

RAB SPECIAL FOCUS

As The RAB2007 Conference Convenes In Dallas, R&R Devotes Expanded Coverage To Sales And Marketing

THE RACE FOR RADIO'S UNSOLD INVENTORY

SWMX And Google Lead The Charge p.15

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PLUS

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News Focus

March 1

The day Peppers Radio's KTRB/San Francisco will flip to its new format. The station—a move-in from Modesto, Calif.—is currently stunting with the "San Francisco Sound," which encompasses music from seminal Bay Area bands such as the Grateful Dead, Jefferson Airplane and Quicksilver Messenger Service, among others.

MOVERS

New Gigs For Dimick, Ebro

John Dimick, PD of Emmis hip-hop WQHT (Hot 97)/New York since 2004, joins Lincoln Financial Media as VP of programming and operations. Based in Atlanta and reporting directly to radio division president Don Benson, Dimick will oversee LFM stations in Atlanta, Miami, San Diego, Denver and Charlotte.



Dimick

Dimick served as OM for Jefferson Pilot's San Diego cluster and PD of its country KSON/San Diego before the company was sold to LFM. He has also held programming positions at WNCI/Columbus, Ohio; KPLZ/Seattle; and KISN/Salt Lake City.

WQHT APD/MD Ebro replaces Dimick in the Hot 97 PD chair.

—Hillary Crosley and Dana Hall

SHAKER

Saturn Spins To Senior VP At Epic

Fifteen years after starting out as a promotion assistant at Epic Records, senior VP of rock and alternative promotion Jacqueline Saturn is boosted to the department's top spot, senior VP of promotion, overseeing all aspects of radio promotion for the label, including long-term strategy.



Saturn

"When I started at Epic working for Harvey Leeds, he was the senior VP of promotion and I always knew I wanted that job," Saturn says. "So now here it is years later and finally [Epic president] Charlie Walk gave me the shot. It's a dream come true." —Mike Boyle

Total 2006 Radio Revenues Inch Up 1%

Nonspot revenue helped push total 2006 radio revenue up 1% over 2005 levels, but combined local, national and network advertising figures were flat last year, according to the Radio Advertising Bureau. With \$20.1 billion in total ad revenue, 2006 is radio's second flat year in a row.

Local ad sales, which represent about 80% of radio revenue, slipped 1% in 2006. National advertising grew 5% while network radio sales fell 2% year-to-year.

Radio stations continued to turn to nonspot sales to compensate for the soft ad market. In 2006, nonspot revenue grew 10% to more than \$1.5 billion.

The year ended on a positive note with a 3% fourth-quarter jump in total radio revenue and a 3% increase in combined local and national ad sales dollars over the same quarter in 2005. Driving the improvements were nonspot dollars and national revenue, which each rose by 12%. However, local revenue remained flat from September through December 2006 compared with the same period in 2005.

Sluggish growth from December is carrying over into the new year. "After scoring 5% year-over-year growth in October behind political advertising, radio revenue growth has come back down to earth in December," analyst Jonathan Jacoby wrote in a Bank of America report. Jacoby is forecasting negative 1% growth for radio this year.

As previously announced, the RAB will report quarterly radio revenue in dollars beginning with the 2007 results. —Jeffrey Yorke and MediaWeek's Katy Bachman

NUMBER CRUNCH

\$2.1B Universal Music Group's fourth-quarter revenue, which slid by 1.5%. Citing unfavorable currency movements for its overall dip, UMG reported that a 1.7% increase in digital sales and licensing income as well as settlement money from its case against peer-to-peer network Kazaa helped offset declining CD sales.	\$10K What it cost Clear Channel CHR/top 40 WFLZ/Tampa for not telling Nicollette Sheridan she was on live radio when morning host MJ Kelli phoned her on Nov. 18, 2004, to chat about the "Desperate Housewives" actress' dropped-robe scene with then-Philadelphia Eagles receiver Terrell Owens on "Monday Night Football."	94.5 The frequency of Cox Radio urban AC WCFB (Star 94.5)/Orlando, which was off-air for fewer than 12 hours on Feb. 2 after a trio of tornados in Central Florida toppled the station's 1,500-foot steel tower, crashing it atop WCFB's transmitters. A solid disaster plan had the station back on-air by the afternoon.
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Senate Panel Presses FCC On Ownership Rules

A somewhat agitated Senate panel leaned on FCC chairman Kevin Martin and four other commissioners to listen to the public's concerns before the agency issues new regulations on media ownership. Sen. Byron Dorgan, D-N.D., told Martin that "the market from time to time needs a referee and that's the job of the FCC." At another point during the Feb. 1 Senate Commerce Committee hearing, Dorgan said emphatically, "You shouldn't start ownership issues until you finish localism hearings." Dorgan, a longtime critic of media consolidation, voiced concern about corporate media's perceived lack of commitment to localism.

Sen. Barbara Boxer, D-Calif., who shares Dorgan's concerns, reminded the FCC panel it is its duty to "protect the public interest. Period. Media companies sometimes forget that they are not the owners of the spectrum." She also fired at Martin over lost ownership studies conducted by the FCC nearly three years ago but hidden from public view until last September, when they surfaced after former FCC staffers revealed their existence. The studies showed that consumers were getting less local news after radio and TV stations were consolidated by large companies. —Jeffrey Yorke

ON THE WEB

New Hosts For 'El Vacilón'

WSKQ (Mega)/New York recruits Juan Carlos and Frankie Jay as co-hosts for the Spanish Broadcasting System tropical station's "El Vacilón de la Mañana" morning show. They replace Luis Jiménez, who signed with Univision Radio after his SBS contract ended and renegotiations failed at the end of last year. Carlos has worked at WPAT (Amor)/New York and WNUE (La Nueva Mega)/Orlando; Jay arrives from WYXY (La X)/Puerto Rico.

Former Jiménez sidekick Moonshadow is under contract with SBS until the end of 2007 but is not currently on the air, according to SBS/New York GM Frank Flores.

But eight of the 10 "El Vacilón" crew members (known as Los Mequetrefes) remain with the show, which finished first 12+ in the fall 2006 Arbitron. "The format stays the same, and so far the audience's reaction has been incredibly favorable," Flores says. "The clients and the audience love the seamless change we've had." —Jackie Madrigal



Juan Carlos, left, and Frankie Jay

CBS Goes Green In D.C.

CBS Radio launches its first "environmentally friendly" station as classic rock WARW (94.7 the Arrow)/Washington converts to triple A as 94.7 the Globe. Positioned as "world class rock," the station will soon add well-known local on-air talent, such as Weasel, Schelby, Cerphe and Mark Stevens. Meanwhile, the search is on for a new PD in the wake of Max Dugan's recent departure.

In addition to supporting events such as Earth Day and promoting recycling, tree planting and "green" products, the Globe will switch to renewable energy sources to power its transmitter and use hybrid vehicles for its station fleet. —John Schoenberger

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WTVR Richmond

KUMU Honolulu

KISC Spokane

KOIS Lafayette

WJCK Jackson

WFPG Atlantic City

KKBA Corpus Christi

WYSF Birmingham

KVLY McAllen

KWAV Monterey

WMXC Mobile

WHLG Ft. Pierce

KVKI Shreveport

WHUD Newburgh

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Journal Realigns Top Managers

As part of a management realignment, Journal Communications has promoted Steve Wexler to executive VP of TV and radio operations. Wexler adds responsibility for Journal's Knoxville radio market. Meanwhile, Jim Prather, who holds the same title, adds oversight for the company's Boise, Idaho, TV and radio market.

Executive VP Carl Gardner, who has been working with Journal's Web teams to launch sites and revenue initiatives, now has responsibility for that business across all Journal broadcast markets. He continues to oversee the Milwaukee; Green Bay, Wis.; and Lansing, Mich., clusters.

Finally, Jim Thomas is named VP of marketing, programming and new-media development. —Jeffrey Yorke

Capitol Music Group Names Execs

Lee Trink and Jeff Kempler, Jason Flom's chief lieutenants at Virgin Records, have been named to top spots at the new Capitol Music Group.

Trink, formerly executive VP/GM of Virgin, takes the title of CMG president; Kempler, previously executive VP for Virgin, is named COO. Both report to Flom.

CMG formed from the recent merger of EMI Music's Capitol and Virgin labels in the United States. The new structure is a front-line pop, rock and urban label group that comprises the Capitol Records and Virgin Records imprints.

Virgin recruited Trink in January 2006 and Kempler in October 2005.

—Brian Garrity, *Billboard*

Report: Web Sites Increase Radio's Reach

New analysis released by the Media Audit says that radio station Web sites, when aggregated, are beginning to have an impact on increasing the overall reach of a station cluster in a local market.

The report's findings are based on a study conducted in 84 U.S. markets between spring 2005 and winter 2006. The study aggregated data on radio Web sites visited in the past month for each market and calculated the unduplicated net reach of the radio station cluster and its Web sites.

According to the analysis, Clear Channel's Daytona Beach cluster was the highest-rated radio site cluster in the country with 12% of local adults visiting one of its sites in the last month. Additionally, 23.1% of adults in Daytona Beach listen to a Clear Channel radio station "most often." When that figure is combined with Web site users, the cluster reaches 27% of adults in the market. The incremental reach of the cluster Web sites is almost 18,000 adults.

Rounding out the top 10 radio Web site clusters are Clear Channel/Tampa-St. Petersburg; Clear Channel/Minneapolis-St. Paul; Entercom/Buffalo; Clear Channel/Denver; Clear Channel/Cincinnati; Clear Channel/Columbus, Ohio; Clear Channel/San Antonio; ABC Radio/Minneapolis-St. Paul; and Emmis/Austin. —Alexandra Cahill and Mike Boyle

Hess To Program D.C.'s 'Team'

Twenty-nine-year programming veteran Bill Hess has been given additional responsibilities at Clear Channel's Washington cluster as PD for sports WTEM. Hess is already PD at AC sister WASH-FM and also oversees programming for co-owned D.C. news/talkers WTNT and WWRC.

At WTEM he replaces Tod Castleberry, who exited last year to join crosstown Red Zebra Broadcasting.

"We've had great success as a team at WASH and I'm looking forward to the same experience with SportsTalk 980 and with our conservative and progressive talkers," Hess says. —Al Peterson



Hess

First Broadcasting Recruits Dunphy

Twenty-five-year radio vet Bob Dunphy joins First Broadcasting in the newly created position of senior VP of station operations. Dunphy, the company's highest-ranking station operations executive, reports directly to CEO Gary Lawrence.

The Dallas-based radio owner has also retained Jay Meyers, managing director/COO for financial and operations consultancy Cavalry Media Services, as senior station operations consultant.

Dunphy most recently served as VP/market manager for 16 Clear Channel stations in Northwest New Jersey and the Hudson Valley/Poughkeepsie region of New York state. Meyers' radio career spans 35 years and includes a nearly decadelong stint with Clear Channel predecessor Jacor. —Susan Visakowitz

Denberg Appointed KGSR Content Manager

After 16 years as PD of KGSR/Austin, Jody Denberg takes on the newly created position of content manager for the Emmis triple A outlet. Denberg will oversee all musical, artistic and interactive content for KGSR, kgssr.com and the station's as yet unlaunched HD2 channel. He continues as KGSR afternoon host.



Denberg

"Jody Denberg provides the artistic vision for KGSR."

Emmis Austin VP/market manager Scott Gillmore says, "This position will allow Jody to concentrate on bringing this musical vision to more music lovers." —John Schoenberger

Waters Wins Market Manager Title At CBS Radio/Phoenix

CBS Radio promotes Phoenix director of sales Mark Waters to market manager, replacing Marco Camacho. Waters will oversee country KMLE (Country 108) oldies KOOL and talk KZON (Free FM). Camacho served as market manager since April 2006.

"This is a once in a lifetime opportunity. I'm surrounded with talent and hope to keep building on top of that," Waters says.

A Phoenix native, Waters joined the cluster in November 2006 as director of business development but was quickly appointed director of sales. Prior to joining CBS, Waters worked at crosstown rhythmic KKFR when it was owned by Emmis Communications. —R.J. Curtis



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Mason Interim PD At KDND

Former WHYI (Y100)/Miami PD Dan Mason and embattled Entercom CHR/top 40 KDND (107.9 the End)/Sacramento have agreed to help each other out. The End needs some TLC in wake of the water intoxication death of contestant Jennifer Strange and the subsequent termination of PD/station manager Steve Weed and nine other staffers. Mason will temporarily relocate to Sacramento to oversee the End's programming, but will simultaneously continue to explore other options. —*Kerin Carter*

MOVERS

American Urban Radio Networks president E.J. "Jay" Williams Jr. steps down after seven years to start his own consultancy, the Jay Williams Group . . . **Dave Einstein**—



Williams

most recently VP of promotion for the RCA Victor Group—has been appointed head of adult radio promotion for Commercial Music Group, a newly formed division of Sony BMG. CMG includes the Legacy, Burgundy and Masterworks labels . . .

Concord Music Group senior director of A&R Collin Stanback is now VP of A&R for the group. He joined Concord Records in 2005 . . . **Industry vet** Reed Bunzel joins American Media Services as president of its newly formed AMS-I division, which works with radio stations on Internet streaming and site building . . . **Sirius Satellite Radio** director of public relations Elise Brown exits after six years.

SHAKERS

Virgin Urban executive VP Lionel Ridenour exits after three years. Ridenour previously spent 10 years at Arista Records . . . **CBS Radio** adult hits WCBS-FM/New York account exec Adam Pullman joins sports sister WFAN as national sales manager . . . **Mike Bailey** and John McCracken join EMI-Manhattan as A&R directors. Bailey will work with Manhattan and Back Porch's mainstream, rock and Americana artists; McCracken will deal with Manhattan's classical crossover artists and Broadway releases . . . **Salem/New York** senior account executive Tamela Kay Maxwell becomes general sales manager for the cluster, which includes Christian talkers WMCA and WWDJ . . . **CBS Radio** classic hits KLTH/Portland, Ore., general sales manager Gus Farah segues to triple A sister KINK for similar duties, replacing Larry Blumhagen, who is now at rhythmic AC sister KFRC/San Francisco. Meanwhile, CBS/Portland national sales manager Pam Mudge replaces Farah at KLTH.

Business Briefing

Clear Channel Pushes To Close Equity Deal

Clear Channel is nudging its largest shareholders to embrace the \$37.60 per share offer lodged Nov. 16 by Bain Capital Partners and Thomas H. Lee Partners. Shareholders were sent definitive proxy materials and other company info explaining the offer's advantages.

Clear Channel has also set a March 21 meeting for shareholders to consider and vote on the proposed agreement. Shareholders of record on Jan. 22 will be entitled to vote.

"The merger that we are recommending you approve resulted from a detailed review by your board of directors of strategic alternatives available to the company and a thorough process launched specifically to enhance shareholder value," a company letter to shareholders said.

But a number of major shareholders are not convinced. Fidelity Management & Research, which owns 11% of outstanding Clear Channel shares, intends to vote against the bid, according to published reports. —*Jeffrey Yorke*

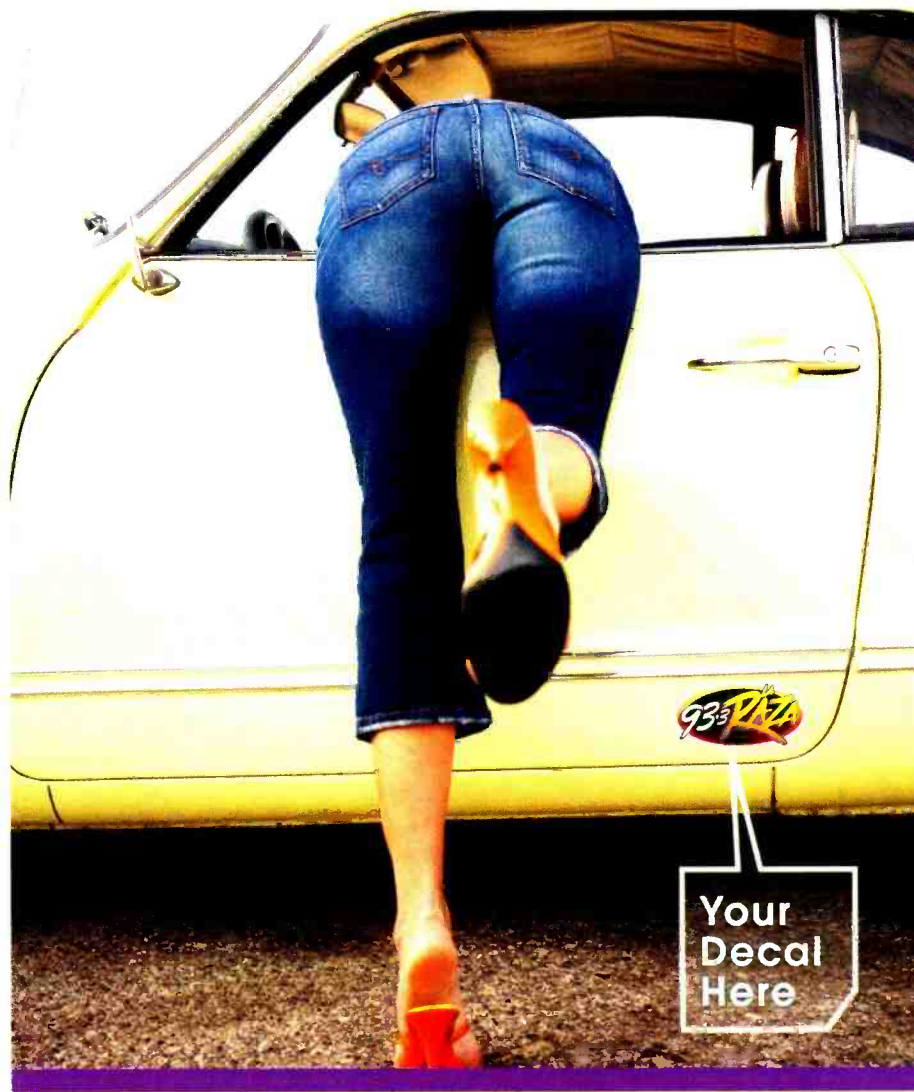
New Deal For Toyota And XM

New Toyota and Lexus vehicles made in America will continue to offer factory-installed XM Satellite Radio receivers in all models through 2017. The deal extends an agreement already in place and fortifies Toyota's expectations that it will build more than 1 million vehicles with XM receivers by 2010.

The deal with Toyota came a day after Honda Motors, which also manufactures the Acura line, extended a similar agreement to install XM receivers in its vehicles through 2016. —*Jeffrey Yorke*

Waldens Sell Oregon Stations

After nearly 21 years of owning and operating radio stations in Oregon, Columbia Gorge Broadcasters' Greg and Mylene Walden have sold their five radio stations—country KHR-AM, hot AC KCGB, talk KACI-AM, oldies KACI and classic rock KMSW—to Bicoastal Columbia River, which owns stations in Oregon, Washington and Northern California. Greg Walden, the only sitting U.S. congressman to own radio stations, says it was time to sell because his congressional duties are taking more of his time. —*Mike Boyle*



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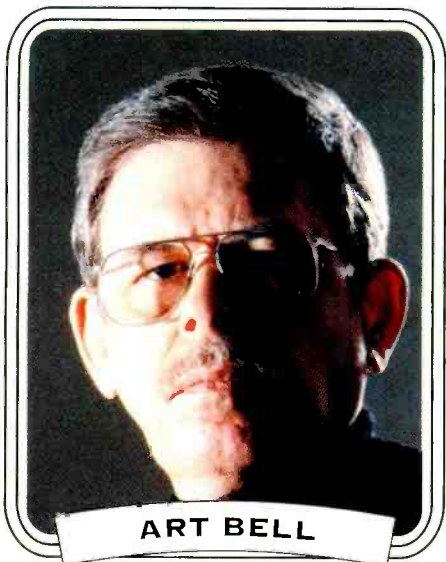
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TALK RADIO SEMINAR

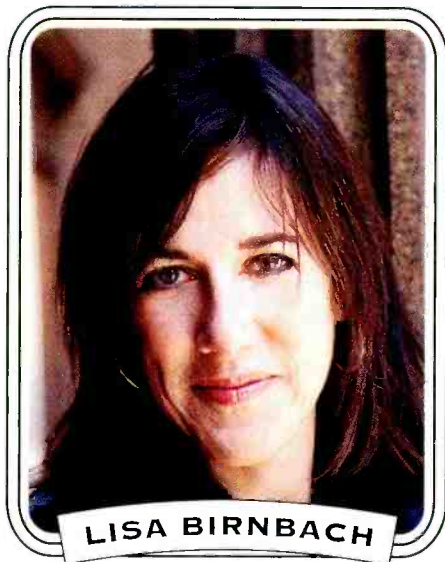
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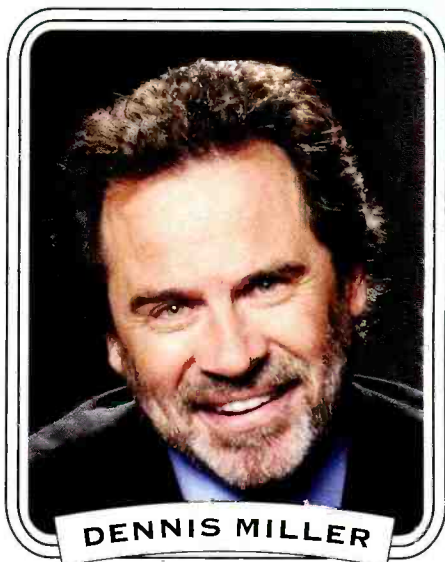
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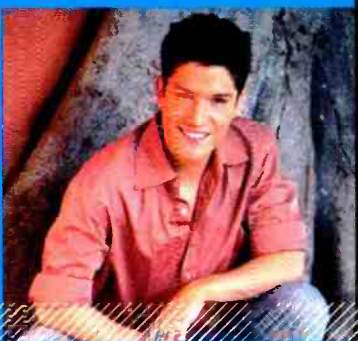


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R&R NO.1

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FRANKIE NEGRON TOPS TROPICAL FOR THE FIRST TIME SINCE NOVEMBER 1998, AS "NO VUELVO CONTIGO" BECOMES HIS FOURTH CAREER NO. 1.



