonovisa)	115
22	BRAZEROS MUSICAL Lágrimas Y Lluvia (Disa)	110
23	CONTROL La Banda Dominguera (EMI Latin)	110
24	CUISILLOS Suavito (Balboa)	108
25	BRYNDIS El Quinto Trago (Disa)	105

Data is compiled from the airplay week of July 11-17, and based on a point system.
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ANTONIO AGUILAR Abrazado Del Oolor (Balboa)
 ESTEBAN Y LAURO La Mula Bronca (Balboa)
 GRUPO IMPARABLE El Que Más Te Quiso (Balboa)
 JORGE GAMBOA Pajarillo Mañanero (IM)
 JUNIOR KLAN Bueno Mamá (Balboa)
 LABERINTO Ni Cielo, Ni Estrella (Balboa)
 NADIA Perdón (Warner M.L.)
 PESADO Ojalá Que Te Mueras (Warner M.L.)
 SOCIOS DEL RITMO Me Está Doliendo Más (IM)
 SONORA KALIENTE Baila Bailarina (Balboa)

TEJANO TOP 25

THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL POINTS
1	JENNIFER PEÑA Vivo Y Muero En Tu Piel (Univision)	210
2	KUMBIA KINGS Sabes A Chocolate (EMI Latin)	176
3	PALOMINOS Chulita (Urbana)	163
4	MICHAEL SALGADO Mi Cielo Gris (Freddie)	158
5	SOLIDO Cómo Olvidarte (Freddie)	132
6	IMAN Si Me Hubieras Dicho (Univision)	111
7	PESADO Ojalá Que Te Mueras (Warner M.L.)	110
8	ALICIA VILLARREAL Soy Tu Mujer (Universal)	95
9	LA FIEBRE Quiero (Freddie)	93
10	SOLIDO Tal Vez (Freddie)	87
11	DUELO Para Sobrevivir (Univision)	80
12	BIG CIRCO Rata Inmunda (EMI Latin)	78
13	JIMMY GONZALEZ & GRUPO MAZZ Perla Del Mar (Freddie)	73
14	MICHAEL SALGADO La Cruz De Vidrio (Freddie)	64
15	INTOCABLE A Dónde Estabas (EMI Latin)	60
16	DAVID LEE GARZA No Puedo Estar Sin Ti (Azrag Music Inc.)	60
17	LA FUERZA Ilusión (Independiente)	59
18	JAY PEREZ Sabes (La Voice)	57
19	K1 Tú (Dle Music)	54
20	DUELO Un Minuto Más (Univision)	48
21	TROPA F Amor A La Ligera (Freddie)	46
22	MARGARITA Te Fuiste A Acapulco (PMG/Mexa)	45
23	ELIDA REYNA Por Dios (Tejas)	44
24	DJ KANE La Negra Tomasa (EMI Latin)	43
25	INTOCABLE Soy Un Novato (EMI Latin)	41

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JORGE GAMBOA Pajarillo Mañanero (IM)
 NADIA Perdón (Warner M.L.)
 SOCIOS DEL RITMO Me Está Doliendo Más (IM)

Rock/Alternative

TW	ARTIST Title Label(s)
1	JULIETA VENEGAS Lento (BMG Latin)
2	ZOE Peace And Love (Sony Discos)
3	BERSUIT VERGARABAT La Soledad (Universal)
4	BERSUIT VERGARABAT Argentinidad Al Palo (Universal)
5	INSPECTOR Ska Voovie Boobie Baby (Universal)
6	KINKY Presidente (Netwerk)
7	VICENTICO Se Despierta La Ciudad (BMG Latin)
8	CONTROL MACHETE El Genio Del Dub (Universal)
9	FOBIA Más Caliente Que El Sol (BMG Latin)
10	DZOMATLI Te Estoy Buscando (Concord)
11	JULIETA VENEGAS Andar Conmigo (BMG Latin)
12	MALA RODRIGUEZ Lo Fácil Cae Ligero (Universal)
13	CONTRDL MACHETE El Apostador (Universal)
14	OZOMATLI Cuando Canto (Concord)
15	ROBI DRACO ROSA Más Y Más (Sony Discos)

Songs ranked by total number of points. 10 Rock/Alternative reporters.

Record Pool

TW	ARTIST Title Label(s)
1	FULANITO Pégate (Cutting)
2	GRUPO NICHE Culebra (Sony Discos)
3	CLIMAX El Za Za Za La Mesa Que Más Aplauda (Balboa)
4	TITO GOMEZ Tierra Bendita De Higuey (MP)
5	THALIA Acción Y Reacción (EMI Latin)
6	GISSELLE No Queda Nada (Universal)
7	L.D.A. ¡CHEKA Hoy (CFE)
8	ALBERTO BARROS Y TITANES Chévere (MP)
9	PUERTO RICAN POWER Si Pero No (J&N)
10	GRINGO DE LA BACHATA & SERGIO VARGAS Un Dsito Dormilón (Mock & Roll)
11	SON DE CALI La Sospecha (Univision)
12	VICTOR MANUELLE Lloré Lloré (Sony Discos)
13	PEDRO JESUS Miradita Y Meneito (MP)
14	ELVIS CRESPO Hora Enamorada (Dle Music)
15	MARC ANTHONY Ahora Quién (Sony Discos)

Songs ranked by total number of points. 22 Record Pool reporters.