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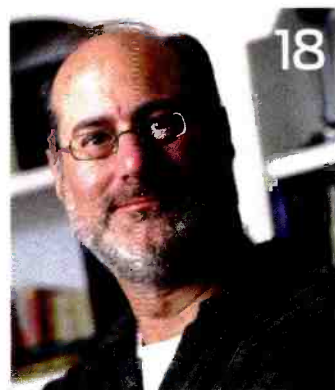
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February 12
Find out more about how Emmis/New York is serving its clients.
▶ [Click on "Urban/Urban AC" Under Format News](#)

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February 13
Watch the final chapter of our exclusive video footage from R&R's Millennium Marketing Round Table.
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February 14
Hurry! Time is running out to get discounted room rates for R&R's Talk Radio Seminar 2007.
▶ [Click on Conventions](#)

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February 15
Check out an expanded profile of Dallas, market No. 5.
▶ [Click on Headlines](#)

F

February 16
Deeper as-it-happens news coverage, more exclusives.
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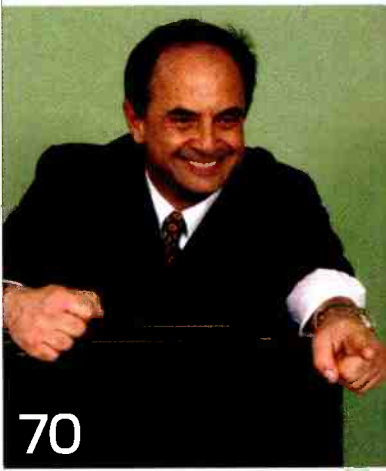
'We've gotten far too corporate. We've gotten strangled by rules and regulations and too much influence from Wall Street. It doesn't allow time for creativity to incubate.' p.11

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President & Publisher Erica Farber
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MARKET SNAPSHOT:



DALLAS

The Dallas city council recently unveiled the "Forward Dallas!" development plan, which establishes 2030 growth targets of 220,000 new households and 400,000 new jobs along with the basis for new zoning capacity to achieve these targets.

POPULATION: 4,838,600

RADIO MARKET RANK: 5

DEMOGRAPHICS:*

	TOTAL 75-MARKET POPULATION %	DALLAS ARBITRON METRO %	INDEX
AGE 18-24	13%	13%	103
AGE 25-34	18%	21%	118
AGE 35-44	20%	23%	112
AGE 45-54	19%	19%	100
AGE 55-64	14%	12%	91
MALE	49%	50%	102
WHITE	83%	82%	99
AFRICAN-AMERICAN	12%	13%	112
HISPANIC ORIGIN	14%	23%	157

NO. OF RADIO STATIONS: 43

RADIO OWNERSHIP:

OWNER	NO. OF STATIONS	RATINGS SHARE**
CBS RADIO	1 AM, 5 FM (6)	15.1%
CLEAR CHANNEL	5 FM	14.5%
UNIVISION	1 AM, 4 FM (5)	10.9%

FORMATS: 5 N/T, 5 country, 4 regional Mexican, 2 sports, 2 urban AC, 2 classic rock, 2 classic country, 1 CHR, 1 urban, 1 rhythmic, 1 AC, 1 hot AC, 1 rhythmic AC, 13 other

RATINGS LEADERS:**

STATION	FORMAT	AQH SHARE 12-PLUS
KHKS-FM	CHR	5.1
KKDA-FM	URBAN	4.9
KESS-FM	REGIONAL MEXICAN	4.9
KBFB-FM	RHYTHMIC	4.3
KLUV-FM	OLDIES	3.9
WBAP-AM	N/T	3.9

INTERESTING FACT:*

In the past 30 days, 6% of Dallas-Fort Worth metro residents visited a radio station Web site, the same percentage as those who visited a local TV station Web site in that time frame.

*Source: Scarborough Research 2006
**Source: Arbitron Fall 2006 Report

Entertainment, Telecom Top Dallas Radio Advertisers



AT&T, which recently acquired Cingular, was radio's top advertiser in the Dallas-Fort Worth market in fourth-quarter 2006, outspending No. 2 Walt Disney Co. by roughly \$1 million, according to local radio ad revenue compiled by Nielsen Monitor-Plus. Telecom ad spending is expected to continue strong into 2007. Entertainment, typically one of radio's top ad categories, accounted for three of the top 10 radio ad buyers in market No. 5: Disney, News Corp. and Time Warner. Spots for TV's November sweeps were a likely contributor. General Motors is the only manufacturer in the shaky automotive category, although national car dealership AutoNation is also among the market's top local radio advertisers, spending more than \$1 million in the quarter. —Paul Heine and Mediaweek's Katy Bachman

Top Dallas Radio Advertisers (Dollars) PERIOD: OCT. 1-DEC. 31, 2006

PARENT COMPANY	SPOT RADIO (\$)
AT&T	\$2,255,846
WALT DISNEY CO.	\$1,294,959
BERKSHIRE HATHAWAY	\$1,175,997
NEWS CORP.	\$1,137,819
AUTONATION	\$1,095,205
NATIONAL AMUSEMENTS	\$1,060,372
TIME WARNER	\$1,032,933
SAFEWAY	\$1,021,280
GENERAL ELECTRIC	\$1,018,830
GENERAL MOTORS	\$950,865

Top Dallas Radio Advertisers (By Units) PERIOD: OCT. 1-DEC. 31, 2006

PARENT COMPANY	SPOT RADIO (UNITS)
AT&T	12,379
BERKSHIRE HATHAWAY	9,024
AUTONATION	7,472
WILLIAM PITT INC.	6,496
WALT DISNEY CO.	6,034
NEWS CORP.	5,794
NATIONAL AMUSEMENTS	5,253
TIME WARNER	5,233
GENERAL MOTORS	5,109
TEXAS, STATE OF	5,060

SOURCE: Nielsen Monitor-Plus

Transactions at a Glance

Multicultural Radio Broadcasting's KQTL-AM/Sahuarita, Ariz., to One Mart for \$1.5 million . . . Broadcast Entertainment's KICA-AM and KKYC-FM/Clovis, N.M., KMUL-AM and KICA-FM/Farwell and KMUL-FM/Muleshoe, Texas, to Tallgrass Broadcasting for \$1.25 million . . . Greenrose Broadcasting Services' WWPR-AM/Bradenton, Fla., to Vidify Media for \$452,000 . . . Columbus Broadcast's WJFJ-AM/Tryon, N.C., to AsTrakel International's Columbus, N.C., Radio for \$320,000.

Deal of the Week

KJTA-FM/Flagstaff, Ariz.; WJTY-FM/Lancaster, Wis.; WJTF-FM/Panama City, Fla.; WJTG-FM/Fort Valley, Ga.; and KJTY-FM/Topeka, Kan.

PRICE: \$2.5 million TERMS: Asset sale for cash

BUYER: Family Life Communications, headed by president Randy Carlson. Phone: 520-742-6976. It owns 14 other stations.

SELLER: Joy Public Broadcasting, headed by president/director Lowell Bush. Phone: 608-723-7888

BROKER: John Pierce & Co.

FORMAT: Religious; religious; religious; Christian; Christian

2007 Deals to Date

Dollars to Date:	\$123,662,021	(Last Year: \$2,949,508,853)
Dollars This Quarter:	\$123,662,021	(Last Year: \$2,949,508,853)
Stations Traded This Year:	100	(Last Year: 118)
Stations Traded This Quarter:	100	(Last Year: 118)

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Reflections on nearly four decades in radio: 'It's time to leave a cup of water at the well for the next generation'

Walt Tiburski's Exit Interview

Ken Tucker

KTucker@RadioandRecords.com

Call it an exit interview, a chance to reminisce or an opportunity to learn from one of the masters. On Feb. 1, his first official day of retirement from the business, 38-year radio veteran Walt Tiburski talked to R&R about the medium's past and future. "It's time to leave a cup of water at the well for the next generation," he says. ■ Tiburski, who spent the last two years with Renda Broadcasting's Fort Myers cluster, first as director of sales and then as market manager, is best-known as part of the team that brought once highly regarded rocker WMMS/Cleveland to life in the early '70s. He started at well-known Cleveland AM WIXY (1260) in 1969 and moved to 'MMS in 1972. Once there, he quickly rose through the ranks, eventually becoming GM of the station. He has also owned stations (with Anthony Ocepek he ran WIN Communications) and has managed stations for Infinity, Clear Channel and Shamrock, among others. ■ Long before the Wolf and the Bone and the Fox and the Rooster, WMMS was "the Buzzard." The bird was hatched in an effort to set the station apart during a time when FM radio was beginning to move to the forefront.

John Gorman, who Tiburski calls "one of the most brilliant programmers ever," and Tiburski were both fans of a hippie-era poster that showed two buzzards in conversation. "Patience my ass," one says to the other, "let's go kill something."

"John really wanted to work on the psyche of the competition," Tiburski says. The Buzzard had landed.

"That was an early era of branding," Tiburski says. "We didn't know that—we didn't have all the fancy marketing terms—we just knew that from an image standpoint we needed something that would distinguish us from the alphabet soup of call letters and numbers. It gave life and animation to the call letters and the station," he says.

The Buzzard eventually morphed into a friendlier creature whose image was adapted to promote everything from the Cleveland Orchestra to rock concerts to summer at the beach.

But WMMS, which at its peak was pulling in 20-plus shares, was more than an ahead-of-its-time logo and brand. It was well-programmed, had an aggressive approach to music and a stellar lineup of jocks

and was part of the community, which Tiburski says is key, even today. "If you're involved in community service activities and generally get involved embracing various causes and needs, the bucks come later," he says. "We still have an obligation to serve the public's various needs and interests, and to run public service announcements and to be involved in community activities. I don't think stations are doing that enough. They're selling that minute rather than give it to the local Red Cross."

'Lose The Carpetbagger Image'

Once a station is identified as a contributing member of the community, it will reap the rewards. "You lose the carpetbagger image and you become truly a friend," he says. "That still can be done today. If stations would do that, I think they'd have a lot more success than [they are] just following the formulas and the basic things that a lot of them are doing now."

Tiburski sees similarities between WMMS and WWGR (Gator Country), a country station he

'We used to have a slogan at 'MMS: "We're No. 1 because we're not afraid to take chances." That said it all then, and it says it all now.'

—Walt Tiburski



oversaw in Fort Myers. "Gator Country was built on quality programming, being user-friendly, being genuinely involved in its community and, most importantly, strictly limiting the commercial load. [There is] great integrity with how the station is sold and presented." (In the fall 2006 Arbitron survey, WWGR was No. 4 12+ and No. 1 25-54, posting a 5.8 share in each demo.)

"The station has a relationship with its audience that I've not seen since the 'MMS days," Tiburski says. "[PD] Mark Phillips has done a job heads above what these other stations are doing, and he does it with grace and real commitment."

The station's brand also comes into play. "Instead of a buzzard, they've got a gator," Tiburski says. "They're starting to stretch out and personify it and use it in different ways."

Likewise, there's a parallel when it comes to the station's jocks. "The announcers are your friends," he says of the WWGR staff, although he could be talking about WMMS in its glory days. "They come into your car, your home. They're involved with the listener. There's a relationship. If you can get that done, then you have really accomplished something."

Creativity Incubation

The live and local relationship is something that can and should be done today, but isn't in many cases, Tiburski says. "We've gotten far too corporate. We've gotten strangled by rules and regulations and too much corporate influence from Wall Street. It doesn't allow the incubation. 'MMS had time to incubate—creativity was allowed to incubate."

Tiburski sees a correlation. He says Renda president Tony Renda "provided the opportunity for [WWGR] to incubate. Independent, direct ownership, combined with a commitment and a belief and a vision, helped that station get to where it is now."

Tiburski thinks there's room for improvement on the sales side as well. When he joined Malrite-owned WMMS it was as an account executive. "Within five years I was general manager," he says. "Malrite, at that time, was exploding. There was so much room for upward growth. That fueled people ... to create and grow and develop." That's not the case today, he says. "Many account executives, many people, don't feel like there's any upward movement. They feel stifled, they don't feel challenged, and they don't feel appreciated. That has to change."

"Take more time to appreciate your people and also allow those people to grow more," Tiburski advises today's managers.

If you think that Tiburski is down on the future of radio, you're wrong. "There are new challenges. Radio's got a lot of room to grow."

"You're only going to sell so many spots," he continues. "[Radio needs] to focus on developing the new revenue streams," he says, citing the Internet and other new media as opportunities.

"We used to have a slogan at 'MMS: 'We're No. 1 because we're not afraid to take chances.'" Tiburski says. "That said it all then, and it says it all now."

R&R



Don't Drink The Water



Oops . . . too late! Looks like there's something magically fertile in the water supply down Norfolk way, as evidenced by the dueling pregnancies on the morning show at Max Media country **WGH-FM (97-3 the Eagle)**. Here now to explain this whole thing scientifically is OM/part-time gynecologist **John Shomby**: "Our morning show, **Jimmy Ray Dunn**—actually, his wife, **Julia**—and co-host **Jen Lewis** were both due in January. Jen had her baby, **Annalise**, last Tuesday; less than a week later, Julia gave birth to **Brady William**," he says. "I'm really glad our morning show

was thoughtful enough to have all this going on during the fall book." While Lewis is on maternity leave, Dunn will be joined by an array of artists filling in as co-hosts: **Little Texas**, **Sarah Buxton** and **Donovan Chapman** are up first, followed by **Carolina Rain**, **Dusty Drake**, **Jimmy Wayne**, **Danielle Peck** and **Jake Owen**.

Amazing epilogue: "But wait!" Shomby yells. "On top of all this, my daughter just found out that she's having identical twins this summer. Whatever was in the water transferred to her," he theorizes.

Formats You'll Flip Over

Citadel classic rocker **KBZU (96.3 the Buzzard)**/Albuquerque has made the flip to FM talk as "96.3 the Buzz." The good news (other than

being able to cut their old Buzzard decals in half) is that Premiere's **Bob & Tom** will remain in mornings, book-ended by the syndicated **Opie &**

Anthony in afternoons. Bob & Tom's local producer, **Erik Gee**, now gets his own show, "The BFD With Erik Gee," weekdays from 10 a.m. to 1 p.m. New addi-

tions include Westwood One's **Don & Mike** from 1 p.m. to 5 p.m., and Westwood One's **Tom Leykis** from 8 p.m. to midnight. The syndicated

"Nights With Alice Cooper" moves from nights to overnights, and the Buzz has signed up to carry WWI's new **Dennis Miller** show when it debuts March 12.

Label Love

Universal Republic senior VP of promotion and artist development **Joel Klaiman** bolsters his staff with some promotions and new additions: **Alisa Applegate** is upped from West Coast regional rep to associate director of rhythm/West Coast, and **Toby Russell** is promoted from Southeast regional to head of triple A. Two new faces have also joined the family: **Risa Matsuki** is Universal Republic's new West Coast regional, while **Marilyne LeCointre** joins as Florida-based regional rep.

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The Programming Department

■ After three years at the helm of urban AC **KHHT (Hot 92 Jamz)**/Los Angeles, **Mike Marino** is giving up the PD reins to focus full-time on his prep service, BitXChange. "His prep service has really taken off," Clear Channel/L.A. president/market manager **Greg Ashlock** tells Street Talk. "He's been an incredible asset to us, and he'll remain at Hot to help us find his replacement."

■ After 11 years with the same Fresno frequency, PD **Mike Yeager** has left the building at Peak Broadcasting AC **KWYE (Y101)**/Fresno and progressive talk sister **KFPT-AM**. The move comes about a month after Peak acquired KWYE from CBS Radio and flipped it from top 40 to AC, blowing out the entire airstaff—with the exception of Yeager. Also out: **Drew Vertiz**, the promotion director of both stations. Yeager joined the station when it was country **KRBT**. Later, it became hot AC **KVSR** before morphing to top 40 about four years ago. Find Yeager at 559-259-7817 or mlyeager96@hotmail.com.

■ In a related tale, former **KWYE** morning show cast member **Nikki Thomas** has joined market-leading monster **KATM (Cat Country 103)**/Modesto, Calif., as MD/night jock.

■ **Neal Mirsky** has left his dual-armrested chair at Saga/Springfield, Mass., as his contract isn't renewed—he was OM/PD of classic rocker **WAQY (Rock 102)** and OM of active rock **WLZX (Lazer 99.3)**. Saga is now looking for a new Rock 102 PD.

■ **Nevin Dane**, PD/afternoon dude at hot AC **KKQK (Q98.5)**/Omaha, frees up a nice chunk of his broadcast day by surgically removing his MD stripes and attaching them to midday goddess **Marissa**.

■ **Smack Taylor** resigns as MD/afternoon host at active rock **WTPT (93.3 the Planet)**/Greenville, S.C.

■ So we now know the mysterious destination of **Brett Andrews**, who announced that he was voluntarily giving up the tinsel and glamour of Wichita, where he has been interim PD/morning dude at CHR/top 40 **KZCH (Channel 96-3)**—it's Vegas, baby! Andrews will head west on Feb. 12 to take over afternoons at rhythmic **KVEG (Hot 97.5)**/Las Vegas. That shift has been available since **JNoise** moved to mornings.

Andrews' last day in Wichita was made even more special when he proposed to his girlfriend (and fellow Channel 96-3 staffer) **Sonny on the Streets**. In an extremely emotional exchange for both of them, Andrews asked Sonny, who he called "the love of my life," to marry him. By the way, she immediately said yes. We wish the happy couple nothing but the best as they embark on their exciting new life.

■ Enjoy this crapload of Louisiana stuff, courtesy of our friends at Citadel. First off, **Sig**, the morning guy at **KKND (Rockin' Country 106.7)**/New Orleans and PD of adult hits **KRDJ (Red 93.7)**/Baton Rouge, has left the world of radio to join Rehege Entertainment. Back in New

Orleans, cluster production director **Jason Ginty** adds PD stripes for **KRDJ**—he's no stranger to the programming universe, having run **WRNO** back in the day. In his first official act as PD, **Ginty** blew up **KRDJ**: "We've repositioned the station and targeted it at Lafayette, La.—the signal is awesome there. We're classic rock now as 'Rock 93.7,'" he says. Satellite/terrestrial mutants **Opie & Anthony** have taken over mornings.

■ **Josh Strickland** is now pounding a 55-gallon drum of caffeine each morning. Why? Well, in addition to his day job as interim PD/MD/afternoon dude at Citadel top 40 **WHTS (Hot 105.3)**/Grand Rapids, Strickland has now been permanently handed the keys to top 40 sister **WJIM** in lovely Lansing, Mich., filling the void created by OM/PD **Dan Kelley's** budget-related departure last week. Feel free to contribute to Strickland's heavy to-do list at 616-855-8318 or josh.strickland@mail.citcomm.com.



Quick Hits

■ CBS Radio's recently reformulated station formerly known as **WNEW**, AC **WWFS (Fresh 102.7)/New York**, has hired its first Fresh personality: **Mike Perry**, for your drive home. Perry, a Long Island, N.Y., native, has spent the past decade at classic hits **WOLL/West Palm Beach**. He begins his 3 p.m.-8 p.m. shift on Feb. 12.

■ Meanwhile, down in Baltimore, CBS FM talker **WHFS** debuts its new KMS morning show, featuring market fixtures **Kirk McEwen** and **Mark Ondayko**, deeply loved for their many fine years across the street in mornings at active rock **WIYY (98 Rock)**.

■ **Ed Lover** moves from afternoons to join the morning show at urban **WWPR (Power 105.1)/New York**, teaming up with **Egypt** and **Ashy** as of March 1.

■ Using parts found around the house, **Rick "Champion of Breakfast" Shockley**, PD/morning guy of AC **WEAT (Sunny 104.3)/West Palm Beach**, has located his new afternoon jock: Please welcome the familiar face of **Ted Noah**, most recently seen in part-time/swing at Sunny and at Metro Traffic. The shift's been open since **Tim Byrd** up and resigned last year.

■ It's a radio reunion for **Steve Harvey** and **Nautica de la Cruz**, who once rode together at the former **KKBT (100.3 the Beat)/Los Angeles**. Harvey's syndicated show, now based in New York, is carried at crosstown urban rival **KOAY**, and De La Cruz has joined **KDAY** as Harvey's local co-host, handling news, weather and traffic. The move reunites De La Cruz with Harvey and co-host **Shirley Strawberry**.

■ So now we know where ex-**KOMP/Las Vegas** afternoon guy **Oick Dale** is headed: Kansas City, where he will take over mornings at alternative **KRBZ (96.5 the Buzz)**, teaming up with **Jessica Chase**, who's inbound from the morning co-host chair at **WYBB (98X)/Charleston, S.C.** The new duo will replace **Afentra & Slimfast**, now part of the afternoon show on both the Buzz and **KN00 (107.7 the End)/Seattle**.

■ **Vince Marotta** leaves the morning co-host chaise lounge at "The Morning Ritual" on **KEOJ (103.9 the Edge)/Phoenix** for a gig at a sports station in the market. Edge PD **Bruce St. James** is now actively looking for a "new No.

2" to back **Chuck Powell**—thereby answering the burning question, "Who does No. 2 work for?"

■ Bonneville/St. Louis has imported a bunch of new folks to populate rhythmic AC **WMVN (MOVIN 101.1)** and adult hits **WARH (106.5 the Arch)**: **Steph Duran** will anchor the new MOVIN morning show. Duran previously spent five years on the morning show on crosstown **KYKY**. MOVIN MD **Jill Devine** (no, not a porn star name) takes over middays. Devine spent many years across the street at **KSLZ** and was a member of the morning show on MOVIN's previous incarnation, **WVRV (101.1 the River)**. New to afternoons is **Mysti Cox** (no, not a porn star name) who segues from **KHMX/Houston**. Cox previously spent five years in middays at **WNOU/Indianapolis**. MOVIN nights will now be controlled by **Raven Rush** (no, not a porn star name), inbound from **KJMM/Tulsa**. Across the hall at the Arch, **Eric Schmidt** (possibly a porn star name), former-

ly of **WVRV** and **KPNT**, joins for nights, and **Chuck Dee** of **WGRD/Grand Rapids** joins for overnights.

■ **Tara Henson** has joined **Steve O'Brien** and **Jeff "Magic Man" Roberts** for mornings at AC **KMGL (Magic 104.1)/Oklahoma City**. She replaces **Stacy Barton**, who recently left to pursue something. Brace yourself for the show's amazing new name: "Steve, Tara & the Magic Man." Thank you. A radio rookie, Henson has plenty of experience working with non-housebroken animals—since 1991 she's served in the marketing and public relations department at the Oklahoma City Zoo & Botanical Garden.

■ After a nine-month hiatus, Miami radio legend **Footy**, famous for his 28 years at **WHYI (Y-100)** and his annual "Wing Ding," is ready to don the headphones once again: Señor Footy has landed himself a Saturday-morning talk show on Clear Channel talker **WIOD-AM**.

Condolences

We are saddened to report the sudden death of **Shawn Austin**, aka **Mic Lord**, morning co-host on urban **WOWI/Norfolk**. Austin was a local rapper who was invited to join the **Boodah Brothers'** morning show in 2004 by **DJ Law** and **Big B**. Austin was 38.

Condolences to **WRCH/Hartford** PD **Allan Camp**, whose father, **Clifford**, passed away Jan. 31.

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Brian Cooley
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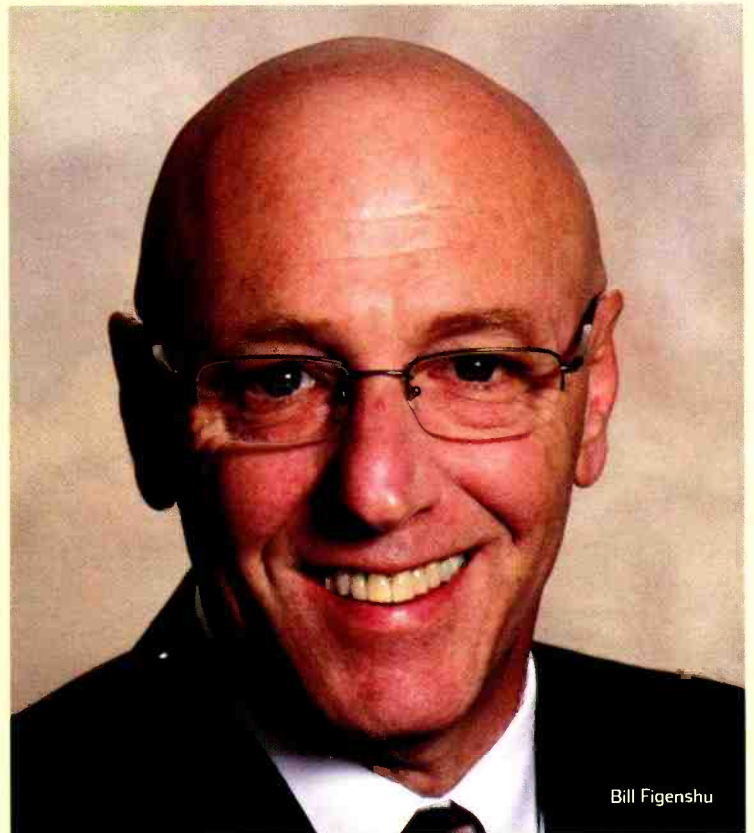
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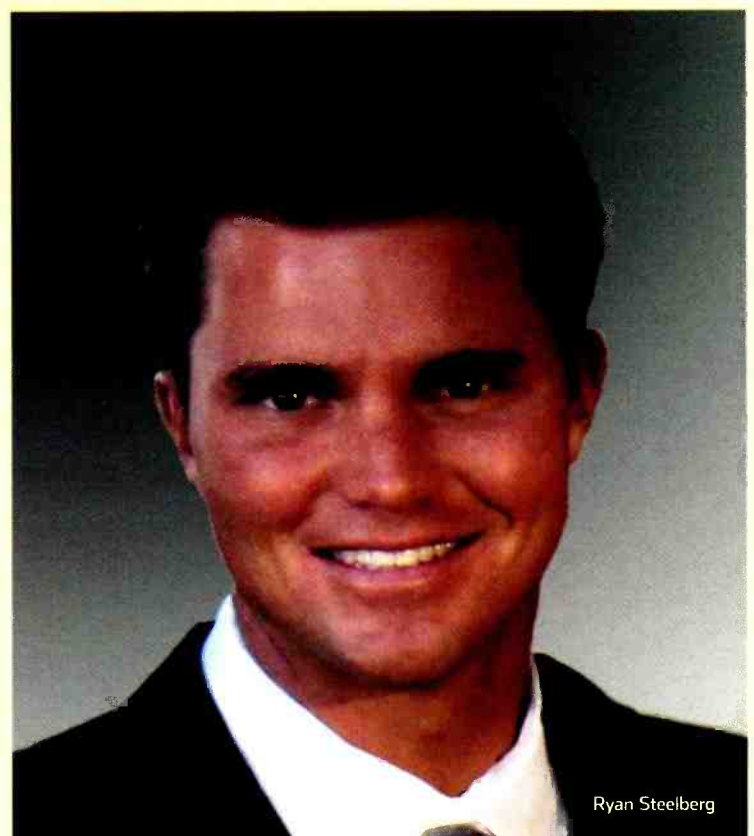
SWMX And Google Lead The Charge

By Mike Boyle
Illustration By Dan Page

For the second consecutive year, radio revenue was flat in 2006, despite a healthy 3% increase in the fourth quarter. According to figures released by the Radio Advertising Bureau, advertisers spent \$20.1 billion on radio last year, about the same as in 2005. Local spot business, about 80% of radio's revenue, dipped by 1% to \$15.5 billion. National advertising increased 5% to \$3.5 billion. Network radio had the toughest year, declining 2% to \$1.1 billion. ■ While radio's sluggish economy has soured Wall Street on the medium, those numbers still add up to a tidy sum, and broadcasters are chomping at the bit for any leg up they can get to grab them. ■ Enter SoftWave Media Exchange and Google Audio Ads, two companies whose goals squarely focus on selling unsold radio advertising inventory. SWMX was founded in 2005 by CEO Josh Wexler, chief technology officer Stavros Aloizos and executive VP Michael Caprio. ■ Both firms are ready, willing and able to share the revenue, albeit at distinctly different cuts. To many in the broadcasting industry—including ad agencies that aren't quite sure what to make of these two players (and may feel threatened by them; see story, "Advertisers Satisfied, Agencies Mum," page 17)—there's still much confusion and uncertainty about exactly what these new ventures offer radio.



Bill Figenshu



Ryan Steelberg

SWMX Uncovered

After spending his lengthy career in the radio business, SWMX COO Bill Figenshu could tell stories all day long about ad agencies and advertisers he has met face to face who say, "Radio? Forget it. Too hard to buy." Or "Everybody's No. 1. It's too hard to keep track of all the format changes. How do I keep track of all of that?"

Figenshu says, "The big rap we get today is that 93% of all the advertising money spent does not go to radio. If I can make it easier for people to buy radio and make radio more accessible to people, more people will use radio."

In a nutshell, making it "easier for people to buy radio" and sharing that revenue with radio stations are SWMX's basic goals. The company's MO is taking advertisers and media buyers, and putting them together with media, whether it's radio, TV or cable.

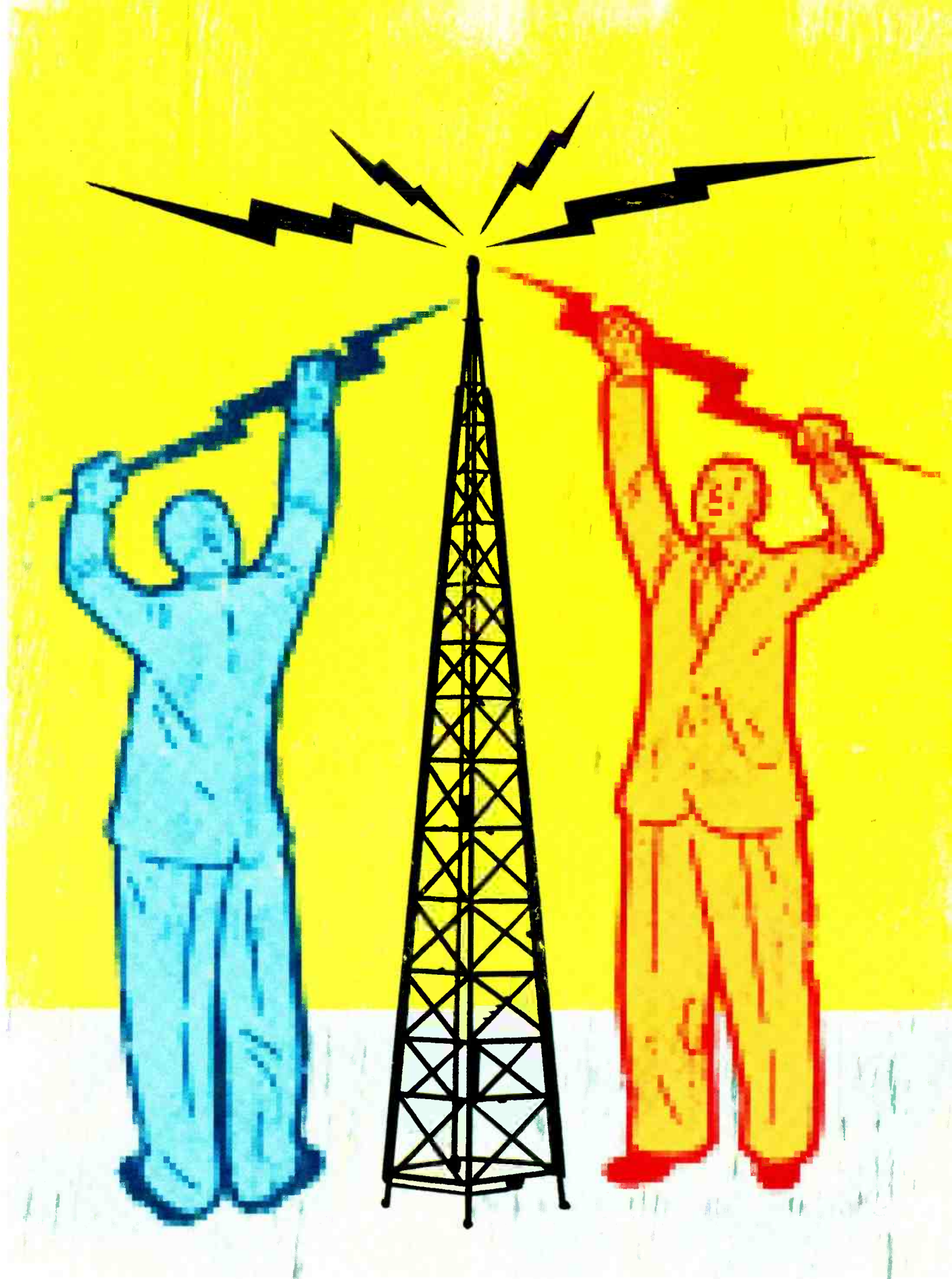
The process: Radio companies and advertisers register at the SWMX Web site (swmxradio.com), a free password-protected, opt-in system with no equipment or software to install.

For example, suppose an advertiser wanted to place an ad on every station within 50 miles of the coastline between South Carolina and Texas for the Federal Emergency Management Agency. Today, such a move would be accomplished by calling every station within that region, or by using a rep firm or an ad agency.

SWMX's alternative involves advertisers visiting its Web site, identifying stations within the desired geography and seeing if they have avails for purchase. If so, the client makes a time buy offer to the stations electronically. The stations have the option to turn down the business based on the rate being offered. "That's their total choice," Figenshu says. "The advertiser and the radio stations are in charge."

Figenshu claims that 90% of SWMX's business results in new money for stations. "We're putting brand-new dollars on radio stations every single day."

Advertisers and agencies sometimes challenge SWMX with requests for quick access to radio. Traditionally, if a buyer came to radio with a request to target adults age 25-54 in 30 specific markets, the planning for that buy could take up to four or five days. Figenshu says SWMX can get it done and have the agency- or advertiser-supplied spot on the air in as few as 46 minutes.



Googling Radio

Much has been written in the past several weeks about Google needing to hitch its upstart Audio Ads wagon to radio stations in major markets by cutting deals with major broadcast groups for their unsold ad inventories.

And while such groups as CBS Radio, Clear Channel and others R&R contacted are not ready to talk about discussions they may

or may not be having with Google, Greater Media in Detroit and Emmis Communications have been experimenting with Google selling some of their inventory.

At Greater Media/Detroit, senior VP/regional GM Tom Bender says, "So far, the financial results do not warrant expanding their access to our spots."

At Emmis Communications,

radio division president Rick Cummings recently said, "The Google folks have expressed an interest in doing more business with us in prime inventory, and we've said we are happy to discuss it so long as the money is there and the price is right. That's really up to them."

And Emmis chairman/CEO Jeff Smulyan made this state-

ment last month on the company's Web site as part of a Q&A: "I think you have to look at the world as it is, and if your customers want to go there, you have to find a way to make it work. We're not going to take business from Google; that's not profitable for us. But the notion that we are going to exclude anyone who might come to us to

buy advertising just makes no sense. If they can provide advertising that makes more sense to us, we want to do that."

Google co-founder Ryan Steelberg says the company has a business development department tasked with introducing broadcasters to the Google program, with the intent of getting them onboard the platform. —MB

SWMX takes a 15% percent commission for its service. Figenshu says it is currently working with all the top groups in every major market or approximately 1,700 stations in 288 markets.

"We're buying about \$1 million of radio time a week," Figenshu says.

"Radio is basically selling time the same old way it did in 1965," he adds. "We've just streamlined the whole process. We buy Arbitron, we make the electronic delivery of the spot, and we do all the TAPSCAN work. We do everything that an ad buyer or anyone would need to make a good decision in terms of buying radio. And then we take the money and put it in front of the radio stations and say, 'Do you want it?' If you're the radio manager getting that e-mail from us these days, trust me, you're answering that e-mail."

SWMX recently introduced SWMX Hispanic, a new division to serve Spanish-language broadcasters and advertisers, and has opened satellite offices in Dallas and Atlanta to work with the main office in Irvington, N.Y., a suburb 16 miles north of Manhattan.

Google Audio Ads Under The 'Scope

Internet behemoth Google entered the radio space in February 2006 by acquiring dMarc's electronic advertising platform for \$102 million in cash and performance-based added payments. Brothers Chad and Ryan Steelberg started dMarc in 2001 to harness technology and the Internet to speed up the radio ad-buying cycle and develop a system to make it more efficient to buy, modify and report on radio advertising. Much like what SWMX offers, dMarc created a platform for radio advertisers and ad agencies to place, facilitate and manage ad campaigns.

"We developed a mechanism that allowed an advertiser to place ad campaigns across one or several hundred radio stations in a few minutes and be able to then modify and monitor those campaigns in near real time," Ryan Steelberg says.

The platform that dMarc built—dubbed Revenue Suite and launched in early 2003—allowed the company to integrate radio stations with advertisers and agencies based on a contracted relationship—without any human intervention.

The primary dMarc technology was directly linked to a radio station's automation system.

Steelberg says the next piece of the dMarc puzzle was to "hook this engine up in this portal to a dominant online partner who could bring in the scale of advertisers who had that large advertising base." Obviously, Google fit that bill.

This past December, the first phase of the dMarc/Google marriage took place with the launch of the Google Audio Ads beta test. As a result, dMarc technology no longer exists—that platform has been rewritten with Google technology. Currently, a limited number of advertisers are beta-testing Google's online automated ad-buying interface. Marketed as Ad Words, participating advertisers can create and place, then monitor and report on, terrestrial radio campaigns.

Hoping to open the beta sometime this year to general availability, Steelberg says that these

Advertisers Satisfied, Agencies Mum

R&R called on advertisers using SWMX and Google Audio Ads and asked about their experiences with each company.

New York Mets senior director of marketing Tina Bucciarelli says, "I wasn't interested in doing a traditional media buy. I really liked the one-stop way of buying radio that SWMX offered and felt strongly that I would get the best possible rates out there. Plus, we were able to switch gears quickly at one point and retarget the campaign."

Google Audio Ads user Richard Swezey, spokesman for Cequal Products

BedLounge (bedlounge.com), was also pleased with the rates he received for his radio campaigns and comfortable "trusting the Google brand," but was more impressed with how he was able to monitor and track online, in real time, when and where his spots ran.

"It's the right way for people to get their toes wet in terms of radio advertising," Swezey says.

R&R also contacted several major ad agencies for their take on how SWMX and Google are working to sell unsold radio inventory. None was willing to comment, with the exception of one agency executive who

spoke off the record.

"The issue we have now with SWMX is that, for the most part from what I can tell, what they're really selling is remnant inventory.

The problem is that it doesn't fit with our business model in that we have clients that want to be on the air at a specific time, reaching a specific audience. They're not really going to be interested in waiting until the last minute to see what's out there to buy it on a remnant basis."

He adds, "That's not to say that if you had an advertiser who makes a last-minute decision to come into

the marketplace, you couldn't experiment with [SWMX] and see what they have to offer. We haven't had an opportunity to do that yet."

On the Google front, the agency executive is eager to see how the company handles closing deals with major broadcasters and waves a cautionary flag for rep firms.

"If any of these rumored deals come down whereby Google would be buying billions of dollars in inventory from a company such as CBS Radio, this could be the new way radio is bought and sold—which would be the death of rep firms." —MB

test-phase advertisers have the opportunity to buy across "several hundred radio stations that are currently live for Audio Ads customers in over 200 markets," plus a dozen channels on XM Satellite Radio. Advertisers can also listen on demand to their commercial and the content that aired immediately before and after it. Google handles billing and shares 50% of the ad revenue it collects with the station.

For participating advertisers in need of creative services, Google launched an Ad Creation Marketplace, an add-on that Steelberg says "is simply a tool, so if one of our advertisers does not have copy or creative, we built a user-friendly engine to introduce them to a multitude of pre-screened facilities that can seamlessly help bridge the communications to put them in touch with the correct and appropriate production group. We actually don't do any production ourselves."

Steelberg says the average turnaround time for creative is about 24 hours and costs a "couple hundred dollars to get as professionally produced copy as there is out there."

He observes that there's been some "anxiety" in the industry for Google to move at a faster pace in adding more and larger markets by cutting deals with major radio companies (see story, "Googling Radio," page 16).

"You have to look at what we've done over the last year," Steelberg says. "We've accomplished all of our goals from closing on the dMarc deal to rolling out our beta on time. Obviously, we'll continue to sign up more broadcasters, and when those are ready to be announced, we will do so." R&R

'We take the money and put it in front of the radio stations and say, "Do you want it?"'

—Bill Figenshu

Remnant Vs. 'Flighted' Business

When dealing in the SWMX and Google Audio Ads worlds, you'll hear business referred to as "remnant" and full-rate, or "flighted business." The difference between the two is that remnant business is offered to radio at the last minute, usually at a reduced rate. Flighted business involves a specific schedule requested by the buyer. For

example, an advertiser may require a two-month schedule with spots airing four times daily in specific dayparts. Ad rates for flighted business are priced higher than for remnant ads.

While the majority of their business involves remnant ads, the SWMX and Google platforms can also accommodate flighted time buys. —MB

PROGRAMMING IN THE NEW WORLD

More than a decade after the 1996 passage of the Telecommunications Act prompted sweeping consolidation in the radio business, some stand by the idea that deregulation squashed the good old days of being a maverick and killed opportunities to demonstrate creative ideas. ■ On the other side, proponents of the change submit that the realities of the modern broadcast industry and local market cluster structures offer better chances than ever to grow. ■ Either way, there remains room for programmers who want to stay focused on a particular format, as well as those who desire to expand into a role in multiple genres of music and spoken-word programming.

The Reality Today

Saga Communications executive VP of programming Steve Goldstein says, "The overall answer is that we need different people for different situations with different qualifications. I know that sounds like a pat answer, but more and more, programmers are being asked to program more than one radio station."

Goldstein isn't necessarily saying this is a positive trend, but it is a reality of the current landscape. "And so, a programmer who has a more broad-based view of the world becomes more essential."

Even so, Goldstein thinks there are situations where specialists focused on one format or a certain genre still serve the industry's greater good. Much of that has to do with the needs of a particular cluster and the size of the market. For example, a certain station in a group needs that extra something that a new programmer can give that can make all the difference. In a smaller market, that person probably already works for the company and is dealing with another station or two, while in a larger market, the station may rank high enough on the company's economic priority list that it may want to invest in a programmer who has the unique energy and vision to take the outlet to the next level. This is often an individual who specializes in a format.

Entercom Communications senior VP of programming Pat Paxton concurs, though again, opportunities depend on the circumstances. "You have to acknowledge that everyone in radio specializes in something. No matter what you do—even if you program a couple of radio stations—you are a format expert of some kind. That said, I do think that it is good to broaden a person's perspective and give him or her a wider range of experience anytime you can."

Paxton says that Entercom encourages programmers within a cluster to interact as often as possible and, when visiting a particular market, he

usually invites someone from one format within a cluster to critique another station for the sake of brainstorming and a fresh perspective.

Further, he expects his PDs to reach out within the company to seek counsel and opinion, allowing that they still make final decisions regarding the brand and on-air content.

"It is important to have one brand steward, and it falls in the programmer's lap to be that," Paxton says. "It goes beyond the songs you play and copy for sweepers. He is the personality of the station, and it is his duty and responsibility to stay true to himself, and by extension, the station."

Creating Opportunity

So, the home office wants to encourage programmers to grow and take advantage of insight and experience that others in the company can offer. What steps can local programmers take if they wish to expand their sphere of influence? And does looking out for others and being a mentor help your own cause?

Quincy McCoy is a 30-year industry veteran who has done it all. He has programmed several formats and was a promotion executive for a record label, and was also an editor for *The Gavin Report*. For the past seven years, McCoy has been VP of programming for MTV's online radio network.

McCoy says he was fortunate to have worked for great PDs. "They taught me the right things to do and the right ways to think that still serve me to this very day. The most important thing I learned was to nurture human relationships. It's all about

collaboration and teamwork. A team-oriented, results-seeking attitude can easily be adapted to any format. That's how you are successful."

He also believes that it is a PD's obligation to be a teacher to younger, up-and-coming members of the programming staff. It's good for the rookie, good for the station and good for the industry. To him, the right management skills are as important as the music and talent you have on the air.

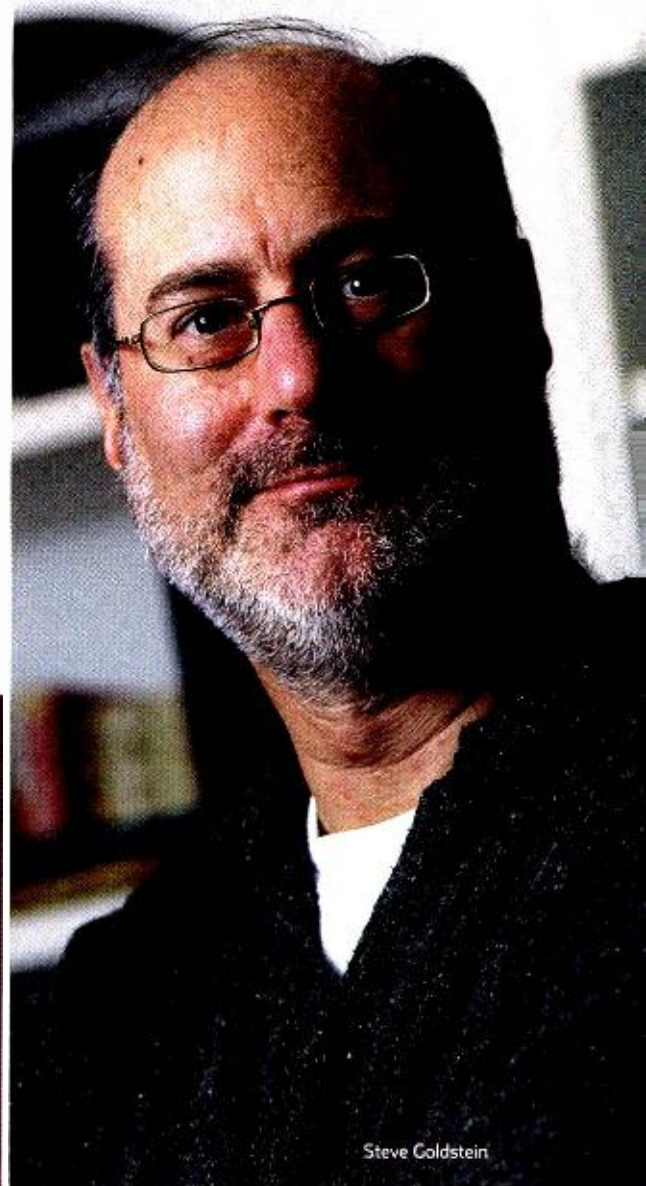
Dennis Constantine has 40 years under his belt in broadcasting, starting out in top 40 before crossing over to rock. His journeys took him to Denver, where he helped create and launch triple A powerhouse KBCO 30 years ago. This led to several years of radio consulting and currently, 10 years as PD of CBS Radio's stalwart triple A KINK/Portland, Ore. He also recently started programming a new type of classic hits station, CBS Radio's KLTH (K-Hits106.7) Portland.