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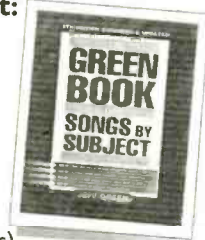
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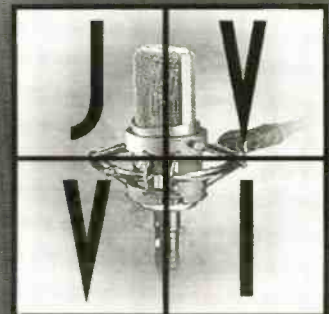
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CHR/POP

LW	TW	ARTIST	SON	REMARKS
1	1	JOJO	Leave (Get Out) (BlackGround/Universal)	
2	2	HOBBASTANK	The Reason (Island/DJ/JMG)	
3	3	USHER	Burn (LaFace/Zomba)	
4	4	CHRISTINA MILIAN	Dip It Low (Island/DJ/JMG)	
5	5	BRITNEY SPEARS	Everytime (Jive/Zomba)	
6	6	SWITCHFOOT	Meant To Live (Red Ink/Columbia)	
7	7	KEVIN LYTTLE	Turn Me On (Atlantic)	
8	8	ASHLEE SIMPSON	Pieces Of Me (Geffen)	
12	9	USHER	Confessions Part 2 (LaFace/Zomba)	
18	10	NINA SKY	Move Ya Body (Next Plateau/Universal)	
11	11	USHER	fLUDACRIS & LIL' JON Yeah (LaFace/Zomba)	
17	12	LOS LONELY BOYS	Heaven (Dr/Epic)	
10	13	MIS-TEEQ	Scandalous (Reprise)	
13	14	MAROON 5	This Love (Octone/J/RMG)	
16	15	YELLOWCARD	Ocean Avenue (Capitol)	
15	16	M. WINANS	WENYA & P. DIDDY I Don't Wanna Know (Bad Boy/Universal)	
14	17	BEYONCÉ	Naughty Girl (Columbia)	
9	18	OUTKAST	Roses (LaFace/Zomba)	
20	19	ALICIA KEYS	If I Ain't Got You (J/RMG)	
19	20	PETEY PABLO	Freek-A-Leek (Jive/Zomba)	
21	21	D12	How Come (Shady/Interscope)	
22	22	MAROON 5	She Will Be Loved (Octone/J/RMG)	
24	23	AVRIL LAVIGNE	My Happy Ending (Arista/RMG)	
28	24	JUVENILE	Slow Motion (Cash Money/Universal)	
23	25	JESSICA SIMPSON	Angels (Columbia)	
26	26	NICKELBACK	Feelin' Way Too Damn Good (Roadrunner/DJ/JMG)	
29	27	BLACK EYED PEAS	Let's Get It Started (A&M/Interscope)	
30	28	TRAPT	Echo (Warner Bros.)	
27	29	FINGER ELEVEN	One Thing (Wind-up)	
25	30	AVRIL LAVIGNE	Don't Tell Me (Arista/RMG)	

#1 MOST ADDED

NELLY My Place (Derrty/Fo' Reel/Universal)

#1 MOST INCREASED PLAYS

NELLY My Place (Derrty/Fo' Reel/Universal)

TOP 5 NEW & ACTIVE

RASMUS In The Shadows (Interscope)

YING YANG TWINS What's Happenin! (TVT)

LLOYD FASHANTI Southside (Murder Inc./Def Jam/DJ/JMG)

PITBULL FILLI' JON Culo (TVT)

ANGEL Just The Way I Am (Midas/ADA/WMG)

CHR/POP begins on Page 22.

AC

LW	TW	ARTIST	SON	REMARKS
1	1	FIVE FOR FIGHTING	100 Years (Awaro/Columbia)	
2	2	MARTINA MCBRIDE	This One's For The Girls (RCA)	
3	3	DIDD	White Flag (Arista/RMG)	
7	4	MICHAEL MCDONALD	Ain't No Mountain High Enough (Motown)	
4	5	SHERYL CROW	The First Cut Is The Deepest (A&M/Interscope)	
5	6	SEAL	Love's Divine (Warner Bros.)	
6	7	LIONEL RICHIE	Just For You (Island/DJ/JMG)	
10	8	UNCLE KRACKER	fDOBBIE GRAY Drift Away (Lava)	
8	9	JOSH GROBAN	You Raise Me Up (143/Reprise)	
11	10	MAROON 5	This Love (Octone/J/RMG)	
12	11	WILSON PHILLIPS	Go Your Own Way (Columbia)	
14	12	KIMBERLEY LOCKE	8th Wonder (Curb)	
13	13	3 DOORS DOWN	Here Without You (Republic/Universal)	
15	14	MERCYME	Here With Me (INO/Curb)	
16	15	CELINE DION	You And I (Epic)	
17	16	J. BRICKMAN	fM. SCHULTZ 'Til I See You Again (Windham Hill/RMG)	
18	17	LUTHER VANDROSS	Buy Me A Rose (J/RMG)	
19	18	SEALS & CROFTS	Summer Breeze '04 (Warner Bros.)	
21	19	KEITH URBAN	You'll Think Of Me (Capitol)	
24	20	LDS LONELY BOYS	Heaven (Dr/Epic)	
20	21	SHANIA TWAIN	It Only Hurts When I'm Breathing (Mercury/DJ/JMG)	
22	22	EVANESCENCE	My Immortal (Wind-up)	
23	23	LEANN RIMES	fRDMAN KEATING Last Thing On My Mind (Curb)	
26	24	RICK SPRINGFIELD	Beautiful You (Gomer/Red Ink)	
28	25	HOBBASTANK	The Reason (Island/DJ/JMG)	
27	26	CORRS	Summer Sunshine (Atlantic)	
25	27	DARYL HALL	What's In Your World (Rhythm & Groove/Liquid 8)	
—	28	FANTASIA	I Believe (J/RMG)	
30	29	JAMIE CULLUM	All At Sea (Verve/Universal)	
—	30	CHERIE	Older Than My Years (Lava)	

#1 MOST ADDED

JOSH GROBAN Remember When It Rained (143/Reprise)

#1 MOST INCREASED PLAYS

MICHAEL MCDONALD Ain't No Mountain High Enough (Motown)

TOP 5 NEW & ACTIVE

JEFF TIMMONS Whisper That Way (SLG/Rising Phoenix)

HEART Perfect Goodbye (Sovereign Artists)

JESSICA SIMPSON Angels (Columbia)

DIANA KRALL Narrow Daylight (GRP/YMG)

JOSH GROBAN Remember When It Rained (143/Reprise)

AC begins on Page 49.