A Successful Programmer:

- Understands the lifestyle group he or she is trying to reach
- Has a clear vision of the station brand
- Knows how to nurture relationships
- Is a leader and mentor
- Instills team spirit
- Has discerning taste in music and on-air talent
- Can take and give direction
- Encourages input
- Is open to new ideas
- Is flexible to changing market conditions
- Is organized
- Has command of the English language
- Can sell ideas to upper management
- Sees the bigger picture in terms of the company's goals
- Has a good business sense as well as a creative mind
- Can make difficult and sometimes unpopular decisions



Quincy McCoy



Steve Goldstein

GOLDSTEIN: BRUCE KATZ/RETNA LTD.

ORDER

YOUR FUTURE IS WHAT YOU MAKE OF IT

By John Schoenberger

Constantine says that one of the best paths to advancement is to generate a new idea and sell it to your bosses. If it succeeds, you can claim the lion's share of credit. Clearly, he did that with KBCO—which was largely responsible for launching the triple A format.

"It all comes down to having great new format ideas today. There are all the regular formats happening out there today—country and classic rock and CHR/pop and CHR/rhythmic and so on. There are a lot of PDs who know how to do these types of formats. There are also PDs who can adapt between them," he says.

"If you really want to make a mark today and be a leader, then you need to come up with something new and different," Constantine says, "especially today with expanding HD2 frequencies and streaming side channels online. It is about creating a new listening community that largely comprises an underserved group of people."

But Constantine is also quick to say that the fundamentals of programming a successful station really haven't changed much. "I still use the basics of radio that I learned in top 40 radio back in the '60s—things I learned from pioneers like Bill Drake, such as rotations, keeping on-air content concise, being local and so on. These can all be incorporated into any format. KBCO and even

KINK, which play a wide variety of music, are still grounded in the basics of contemporary radio that began with top 40."

Cause For Excitement

Mark Landis, director of programming for Border Media Partners in San Antonio—a newer broadcast company that began by buying stations from CBS Radio—has programmed CHR, rock and alternative stations, and recently in San Antonio, a Jack station and a news/talk outlet.

"Regardless of the makeup of ownership these days, any successful programmer never forgets the basics. You play the hits, you keep your station local, and you have to have engaging personalities," Landis says.

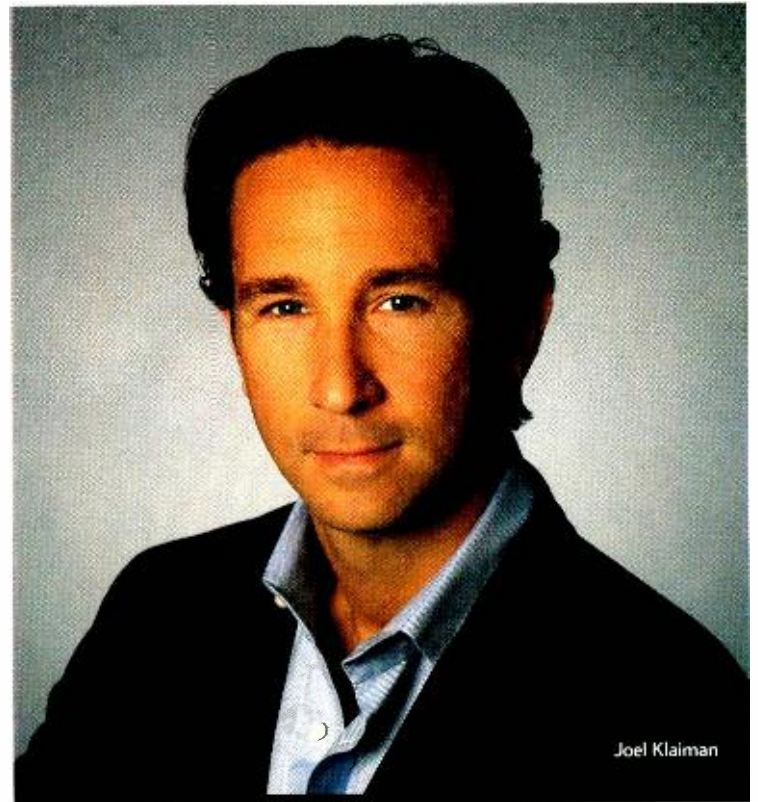
He believes that consolidation has hurt radio most in the area of talent, especially in medium and small markets. But what could be termed "deconsolidation" is now happening as such owners as Clear Channel and CBS Radio have started selling stations to local and regional broadcast groups.

Some see this new wave of dealmaking as the business coming full circle. Landis is convinced that one of the benefits will be exciting, live radio in medium and small markets again, as well as a reinvigorated network to develop new air talent. He is also optimistic that this will give many programmers the opportunity to grow and expand in their careers.

He reminds that in this business it still comes down to the basics. "It's still a people business, and it is all about relationships between the station and the community it serves, between the employees at the station, between the station and its clients, and even between the programming department and the record community and their artists." *R&R*

'A team-oriented, results-seeking attitude can easily be adapted to any format. That's how you are successful.'

—Quincy McCoy



Joel Klaiman

As In Radio, So In Records

Much like radio consolidation has afforded the opportunity for more programmers to get broader format programming experience, the same is happening in radio promotion at the labels, according to Universal Republic senior VP of promotion and artist development Joel Klaiman.

"These days we have to run as a lean machine, and consequently, our regional field staff—as well as national staff—has to be as well-versed in as many complementary formats as they can," he says.

"Often we may have a regional person in one area of the country who has a great relationship with a programmer in another region. We encourage that person to maintain that relationship," Klaiman adds. "Further, as much as our efforts for our artists are focused by format, we also know that certain projects are better-served by a market-by-market approach, regardless of format boundaries. A good promotion person needs to be able to interact with programmers regardless of the format."

The label exec encourages his staff to broaden their knowledge in any way they can. Klaiman says that as he came up through the ranks as a regional rep and later focused on alternative on a national level, "I always made the point to get to know and see as many programmers as I could as I traveled from market to market. That made it much easier for me to transition into my position now that encompasses all formats, from CHR to triple A, video, online marketing and artist development."

Even so, Klaiman distinguishes that certain formats do merit specialists, such as triple A, urban and country. Triple A holds particular value in terms of artist development.

"It is also important to recognize that not everyone wants my job someday—although I try to hire those that do," he says. "Some people are very happy to be regional promotion people, for example, and it is my job to make sure they know how much the company and I appreciate their talents and efforts." —JS



Mark Landis



Successful Web sales strategies focus on results, not metrics

Web Site Selling Made Simple

Al Peterson

APeterson@RadioandRecords.com

At this week's RAB conference in Dallas, one of the guest presenters will be longtime sales and management adviser and veteran broadcaster Jim Taszarek. ■ President and founder of Phoenix-based TazMedia, Taszarek will educate RAB attendees about the importance of understanding that selling your Web site is different from selling radio during his "Web Site Selling Made Simple" presentation. ■ For the benefit of those not able to attend the RAB confab this year, I recently reached out to "Taz" to get a preview of his presentation and offer some insights about just how important he thinks having a solid local Web sales program in place is for any broadcaster today.

"Back in 2000, when the Web really first began to emerge on a large scale, everyone immediately said, 'Hey we have to have a Web site right now,'" Taszarek says. "But I think a lot of people misinterpreted just how to sell the Web back then because they approached it with a radio-sales mentality. Many tried to equate click-throughs and visits with average-quarter hours and cunes, and tile and ban-

ner ads with spots. And guess what? It didn't work, because the industry didn't understand that the Web should be approached as the brand-new kind of medium that it is, not in the same way as we sell radio, which is a medium that's 100 years old."

Taszarek says that developing metric-based measurement of how many people view your Web site to assess the value and productivity of

it is simply reinventing an Arbitron-style measurement that puts radio at a huge disadvantage against portals like Yahoo, MSN Google and others that attract millions of hits. "When you proudly tell a prospect that your Web site has 20,000 unique visitors a month, anyone who's knowledgeable about Web traffic will tell you that's nothing," he says. "Measurement of Web traffic by metric is a tower of Babel because everyone uses different standards, and nobody really knows what a lot of traffic really is."

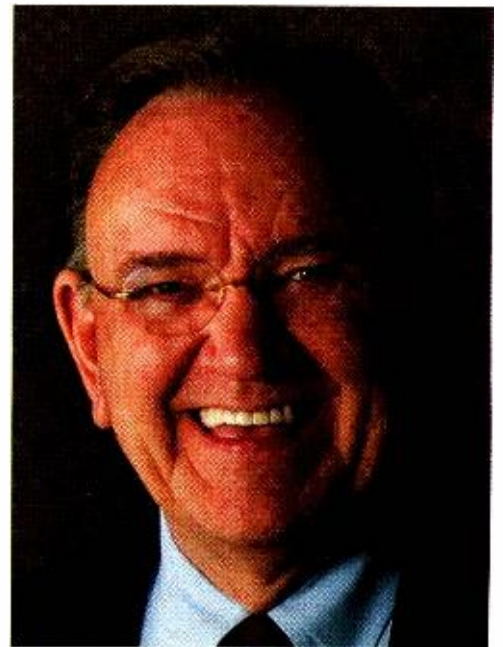
Move Users To Action

Taszarek suggests that rather than trying to sell your Web site in the same way you sell spots on your station, you'll have much greater success by selling local results that can literally be seen by local advertisers. "Let me give you an example," he says. "A public radio station in California invited people to sign up for an invitation to a wine

Continued on page 22

'The more local you can make your site and the more local opportunities you can offer your salespeople to sell, the more you should be able to profit from it.'

—Jim Taszarek



20

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Continued from page 20

and cheese party at a Lexus dealer. About 150 people showed up—all with their printed out invitation in hand, making it easy for the dealer to see what brought them there—and the guy sold seven cars that night.”

Taszarek notes just how effective a response like that is in impressing a client. “Think about the markup on a Lexus of about \$5,000-\$7,000 and you quickly see that guy did about \$40,000 worth of profit off that one event,” he says. “That’s the value of your Web site, when the listener actually actively does something and responds to the advertising in a way that is totally tangible to the advertiser. You can’t do that by quoting him numbers of visitors and click-throughs to your site.”

Taszarek cites another example of out-of-the-box thinking that demonstrates the unique personal selling

power of your Web site. “A station in the Carolinas has a page that goes up near the end of each week called ‘The Faith Page.’ They run on-air announcements telling people that if they’re interested in taking part in the spiritual life of the community to go to their Web site and check out that page. They have six spaces there where any religious organization can get a picture of their church posted, an MP3 file with a message from the pastor, etc.

“After the page had been up for several weeks, a local pastor showed up at the radio station with his wife and daughter and a cake,” Taszarek adds. “He wanted to come by and thank people at the station because his church had gotten six new families as members of his congregation in just a matter of weeks—something the pastor said would normally have taken six to eight months to accomplish. That’s the power of the Web.”

Supply-And-Demand Pricing

When trying to set a price for ads on the station’s Web site, Taszarek advises following the simple principle of supply-and-demand pricing. “You should just try a price,” he says. “Don’t go to your rate card, go to what you think the perceived value of it is to the client in the marketplace. I’ve actually told salesperson ‘A’ to take one rate out on the street for a day, and told salesperson ‘B’ to take a different rate out. At the end of the day, you see which one sold and that’s the price. Then you move it from there based on supply and demand.”

Asked if he thinks most salespeople “get it” when it comes to selling the station’s Web site, Taszarek quotes former Army chief of staff Gen. Eric Shinseki: “If you don’t like change, you’re going to like irrelevance even less.” In a nutshell, that’s the message Taszarek has for today’s sellers. “As a seller, if you don’t get the Web, you’re going to be left behind,” he says. “Your value as a salesperson will decrease over time. Face it, there’s not a huge tsunami-type demand for radio spots right now, so if you can tie it all together with a campaign that also drives people to the client’s Web site or to your station’s, that’s a value proposition.”

Taszarek also believes Web sites can be the new gateway for entry-level sales professionals. “Attracting new talent to radio sales is tough these days because in the media world we’re not a sexy business,” he says.

‘As a seller, if you don’t get the Web, you’re going to be left behind.’

—Jim Taszarek

“Industries like pharmaceuticals are getting the great young salespeople because they promise a bit more of a career than radio does.

“Because of that, one sales manager I know never even talks about selling radio spots with new recruits. He talks about all the things they can sell on the Web site—events, coupons, click-throughs, video, interactivity and more. The new salespeople, who come from the Xbox generation, light up when they hear about that. This new generation of salespeople already understands iPods, YouTube and all the other technology in use out there that’s second nature to them. Most of them better understand the true value of an interactive radio Web site today than many veteran salespeople do.”

New Slice Of The Revenue Pie

Taszarek says that one problem in today’s radio business is that most sales management people are so focused on making quota this week or this month that they tend to fish where the fish are. “The overwhelming way that a manager can make quota today, especially in the larger markets, is through transactional and agency business,” he says. “That’s still the biggest value proposition right now so most management focuses on that. They look at the Web as interesting, but not anything that represents any real big money to them yet. That may be true, but smart managers know that Web site revenues are increasing steadily, and that they will represent a significant portion of that quota they’re charged with hitting within the next couple of years.”

Finally, Taszarek says he firmly believes that local sales is where the action is for station Web sites, and radio would be wise to cash in on that now. “If your station’s Web site is simply a corporate vehicle then you are leaving money on the table,” he says. “It’s not that selling a national metric is necessarily bad, but how far can your station go with that model? The more local you can make your site and the more local opportunities you can offer your salespeople to sell, the more you’ll be able to profit from it.” **R&R**

TRS 2007 Update

Wired senior editor Nancy Miller and GreenStone Media personality Lisa Birnbach will discuss the impact of technology on news/talk radio in a special one-on-one session March 10 at the R&R Talk Radio Seminar.



Miller

Review the full TRS 2007 agenda, get hotel info and register now by clicking on “conventions” at radioandrecords.com.




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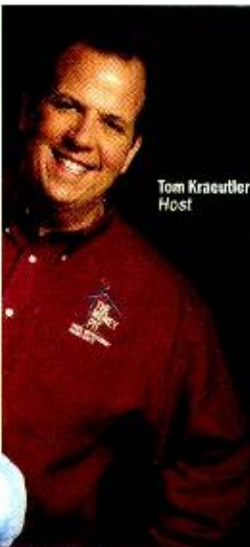


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#1 Kansas City
KCMO

#1 Grand Rapids
WTKG

*Number One represents highest
share Adults 25-54. Fall '06 Book.

**Number One represents highest
share Women 25-54. Fall '06 Book.

Listen Live Weekdays
2-5 PM/ET

Now Heard on Over
290 STATIONS
and Growing!

Now LIVE ON
WGST KPRC
Atlanta Houston

BIG SHOTS

Compiled by Alexandra Cahill
 ACahill@RadioandRecords.com



Dressed To Kill

1. Clear Channel modern rock WEND/Charlotte, N.C., staffers welcomed Chicago's Kill Hannah to their green room. Pictured in back, from left, are bassist Greg Corner, WEND PD Jack Daniel, vocalist/guitarist Mat Devine, guitarist Jonathan Radtke and guitarist Dan Wiese. In front are WEND promotions director Shelia Taylor and midday jock Chris Rozak.

Hey, big shot! E-mail high-resolution photos from your promotions, appearances, promo tours and other radio and record industry events to ACahill@RadioandRecords.com.



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2. Mr. Obama Goes To Washington Illinois senator and presidential hopeful Barack Obama, left, met with nationally syndicated talk show host Ed Schultz, right, and his wife, Wendy, during a visit to the nation's capital.

3. Up Close And Personal Narada Jazz artist Nick Colionne played to—and on top of—the audience at a New Year's Eve gala hosted by Public Radio Information Services of Central Florida's smooth jazz WGRV/Melbourne, Fla. **4. Forever Yung** Yung Joc dropped by Clear Channel urban WGCI/Chicago to chat up station staffers. Pictured, from left, are night co-host Mike Love, promotions assistant DJ Bo, Yung Joc, night co-host the Diz and promotion director Larry Howard. The Bad Boy artist performed at the Pepsi WGCI Big Jam 7 last December at Chicago's Allstate Arena. **5. Catch Him If You Can** Football legend Jerry Rice, center, clowned around with ABC Radio classic rock KLOS/Los Angeles morning personalities Mark Thompson, left, and Brian Phelps, right, during an in-studio visit. **6. An American Classic** Barry Manilow was presented with a plaque commemorating platinum sales of "The Greatest Songs of the Fifties" and the gold status of "The Greatest Songs of the Sixties" during a recent performance at Madison Square Garden in New York. Pictured, from left, are J/Arista Records senior VP of marketing and artist development Scott Seviour, BMG U.S. chairman/CEO Clive Davis, Manilow, BMG U.S. president/COO Charles Goldstuck and J/Arista Records executive VP/GM Tom Corson. (Photo credit: Stephen Lovekin) **7. Most Valuable Player** Producer/rapper Gocho, left, stopped by iLaunch en Español!

to chat with format manager Rosy Castro. Gocho, who has produced reggaetón superstars Don Omar and Daddy Yankee, will issue his solo album "El Más Valioso" in May.



Formats

The gateway to music formats, the week in charts and airplay data.

R&R TIMELINE

1 YEAR AGO Ira "Tony the Tiger" Wolf named PD of WPOW/Miami. ■ Beggars Group promotes Matt Harmon to GM. ■

Beau Raines appointed PD of KQMT/Denver.

5 YEARS AGO Rick Sackheim elevated to VP of rhythmic-crossover promotion at Arista Records. ■ Larry Young tapped as PD of WPEZ/Atlanta. ■ Columbia Records recruits Jeff Sodikoff as VP of alternative and rock promotion.



Sackheim

10 YEARS AGO Jim McGuinn joins WPLY/Philadelphia as PD. ■ Darryl Trent appointed VP/GM of WDRE/Philadelphia. ■ Mike Kenney promoted to Jacor/Cincinnati market manager.

15 YEARS AGO Jeffrey Naumann promoted to VP of radio promotion at Virgin Records. ■ Roy Sampson upped to OM of WXYV and WCAC/Baltimore. ■ Mike Kelly elevated to national field director of rhythm and black music promotion at Mercury Records.



Sampson

20 YEARS AGO Sonny Taylor named PD of WGCI/Chicago. ■ Russ Titelman promoted to VP of A&R at Warner Bros. Records. ■ Frank Oxarart appointed GM of WMCA/New York.

25 YEARS AGO John Gehron rises to VP/GM at WLS/Chicago. ■ Dan Vallie named national PD of contemporary stations at EZ Communications. ■ Jack Kelly installed as PD of WFYR/Chicago.



Kelly

30 YEARS AGO Mike Stewart tenders his resignation as chairman of United Artists Publishing. ■ Sam Trent appointed GM of WMAK/Nashville. ■ Lee Douglas named PD of WPEZ/Pittsburgh.

THE SPIN



By Wade Jessen, Gary Trust, Anthony Colombo and Raphael George

Patience Pays Off For Snow Patrol, Bedingfield

"Chasing Cars" (Interscope) by Snow Patrol sets the mark for longest ride to the top of the Hot AC chart, pulling into the No. 1 spot in its 35th week on the list. That shatters the previous record set in December 2001 when Five for Fighting's "Superman (It's Not Easy)" reached the summit in its 28th chart week.



Meanwhile at AC, another chart stalwart, "Unwritten" (Epic) by Natasha Bedingfield, rewrites the record for longest span between weeks at No. 1 as the song revisits the apex 11 weeks after yielding to Rascal Flatts' "What Hurts the Most." The prior mark, once again, belonged to Five for Fighting, which had its No. 1 stay for "100 Years" interrupted for six weeks by Martina McBride's "This One's for the Girls" in the summer of 2004.

"Unwritten" reclaims the top spot at AC in its 49th chart week. No prior title had ever reigned so late in its chart life—"Lonely No More" by Rob Thomas previously set the No. 1 longevity bar at 47 weeks in January 2006.

Chesney A Fixture In Country's Top 10

Kenny Chesney claims his 16th consecutive top 10 Country single (including solo and collaborative efforts) as "Beer in Mexico" (BNA) hops 11-10.

Chesney has not fallen short of the top 10 with a nonseasonal single since "The Tin Man" stopped at No. 19 in October 2001. All told, Chesney has seen the top five 21 times in his career, a total that includes 10 No. 1s.

Casting Crowns Rules Christian AC

Casting Crowns steps 2-1 on the Christian AC list with "Does Anybody Hear Her" (PLG) to mark its fifth (and second consecutive) trip to the top of the Nielsen BDS-fueled chart.

The group most recently spent six weeks at No. 1 beginning on the chart dated May 19, 2006, with "Praise You in This Storm."

Korn Unplugs And Gets Chart 'Freak' On Again

Korn extends its record for most Active Rock chart appearances to 18 as the unplugged version of "Freak on a Leash" (Virgin), featuring Evanescence's Amy Lee, lands at No. 34. The updated version of "Freak" is taken from the group's "MTV Unplugged," which begins airing on the cable channel March 2, four days prior to the release of the album. The original version of "Freak" became the quartet's first top 10 track at Active Rock when it spent three weeks at No. 7 in June 1999.

R&R Expands Monitored Chart Panels

Radio & Records makes a major expansion of its monitored radio panels, effective with next week's issue. Thanks to the efforts of Nielsen BDS, R&R will add a total of 70 monitored stations in 39 markets across 17 of our chart formats. Included in this expansion round are stations in such new BDS markets as Bridgeport, Conn.; Reno, Nev.; Beaumont, Texas; and Biloxi, Miss., as well as stations in newly expanded markets such as Stockton, Calif.; Modesto, Calif.; Lancaster, Pa.; and Melbourne, Fla.

A few weeks later, round two of R&R's panels expansion will encompass the addition of stations in recently added BDS markets Lansing, Mich.; Fort Wayne, Ind.; Boise, Idaho; and Gainesville, Fla.

For a complete list of stations and panels affected, visit radioandrecords.com and click on "Recent Panel Changes" within the All Charts dropdown tab in the Charts section.