CHR/RHYTHMIC

LW	TW	ARTIST	SON	REMARKS
1	1	JUVENILE	Slow Motion (Cash Money/Universal)	
2	2	USHER	Confessions Part 2 (LaFace/Zomba)	
3	3	LLOYD BANKS	On Fire (Interscope)	
6	4	LIL' FLIP	Sunshine (Sucka Free/Loud/Columbia)	
5	5	HOUSTON fCHINGY & NATE DOGG	I Like That (Capitol)	
9	6	CIARA	fPETEY PABLO Goodies (LaFace/Zomba)	
12	7	TERROR SQUAD	Lean Back (Universal)	
10	8	NINA SKY	Move Ya Body (Next Plateau/Universal)	
7	9	YING YANG TWINS	What's Happenin! (TVT)	
4	10	PETEY PABLO	Freek-A-Leek (Jive/Zomba)	
8	11	USHER	Burn (LaFace/Zomba)	
15	12	LLOYD fASHANTI	Southside (Murder Inc./Def Jam/DJ/JMG)	
13	13	KANYE WEST	Jesus Walks (Roc-A-Fella/DJ/JMG)	
11	14	ALICIA KEYS	If I Ain't Got You (J/RMG)	
19	15	D12	How Come (Shady/Interscope)	
17	16	KEVIN LYTTLE	Turr Me On (Atlantic)	
14	17	TWISTA	Overnight Celebrity (Atlantic)	
16	18	USHER	fLUDACRIS & LIL' JON Yeah (LaFace/Zomba)	
21	19	CHRISTINA MILIAN	Dip It Low (Island/DJ/JMG)	
18	20	PITBULL	fLIL' JON Culo (TVT)	
22	21	TWISTA	fR. KELLY So Sexy (Atlantic)	
20	22	PLAY-N-SKILLZ	Freaks (Universal)	
—	23	NELLY	My Place (Derrty/Fo' Reel/Universal)	
27	24	YOUNG BUCK	Let Me In (Interscope)	
28	25	MDNICA	U Should've Known Better (J/RMG)	
31	26	LL COOL J	Head Sprung (Def Jam/DJ/JMG)	
23	27	BEYONCÉ	Naughty Girl (Columbia)	
24	28	MASE	Welcome Back (Bad Boy/Universal)	
30	29	AKON	Styles P. Locked Up (SRC/Universal)	
32	30	T.I.	Let's Get Away (Grand Hustle/Anti)	

#1 MOST ADDED

J-KWON You & Me (So So Def/Zomba)

#1 MOST INCREASED PLAYS

NELLY My Place (Derrty/Fo' Reel/Universal)

TOP 5 NEW & ACTIVE

213 Groupie Love (TVT)

TECH N9NE I'm A Playa (Independent)

AMANDA PEREZ FILAYZIE BONE Dedicate (Powertowhouse/Virgin)

FRANKIE J. FIPAULL WALL On The Floor (Columbia)

WDN G Rapture (Savage/SRG)

CHR/RHYTHMIC begins on Page 27.

HOT AC

LW	TW	ARTIST	SON	REMARKS
1	1	HOBBASTANK	The Reason (Island/DJ/JMG)	
2	2	MAROON 5	This Love (Octone/J/RMG)	
3	3	LOS LONELY BOYS	Heaven (Dr/Epic)	
4	4	COUNTING CROWS	Accidentally In Love (DreamWorks/Geffen)	
5	5	3 DOORS DOWN	Here Without You (Republic/Universal)	
6	6	NICKELBACK	Somebody (Roadrunner/DJ/JMG)	
7	7	SWITCHFOOT	Meant To Live (Red Ink/Columbia)	
8	8	EVANESCENCE	My Immortal (Wind-up)	
12	9	311	Love Song (Maverick/Volcano/Zomba)	
9	10	FIVE FOR FIGHTING	100 Years (Awaro/Columbia)	
11	11	3 DOORS DOWN	Here Without You (Republic/Universal)	
14	12	SHERYL CROW	Light In Your Eyes (A&M/Interscope)	
16	13	GAVIN DEGRAW	I Don't Want To Be (J/RMG)	
13	14	MATCHBOX TWENTY	Bright Lights (Atlantic)	
17	15	FINGER ELEVEN	One Thing (Wind-up)	
10	16	ALANIS MORISSETTE	Everything (Maverick/Reprise)	
19	17	TRAIN	Ordinary (Columbia)	
18	18	CALLING	Our Lives (RCA/RMG)	
15	19	AVRIL LAVIGNE	Don't Tell Me (Arista/RMG)	
23	20	MAROON 5	She Will Be Loved (Octone/J/RMG)	
20	21	UNCLE KRACKER	Rescue (Lava)	
21	22	NICKELBACK	Feelin' Way Too Damn Good (Roadrunner/DJ/JMG)	
22	23	JASON MRAZ	Curb Side Prophet (Atlantic)	
26	24	RICHARD MARX	When You're Gone (Manhattan/EMC)	
30	25	AUDIOLIFE	Seven Days Without You (Independent)	
27	26	SCISSOR SISTERS	Take Your Mama (Universal)	
31	27	BLINK-182	I Miss You (Geffen)	
32	28	MARTINA MCBRIDE	This One's For The Girls (RCA)	
25	29	SARAH MCLACHLAN	Stupid (Arista/RMG)	
33	30	BRITNEY SPEARS	Everytime (Jive/Zomba)	

#1 MOST ADDED

SARAH MCLACHLAN World On Fire (Arista/RMG)

#1 MOST INCREASED PLAYS

MAROON 5 She Will Be Loved (Octone/J/RMG)

TOP 5 NEW & ACTIVE

PAT MCGEE BAND Beautiful Ways (Warner Bros.)

THIRO DAY Believe (Essential/PLG)

TOBY LIGHTMAN Real Love (Lava)

EDWIN MCCAIN fMAIA SHARP Say Anything (DRT)

RYAN CARRERA On The Way Down (E.V.L./Atlantic)

AC begins on Page 43.

URBAN

LW	TW	ARTIST	SON	REMARKS
1	1	JUVENILE	Slow Motion (Cash Money/Universal)	
2	2	USHER	Confessions Part 2 (LaFace/Zomba)	
3	3	MONICA	U Should've Known Better (J/RMG)	
6	4	TERROR SQUAD	Lean Back (Universal)	
5	5	KANYE WEST	Jesus Walks (Roc-A-Fella/DJ/JMG)	
4	6	LLOYD BANKS	On Fire (Interscope)	
7	7	ALICIA KEYS	Diary (J/RMG)	
8	8	LLOYD fASHANTI	Southside (Murder Inc./Def Jam/DJ/JMG)	
10	9	TWISTA	fR. KELLY So Sexy (Atlantic)	
9	10	ALICIA KEYS	If I Ain't Got You (J/RMG)	
15	11	LIL' FLIP	Sunshine (Sucka Free/Loud/Columbia)	
11	12	USHER	Burn (LaFace/Zomba)	
14	13	MASE	Welcome Back (Bad Boy/Universal)	
13	14	TWISTA	Overnight Celebrity (Atlantic)	
20	15	LL COOL J	Head Sprung (Def Jam/DJ/JMG)	
26	16	JADAKISS	fANTHONY HAMILTON Why (Ruff Ryders/Interscope)	
18	17	HOUSTON fCHINGY & NATE DOGG	I Like That (Capitol)	
12	18	PETEY PABLO	Freek-A-Leek (Jive/Zomba)	
16	19	SLUM VILLAGE	Selfish (Barak/Capitol)	
19	20	LIL SCRAPPY	No Problem (BME/Reprise)	
23	21	YOUNG BUCK	Let Me In (Interscope)	
22	22	T.I.	Let's Get Away (Grand Hustle/Anti)	
21	23	YING YANG TWINS	What's Happenin! (TVT)	
30	24	CIARA	fPETEY PABLO Goodies (LaFace/Zomba)	
24	25	NINA SKY	Move Ya Body (Next Plateau/Universal)	
32	26	R. KELLY	U Saved Me (Jive/Zomba)	
27	27	LIL' WAYNE	Bring It Back (Cash Money/Universal)	
17	28	BRANDY	fKANYE WEST Talk About Our Love (Atlantic)	
25	29	R. KELLY	Happy People (Jive/Zomba)	
28	30	8-BALL & MJG	You Don't Want Drama (Bad Boy/Universal)	

#1 MOST ADDED

NELLY My Place (Derrty/Fo' Reel/Universal)

#1 MOST INCREASED PLAYS

NELLY My Place (Derrty/Fo' Reel/Universal)

TOP 5 NEW & ACTIVE

GUERRILLA BLACK FIBENIE MAN Compton (Virgin)

FANTASIA I Believe (J/RMG)

SHAWNNA fLUDACRIS Shake That Sh*t (DTP/Def Jam/DJ/JMG)

URBAN MYSTIC Where Were You? (Sobe)

SHELLS Why I Love You (J/RMG)

URBAN begins on Page 30.

ROCK

LW	TW	ARTIST	SON	REMARKS
1	1	VELVET REVOLVER	Slither (RCA/RMG)	
3	2	NICKELBACK	Feelin' Way Too Damn Good (Roadrunner/DJ/JMG)	
2	3	JET	Cold Hard Bitch (Atlantic)	
6	4	SHINEDOWN	Simple Man (Atlantic)	
4	5	VAN HALEN	It's About Time (Warner Bros.)	
7	6	THREE DAYS GRACE	Just Like You (Jive/Zomba)	
5	7	SHINEDOWN	45 (Atlantic)	
8	8	SEETHER	fAMY LEE Broken (Wind-up)	
13	9	ALTER BRIDGE	Open Your Eyes (Wind-up)	
10	10	SALIVA	Survival Of The Sickest (Island/DJ/JMG)	
15	11	CROSSFADE	Cold (Columbia)	
11	12	AUDIOLIFE	I Am The Highway (Interscope/Epic)	
12	13	LINKIN PARK	Lying From You (Warner Bros.)	
16	14	SLIPKNOT	Quality (Roadrunner/DJ/JMG)	
9	15	GODSMACK	Running Blind (Republic/Universal)	
20	16	LINKIN PARK	Breaking The Habit (Warner Bros.)	
17	17	RUSH	Summertime Blues (Anthem/Anti)	
22	18	JET	Rolover (J.J. Stancic)	
21	19	ORNDWYN POOL	Step Up (Wind-up)	
19	20	KID ROCK	I Am (Top Dog/Anti)	
23	21	BREAKING BENJAMIN	So Cold (Hollywood)	

URBAN AC

LW	TW	ARTIST	SON	LABEL
2	1	LUTHER VANDROSS	Think About You (J/RMG)	
1	2	TEENA MARIE	Still In Love (Cash Money/Universal)	
5	3	PRINCE	Call My Name (Columbia)	
3	4	ALICIA KEYS	If I Ain't Got You (J/RMG)	
9	5	ANITA BAKER	You're My Everything (Blue Note/Virgin)	
4	6	R. KELLY	Happy People (Jive/Zomba)	
8	7	ALICIA KEYS	Diary (J/RMG)	
7	8	USHER	Burn (LaFace/Zomba)	
6	9	PATTI LABELLE	New Day (Def Soul/DJMG)	
13	10	JILL SCOTT	Golden (Hidden Beach/Epic)	
10	11	KEM	Love Calls (Motown/Universal)	
12	12	JOE PRICELESS	(Jive/Zomba)	
11	13	AVANT	Don't Take Your Love Away (Geffen)	
15	14	BRIAN MCKNIGHT	What We Do Here (Motown)	
14	15	LASHLEIGH GRIFFIN	Free (Epic)	
18	16	LUTHER VANDROSS W/ BEYONCÉ	The Closer I Get To You (J/RMG)	
17	17	MONICA	U Should've Known Better (J/RMG)	
24	18	BOYZ II MEN	What You Won't Do For Love (MSM/Koch)	
16	19	M. WINANS / HENYA & P. DIDDY	I Don't Wanna Know (Bad Boy/Universal)	
23	20	JANET JACKSON R&B Junkie	(Virgin)	
26	21	BONEY JAMES / BILAL	Better With Time (Warner Bros.)	
22	22	TAMIA	Questions (Atlantic)	
21	23	ANGIE STONE	I Wanna Thank Ya (J/RMG)	
30	24	FANTASIA	I Believe (J/RMG)	
27	25	R. KELLY	U Saved Me (Jive/Zomba)	
20	26	RUBEN STUDDARD	What If (J/RMG)	
29	27	VAN HUNT	Down Here In Hell (With You) (Capitol)	
28	28	WILL DOWNING	Rhythm Of U & Me (GRP/VMG)	
25	29	TEMPTATIONS	Something Special (Motown/Universal)	
19	30	CARL THOMAS	Make It Alright (Bad Boy/Universal)	

#1 MOST ADDED

INCOGNITO True To Myself (Narada)

#1 MOST INCREASED PLAYS

ANITA BAKER You're My Everything (Blue Note/Virgin)

TOP 5 NEW & ACTIVE

- TAMYRA GRAY Raindrops Will Fall (19/SoBe)
- GLADYS KNIGHT / FIDESIO ALEJANDRO Feelin' Good (Vacilon) (Pyramid)
- TAMIA Still (Atlantic)
- RICKY FANTE: It Ain't Easy (Virgin)
- AMEL LARRIEX For Real (Bliss Life)

URBAN begins on Page 30.