Chevelle Does 'Well Enough' With Active's Top Debut

Chevelle earns a career-best Active Rock debut as "Well Enough Alone" (Epic) enters at No. 24 and nabs Most Increased Plays honors (up 419). It's the format's highest debut since Audioslave's "Original Fire" opened up at No. 13 last July. "Well Enough Alone" also holds the Most Increased Plays title at Alternative, landing at No. 33, while simultaneously debuting on the Rock chart at No. 27.

Timbaland Takes Off

Timbaland hits the CHR/Top 40 chart for the first time as a lead artist, debuting at No. 31 with "Give It to Me" (Interscope). The rapper/producer appeared on two No. 1s last year: Nelly Furtado's "Promiscuous" and Justin Timberlake's "SexyBack." Both artists reciprocate on "Give," which also garners Most Increased Plays (up 1,328).

"Give" enters the Rhythmic chart at No. 38, marking Timbaland's first entry as a lead artist on the list since "Keep It Real" (featuring Ginuwine) reached No. 32 in 1999.





Dissecting Beyoncé's No. 1 format hit

'Irreplaceable' Irresistible To Top 40

Kevin Carter
KCarter@RadioandRecords.com

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As a rule, large numbers frighten and confuse us. We're especially intimidated by the huge numbers racked up by Beyoncé's "Irreplaceable." The second-biggest weekly Hot 100 Audience song in history with 196.3 million listener impressions in the week ending Jan. 7, it has quickly rocketed to the top at Urban, Rhythmic and CHR/Top 40. ■ When we witnessed the sheer power that "Irreplaceable" demonstrated and how quickly it reached No. 1 at CHR/Top 40 and then maintained the position for weeks and weeks [Ed. Note: and weeks], we turned to Mr. Data himself, Adam Foster, Nielsen BDS director of data services, for his expert analysis and to whom we hand off the rest of this column.

In 2006, 15 different songs reached No. 1 on R&R's CHR/Top 40 chart. The average amount of time those songs took to reach that vaunted spot was almost 12 weeks. However, the last song to reach the zenith last year—Beyoncé's "Irreplaceable" (Music World/Columbia)—climbed to No. 1 in only seven weeks, faster than any other CHR/Top 40 No. 1 in 2006. Using airplay data from Nielsen's BDSradio.com, I dissected the song's climb to the top to see what we can learn from its meteoric rise.

The song started getting significant airplay (100-plus detections) during the week of Oct. 9-

Oct. 15, but, according to BDSradio, there were just four CHR/top 40 stations that played it prior to that week (See Early Believers sidebar, above).

When we looked at the stations that have played the song to date, we see that there are six stations that have passed the 1,100-spin threshold as of Jan. 30 (see Spin Threshold sidebar, right).

So why did "Irreplaceable" build to its spin peak so much more quickly than other No. 1s from last year? For one thing, more stations on the current panel of 116 CHR/top 40 chart reporters began playing the song earlier in its chart life than the average No. 1 title from 2006.

Early Believers

Station
Date Of First BDS
Detection

- WXSS/Milwaukee
9/15/2006
- WPRO/Providence
9/18/2006
- WBHT/Wilkes-Barre
9/19/2006
- WKRZ/Wilkes-Barre
9/25/2006

Source: BDSradio

In the week that it made its chart debut, "Irreplaceable" was airing on 80 CHR/top 40 reporting stations—compared with 73 for the average No. 1 in its first chart week. In its second week, "Irreplaceable" really took off, receiving airplay on 105 stations versus the average of 89 stations. By the fourth week of its chart climb, the song was detected on all 116 reporters, even though the average for a future No. 1 song at that point of its lifetime was 110.

Even more dramatic was the number of high rotations "Irreplaceable" was receiving right out of the box. By its fourth week on the chart, the track was averaging 45 detections per station—the 2006 average for a future No. 1 in its fourth chart week was only 33. By the time it hit No. 1 in its seventh week on the chart, "Irreplaceable" was already grabbing 74 spins per station compared with the average of 53.

As you can see in the bar graph (below left), "Irreplaceable" built to its spin peak far more quickly than Beyoncé's previous CHR/top 40 hits.

"Interestingly enough, the song's quick climb hasn't resulted in an equally quick crash and burn. In 2006, songs that hit No. 1 spent an average of four weeks there—but as of Feb. 5, "Irreplaceable" has been on top for eight weeks.

Online research data from Pinnacle Media Worldwide shows that top 40 partisans gave "Irreplaceable" a 74.66% raw score in the most recent survey, dated Jan. 29—impressive for a track that's been No. 1 for seven consecutive weeks. (The raw score is on a 0-100 scale where panelists rate the song on a scale of 0-5, where 0 means "don't know it," 1 means "hate it" and 5 means "love it." The resulting average score is multiplied by 20.)

Among respondents in Pinnacle's survey, 97% said they were very familiar with the song yet only 19% indicated they had tired of it. The burn rate was significantly lower among women aged 25-34—just 9%. That demo also gave the song a 77.05% raw score and a 91% familiarity score.

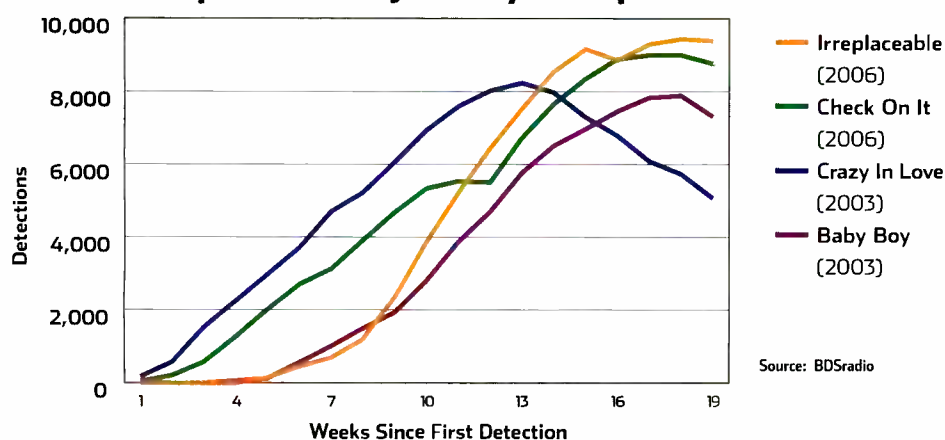
In conclusion, "Irreplaceable" not only reached critical mass sooner but, more significantly, stations played it more often than they normally would have for a song at that early stage of its chart lifetime. And its fast track to No. 1 hasn't resulted in an equally fast flame-out. Approaching two months at the top of the chart, audience research indicates "Irreplaceable" still has legs and continues to perform. *R&R*



Foster

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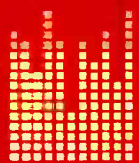
A Fast Upward Trajectory In Spins



Spin Threshold

Station	Total Detections Through Jan. 29
WKSC/Chicago	1,240
KMXV/Kansas City	1,214
WIOQ/Philadelphia	1,158
KZHT/Salt Lake City	1,147
WKKF/Albany, N.Y.	1,130
KHTT/Tulsa	1,128

Source: BDSradio



CHR/TOP 40

► **PINK'S "U + UR HAND"** (NO. 37) CONTINUES TO REBOUND WITH ITS BEST GAIN YET (UP 223 PLAYS) AND HIGHEST ONE-WEEK SPIN TOTAL TO DATE (1,112).



POWERED BY



THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE ARTIST	NIelsen BDS CERTIFICATIONS	HITPREDICTOR STATUS IMPRINT / PROMOTION LABEL	PLAYS TW +/-	AUDIENCE MILLIONS	RANK
1	14	14	IRREPLACEABLE BEYONCÉ	NO. 1 (8 WKS)	COLUMBIA	9013 -245	59.959	2
2	13	13	SAY IT RIGHT NELLY FURTADO		MOSLEY/GEFFEN	8770 +268	62.573	1
3	9	9	WHAT GOES AROUND...COMES AROUND JUSTIN TIMBERLAKE		JIVE/ZOMBA	7949 +748	59.809	3
5	15	15	WALK AWAY (REMEMBER ME) PAULA DEANDA FEATURING THE DEY		ARISTA/RMG	6404 +115	44.274	5
9	9	9	IT'S NOT OVER DAUGHTRY		RCA/RMG	6135 +947	34.907	7
6	14	14	I WANNA LOVE YOU AKON FEATURING SNOOP DOGG		KONVICT/UPFRONT/SRC/UNIVERSAL MOTOWN	5909 -577	36.896	6
7	14	14	BREAK IT OFF RIHANNA & SEAN PAUL		SRP/DEF JAM/DJMG	5880 +391	49.403	4
8	16	16	IT ENDS TONIGHT THE ALL-AMERICAN REJECTS		DOGHOUSE/INTERSCOPE	4966 -72	26.892	13
9	8	22	HOW TO SAVE A LIFE THE FRAY		EPIC	4719 -621	28.766	9
10	6	17	FERGALICIOUS FERGIE		WILL.I.AM/A&M/INTERSCOPE	4707 -871	27.729	11
11	23	23	MY LOVE JUSTIN TIMBERLAKE FEATURING T.I.		JIVE/ZOMBA	4493 -434	30.883	8
14	7	7	THE SWEET ESCAPE GWEN STEFANI FEATURING AKON		INTERSCOPE	4312 +359	27.883	10
15	11	11	WELCOME TO THE BLACK PARADE MY CHEMICAL ROMANCE		REPRISE	4214 +92	23.933	15
19	6	6	RUNAWAY LOVE LUDACRIS FEATURING MARY J. BLIGE		DTP/DEF JAM/DJMG	3733 +526	27.206	12
16	18	18	WAITING ON THE WORLD TO CHANGE JOHN MAYER		AWARE/COLUMBIA	3729 -79	16.772	20
12	20	20	SMACK THAT AKON FEATURING EMINEM		KONVICT/UPFRONT/SRC/UNIVERSAL MOTOWN	3668 -655	24.177	14
17	29	29	FAR AWAY NICKELBACK		ROADRUNNER/DJMG	3566 -102	22.579	16
15	26	26	LIPS OF AN ANGEL HINDER		UNIVERSAL REPUBLIC	3416 -498	19.184	19
20	10	10	THIS AIN'T A SCENE, IT'S AN ARMS RACE FALL OUT BOY		FUELED BY RAMEN/ISLAND/DJMG	3325 +265	15.418	22
13	12	12	SHORTIE LIKE MINE BCW WOW FEATURING CHRIS BROWN & JOHN T. AUSTIN		COLUMBIA	2942 -316	20.404	18
21	8	8	HERE (IN YOUR ARMS) HELLOGOODBYE		DRIVE-THRU/SANCTUARY	2915 +405	15.656	21
24	3	3	GLAMOROUS FERGIE FEATURING LUDACRIS		WILL.I.AM/A&M/INTERSCOPE	2905 +840	21.289	17
25	5	5	IF EVERYONE CARED NICKELBACK		ROADRUNNER/LAVA	2353 +417	12.141	29
24	8	8	KEEP HOLDING ON AVRIL LAVIGNE		FOX/RCA/RMG	2271 +246	10.734	31
25	20	20	MONEY MAKER LUDACRIS FEATURING PHARRELL		DTP/DEF JAM/DJMG	2128 -239	13.002	27
25	4	4	CUPID'S CHOKEHOLD GYM CLASS HEROES FEAT. PATRICK STUMP		DECAYDANCE/FUELED BY RAMEN/ATLANTIC/LAVA	1996 +532	7.541	35
27	20	20	HURT CHRISTINA AGUILERA		RCA/RMG	1853 -301	13.941	24
28	4	4	TELL ME DIDDY FEATURING CHRISTINA AGUILERA		BAD BOY/ATLANTIC	1675 +250	15.271	23
28	3	3	FACE DOWN THE RED JUMPSUIT APPARATUS		VIRGIN	1657 +474	7.831	34
30	13	13	THROUGH GLASS STONE SOUR		ROADRUNNER/LAVA	1626 -328	5.396	39
31	NEW	NEW	GIVE IT TO ME TIMBALAND FEAT. NELLY FURTADO & JUSTIN TIMBERLAKE	MOST INCREASED PLAYS/MOST ADDED	MOSLEY/BLACKGROUND/INTERSCOPE	1610 +1328	13.747	25
32	3	3	SHE'S LIKE THE WIND LUMIDEE FEATURING TONY SUNSHINE		TVT	1527 +339	13.382	26
35	4	4	WE FLY HIGH JIM JONES		KOCH	1314 +139	10.705	32
34	15	15	WAIT A MINUTE THE PUSSYCAT DOLLS FEATURING TIMBALAND		A&M/INTERSCOPE	1189 -300	6.985	36
35	2	2	YOU LLOYD FEATURING LIL' WAYNE		THE INC./UNIVERSAL MOTOWN	1138 +373	12.46	28
36	2	2	BOSTON AUGUSTANA		EPIC	1112 +235	4.584	40
37	10	10	U + UR HAND PINK		LAFACE/ZOMBA	1112 +223	2.974	37
38	2	2	PROMISE CIARA		LAFACE/ZOMBA	1031 +102	6.988	37
39	18	18	SAY GOODBYE CHRIS BROWN		JIVE/ZOMBA	996 -182	6.764	38
40	2	2	ICE BOX OMARION		T.U.C./COLUMBIA	975 +164	11.310	30

MOST ADDED

GIVE IT TO ME 50
Timbaland Feat. Nelly Furtado & Justin Timberlake
(MOSLEY/BLACKGROUND/INTERSCOPE)
KBKS, KDND, KDWB, KHIT, KJYO, KKOB, KKRZ, KLAL, KMXV, KSPW, KXXM, KZCH, KZZP, WAEZ, WCCQ, WERO, WFLY, WFLZ, WGTZ, WHBQ, WHTZ, WHYI, WHB, WIHT, WIOQ, WJBQ, WKKS, WKKF, WKZR, WKSE, WKSS, WKST, WLAN, WLDI, WNCI, WNOU, WPRO, WPXY, WRVQ, WRVV, WSTR, WTTW, WVKX, WWSR, WWHT, WWST, WWWQ, WXKB, WZEE, WZKF

GLAMOROUS 25
Fergie Feat. Ludacris
(WILL.I.AM/A&M/INTERSCOPE)
KKOB, KRBE, KRUF, WAEB, WCCQ, WDKF, WFBC, WFMF, WHHY, WHKF, WHOT, WHYI, WKFS, WKXJ, WLAN, WNKX, WPST, WRVV, WSNX, WSTW, WXLK, WXSS, WZAT, WZEE, WZYP

DON'T MATTER 19
Akon
(KONVICT/UPFRONT/SRC/UNIVERSAL MOTOWN)
KBKS, KDWB, KHKS, KKMZ, KKRZ, KXXM, WABB, WDJX, WERO, WFHN, WGTZ, WKCI, WKSC, WKST, WRHT, WVVY, WWHT, WXXS, WXXX

KEEP HOLDING ON 11
Avril Lavigne
(FOX/RCA/RMG)
KJYO, KOCH, WAEB, WEZB, WFLZ, WHBQ, WIOQ, WKKF, WNOK, WQEN, WXXX

FACE DOWN 11
The Red Jumpsuit Apparatus
(VIRGIN)
KDWB, KSLZ, KZZP, WAKS, WDJX, WKSE, WLDI, WNOU, WNTQ, WRVV, WVKX

CUPID'S CHOKEHOLD 11
Gym Class Heroes Feat. Patrick Stump
(DECAYDANCE/FUELED BY RAMEN/ATLANTIC/LAVA)
KQMQ, KRBE, KSPW, WAEB, WAKS, WCCQ, WFMF, WIHT, WLAN, WQEN, WTTW

THIS IS WHY I'M HOT 10
Mims
(CAPITOL)
KBKS, KSMZ, KZCH, KZZP, WABB, WAKS, WIOQ, WKFS, WKST, WXXX

OVER IT 10
Katharine McPhee
(RCA/RMG)
KDND, KHIT, KKDM, WAEB, WERO, WFMF, WHBQ, WJBQ, WSNX, WSTR

LOOK AFTER YOU 10
The Fray
(EPIC)
KLAL, WABB, WBHT, WCCQ, WGTZ, WKZL, WPRO, WRHT, WSSX, WXXX

ADDED AT... WVYB
Daytona Beach, FL
PD/MD: Kotter
A Girl Called Jane, He's Alive, O Akon, Don't Matter, O Blue October, Into The Ocean, O Ne-Yo, Because Of You, O

FOR MORE STATIONS GO TO:
www.RadioandRecords.com

NEW AND ACTIVE

TITLE ARTIST / LABEL	PLAYS /GAIN	TITLE ARTIST / LABEL	PLAYS /GAIN
DON'T MATTER Akon (KONVICT/UPFRONT/SRC/UNIVERSAL MOTOWN)	908/496	MUST HAVE DONE SOMETHING RIGHT Relient K (COTEE/CAPITOL)	557/125
TOTAL STATIONS:	67	TOTAL STATIONS:	42
BEFORE HE CHEATS Carrie Underwood (ARISTA/ARISTA NASHVILLE/RMG)	711/173	NOTHING LEFT TO LOSE Mat Kearney (AWARE/COLUMBIA)	532/118
TOTAL STATIONS:	22	TOTAL STATIONS:	32
BETTER THAN ME Hinder (UNIVERSAL REPUBLIC)	660/135	FORGET YOU LAX (BLACKGROUND/UNIVERSAL MOTOWN)	497/67
TOTAL STATIONS:	39	TOTAL STATIONS:	37
OVER IT Katharine McPhee (RCA/RMG)	640/233	THIS IS WHY I'M HOT Mims (CAPITOL)	431/182
TOTAL STATIONS:	48	TOTAL STATIONS:	37
INTO THE OCEAN Blue October (UNIVERSAL MOTOWN)	593/26	ON THE HOTLINE Pretty Ricky (BLUESTAR/ATLANTIC)	416/103
TOTAL STATIONS:	30	TOTAL STATIONS:	40

MOST INCREASED PLAYS

+1328	GIVE IT TO ME Timbaland Feat. Nelly Furtado & Justin Timberlake (MOSLEY/BLACKGROUND/INTERSCOPE) KRUF +47, KRQZ +43, WKST +43, WVKX +42, KZCH +39, KXXM +38, KMXV +37, KKMZ +34, KKRZ +30, KZZP +28
+947	IT'S NOT OVER Daughtry (RCA/RMG) WHB +42, KKOB +39, WQEN +37, KDWB +35, WRVQ +35, WGTZ +34, KQMQ +30, WKCI +28, WLKT +26, WKXJ +25
+840	GLAMOROUS Fergie Feat. Ludacris (will.i.am/A&M/InterScope) WDKF +40, WRVV +30, XT20 +26, WZEE +26, WKCI +25, WKFS +25, WFMF +24, WNKX +24, WHYI +23, WJBQ +22
+748	WHAT GOES AROUND...COMES AROUND Justin Timberlake (Jive/Zomba) KRUF +43, KSPW +30, XT20 +26, WZEE +26, WKCI +25, WFMF +29, WKZL +29, WKFS +28, KKRZ +27, WRVV +26
+532	CUPID'S CHOKEHOLD Gym Class Heroes Feat. Patrick Stump (Decaydance/Fueled By Ramen/Atlantic/Lava) WIOQ +28, WLAN +26, WTTW +24, WHYI +23, WBHT +21, WKSE +18, KXXM +17, WFMF +17, WDJX +17, KHIT +16

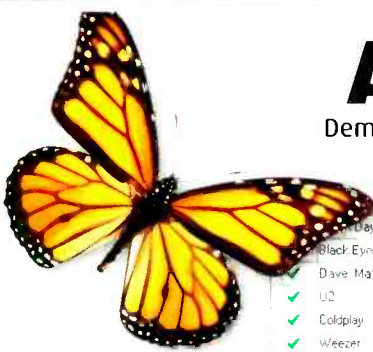
FOR WEEK ENDING FEBRUARY 4, 2007
LEGEND: See legend to charts in charts section for rules and symbol explanations. 116 CHR/top 40 and 16 Canada CHR/top 40 stations are electronically monitored by Nielsen Broadcast Data Systems 24 hours a day, 7 days a week. CHR/Top 40 indicator chart comprised of 57 reporters. © 2007 Nielsen Business Media, Inc. All rights reserved.