ACTIVE ROCK

LW	TW	ARTIST	SON	LABEL
1	1	VELVET REVOLVER	Slither (RCA/RMG)	
3	2	THREE DAYS GRACE	Just Like You (Jive/Zomba)	
2	3	CROSSFADE	Cold (Columbia)	
4	4	SLIPKNOT	Duality (Roadrunner/DJMG)	
5	5	BREAKING BENJAMIN	So Cold (Hollywood)	
10	6	LINKIN PARK	Breaking The Habit (Warner Bros.)	
6	7	NICKELBACK	Feelin' Way Too Damn Good (Roadrunner/DJMG)	
9	8	SALIVA	Survival Of The Sickest (Island/DJMG)	
7	9	SEETHER	HIMY LEE Broken (Wind-up)	
13	10	ALTER BRIDGE	Open Your Eyes (Wind-up)	
14	11	SHINEDOWN	Simple Man (Atlantic)	
8	12	DROWNING POOL	Step Up (Wind-up)	
15	13	EARSHOT	Wait (Warner Bros.)	
11	14	JET	Cold Hard Bitch (Atlantic)	
12	15	LINKIN PARK	Lying From You (Warner Bros.)	
17	16	PUDDLE OF MUDD	Spin You Around (Geffen)	
22	17	FUTURE LEADERS OF THE WORLD	Let Me Out (Epic)	
19	18	LOSTPROPHETS	Wake Up (Make A Move) (Columbia)	
25	19	HOBBASTANK	Same Direction (Island/DJMG)	
18	20	SHINEDOWN	45 (Atlantic)	
23	21	METALLICA	Some Kind Of Monster (Atlantic)	
16	22	GODSMACK	Running Blind (Republic/Universal)	
26	23	JET	Rollover D.J. (Atlantic)	
28	24	NONPOINT	The Truth (Lava)	
41	25	PAPA ROACH	Getting Away With Murder (Geffen)	
24	26	SKILLET	Savior (Lava)	
21	27	INCUBUS	Talk Shows On Mute (Epic)	
29	28	TANTRIC	After We Go (Maverick/Reprise)	
30	29	MONSTER MAGNET	Unbroken (Hotel Baby) (SPV USA)	
32	30	KID ROCK	I Am (Top Dog/Atlantic)	

#1 MOST ADDED

PAPA ROACH Getting Away With Murder (Geffen)

#1 MOST INCREASED PLAYS

PAPA ROACH Getting Away With Murder (Geffen)

TOP 5 NEW & ACTIVE

- TESLA Words Can't Explain (Sanctuary/SRG)
- VELVET REVOLVER Fall To Pieces (RCA/RMG)
- INCUBUS Sick, Sad Little World (Epic)
- SILVERTIDE Ain't Comin' Home (J/RMG)
- ATREYU Lip Gloss And Black (Victory)

ROCK begins on Page 52.

COUNTRY

LW	TW	ARTIST	SON	LABEL
1	1	TIM MCGRAW	Live Like You Were Dying (Curb)	
2	2	KENNY CHESNEY	I Go Back (BNA)	
4	3	REBA MCENTIRE	Somebody (MCA)	
3	4	BRAD PAISLEY	I ALISON KRAUSS Whiskey Lullaby (Arista)	
6	5	BILLY CURRINGTON	I Got A Feelin' (Mercury)	
8	6	JOSH GRACIN	I Want To Live (Lyric Street)	
9	7	JIMMY BUFFETT	FLINT BLACK Hey Good Lookin' (RCA/Mailboat)	
10	8	TERRI CLARK	Girls Lie Too (Mercury)	
13	9	KEITH URBAN	Days Go By (Capitol)	
11	10	BIG & RICH	Save A Horse, Hide A Cowboy (Warner Bros.)	
12	11	MARTINA MCBRIDE	How Far (RCA)	
14	12	ANDY GRIGGS	She Thinks She Needs Me (RCA)	
15	13	ALAN JACKSON	Too Much Of A Good Thing Is A Good Thing (Arista)	
16	14	GRETCHEN WILSON	Here For The Party (Epic)	
17	15	JOE DUFFIE	Tougher Than Nails (BBB)	
18	16	RACHEL PROCTOR	Me And Emily (BNA)	
20	17	SARA EVANS	Suds In The Bucket (RCA)	
19	18	JOE NICHOLS	If Nobody Believed In You (Universal South)	
26	19	GEORGE STRAIT	I Hate Everything (MCA)	
22	20	RASCAL FLATTS	Feels Like Today (Lyric Street)	
23	21	PHIL VASSAR	In A Real Love (Arista)	
21	22	JULIE ROBERTS	Break Down Here (Mercury)	
24	23	AMY DALLEY	Men Don't Change (Curb)	
25	24	TRACE ADKINS	Rough & Ready (Capitol)	
27	25	JIMMY WAYNE	You Are (DreamWorks)	
28	26	BROOKS & DUNN	That's What It's All About (Arista)	
29	27	TRAVIS TRITT	The Girl's Gone Wild (Columbia)	
30	28	DIERKS BENTLEY	How Am I Doin' (Capitol)	
35	29	GARY ALLAN	Nothing On But The Radio (MCA)	
31	30	CRAIG MORGAN	Look At Us (BBB)	

#1 MOST ADDED

BROOKS & DUNN That's What It's All About (Arista)

#1 MOST INCREASED PLAYS

GEORGE STRAIT I Hate Everything (MCA)

TOP NEW & ACTIVE

- SUGARLAND Baby Girl (Mercury)
- KENNY ROGERS W/ WHITNEY DUNCAN My World Is Over (Capitol)
- ANITA COCHRAN (I Wanna Hear) A Cheatin' Song (Warner Bros.)
- JOHN MICHAEL MONTGOMERY Goes Good With Beer (Warner Bros.)