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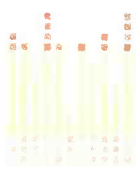
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CHR/TOP 40

CHR/TOP 40 MONITORED REPORTERS

WFLY/Albany, NY OM: Kevin Callahan PD: Terry O'Donnell MD: Christy Taylor	WDFK/Dayton, OH OM: Tony Tilford APD/MD: Ryan Drake	WDJX/Louisville, KY PD: Shane Collins APD/MD: Ben Davis	WPXY/Rochester, NY PD: Mike Danger MD: J.B.
WKFF/Albany, NY PD: Randy McCarten	WGTZ/Dayton, OH OM: J.D. Kunes PD: Scott Sharp	WZKF/Louisville, KY PD/MD: Chris Randolph	KDND/Sacramento, CA PD: Dan Mason MD: Christopher K.
KKOB/Albuquerque, NM OM: Eddie Haskell PD: Kris Abrams APD: Mark Anderson MD: Carlos Duran	WVYB/Daytona Beach, FL OM: Frank Scott PD/MD: Kotter	WZEE/Madison, WI OM: Mike Ferris PD: Jon Reilly	WIOG/Saginaw, MI PD: Jerry Noble APD: Demas
WAEB/Allentown, PA PD: Laura St. James MD: Eric Chase	KKDM/Des Moines, IA APD: Greg Chance MD: Scotty Cage	WHBQ/Memphis, TN PD: Karson with a K APD: Lugnut MD: Joe Mack	KZHT/Salt Lake City, UT PD: Jeff McCartney MD: Monroe
WIXX/Appleton, WI PD: Tony Waitkus MD: David Burns	WKQI/Detroit, MI PD: Matt Theodore APD/MD: Beau Daniels	WHYI/Miami, FL OM: George King PD: Rod Phillips MD: Michael Yo	KXXM/San Antonio, TX PD: Tony Travatto APD: Russell Rush
WKSZ/Appleton, WI OM: Greg Bell PD: Dayton Kane APD/MD: Brian Davis	WWCK/Flint, MI OM: Jeff Wade	WXSS/Milwaukee, WI OM/MD: Brian Kelly APD/MD: JoJo Martinez	KHTS/San Diego, CA PD: Jimmy Steele APD/MD: Hitman Haze
WSTR/Atlanta, GA PD: Dan Bowen MD: Michael Chase	WSNX/Grand Rapids, MI OM: Doug Montgomery PD: Eric O'Brien APD: Holmes	KDWB/Minneapolis, MN OM/MD: Rob Morris MD: Lucas	Sirius Hits 1/Satellite PD: Kid Kelly APD/MD: Ryan Sampson
WWWQ/Atlanta, GA OM: Rob Roberts PD: Dylan Sprague	WKZL/Greensboro, NC PD: Jason Goodman APD/MD: Mike Klein	WABB/Mobile, AL OM: Jay Hasting PD: Tom "Jammer" Naylor APD: Q-Tip MD: Jonathan Shuford	XM Top 20 on 20/Satellite PD: Michelle Carlier MD: Priestly
KHFI/Austin, TX OM: Mac Daniels PD: Jay Shannon MD: Tony Cortez	WERO/Greenville, NC APD/MD: Chris "Hollywood" Mann	WHHY/Montgomery, AL OM: Bill Jones PD/MD: Steve Smith	WAEV/Savannah, GA OM: Brad Kelly PD: Chris Alan APD/MD: Russ Francis
WFMB/Baton Rouge, LA PD: Kevin Campbell	WRHT/Greenville, NC PD: Fox Feltman	WRVW/Nashville, TN PD: Rich Davis MD: Tommy Butter	WZAT/Savannah, GA OM: Sam Nelson
WQEN/Birmingham, AL OM: Tom Hanrahan PD: Keith Allen APD/MD: Madison Reeves	WFBC/Greenville, SC PD: Chase Murphy MD: Natalie Randall	WBLI/Nassau, NY OM: Nancy Cambino PD: Jeremy Rice APD: Al Levine MD: Gabrielle Vaughn	KBKS/Seattle, WA PD: Marcus D. APD: Kristin "The Island Girl" Geong MD: Eric Tyler
WXKS/Boston, MA PD: Cadillac Jack MD: Chris Tyler	WHKF/Harrisburg, PA OM: Chris Tyler PD: JT Bosch APD: Mike Miller	WFHN/New Bedford, MA PD: Jim Reitz	KRUF/Shreveport, LA OM: Gary McCoy PD: Erin Bristol MD: Andrew "A.G." Gordon
CKEY/Buffalo, NY PD/MD: Dave Universal	WKSS/Hartford, CT PD: Stan "The Man" Priest MD: Brian "Munchie" Donovan	WKCI/New Haven, CT PD: Chaz Kelly MD: Mike "Jagger" Thomas	KSPW/Springfield, MO
WKSE/Buffalo, NY OM/MD: Sue O'Neil APD/MD: Brian Wilde	KQMQ/Honolulu, HI PD: Sean Lynch MD: Ryan Sean	WEZB/New Orleans, LA OM/MD: Mike Kaplan APD: Tyler MD: Stevie G.	KSLZ/St. Louis, MO PD: Tommy Austin MD: Taylor J.
WXXX/Burlington, VT OM/MD: Ben Hamilton MD: Pete Belair	KRBE/Houston, TX PD: Leslie Whittle	WNTQ/Syracuse, NY OM/MD: Tom Mitchell MD: Rick Roberts	WVHT/Syracuse, NY PD: Butch Charles MD: Jeff Wise
WIHB/Charleston, SC OM/MD: Bryan Taylor MD: Dave Ryan	WZYP/Huntsville, AL PD: Michael Storm APD: Ally "Lisa" Elliott	WFLZ/Tampa, FL OM: Doug Hamand PD: Tommy Chuck MD: Ashlee Reid	WTWR/Toledo, OH
WSSX/Charleston, SC OM/MD: Mike Edwards APD/MD: Special Ed	WNOU/Indianapolis, IN OM: David Edgar PD: Chris Edge APD/MD: Tim Rainey	KJYO/Oklahoma City, OK OM: Tom Travis PD: Mike McCoy MD: Jeff Blackburn	WVKS/Toledo, OH OM/MD: Bill Michaels APD/MD: Mark Andrews
WYSR/Charleston, WV OM/MD: Gary Blake PD: Wade Hill	WYOY/Jackson, MS OM/MD: Johnny O APD/MD: Nate West	KQCH/Omaha, NE OM: Tom Land PD/MD: Erik Johnson	WPST/Trenton, NJ OM/MD: Dave McKay APD/MD: Matt Sneed
WNKS/Charlotte, NC PD: John Reynolds MD: Keli Reynolds	WAPE/Jacksonville, FL OM/MD: Cat Thomas APD: Chase Daniels MD: Jay Styles	WXXL/Orlando, FL APD/MD: Jana Sutter	KRQJ/Tucson, AZ OM/MD: Tim Richards MD: Chris Peters
WKXJ/Chattanooga, TN OM: Kris Van Dyke PD: Riggs APD: Mike Michonski	WFKS/Jacksonville, FL OM: Gail Austin PD: Todd Shannon APD: Jonathan Reed	WZZP/Phoenix, AZ OM: Gail Austin PD: Greg "DJ Greggory D" D'Angelo	KHTT/Tulsa, OK OM/MD: Tod Tucker APD: Billy "The Baby DJ" Sexaur MD: Dylan
WKSC/Chicago, IL PD: Rick Gillette MD: Jeff Murray	WAEZ/Johnson City, TN OM: Bill Hagy PD: Gary Blake MD: Jason Reed	WKST/Pittsburgh, PA OM: Alex Teag APD: Drew Hall MD: Dylan	WIHT/Washington, DC PD: Jeff Kapugi APD: Toby Knapp MD: Gillian Sussman
WKFS/Cincinnati, OH OM: Scott Reinhart PD: Mark Anderson	KMXV/Kansas City, MO PD/MD: JR Ammons	WJBQ/Portland, ME OM/MD: Tim Moore MD: Mike Adams	WLDI/West Palm Beach, FL OM: Dave Denver PD: Kobe
WAKS/Cleveland, OH OM: Kevin Metheny OM: Jeff Zukauckas PD: Bo Matthews APD/MD: Kasper	WWST/Knoxville, TN PD: Rich Bailey MD: Scott Bohannon	KKRZ/Portland, OR PD: Brian Bridgman MD: Brooke Fox	KZCH/Wichita, KS OM: Lyman James APD: Brett Andrews MD: Jo Jo Collins
KKMG/Colorado Springs, CO OM: Bobby Irwin PD: Jolin Foxx	KSMB/Lafayette, LA OM: Keith LeBlanc PD: Bobby Novosad MD: Chris Reed	WPRO/Providence, RI OM/MD: Tony Bristol APD/MD: Davey Morris	WBHT/Wilkes Barre, PA OM: Justin Bryant APD/MD: A.J.
WNOK/Columbia, SC PD: Wes McCain APD/MD: Kelly Nash	WLAN/Lancaster, PA PD: JT Bosch APD: Dennis Mitchell MD: Holly Love	WDCG/Raleigh, NC OM: Chris Shebel PD: Randi West APD/MD: Brody	WKRZ/Wilkes Barre, PA OM: Jim Rising PD: Tias Schuster APD/MD: Kelly K
WCCQ/Columbus, GA OM/MD: Bob Quick	WLKT/Lexington, KY PD: Dale O'Brian	WRVQ/Richmond, VA PD: Boomer	WSTW/Wilmington, DE PD: John Wilson APD/MD: Mike Rossi
WNCI/Columbus, OH PD: Michael McCoy MD: Maxwell	KLAL/Little Rock, AR OM/MD: Randy Cam APD: Ed Johnson MD: Charlotte	WXLK/Roanoke, VA PD: Kevin Scott APD: Danny Meyers MD: Bob Patrick	WAKZ/Youngstown, OH OM: Dan Rivers PD/MD: Jerry Mac
KKPN/Corpus Christi, TX OM/MD: Scott Holt APD: Scott E. Mack	KIIS/Los Angeles, CA PD: John Ivey APD/MD: Julie Pilat	WKGS/Rochester, NY PD: John Ivey MD: Nick DiTucci	WHOT/Youngstown, OH PD: John Trout



▶ "DON'T MATTER," AKON'S FOLLOW-UP TO TWO TOP FIVE SONGS, JUMPS TO NO. 30 ON THE CANADA CHR/TOP 40 CHART.

POWERED BY



THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE ARTIST	IMPRINT / PROMOTION LABEL	PLAYS	
					TW	+/-
1	1	11	IRREPLACEABLE BEYONCE	MUSIC WORLD/COLUMBIA	3649	-86
2	2	11	SAY IT RIGHT NELLY FURTADO	GEFFEN	3596	+22
3	3	6	WHAT GOES AROUND...COMES AROUND JUSTIN TIMBERLAKE	JIVE	3186	+243
4	4	12	WALK AWAY PAULA DEANDA FEAT. THE DEY	ARISTA/RMG	2904	+130
5	5	7	IT'S NOT OVER DAUGHTRY	RCA/RMG	2853	+282
6	6	10	I WANNA LOVE YOU AKON FEAT. SNOOP DOGG	SRC/UPFRONT/KONVICT/UNIVERSAL MOTOWN	2496	-234
7	7	10	BREAK IT OFF RIHANNA FEAT. SEAN PAUL	DEF JAM/IDJMG	2475	+233
8	8	16	IT ENDS TONIGHT THE ALL-AMERICAN REJECTS	DOGHOUSE/INTERSCOPE	2304	-78
9	9	9	WELCOME TO THE BLACK PARADE MY CHEMICAL ROMANCE	REPRISE	2187	+44
10	10	5	THE SWEET ESCAPE GWEN STEFANI FEAT. AKON	INTERSCOPE	2129	+235
11	11	14	FERGALICIOUS FERGIE	A&M/INTERSCOPE	2032	-387
12	12	19	HOW TO SAVE A LIFE THE FRAY	EPIC	1989	-270
13	13	7	THIS AIN'T A SCENE, IT'S AN ARMS RACE FALL OUT BOY	ISLAND/IDJMG	1747	+159
14	14	9	SHORTIE LIKE MINE BOW WOW FEAT. CHRIS BROWN	COLUMBIA	1533	-74
15	15	5	RUNAWAY LOVE LUDACRIS FEAT. MARY J. BLIGE	DEF CON II/IDJMG	1525	+191
16	16	19	HERE (IN YOUR ARMS) HELLOGOODBYE	DRIVE-THRU/SANCTUARY	1510	+107
17	17	20	MY LOVE JUSTIN TIMBERLAKE FEAT. T.I.	JIVE/ZOMBA	1459	-410
18	18	16	WAITING ON THE WORLD TO CHANGE JOHN MAYER	AWARE/COLUMBIA	1458	+28
19	19	18	SMACK THAT AKON FEAT. EMINEM	SRC/UPFRONT/KONVICT/UNIVERSAL MOTOWN	1372	-22C
20	20	26	LIPS OF AN ANGEL HINDER	UNIVERSAL REPUBLIC	1371	-26C
21	21	7	KEEP HOLDING ON AVRIL LAVIGNE	RCA/RMG	1349	+165
22	22	4	IF EVERYONE CARED NICKELBACK	ROADRUNNER/LAVA	1314	+187
23	23	3	GLAMOROUS FERGIE	WILL.I.AM/A&M	1262	+40C
24	24	3	CUPID'S CHOKEHOLD CYM CLASS HEROES	DECAYDANCE/FUELED BY RAMEN/ATLANTIC/LAVA	983	+176
25	25	12	THROUGH GLASS STONE SOUR	ROADRUNNER/LAVA	891	-241
26	26	3	FACE DOWN RED JUMPSUIT APPARATUS	VIRGIN	811	+186
27	27	18	HURT CHRISTINA AGUILERA	RCA/RMG	750	-211
28	28	3	TELL ME DIDDY FEAT. CHRISTINA AGUILERA	BAD BOY/ATLANTIC	721	+98
29	29	12	WAIT A MINUTE THE PUSSYCAT DOLLS	INTERSCOPE GEFFEN A&M	573	-71
30	30	18	MONEY MAKER LUDACRIS FEAT. PHARRELL	DTP/DEF JAM/IDJMG	557	-246
31	31	NEW	SHE'S LIKE THE WIND LUMIDEE & TONY SUNSHINE	TVT	521	+217
32	32	2	ICE BOX OMARION	T.U.C./COLUMBIA	515	+123
33	33	2	BOSTON AUGUSTANA	EPIC	515	+100
34	34	2	WE FLY HIGH JIM JONES	KOCH	511	+100
35	35	7	HONESTLY CARTEL	MILITIA GROUP/EPIC	472	-188
36	36	NEW	BETTER THAN ME HINDER	UNIVERSAL REPUBLIC	431	+121
37	37	NEW	YOU LLOYD FEAT. LIL WAYNE	THE INC./UNIVERSAL MOTOWN	400	+149
38	38	8	ROCKSTAR NICKELBACK	ROADRUNNER/LAVA	388	+45
39	39	17	SAY GOODBYE CHRIS BROWN	JIVE/ZOMBA	387	-147
40	40	3	PROMISE CIARA	LAFACE/JIVE/ZOMBA	379	+25

THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE ARTIST	IMPRINT / PROMOTION LABEL	PLAYS	
					TW	+/-
1	1	13	SAY IT RIGHT NELLY FURTADO	MOSLEY/GEFFEN/UNIVERSAL	645	+7
2	2	8	WHAT GOES AROUND...COMES AROUND JUSTIN TIMBERLAKE	JIVE/SONY BMG	630	+66
3	3	14	IRREPLACEABLE BEYONCE	COLUMBIA/SONY BMG	569	+9
4	4	7	THE SWEET ESCAPE GWEN STEFANI FEATURING AKON	INTERSCOPE/UNIVERSAL	549	+51
5	5	11	KEEP HOLDING ON AVRIL LAVIGNE	FOX/RCA/SONY BMG	460	+11
6	6	11	BREAK IT OFF RIHANNA & SEAN PAUL	SRC/DEF JAM/UNIVERSAL	448	+44
7	7	13	2U KESHIA CHANTE	SONY BMG	392	+20
8	8	11	IT'S NOT OVER DAUGHTRY	RCA/SONY BMG	349	+28
9	9	21	MY LOVE JUSTIN TIMBERLAKE FEATURING T.I.	JIVE/SONY BMG	324	-28
10	10	17	I WANNA LOVE YOU AKON FEATURING SNOOP DOGG	KONVICT/UPFRONT/SRC/UNIVERSAL MOTOWN/UNIVERSAL	319	-49
11	11	12	PRESSURE BELLY	CAPITAL PROPHET	317	0
12	12	16	I OWE IT ALL TO YOU EVA AVILA	SONY BMG	312	+42
13	13	10	WELCOME TO THE BLACK PARADE MY CHEMICAL ROMANCE	REPRISE/WARNER	309	-13
14	14	5	IF EVERYONE CARED NICKELBACK	EMI	292	+93
15	15	13	FERGALICIOUS FERGIE	WILL.I.AM/A&M/INTERSCOPE/UNIVERSAL	290	-8
16	16	22	SMACK THAT AKON FEATURING EMINEM	KONVICT/UPFRONT/SRC/UNIVERSAL MOTOWN/UNIVERSAL	271	-18
17	17	14	HOW TO SAVE A LIFE THE FRAY	EPIC/SONY BMG	271	-19
18	18	23	THIS AIN'T A SCENE, IT'S AN ARMS RACE FALL OUT BOY	FUELED BY RAMEN/ISLAND/UNIVERSAL	261	+49
19	19	20	GRACE KELLY MIKA	CASABLANCA/UNIVERSAL	260	+17
20	20	19	NO HEAVEN DJ CHAMPION	SABOTEUR	255	+2
21	21	17	LIPS OF AN ANGEL HINDER	UNIVERSAL REPUBLIC/UNIVERSAL	244	-28
22	22	16	ROCKSTAR NICKELBACK	EMI	243	-34
23	23	21	IT ENDS TONIGHT THE ALL-AMERICAN REJECTS	DOGHOUSE/INTERSCOPE/UNIVERSAL	237	+7
24	24	22	LIE TO ME GEORGE	HC ENTERTAINMENT	226	+9
25	25	32	HERE (IN YOUR ARMS) HELLOGOODBYE	DRIVE-THRU/EMI	221	+64
26	26	29	WALK AWAY (REMEMBER ME) PAULA DEANDA FEATURING THE DEY	ARISTA/SONY BMG	219	+33
27	27	34	RADIO MARIKA	ROCKSTAR	210	+53
28	28	31	RUNAWAY LOVE LUDACRIS FEATURING MARY J. BLIGE	DTP/DEF JAM/UNIVERSAL	207	+45
29	29	33	GLAMOROUS FERGIE FEATURING LUDACRIS	WILL.I.AM/A&M/UNIVERSAL	203	+46
30	30	2	DON'T MATTER AKON	KONVICT/UPFRONT/SRC/UNIVERSAL	179	+60



Profiting from text messaging and Web site initiatives

Turning New Media Into New Money

Darnella Dunham

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2007 has just started, but in less than two months, two rhythmic stations have already flipped formats despite healthy ratings. The reason for the format changes of WQSL/WQZL (101.1 and 92.3 the Beat of Carolina)/Greenville, N.C., and WKPO (Hot 105.9)/Madison is because they weren't able to garner sufficient revenue to keep their owners satisfied. ■ Nontraditional revenue sources help supplement a station's bottom line, and new technologies are opening new revenue doors. Many rhythmic programmers have incorporated texting and Web components into station promotions, but being cool with listeners just isn't enough. These are great ways to make money, yet some PDs simply aren't aggressive about working with sales to help turn these avenues into additional revenue streams.

One reason why new technology is sometimes underutilized is simply because it doesn't fall under one department's purview. Emmis' KPWR (Power 106)/Los Angeles has bridged the gap by hiring one person to handle most everything related to its Web site (power106.fm).

While his business card reads "Internet program director," KPWR's Orlando Antonio is actually more like a multimedia artist. His computer skills are a given, but he also serves as content manager, photographer, videographer and video editor. Since the marriage of radio and the Internet is still relatively new, Antonio utilizes all these skills to bring a visual element to what is heard on Power 106.

Much has changed in the three years he has worked at the station. Streaming video wasn't as prevalent on the site when he started because of the bandwidth required and other technology challenges. With video now being a readily accessible tool, some stations have already found a way to monetize it, with brief commercials that run at the beginning of video features on the site.

While some stations rely on their webmaster to occasionally update the site, Antonio functions as a full-time Internet programmer. A dedicated Web PD offers benefits for programming, promotions and sales. In addition to posting the latest station audio and video content, Web pro-

grammers also manage the listener e-mail address database and station MySpace page, and send targeted e-mail blast alerts to listeners.

Using your airwaves to direct listeners to your Web site for exclusive content can spike

While his business card reads 'Internet program director,' KPWR's Orlando Antonio is more like a multimedia artist, serving as content manager, photographer, videographer and video editor.

traffic and thus make the site more desirable for advertisers. Power 106 drives Web traffic throughout the day by airing promos with short clips from artist interviews that can be heard in their entirety on the Web site. Antonio says site traffic spikes after they run. Once a listener visits the site to hear a particular bit, Antonio's goal is to keep them there with archived interviews and other content.

A growing number of stations have set up text-messaging programs to field instant requests and shout-outs from listeners, especially the younger end of the 18-34 demo, which often prefers to communicate that way. In addition to helping the listener quickly reach the station and its personalities, the technology offers revenue opportunities. The default outgoing message acknowledging that the text was received can be sold to a sponsor. For example, if you're giving away passes to a movie, the movie company can promote its next big release on a bounce-back message to everyone that sends in a text to win. This model can also serve as added value to lure potential clients and help your station gain an edge over competitors chasing the same buy.

Another way to profit from the popularity of text messaging is to charge a nominal fee each time a listener sends a text to the station. Some people may not mind paying a small price for the huge convenience—NBC charges viewers who text into its \$50,000 "Deal or No Deal" contest. Some stations receive more than 30,000 text messages per month, so a 50 cent charge per text can really add up.

No, it's not entirely up to the PD to create new ways to generate revenue from text messaging and the Web. But if someone doesn't step up and develop new ideas to contribute to the bottom line, more rhythmic stations could end up flipping to other formats. Yes, a PD should focus on pulling in great ratings. But if the station isn't profitable, no one wins. **R&R**



As A-on continues to feel the love from the rhythmic format, Universal Motown thanked many of the programmers who helped his debut album sell 3 million copies worldwide by handing out plaques at the most recent Lawman 4th Quarter Music Presentations in San Francisco.

► **LLOYD** DETHRONES BEYONCÉ FOR HIS FIRST NO. 1 ON THE RHYTHMIC CHART, EQUALING HIS FEAT FROM LAST WEEK'S URBAN LIST.