COUNTRY begins on Page 35.

ALTERNATIVE

LW	TW	ARTIST	SON	LABEL
2	1	MODEST MOUSE	Float On (Epic)	
1	2	VELVET REVOLVER	Slither (RCA/RMG)	
4	3	THREE DAYS GRACE	Just Like You (Jive/Zomba)	
3	4	INCUBUS	Talk Shows On Mute (Epic)	
6	5	DASHBOARD CONFSSIONAL	Vindicated (Vagrant/Interscope)	
5	6	SEETHER	HIMY LEE Broken (Wind-up)	
7	7	LINKIN PARK	Breaking The Habit (Warner Bros.)	
8	8	FRANZ FERDINAND	Take Me Out (Domino/Epic)	
12	9	KILLERS	Somebody Told Me (Island/DJMG)	
11	10	BLINK-182	Down (Geffen)	
9	11	SHINEDOWN	Dare You To Move (Red Ink/Columbia)	
14	12	STORY OF THE YEAR	Anthem Of Our Dying Day (Maverick/Reprise)	
13	13	SLIPKNOT	Duality (Roadrunner/DJMG)	
15	14	311	First Straw (Volcano/Zomba)	
17	15	SHINEDOWN	45 (Atlantic)	
10	16	BEASTIE BOYS	CH-Check It Out (Capitol)	
16	17	JET	Cold Hard Bitch (Atlantic)	
20	18	BREAKING BENJAMIN	So Cold (Hollywood)	
19	19	LINKIN PARK	Lying From You (Warner Bros.)	
22	20	LOSTPROPHETS	Wake Up (Make A Move) (Columbia)	
27	21	JET	Rollover D.J. (Atlantic)	
23	22	HIVES	Walk Idiot Walk (Interscope)	
24	23	SALIVA	Survival Of The Sickest (Island/DJMG)	
25	24	NICKELBACK	Feelin' Way Too Damn Good (Roadrunner/DJMG)	
21	25	MUSE	Time Is Running Out (EastWest/Warner Bros.)	
28	26	CROSSFADE	Cold (Columbia)	
30	27	ALTER BRIDGE	Open Your Eyes (Wind-up)	
29	28	YELLOWCARD	Only One (Capitol)	
41	29	HOBBASTANK	Same Direction (Island/DJMG)	
26	30	CURE	The End Of The World (Geffen)	

#1 MOST ADDED

BEASTIE BOYS Triple Trouble (Capitol)

#1 MOST INCREASED PLAYS

FRANZ FERDINAND Take Me Out (Domino/Epic)

TOP 5 NEW & ACTIVE

- NONPOINT The Truth (Lava)
- TONY C. AND THE TRUTH Little Bit More (Lava)
- WALKMEN The Rat (Warner Bros.)
- KEANE Somewhere Only We Know (Interscope)
- SNOW PATROL Run (A&M/Interscope)

ALTERNATIVE begins on Page 57.

SMOOTH JAZZ

LW	TW	ARTIST	SON	LABEL
3	1	DAVE KOZ	All I See Is You (Capitol)	
1	2	PAUL TAYLOR	Steppin' Out (Peak)	
2	3	EUGE GROOVE	Livin' Large (Narada)	
4	4	PAUL BROWN	24/7 (GRP/VMG)	
5	5	MARC ANTONIO	Mediterraneo (Rendezvous)	
7	6	MICHAEL LINGTON	Show Me (Rendezvous)	
6	7	RICHARD SMITH	Sing A Song (A44D)	
10	8	GEORGE BENSON	Softly, As In A Morning Sunrise (GRP/VMG)	
8	9	PETER WHITE	Talkin' Bout Love (Columbia)	
9	10	JOYCE COOLING	Expression (Narada)	
12	11	ANITA BAKER	You're My Everything (Blue Note/Virgin)	
11	12	BONEY JAMES	Here She Comes (Warner Bros.)	
14	13	GERALD ALRIGHT	To The Max (GRP/VMG)	
13	14	DIANA KRALL	Temptation (GRP/VMG)	
16	15	PAUL JACKSON, JR.	Walkin' (Blue Note/EMC)	
15	16	RICK BRAUN	Daddy-O (Warner Bros.)	
17	17	SEAL	Love's Divine (Warner Bros.)	
18	18	BRIAN CULBERTSON / NORMAN BROWN	Come On Up (Warner Bros.)	
20	19	WAYMAN TISDALE	Ain't No Stoppin' Us Now (Rendezvous)	
19	20	DAVE SIEGEL	In Your Eyes (Native Language)	
21	21	LUTHER VANDROSS W/ BEYONCÉ	The Closer I Get To You (J/RMG)	
22	22	RAMSEY LEWIS TRIO	The In Crowd (Narada)	
23	23	PRAFUL	Let The Chips Fall (Rendezvous)	
24	24	CHRIS BOTTI	Back Into My Heart (Columbia)	
25	25	NICK COLONNIE	It's Been Too Long (3 Keys Music)	
26	26	GERALD ALRIGHT / HESDIO ALEJANDRO	Feelin' Good (Vacilon) (Pyramid)	
27	27	MARION MEADOWS	Sweet Grapes (Heads Up)	
28	28	PATTI LABELLE	New Day (Def Soul/DJMG)	
29	29	KIM WATERS	In Deep (Shanachie)	
30	30	NÉSTOR TORRES	Maybe Tonight (Heads Up)	

#1 MOST ADDED

NDRMAN BROWN Up 'N' At 'Em (Warner Bros.)

#1 MOST INCREASED PLAYS

GEORGE BENSON Softly, As In A Morning Sunrise (GRP/VMG)

TOP 5 NEW & ACTIVE

- RICHARD ELLIOT Your Secret Love (GRP/VMG)
- PIECES OF A DREAM Ain't No Stoppin' Us Now (Rendezvous)
- RENEE OLSTEAD A Love That Will Last (143/Reprise)
- FOURPLAY Play Around It (RCA Victor)
- TORCUATO MARIANO Paula (215)

SMOOTH JAZZ begins on Page 49.