THIS WEEK	LAST WEEK	TITLE	NIelsen BDS CERTIFICATIONS	HITPREDICTOR STATUS	PLAYS	AUDIENCE	
	WEEKS ON CHART	ARTIST	IMPRINT / PROMOTION LABEL		TW +/-	MILLIONS	RANK
1	2	YOU LLOYD FEATURING LIL WAYNE	NO. 1 (1 WK)	★	4537	+251	36.739 1
2	1	IRREPLACEABLE BEYONCÉ		★	4147	-301	29.166 4
3	4	RUNAWAY LOVE LUDACRIS FEATURING MARY J. BLIGE		★	3947	+102	29.308 3
4	3	WE FLY HIGH JIM JONES		★	3837	-92	30.223 2
5	5	I WANNA LOVE YOU AKON FEATURING SNOOP DOGG		★	3085	-485	27.197 5
6	8	ON THE HOTLINE PRETTY RICKY		★	3032	+503	21.680 7
7	6	PROMISE CIARA		★	2978	-473	20.618 9
8	7	THAT'S THAT SNOOP DOGG FEATURING R. KELLY		★	2792	-181	22.659 6
9	12	THIS IS WHY I'M HOT MIMS		★	2763	+477	19.610 10
10	10	THE WAY I LIVE BABY BOY DA PRINCE FEATURING LIL BOOSIE		★	2587	+98	15.771 16
11	14	SAY IT RIGHT NELLY FURTADO		★	2460	+253	16.041 13
12	18	DON'T MATTER AKON	MOST INCREASED PLAYS	★	2399	+573	15.586 17
13	13	WALK IT OUT UNK		★	2302	+58	20.916 8
14	9	SHORTIE LIKE MINE BOW WOW FEATURING CHRIS BROWN & JOHN TA AUSTIN		★	2231	-327	17.200 12
15	16	ICE BOX OMARION		★	2177	+307	15.918 14
16	11	SMACK THAT AKON FEATURING EMINEM		★	2090	-286	15.834 15
17	20	MAKE IT RAIN FAT JOE FEATURING LIL WAYNE		★	2044	+231	17.684 11
18	15	MY LOVE JUSTIN TIMBERLAKE FEATURING T.I.		★	1839	-217	15.076 18
19	19	WHAT GOES AROUND...COMES AROUND JUSTIN TIMBERLAKE		★	1832	+12	9.734 22
20	17	FERGALICIOUS FERGIE		★	1698	-209	11.522 20
21	21	LAST NIGHT DIDDY FEATURING KEYSHIA COLE		★	1586	+359	10.528 21
22	22	BREAK IT OFF RIHANNA & SEAN PAUL		★	1322	+185	11.709 19
23	23	POPPIN' CHRIS BROWN FEATURING JAY BIZ		★	1140	+89	7.178 24
24	25	THROW SOME D'S RICH BOY FEATURING POLOW DA DON		★	1106	+178	7.997 23
25	27	NA NA BABY BASH		★	1051	+138	5.083 27
26	28	GO GETTA YOUNG JEEZY FEATURING R. KELLY		★	923	+84	4.426 29
27	24	AY CHICO (LENGUA AFUERA) PITBULL		★	800	-163	6.902 25
28	26	I LUV IT YOUNG JEEZY		★	732	-172	4.286 30
29	32	SHE'S LIKE THE WIND LUMIDEÉ FEATURING TONY SUNSHINE		★	727	+123	6.797 26
30	30	WOULDN'T GET FAR THE GAME FEATURING KANYE WEST		★	677	+51	4.869 28
31	29	STUCK WITH YOU LIL ROB		★	642	-100	3.099 36
32	35	DIME (TELL ME) PITBULL FEATURING KEN Y		★	641	+157	4.202 31
33	37	OUTTA MY SYSTEM BOW WOW		★	607	+193	2.302 -
34	40	GLAMOROUS FERGIE FEATURING LUDACRIS		★	570	+166	4.089 32
35	34	LET GO MEGAN ROCHELL		★	548	+13	1.611 -
36	36	LIES MC MAGIC FEATURING KRISTAL MELODY		★	528	+66	2.175 -
37	NEW	GIVE IT TO ME TIMBALAND FEAT. NELLY FURTADO & JUSTIN TIMBERLAKE	MOST ADDED	★	493	+405	4.027 33
38	33	MONEY IN THE BANK LIL SCRAPPY FEATURING YOUNG BUCK		★	487	-78	3.599 34
39	NEW	HOLLYWOOD JAY-Z FEATURING BEYONCÉ		★	461	+188	2.067 -
40	NEW	NOT A CRIMINAL CHAMILLIONAIRE		★	445	+141	3.531 35

MOST ADDED

TITLE	ARTIST / LABEL	NEW STATIONS
GIVE IT TO ME	Timbaland Feat. Nelly Furtado & Justin Timberlake (Mosley/Blackground/Interscope)	27
DON'T MATTER	Akon (Konvict/Upfront/SRC/Universal Motown)	9
OH YEAH (WORK)	Lil Scrappy Feat. Sean P. & E-40 (BME/Reprise/Warner Bros.)	9
POPPIN'	Chris Brown Feat. Jay Biz (Jive/Zomba)	7
THROW SOME D'S	Rich Boy (Zone 4/Interscope)	7
BECAUSE OF YOU	Ne-Yo (Def Jam/IDJMG)	7
ICE BOX	Omarion (T.U.G./Columbia)	6
THIS IS WHY I'M HOT	Mims (Capitol)	5
LAST NIGHT	Diddy Feat. Keyshia Cole (Bad Boy/Atlantic)	5
HOLLYWOOD	Jay-Z Feat. Beyoncé (Roc-A-Fella/Def Jam/IDJMG)	5

ADDED AT... WPOW
Miami, FL
PD: Tony The Tiger
MD: Eddie Mix
Rich Boy, Throw Some D's, 13
Baby Bash, Na Na, 5

FOR MORE STATIONS GO TO
www.RadioandRecords.com

NEW AND ACTIVE

TITLE	ARTIST / LABEL	PLAYS /GAIN	TITLE	ARTIST / LABEL	PLAYS /GAIN
THE SWEET ESCAPE	Gwen Stefani Feat. Akon (Interscope)	428/82	A MAN THAT GOES	Selau (Street Cred/Koch)	210/33
BUDDY	MusiQ Soulchild (Atlantic)	347/32	2 STEP	Clyde Carson (Capitol)	185/66
I JUST WANNA KNOW	Taio Cruz (Universal Republic)	286/44	KNOW WHAT I'M DOIN'	Birdman & Lil Wayne Feat. Rick Ross & T-Pain (Cash Money/Universal Motown)	176/43
MAGIC CITY	2XL (Tommy Boy)	247/23	EASY	Paula DeAnda (Arista/RMG)	167/39
LOST WITHOUT U	Robin Thicke (Star Trak/Interscope)	237/50	BREAK 'EM OFF	Paul Wall Feat. Lil' KeKe (Swishahouse/Asylum/Atlantic)	146/41

MOST INCREASED PLAYS

+573	★ DON'T MATTER Akon (Konvict/Upfront/SRC/Universal Motown)
+503	★ ON THE HOTLINE Pretty Ricky (BlueStar/Atlantic)
+477	★ THIS IS WHY I'M HOT Mims (Capitol)
+405	★ GIVE IT TO ME Timbaland Feat. Nelly Furtado & Justin Timberlake (Mosley/Blackground/Interscope)

LEGEND: See legend to charts in charts section for rules and symbol explanations.
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How Emmis/New York takes sales beyond selling spots

Creating A Brand Moment

Dana Hall

DHall@RadioandRecords.com

There's been no shortage of bad press about radio during the several few years. Ad revenue is flat, TSL is shrinking, and the talent pool has turned into a talent puddle. Deserved or not, radio has earned a bad reputation as being stale, cookie-cutter and unimaginative. ■ Keenly aware of this perception, broadcasters have started to fight back. Some are trying new and innovative approaches to change not only how radio sounds to listeners, but just as important, how it serves its customers.

Emmis/New York, which includes hip-hop WQHT (Hot 97), urban AC WRKS (98.7 Kiss FM) and smooth jazz WQCD (CD 101.9), is one such company. Director of sales Alex Cameron and her team are taking a fresh approach to selling radio, advancing it far beyond just a run of spots in the best dayparts.

"I took a look at the radio market and asked why radio is in the position it is today," Cameron says. "Wall Street forced radio to have a short-term view and intense pressure to sell to meet quotas." At Emmis, she says, "we are trying to change that perspective. We are training our sales executives to think in a true marketing fashion."

Cameron and her sellers are taking cues from high-level marketers outside the radio industry. By attending marketing seminars, Cameron says she is able to meet and hear what CEOs and marketing VPs of major corporations have to say about branding their products.

"Within those circles, there is a discussion going on about engagement with consumers and what the new measuring system is for consumer recognition of a brand. The challenge radio is facing today is the need to engage with the consumer. I call it creating a brand moment. That's the moment when a consumer has an emotional connection or relevant experience with the brand. It's not measurable by cost-per-point."

When deciding which stations to spend their advertising dollars on, buyers and agencies have long relied on cost-per-point metrics. Based purely on ratings, cost-per-point doesn't measure a consumer's emotional connection with a product

or service. "For a lot of agencies and marketers, it's still about buying the cheapest stations or getting the most units for your dollar," Cameron says, adding that this traditional advertising approach doesn't motivate consumers the way it used to.

What's more, radio has not fully adapted to the new, ever-changing marketing environment that surrounds it, she says. "Whether you are trying to reach teens or adults, there are so many new avenues to do so, be it online, through videogames or with mobile technology. When we apply the old model of doing business in radio, or any traditional medium for that matter, it is going to be less efficient."

Going The Extra Mile

Emmis has developed new models for its clients that have been as simple as rewriting and reproducing a national spot to fit the sound and image of one of its stations, or as involved as creating and hiring a new character for the morning show.

Working with Fox Television, Hot 97 created a morning show character, "the Fox TV Diva," who would dish about fashions seen on various Fox TV shows. "It was a trend-spotting piece that became very popular," Cameron says. The radio-TV collaboration went as far as involving Fox Television's creative director in the radio script writing.

The station added an interactive component—a "Hot or Cold" list on its Web site where listeners could vote. "It engaged listeners with the Fox



Cameron

'Radio's challenge is engaging the consumer. I call it creating a brand moment, when a consumer has an emotional connection or relevant experience with the brand.'

—Alex Cameron

brand and their shows and fit well within what listeners expected from Hot 97."

Emmis has used other means to successfully integrate ad campaigns on its station sites, including a variation on the dreaded car dealership remote. "You probably get 20-30 people to show up, and maybe a handful of them actually qualify to buy a car," Cameron says. Instead, Hot 97 staged a virtual car show with night host Funkmaster Flex as MC. The acknowledged car customizing expert, who has hosted TV shows on the subject, was available to chat online "about the best cars, the best deals, all the options and even see if you qualify, right online," Cameron says. "Consumers can do this from their own living rooms, and you will likely get a much larger turnout. They don't need to live nearby to attend the event. They also aren't getting a pitch from some sales guy, they are sitting and talking to a Hot 97 jock who they feel they know and trust. We also can include incentives for filling out applications, like concert tickets or CD giveaways."

Emmis plans to expand its New York sales initiatives to other markets. To that end, the company has contracted with ad agency and production house Creative Resources. The partnership has already yielded customized iTunes music stores on Emmis station Web sites.

Serving clients better with innovative campaigns is a two-way street, Cameron says. "Advertisers need to understand that not all programs work for every station, but that doesn't mean we can't come up with something that does work. It's all about the dialogue. Many advertisers and agencies don't understand the multiple levels in which radio connects with and interacts with its listeners.

"It's also our goal to retrain our salespeople to think differently. We do a lot of brainstorming along with our creative department and our programming departments. We ask, what is the ultimate objective of the client? Our philosophy is not to have sales and programming operate in separate worlds. What will connect with the listener is ultimately what is good for the client." **R&R**

ON THE WEB
For additional examples of how Emmis/New York is serving its clients, visit the Urban/Urban AC format page at RadioandRecords.com on Feb. 12.

Dana Hall Returns To Urban Column

R&R expands its commitment to urban radio with the return of veteran urban radio specialist Dana Hall to this column, effective with this issue. As R&R senior urban editor, Hall will alternate writing the column with R&R urban editor Hillary Crosley. Hall has covered urban radio for nearly 10 years and will work in tandem with Crosley to deliver unmatched coverage of the urban, urban AC and gospel formats across R&R's print, electronic and face-to-face platforms.

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RECORDS



On The Hotline

THE HIT SINGLE FROM THEIR # 1 ALBUM

Late Night Special

BET - HEAVY ROTATION - MAINTAINED #1 SPOT ON BET 106 & PARK COUNTDOWN FOR ENTIRE WEEK !!

MTV- ENTERED # 9 ON TRL COUNTDOWN

MYSFACE - TOP 5 OF MYSFACE'S "TOP ARTISTS" CHART

YOUTUBE - #2 MOST SUBSCRIBED MUSICAL CHANNEL OF THE MONTH

Overall Airplay Stats: 8321 spins +1063 / Audience TW: 80.7 Million +13.5 Mil

Mainstream Urban: 3313 spins + 254 / Audience TW: 34.2 Million +5.1 Mil

Top 40: 481 spins +115 / Audience TW: 1.9 Million +390K



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▶ WITH AIRPOWER HONORS AT NO. 17, "BUDDY" GIVES MUSIQ SOULCHILD HIS HIGHEST POSITION ON THE URBAN CHART IN FIVE YEARS.



WEEK	LAST WEEK	TITLE	ARTIST	NIelsen BDS CERTIFICATIONS	HITPREDICTOR STATUS	IMPRINT / PROMOTION LABEL	PLAYS TW	+/ -	AUDIENCE MILLIONS	RANK
1	1	15	YOU LLOYD FEATURING LIL' WAYNE	NO. 1 (2 WKS)	☆	THE INC./UNIVERSAL MOTOWN	4918	-52	60.821	1
2	2	15	PROMISE CIARA		☆	LAFACE/ZOMBA	4824	-129	58.021	2
3	3	13	RUNAWAY LOVE LUDACRIS FEATURING MARY J. BLIGE		☆	DTW/DEF JAM/IDJMG	4257	+184	50.122	3
4	5	12	POPPIN' CHRIS BROWN FEATURING JAY BIZ		☆	JIVE/ZOMBA	3865	+127	40.438	5
5	6	12	ON THE HOTLINE PRETTY RICKY		☆	BLUESTAR/ATLANTIC	3846	+390	39.533	6
6	9	12	THROW SOME D'S RICH BOY FEATURING POLOW DA DON		☆	ZONE 4/INTERSCOPE	3472	+414	38.600	8
7	10	11	ICE BOX OMARION		☆	T.U.G./COLUMBIA	3225	+182	43.751	4
8	4	14	IRREPLACEABLE BEYONCE		☆	COLUMBIA	3222	-652	31.253	11
9	8	15	MAKE IT RAIN FAT JOE FEATURING LIL' WAYNE		☆	TERROR SQUAD/IMPERIAL/VIRGIN	3169	+29	38.823	7
10	13	9	LOST WITHOUT U ROBIN THICKE	MOST INCREASED PLAYS	☆	STAR TRAK/INTERSCOPE	3069	+675	31.784	10
11	7	16	I WANNA LOVE YOU AKON FEATURING SNOOP DOGG		☆	KONVICT/UPFRONT/SRC/UNIVERSAL MOTOWN	2749	-602	30.281	12
12	12	27	WALK IT OUT UNK		☆	BIG OOMP/KOCH	2472	-37	32.853	9
13	15	13	TOP BACK T.I.		☆	GRAND HUSTLE/ATLANTIC	2457	+253	24.150	14
14	16	5	THIS IS WHY I'M HOT MIMS		☆	CAPITOL	2339	+394	24.882	13
15	11	19	WE FLY HIGH JIM JONES		☆	KOCH	2281	-534	23.982	15
16	19	5	GO GETTA YOUNG JEEZY FEATURING R. KELLY		☆	CORPORATE THUGZ/DEF JAM/IDJMG	1992	+197	18.611	16
17	21	5	BUDDY MUSIQ SOULCHILD	AIRPOWER	☆	ATLANTIC	1746	+197	16.447	19
18	14	15	THAT'S THAT SNOOP DOGG FEATURING R. KELLY		☆	DOGGYSTYLE/GEFFEN	1655	-623	14.600	22
19	18	16	ZOOM LIL' BOOSIE FEATURING YUNG JOC		☆	TRILL/ASYLUM/ATLANTIC	1641	-181	11.484	26
20	24	9	KING KONG JIBBS FEATURING CHAMILLIONAIRE		☆	BEAST/GEFFEN	1574	+165	9.856	30
21	30	3	30 SOMETHING JAY-Z		☆	ROC-A-FELLA/DEF JAM/IDJMG	1532	+416	14.155	23
22	20	19	SHORTIE LIKE MINE BOW WOW FEATURING CHRIS BROWN & JOHN TA AUSTIN		☆	COLUMBIA	1483	-325	16.720	18
23	17	18	MY LOVE JUSTIN TIMBERLAKE FEATURING T.I.		☆	JIVE/ZOMBA	1413	-465	15.490	20
24	26	3	WOULDN'T GET FAR THE GAME FEATURING KANYE WEST		☆	GEFFEN	1387	+183	10.162	28
25	27	10	ONE TY RESE		☆	J/RMG	1323	+125	10.161	29
26	25	9	WE RIDE ((I SEE THE FUTURE)) MARY J. BLIGE		☆	MATRIARCH/GEFFEN	1316	-5	7.958	35
27	22	11	HOOD BOY FANTASIA FEATURING BIG BOI		☆	J/RMG	1293	-216	7.825	36
28	29	8	1ST TIME YUNG JOC FEAT. MARQUES HOUSTON & TREY SONGZ		☆	BLOCK/BAD BOY SOUTH/ATLANTIC	1254	+96	14.924	21
29	33	2	LAST NIGHT DIDDY FEATURING KEYSHIA COLE		☆	BAD BOY/ATLANTIC	1246	+237	11.882	25
30	32	8	ROCK YO HIPS CRIME MOB FEATURING LIL' SCRAPPY		☆	CRUNK/IME/REPRISE/WARNER BROS.	1219	+217	8.002	34
31	28	13	UPGRADE U BEYONCE FEATURING JAY-Z		☆	COLUMBIA	1174	-5	17.039	17
32	23	16	I LUV IT YOUNG JEEZY		☆	CORPORATE THUGZ/DEF JAM/IDJMG	1088	-355	13.328	24
33	34	5	CIRCLE MARQUES HOUSTON		☆	T.U.G./UNIVERSAL MOTOWN	1040	+171	6.232	40
34	40	2	2 STEP UNK		☆	BIG OOMP/KOCH	975	+307	7.451	37
35	35	3	IF I WAS YOUR MAN JOE		☆	JIVE/ZOMBA	933	+117	7.165	38
36	36	4	JUMP OFF STERLING SIMMS FEATURING SEAN P.		☆	ONE RECORDINGS/DEF JAM/IDJMG	869	+82	5.046	-
37	38	4	COME WITH ME SAMMIE		☆	ROWDY/UNIVERSAL MOTOWN	849	+99	4.063	-
38	NEW		POP LOCK AND DROP IT HUEY		☆	HITZ COMMITTEE/JIVE/ZOMBA	806	+224	3.862	-
39	37	11	LET'S STAY TOGETHER LYFE JENNINGS		☆	COLUMBIA	801	+9	8.981	32
40	31	10	LOST ONE JAY-Z FEATURING CHRISSETTE MICHELE		☆	ROC-A-FELLA/DEF JAM/IDJMG	788	-302	9.264	31

MOST ADDED

TITLE	ARTIST / LABEL	NEW STATIONS
OH YEAH (WORK)	Lil Scrappy Feat. Sean P. & E-40 (BME/REPRISE/WARNER BROS.)	32
SIDELINE HO	Monica (J/RMG)	32
THUG LIKE ME	LeMarvin (MONOPOLY/UNIVERSAL MOTOWN)	16
2 STEP	Unk (KOCH)	14
WOULDN'T GET FAR	The Game Feat. Kanye West (GEFFEN)	7
CAN'T FORGET ABOUT YOU	Nas Feat. Chrisette Michele (DEF JAM/IDJMG)	7
KNOW WHAT I'M DOIN'	Birdman & Lil Wayne Feat. Rick Ross & T-Pain (CASH MONEY/UNIVERSAL MOTOWN)	6
THIS IS WHY I'M HOT	Mims (CAPITOL)	5
JUMP OFF	Sterling Simms Feat. Sean P. (ONE RECORDINGS/DEF JAM/IDJMG)	5
LOST WITHOUT U	Robin Thicke (STAR TRAK/INTERSCOPE)	4

ADDED AT... WEUP
Huntsville, AL
PD: Anthony Simmons
MD: Jeffrey Rice
Lil Scrappy Feat. Sean P & E-40, Oh Yeah, 5 C-Murder, Posted On Tha Block, O LeMarvin, Thug Like Me, O Monica, Sideline Ho, O

FOR MORE STATIONS GO TO:
www.RadioandRecords.com

NEW AND ACTIVE

TITLE	ARTIST / LABEL	PLAYS /GAIN	TITLE	ARTIST / LABEL	PLAYS /GAIN
AND I AM TELLING YOU I'M NOT GOING	Jennifer Hudson (MUSIC WORLD/COLUMBIA)	630/172	OH YEAH (WORK)	Lil Scrappy Feat. Sean P. & E-40 (BME/REPRISE/WARNER BROS.)	425/51
I'M A FLIRT	Bow Wow Feat. R. Kelly (COLUMBIA)	615/73	THE WAY I LIVE	Baby Boy Da Prince Feat. Lil Boosie (TAKE FO'/UNIVERSAL REPUBLIC)	373/13
CAN'T FORGET ABOUT YOU	Nas Feat. Chrisette Michele (DEF JAM/COLUMBIA/IDJMG)	587/111	MR. JONES	Mike Jones (SWISHAHOUSE/ASYLUM/WARNER BROS.)	370/94
KNOW WHAT I'M DOIN'	Birdman & Lil Wayne Feat. Rick Ross & T-Pain (CASH MONEY/UNIVERSAL MOTOWN)	547/180	MAGIC CITY	2XL (TOMMY BOY)	332/96
GHETTO MINDSTATE (CAN'T GET AWAY)	Lil' Flip Feat. Lyfe Jennings (ASYLUM/WARNER BROS.)	514/23	IT'S ME SNITCHES	Swizz Beatz (UNIVERSAL MOTOWN)	280/39

MOST INCREASED PLAYS

+675	☆ LOST WITHOUT U Robin Thicke (Star Trak/Interscope) KKDA +66, WHHL +32, WHRK +25, WJZE +25, WZHT +24, WEMX +23, WBFA +22, WMBX +22, WUBT +21, WJZF +20
+416	☆ 30 SOMETHING Jay-Z (Roc-A-Fella/Def Jam/IDJMG) SIJH +58, WZHT +40, WJTT +27, KOPW +19, WPRW +16, WEUP +14, KKDA +14, WZMX +13, KVSP +12, WRBJ +12
+414	☆ THROW SOME D'S Rich Boy Feat. Polow Da Don (Zone 4/Interscope) WHRK +25, KOPW +23, WQHT +22, WJUC +22, KBTT +22, WUBT +18, WZHT +17, WHHH +16, WPRW +14, WKYS +13
+394	☆ THIS IS WHY I'M HOT Mims (Capitol) WJMH +30, WZHT +26, WJZE +24, WJUC +24, WCKX +23, WDHT +22, WQHT +20, WBFA +20, KNDK +19, WEMX +17
	☆ ON THE HOTLINE Pretty Ricky (BlueStar/Atlantic) K-HTE +37, WCKX +35, WJZF +34, WDHT +26, WPRW +24, WPHH +23, WJHM +21, KDAY +18, WJKS +17, WKYS +17

FOR WEEK ENDING FEBRUARY 4, 2007
LEGEND: See legend to charts in charts section for rules and symbol explanations.
84 urban stations are electronically monitored by Nielsen Broadcast Data Systems 24 hours a day, 7 days a week. Rap chart comprised of 84 urban and 64 rhythmic electronically monitored Nielsen Broadcast Data Systems stations. © 2007 Nielsen Business Media, Inc. All rights reserved.

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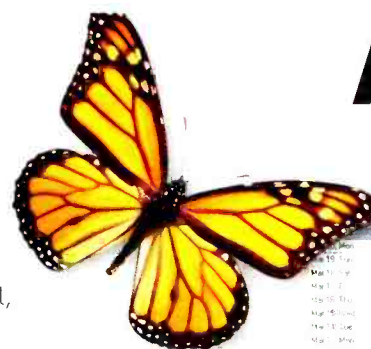
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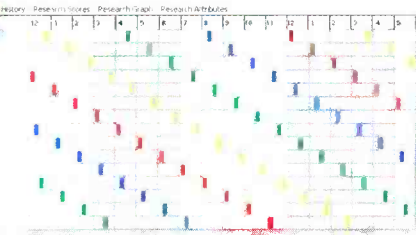


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Advantage

Better Schedules #2



Rick James "Deeper Still"

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KBLX, WMPZ, WUKS, WQNC, WCFB, WL VH!

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MTM RECORDS presents

dLo

This debut project delivers buttery smooth vocals, with many comparing dLo to the likes of Marvin Gaye. It's definitely a set the mood for anytime vibe. Sit back and enjoy the first single entitled,

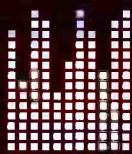
"Dare You To Love Me"

produced by CW SMITH

Going For Adds 2-26 & 2-27!