TRIPLE A

LW	TW	ARTIST	SON	LABEL
2	1	NORAH JONES	What Am I To You? (Blue Note/EMC)	
1	2	COUNTING CROWS	Accidentally In Love (DreamWorks/Geffen)	
3	3	DAVE MATTHEWS	Oh (RCA/RMG)	
4	4	SHERYL CROW	Light In Your Eyes (A&M/Interscope)	
7	5	PHISH	The Connection (Elektra/Antastic)	
8	6	BODEANS	If It Makes You (Zoe/Rounder)	
5	7	DONAVON FRANKENREITER / JACK JOHNSON	Free (Brushfire/Universal)	
6	8	LENNY KRAVITZ	Where Are We Runnin'? (Virgin)	
10	9	WHEAT	I Met A Girl (Aware/Columbia)	
14	10	FINGER ELEVEN	One Thing (Wind-up)	
11	11	MINDY SMITH	Come To Jesus (Vanguard)	
9	12	TOOTS AND THE MAYTALS	W.B. RAITT True Love Is Hard To Find (V2)	
18	13	BRUCE HORNBY	Gonna Be Some Changes Made (Columbia)	
12	14	ALANIS MORISSETTE	Everything (Maverick/Reprise)	
21	15	INDIGO GIRLS	Fill It Up Again (Epic)	
16	16	JAMIE CULLUM	All At Sea (Verve/Universal)	
13	17	BOB SCHNEIDER	Come With Me Tonight (Shockorama/Vanguard)	
20	18	MODEST MOUSE	Float On (Epic)	
17	19	STING	Stolen Car (Take Me Dancing) (A&M/Interscope)	
16	20	JOE FIRSTMAN	Can't Stop Loving You (Atlantic)	
15	21	HOBBASTANK	The Reason (Island/DJMG)	
25	22	JEM	They (AT/RCA/RMG)	
19	23	BUTTERFLY BOUCHER	Another White Dash (A&M/Interscope)	
26	24	RACHAEL YAMAGATA	Worn Me Down (RCA Victor)	
30	25	OZMOTLI	(Who Discovered) America? (Concord)	
23	26	JOHN EDDIE	Everything (Thrill Show/Last Highway)	
28	27	DIANA KRALL	Temptation (GRP/VMG)	
27	28	SCISSOR SISTERS	Take Your Mama (Universal)	
—	29	FINN BROTHERS	Won't Give In (Netwerk)	
24	30	LORETTA LYNN / JACK WHITE	Portland, Oregon (Interscope)	

#1 MOST ADDED

THRILLS Not For All The Love In The World (Virgin)

#1 MOST INCREASED PLAYS

NORAH JONES What Am I To You? (Blue Note/EMC)

TOP 5 NEW & ACTIVE

- WILCO I'm A Wheel (Nonesuch)
- SONIA DADA Old Bones (Calliope)
- TRAIN Ordinary (Columbia)
- SARAH MCLACHLAN Stupid (Arista/RMG)
- JET Rollover D.J. (Atlantic)

TRIPLE A begins on Page 61.

Publisher's Profile

By Erica Farber



JIMMY STEAL

PD, KPWR (Power 106)/Los Angeles; National VP/Programming, Emmis

In Los Angeles, where a tenth of a point is worth about a million dollars in billing, do you think a programmer feels much pressure? Just ask Jimmy Steal, PD of KPWR and VP/Programming for all Emmis stations.

Steal was the recipient of this year's R&R Industry Achievement Award for CHR/Rhythmic PD of the Year, and KPWR was voted Rhythmic Station of the Year and was a nominee for National Station of the Year. Steal personifies the successful programmer: He has passion and focus, is a strategic thinker, understands the fan base and never forgets that this is a business.

Getting into the business: "Growing up in New York, listening to radio, I realized it was a way to communicate with a lot of people, have a lot of fun and be a positive influence, and that was very attractive to me. I listened to just about everything — WABC, WNEW-FM back when it was the most incredible brand in Rock radio. The personalities exuded a persona, a confidence and a charisma that forever changed my life. When you're young and impressionable, things have a way of resonating with you that you can't let go of."

First job: "I moved to Florida and went to college at the University of Central Florida and worked at the FM station there. That was my first time behind a microphone. Oh, my God, I loved it. Turning people on to new music and having them, hopefully, hear a lyric or something that will inspire them and motivate or transform them is, to me, a privilege and a luxury. The ability to earn a living and at the same time help people transform and help the karma train get to all its destinations — it's a huge blessing to be able to do that for a living."

"My first paying job was at WXXL in Orlando, the town where I was going to college. My first job was, believe it or not, Asst. PD/MD. At that age I could talk anyone into anything. Radio was a little bit different then, but the fact that you could walk into a station without any professional experience and be evaluated on your passion alone was a very fortunate thing."

On joining Emmis: "I was working in Cincinnati. My wife is from Dallas, and her whole family is in Dallas. We always said that if a good opportunity came for me to get her back home, we'd consider it. That opportunity materialized with Nationwide, before it was bought by Clear Channel. We went back to Dallas and were very happy to be there. Clear Channel bought Nationwide, and I was overseeing its two-station cluster, KDMX (Mix 102.9) and KEGE (The Eagle), which, sadly, is no more. Less than two years into that deal a call came from Emmis — I think the first was from Rick Cummings. Here we were back in the town we wanted to be in. We'd gotten Mix to No. 3 25-54,

which it had never been in 25 years. Life was great, and then Rick called and screwed it all up!

"I tried to make the decision like I was a young jock, as opposed to a little bit of a seasoned programmer. What was going to be more fun? More of a stretch? The easy thing would have been to stay in Dallas. Fortunately, this is one of those situations where picking the hard thing worked out well. I became VP/Programming for Power 106. It wasn't VP for the chain, but it was the VP title, which helped me rationalize my move out of a very comfortable situation."

Taking on additional responsibilities: "Rick set me up very nicely for success in this position. He threw a couple of real strategic nuggets my way that helped make the balancing act a lot easier than it might have been otherwise. He said early on that having this position is about helping your people ask the right questions, as opposed to always having the answers. Asking the right questions is really how you get to the right answer. Very seldom do you have the right answer at the beginning of the equation. The really great PDs that we have in a multitude of formats, between all of us, we get to the right answer."

Programming philosophy: "People come to the radio for more than music. With the advent of Internet radio, satellite radio, iPods, cell phone ringtones and anything else you want to add to that equation, there's so much competition for people's leisure time. People come to the station for a vibe, a dose of their best friends. Any station or format solely reliant on music for shares is on a shortsighted road. The proper music and the proper positioning are just one part of the strategic hill you need to own. You really have to own the personality hill. That is something that can't be duplicated."

Why he is so successful: "First and foremost, I've learned from some of the best in the business. And great radio is great radio. It's transposable from format to format. Once you understand how radio works and how to touch people, you come to the conclusion that your job is to entertain people, not to program a radio station. Once you understand how to entertain people, all the other formats, the Radio 101 stuff, is secondary. If you keep me entertained, keep me passionate about the music and find the topical news bites of the day and present them in a way that's meaningful, memorable and compelling, there's no secret formula. It's simply focusing on those same things day in and day out."

Biggest challenge: "People's expectations, internally and externally, have a way of ratcheting up to whatever level you set. We've been No. 1 12+ and 18-34 eight books in a row. Maintaining what we already have is my biggest challenge."

State of the industry: "We could be doing better. I hear stations when I travel that are strategically on point but not particularly inspiring to listen to. That worries me. As I preach to our morning show, just because you hit all the hot topics up on the grease board and all the water-cooler topics, that doesn't mean you've had a great show. It's what you do with those things. You could talk about just one of them and hit it out of the park. I worry about cookie-cutter radio, where people say, 'We play the biggest hits X times a week, and we should be great. Let's wait for that trend to roll out in 30 days.' I worry that some in our industry think that being like other stations is the ticket."

State of records: "It's a time of tremendous opportunity. It troubled me that it took so long for the record industry to realize that their business model was morphing. The radio business model is morphing too. I want to make sure that we're cognizant of what's going on in the business so we don't make the same mistake that the music business did. They were in denial for a few years too many. A lot of labels are springing up and signing artists who got kicked off the bigger labels. Ultimately, we're headed for an incredibly healthy time. I'd like to think that this year is the bottom of the cycle for the music business. I see bright

days ahead for labels that are forward-thinking enough to understand tomorrow and not live in the past. I'm optimistic. I also feel a tremendous sense of loss for all the people we know who lost their positions. There are a lot of sad stories."

Something about Emmis that might surprise our readers: "It may sound a bit self-serving, but the things they've heard about the company from the outside are true. Jeff Smulyan and Rick Cummings are people of the highest integrity, and they do the right things for the right reasons. They get it, strategically. The best compliment you can give any job is that you don't have to waste a lot of energy on the silly stuff. You can spend the majority of your time and energy doing the stuff that makes your station thrive. That's a luxury I never take for granted. I get the privilege of having a bird's-eye view of them and [Sr. VP/Market Manager] Val Maki."

Career highlight: "If I gave you every station I've been at, I could tell you things we accomplished at each of them that hadn't been done there before. At Power, I came from a different format and culture, and I think a lot of eyebrows were raised. If that particular chapter inspired some people to stretch and view themselves and their capabilities in a different light, I'd be proud of that. I have a crew that doesn't want to be like every other radio station. That makes my job a pleasure. They're always asking, 'How about if we...?' 'How can we...?' 'What if we...?' It's a great mesh of philosophies. The crew we have in place here has expedited the station's success."

"Also, my family, my wife and two children. With all these things I've been so lucky to be a part of, I also have a wonderful family. You hear many times that one comes at the expense of the other. I'm proud that in my case it didn't."

Career disappointment: "I still prepare for that show every day that never makes it to the microphone. I wonder how my career might have unfolded differently if I had stayed on the air. I miss being on the air."

Most influential individual: "It would have to be Rick Cummings. He's the most strategic programmer I've ever met. Plus, he's so centered as a person. It's inspiring to see what he accomplishes day in and day out. And he always has a smile on his face, even on the most challenging days. I could not possibly say enough good things about him."

Favorite radio format: "CHR, when it's done right."

Favorite television show: "Curb Your Enthusiasm, The Shield and The Sopranos."

Favorite movie: "Probably Goodfellas, but there are so many honorable mentions."

Favorite song: "For a music geek, that's hard. My favorite current rock song is 'C'mon C'mon' by The Von Bondies, and my favorite current pop song is 'When It Don't Come Easy' by Patty Griffin."

Favorite book: "A great melding of spirituality and business values: *Real Power: Business Lessons From the Tao Te Ching* by James Autry."

Favorite restaurant: "Mi Cocina in Dallas."

Beverage of choice: "Vanilla latte."

Hobbies: "Music, all types. I'm a Dallas Cowboys fan through thick or thin. My children have been a great light in my life. Any more time that I would devote to hobbies is devoted to watching the twinkles in their eyes and watching them live and learn and love."

E-mail address: "jsteal@power106.emmis.com."

Advice for broadcasters: "I always come back to the idea that we are all entertainers who just happen to be in the radio business. If we stop thinking about the radio business and focus on the entertainment business and securing an unbreakable connection with our audience and putting our audience first, that will ensure the long-term health of the medium more than anything else. Focus on your talent. Focus on what makes your radio station different from, not like, other stations. The future will take care of itself."

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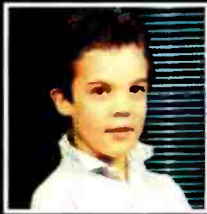


Photo by Greg Gorman

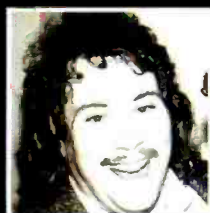
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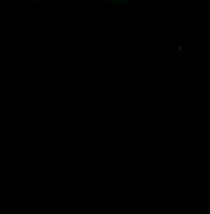
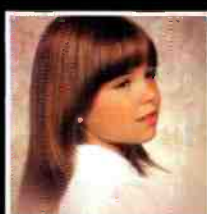
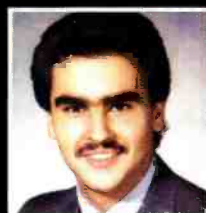
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