JESUS GARBEN 323-469-1504
MTM Entertainment • PHONE (310) 275-1303
EMAIL cw.mtmrecords@sbcglobal.net





URBAN AC

► "IN MY SONGS" CLIMBS 14-8 AND HELPS THE LATE **GERALD LEVERT** EXTEND HIS FORMAT-LEADING TOP 10 TOTAL TO 20.



POWERED BY



THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE ARTIST	NIelsen BDS CERTIFICATIONS IMPRINT / PROMOTION LABEL	PLAYS TW +/-	AUDIENCE MILLIONS RANK
1	1	16	LOST WITHOUT U ROBIN THICKE	NO. 1 (3 WKS) STAR TRAK/INTERSCOPE	2099 +69	22.207 1
2	2	28	CHANGE ME RUBEN STUDDARD	J/RMG	1561 -50	14.454 3
3	3	25	TAKE ME AS I AM MARY J. BLIGE	MATRIARCH/GEFFEN/INTERSCOPE	1535 -22	13.122 4
4	4	12	IRREPLACEABLE BEYONCE	COLUMBIA	1488 -54	15.087 2
5	5	22	USED TO BE MY GIRL BRIAN MCKNIGHT	WARNER BROS.	1124 -72	8.553 8
6	7	18	BE WITH YOU ELISABETH WITHERS	BLUE NOTE/VIRGIN	1017 +134	8.972 6
7	8	20	CAN'T GET ENOUGH TAMIA	PLUS 1/IMAGE	967 +127	8.465 10
8	14	5	IN MY SONGS GERALD LEVERT	ATLANTIC	866 +242	7.006 12
9	6	62	CAN'T LET GO ANTHONY HAMILTON	SO SO DEF/ZOMBA	861 -61	6.531 13
10	15	4	AND I AM TELLING YOU I'M NOT GOING JENNIFER HUDSON	MUSIC WORLD/COLUMBIA	810 +192	10.007 5
11	12	32	THERE'S HOPE INDIA ARIE	UNIVERSAL MOTOWN	781 +60	8.949 7
12	11	48	FLY LIKE A BIRD MARIAH CAREY	ISLAND/IDJMG	777 -63	5.350 14
13	9	35	I CALL IT LOVE LIONEL RICHIE	ISLAND/IDJMG	735 -108	8.521 9
14	13	5	BUDDY MUSIQ SOULCHILD	ATLANTIC	719 +62	7.520 11
15	18	16	WHAT YOU ARE LIONEL RICHIE	ISLAND/IDJMG	609 +28	4.540 16
16	16	18	PLEASE DON'T GO TANK	GOOD GAME/BLACKGROUND/UNIVERSAL MOTOWN	602 +3	3.904 18
17	17	18	SAVE ROOM JOHN LEGEND	G.O.O.D./COLUMBIA	521 -65	4.207 17
18	19	11	LISTEN BEYONCE	MUSIC WORLD/COLUMBIA	517 +12	4.655 15
19	21	27	LIKE A STAR CORINNE BAILEY RAE	CAPITOL	459 +39	2.778 22
20	23	21	OOH NA NA DONELL JONES	LAFACE/ZOMBA	455 +40	3.199 19
21	22	16	ONE TYRESE	J/RMG	372 -43	3.118 20
22	20	13	ENOUGH HOWARD HEWETT FEATURING GEORGE DUKE	GROOVE	370 -57	1.388 30
23	26	7	MORE THAN FRIENDS FREDDIE JACKSON	ORPHEUS	364 +95	2.422 24
24	25	13	UM GOOD SMOKIE NORFUL	EMI GOSPEL	259 -50	1.844 27
25	29	2	SEPTEMBER KIRK FRANKLIN	STAX/CONCORD	257 +64	1.350 32
26	24	15	WHERE LOVE BEGINS PATTI LABELLE FEATURING YOLANDA ADAMS	UMBRELLA/BUNGALO	195 -112	1.181 34
27	27	8	WITH U JANET	VIRGIN	193 -46	0.812 40
28	28	10	HARD TIME KIERAN	BLACK RAIN	187 -17	0.303 -
29	NEW		MAKE YA FEEL BEAUTIFUL RUBEN STUDDARD	J/RMG	183 +86	1.081 35
30	33	9	LET'S STAY TOGETHER LYFE JENNINGS	COLUMBIA	161 +5	1.773 29
31	32	10	HEAVEN JOHN LEGEND	G.O.O.D./COLUMBIA	155 -7	2.776 23
32	35	3	IF I WAS YOUR MAN JOE	JIVE/ZOMBA	147 +23	2.074 25
33	30	19	TUESDAY LENNY WILLIAMS	LENTON	147 -43	0.561 -
34	34	6	HOOD BOY FANTASIA FEATURING BIG BOI	J/RMG	140 -2	2.998 21
35	36	3	PROMISE CIARA	LAFACE/ZOMBA	120 -1	1.353 31
36	38	10	BOOM, BOOM, BOOM WILLIE CLAYTON	MALACO	104 -9	0.345 -
37	37	14	HEALING KELLY PRICE	GOSPO CENTRIC/ZOMBA	104 -14	0.775 -
38	RE-ENTRY		SHO' NUFF BAR-KAYS	RIGHT NOW	103 +9	0.296 -
39	NEW		GOT 2 BE DOWN ROBIN THICKE FEATURING FAITH EVANS	STAR TRAK/INTERSCOPE	95 +3	1.955 26
40	NEW		YES GINA DARBY	GAD	91 +1	0.176 -

MOST ADDED

TITLE ARTIST / LABEL	NEW STATIONS
IN MY SONGS Gerald Levert (Atlantic) KMJM, WBHK, WMIB, WPHR, WQNC, WQQK, WRNB, WSOL, WWIN	9
AND I AM TELLING YOU I'M NOT GOING Jennifer Hudson (Music World/Columbia) KMJM, WAKB, WAMJ, WPHR	4
MORE THAN FRIENDS Freddie Jackson (Orpheus) KJLH, KJMS, WAKB, WLVH	4
MAKE YA FEEL BEAUTIFUL Ruben Studdard (J/RMG) Sirius Heart & Soul, WHRP, WKSP, WMMJ	4
BE WITH YOU Elisabeth Withers (Blue Note/Virgin) WFUN, WKJS, WMJM	3
IRREPLACEABLE Beyonce (Columbia) WGPR, XM Suite 62	2
BUDDY Musiq Soulchild (Atlantic) WDAS, WKUS	2
UM GOOD Smokie Norful (EMI Gospel) WLVH, WMXD	2
IF I WAS YOUR MAN Joe (Jive/Zomba) WDLT, WMMJ	2
SEPTEMBER Kirk Franklin (Stax/Concord) WHRP, WKSP	2

ADDED AT... WXST
Charleston, SC
PD: Michael Tee
Ciara, Promise, II

FOR MORE STATIONS GO TO:
www.RadioandRecords.com

NEW AND ACTIVE

TITLE ARTIST / LABEL	PLAYS /GAIN	TITLE ARTIST / LABEL	PLAYS /GAIN
BAGGAGE Mary J. Blige (Matriarch/Geffen) TOTAL STATIONS: 29	86/29	THIS IS THE DAY Fred Hammond (Verity/Zomba) TOTAL STATIONS: 24	35/0
WE RIDE ((I SEE THE FUTURE)) Mary J. Blige (Matriarch/Geffen) TOTAL STATIONS: 10	64/14	MY LOVE Justin Timberlake Feat. T.I. (Jive/Zomba) TOTAL STATIONS: 5	34/5
STRUGGLE NO MORE Anthony Hamilton Feat. Jaheim (So So Def/Zomba) TOTAL STATIONS: 6	48/1	ENCOURAGE YOURSELF Donald Lawrence Presents The Tri-City Singers (EMI Gospel) TOTAL STATIONS: 21	31/4
BROKEN BLT I'M HEALED Byron Cage (Gospel Centric/Zomba) TOTAL STATIONS: 28	42/1	LIFT HIM UP Hezekiah Walker (Verity/Zomba) TOTAL STATIONS: 22	29/6
LOVELY DAY Victor Fields (Regina) TOTAL STATIONS: 11	36/0	SCAT CAT! HERE KITTY, KITTY! Billy "Soul" Bonds (Waldco/Malaco) TOTAL STATIONS: 12	29/2

MOST INCREASED PLAYS

+242 IN MY SONGS Gerald Levert (Atlantic) WVBE +18, WSOL +16, KMJM +13, KVMA +12, WMIB +12, WKJS +12, WJMZ +11, WXST +11, WIMX +10, KQXL +10
+192 AND I AM TELLING YOU I'M NOT GOING Jennifer Hudson (Music World/Columbia) WVBE +20, KMJM +18, WKSP +14, WKJS +13, WMGL +12, KMJQ +11, WKXI +10, WLVH +9, WRNB +9, WPHR +9
+134 BE WITH YOU Elisabeth Withers (Blue Note/Virgin) WKSP +12, WDLT +11, KSOC +8, WPHR +7, KMJQ +7, WBLS +7, KJMS +6, WMXD +6, WKJS +5, WLXC +5
+127 CAN'T GET ENOUGH Tamia (Plus 1/Image) WFLM +17, KBLX +13, WHRP +8, KMJQ +8, WWDW +7, WVBE +6, KQXL +6, WRKS +6, WKSP +6, WKUS +5
+85 MORE THAN FRIENDS Freddie Jackson (Orpheus) WAKB +23, WIMX +13, KBLX +11, WKUS +7, WMGL +7, WLVH +7, WSOL +5, WFXS +5, KMJM +4, WWDW +3

FOR WEEK ENDING FEBRUARY 4, 2007
LEGEND: See legend to charts in charts section for rules and symbol explanations. 70 urb n AC stations are electronically monitored by Nielsen Broadcast Data Systems 24 hours a day, 7 days a week. © 2007 Nielsen Business Media, Inc. All rights reserved.

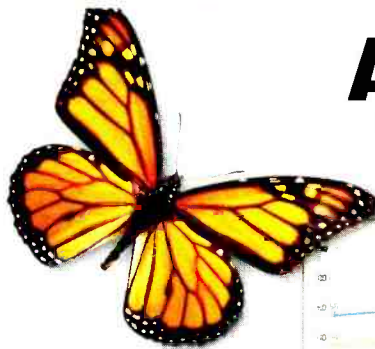


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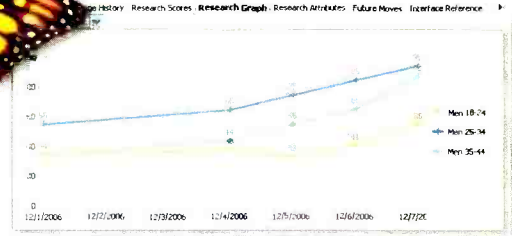


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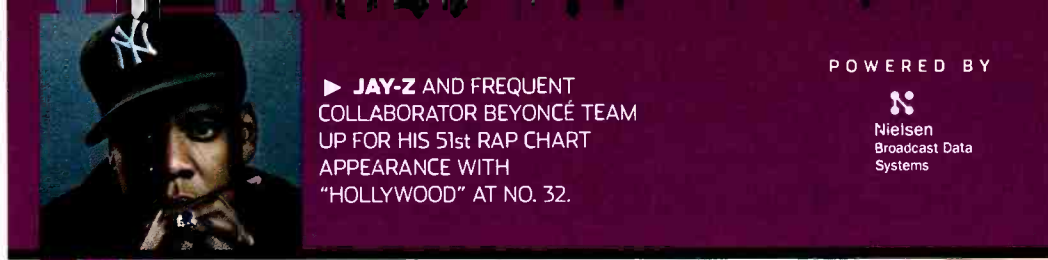


URBAN AC REPORTERS

- WMRZ/Albany, GA**
OM/PD: Jammin' Jay
APD/MD: Paul "Precious Paul" Edwards
- WAMJ/Atlanta, GA***
OM: Frank Johnson
PD: Derek Harper
- WAKB/Augusta, GA***
OM/PD: Ron Thomas
- WKSP/Augusta, GA***
OM: Steve Burke
PD/MD: Tim "Fattz" Snell
APD: Cher Best
- WWIN/Baltimore, MD***
PD: Tim Watts
MD: Keller Wynder
- KQXL/Baton Rouge, LA***
PD: J'Michael Francois
- WBHK/Birmingham, AL***
PD: Darryl Johnson
APD: Chris Coleman
- WUHT/Birmingham, AL***
PD: John Long
- WMGL/Charleston, SC***
OM/PD: Terry Base
MD: TK Jones
- WXST/Charleston, SC***
OM/PD: Michael Tee
- WBAV/Charlotte, NC***
PD/MD: Terri Avery
- WQNC/Charlotte, NC***
PD: Alvin Stowe
MD: Chris James
- WMPZ/Chattanooga, TN***
OM: Keith Landecker
PD: Andrea Perry
- WSRB/Chicago, IL***
MD: Tracie Reynolds
- WVAZ/Chicago, IL***
OM/PD: Elroy Smith
APD/MD: Armando Rivera
- WZAK/Cleveland, OH***
OM/PD: Kim Johnson
MD: Terry Bello
- WLXC/Columbia, SC***
PD/MD: Doug Williams
- WWDM/Columbia, SC***
PD/MD: Mike Love
- WAGH/Columbus, GA***
OM: Brian Waters
PD/APD: Queen Rasheeda
MD: Edward Lewis
- WKZJ/Columbus, GA**
OM/PD: Carl Conner, Jr.
MD: Brandon Conner
- WXMG/Columbus, OH**
OM: J.D. Kunes
OM: Paul Strong
PD: Warren Stevens
- KRNB/Dallas, TX***
OM/PD: Sam Weaver
- KSOC/Dallas, TX***
OM/PD: John Candelaria
- WROU/Dayton, OH***
OM/PD: J.D. Kunes
- WDMK/Detroit, MI***
OM/PD: Graham "Skip" Dillard
APD: Benita "Lady B" Gray
- WGPR/Detroit, MI***
OM: James Dogan
PD: Carolyn James
- WMXD/Detroit, MI***
OM: KJ Holiday
PD: Jamillah Muhammad
APD: Oneil Stevens
MD: Krysti Birchett
- WBBK/Dothan, AL**
OM: B. Kelli
PD: JJ "Big Daddy" Davis
- WUKS/Fayetteville, NC**
PD/MD: Jeff Anderson
- WDZZ/Flint, MI***
PD: Trey Michaels
- WFLM/Ft. Pierce, FL***
MD: Joseph Jenkins
- WQMG/Greensboro, NC***
PD: Shilayne Cole
- WJMJ/Greenville, SC***
OM: Steve Crumbley
PD: Doug Davis
APD/MD: Kelly Mac
- KMJC/Houston, TX***
PD: Sam Choice
MD: Jeff Harrison
- WHRP/Huntsville, AL***
OM: Ken Johnson
PD: Mark Raymond
- WTLC/Indianapolis, IN***
PD: Brian Wallace
APD/MD: The First Lady
- WKXJ/Jackson, MS***
OM/PD: Stan Branson
- WSOL/Jacksonville, FL***
OM: Gail Austin
PD/MD: KJ Brooks
- KMJK/Kansas City, MO***
PD: Jerold Jackson
- KNEK/Lafayette, LA***
PD: D-Rock
- KOKY/Little Rock, AR***
OM/PD: Mark Dylan
- KJLH/Los Angeles, CA***
PD/MD: Aundrae Russell
- KRBV/Los Angeles, CA***
PD: Kevin Fleming
APD/MD: Tawala Sharp
- WMJM/Louisville, KY***
PD/MD: Tim Gerard Girton
- KJMS/Memphis, TN***
PD: Eileen Collier
- WHQT/Miami, FL***
PD: Phil Michaels-Trueba
APD: Karen Vaughn
MD: Ken James
- WMIB/Miami, FL***
PD: Mara Melendez
- WJMR/Milwaukee, WI***
PD/MD: Lauri Jones
- WDLT/Mobile, AL***
OM/PD: James Alexander
MD: Cathy Barlow
- KJMG/Monroe, LA**
PD: Chris Collins
- WWMG/Montgomery, AL**
PD/MD: Darryl Elliott
- WQQK/Nashville, TN***
PD: Kenny Smoov
- KMEZ/New Orleans, LA**
PD: LeBron "LBJ" Joseph
APD/MD: Kelder Summers
- WYLD/New Orleans, LA***
- WBLS/New York, NY***
PD: Vinny Brown
- WRKS/New York, NY***
PD: Toya Beasley
MD: Julie Gustines

- WKUS/Norfolk, VA***
OM/PD: Eric Mychaels
- WVKL/Norfolk, VA***
OM/PD: Don London
- WCFB/Orlando, FL***
OM: Steve Holbrook
PD: Kevin Gardner
- WDAS/Philadelphia, PA***
OM: Thea Mitchem
PD: Joe Tamburro
APD/MD: Jo Gamble
- WRNB/Philadelphia, PA***
OM/PD: Daisy Davis
MD: MoShay LaRen
- WFXC/Raleigh, NC***
OM/PD: Cy Young
APD/MD: Jodi Berry
- WKJS/Richmond, VA***
OM/PD: Al Payne
MD: Freddy Fox
- WVBE/Roanoke, VA***
OM/PD: Walt Ford
- WTLZ/Saginaw, MI***
PD/MD: Eugene Brown
- KBLX/San Francisco, CA***
PD: Kevin Brown
MD: Kimmie Taylor
- Music Choice Smooth R&B/Satellite**
OM/PD: Damon Williams
APD: Mecca Thames
MD: Lamonda Williams
- Sirius Heart & Soul/Satellite***
OM/PD: B.J. Stone
MD: Sasha Montero
- The Touch/Satellite**
PD: Stan Boston
APD/MD: Hollywood Hernandez
- XM Suite 62/Satellite***
PD: Vic Clemons
- WLVH/Savannah, GA***
OM: Brad Kelly
PD/MD: Gary Young
- KDKS/Shreveport, LA***
OM/PD: Quenn Echols
- KVMA/Shreveport, LA***
PD: Bill Sharp
- KMJM/St. Louis, MO***
PD: Darrel Eason
MD: Terrence Bibb
- WFUN/St. Louis, MO***
OM/PD: Garth Adams
APD/MD: Niccy Davis
- WPHR/Syracuse, NY***
OM: Rich Lauber
PD: Butch Charles
APD/MD: Kenny Dees
- WIMX/Toledo, OH***
PD: Rocky Love
APD/MD: Brandi Brown
- WTUG/Tuscaloosa, AL**
OM: Greg Tomascello
PD/MD: Charles Anthony
- WHUR/Washington, DC***
PD: Dave Dickinson
MD: Traci LaTrelle
- WMMJ/Washington, DC***
PD: Kathy Brown
MD: Mike Chase
- WNEW/West Palm Beach, FL***
OM/PD: Mark McCray
APD: Kyle Stewart
MD: Patrice Wright

* Monitored Reporters



▶ **JAY-Z AND FREQUENT COLLABORATOR BEYONCÉ TEAM UP FOR HIS 51st RAP CHART APPEARANCE WITH "HOLLYWOOD" AT NO. 32.**

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THIS WEEK	LAST WEEK	WEEKS ON CHART	RAP		NIELSEN BDS CERTIFICATIONS IMPRINT / PROMOTION LABEL	PLAYS TW +/-	AUDIENCE MILLIONS RANK
			TITLE ARTIST				
1	1	14	RUNAWAY LOVE LUDACRIS FEATURING MARY J. BLIGE	NO. 1 (2 WKS)	DTP/DEF JAM/IDJMG	8204 +286	79.430 1
2	2	23	WE FLY HIGH JIM JONES		KOCH	6118 -626	54.205 3
3	4	18	MAKE IT RAIN FAT JOE FEATURING LIL WAYNE		TERROR SQUAD/IMPERIAL/VIRGIN	5213 +260	56.507 2
4	7	21	THIS IS WHY I'M HOT MIMS	MOST INCREASED PLAYS	CAPITOL	5102 +871	44.491 6
5	5	29	WALK IT OUT JNK		BIG OOMP/KOCH	4774 +21	53.769 4
6	8	15	THROW SOME D'S RICH BOY FEATURING POLOW DA DON		ZONE 4/INTERSCOPE	4578 +592	46.597 5
7	3	16	THAT'S THAT SNOOP DOGG FEATURING R. KELLY		DOGGYSTYLE/GEFFEN/INTERSCOPE	4447 -804	37.259 7
8	6	20	SHORTIE LIKE MINE 30W WOW FEATURING CHRIS BROWN & JOHNITA AUSTIN		COLUMBIA	3714 -652	33.920 8
9	9	25	THE WAY I LIVE BABY BOY DA PRINCE FEATURING LIL BOOSIE		TAKE FO'/UNIVERSAL REPUBLIC	2960 +111	17.333 12
10	10	8	GO GETTA YOUNG JEEZY FEATURING R. KELLY		CORPORATE THUGZ/DEF JAM/IDJMG	2915 +281	23.037 10
11	11	28	TOP BACK TI		GRAND HUSTLE/ATLANTIC	2657 +215	25.616 9
12	14	8	WOULDN'T GET FAR THE GAME FEATURING KANYE WEST		GEFFEN/INTERSCOPE	2064 +234	15.031 14
13	13	21	ZOOM LIL' BOOSIE FEATURING YUNG JOC		TRILL/ASYLUM/ATLANTIC	1860 -192	12.697 16
14	16	12	KING KONG JIBBS FEATURING CHAMILLIONAIRE		BEASTA/GEFFEN/INTERSCOPE	1840 +81	11.432 18
15	12	18	I LUV IT YOUNG JEEZY		CORPORATE THUGZ/DEF JAM/IDJMG	1820 -527	17.614 11
16	15	29	MONEY MAKER LUDACRIS FEATURING PHARRELL		DTP/DEF JAM/IDJMG	1592 -219	11.621 17
17	20	4	30 SOMETHING JAY-Z		ROC-A-FELLA/DEF JAM/IDJMG	1570 +390	14.302 15
18	19	9	1ST TIME YUNG JOC FEAT. MARQUES HOUSTON & TREY SONCZ		BLOCK/BAD BOY SOUTH/ATLANTIC	1390 +63	15.385 13
19	21	13	ROCK YO HIPS CRIME MOB FEATURING LIL SCRAPPY		CRUNK/BME/REPRISE/WARNER BROS.	1349 +242	9.614 22
20	17	28	MONEY IN THE BANK LIL SCRAPPY FEATURING YOUNG BUCK		BME/REPRISE/WARNER BROS.	1291 -282	10.332 20
21	24	4	2 STEP UNK		BIG OOMP/KOCH	1114 +374	8.234 23
22	23	10	NA NA BABY BASH		ARISTA/RMG	1053 +138	5.086 30
23	28	3	POP LOCK AND DROP IT HUEY		HITZ COMMITTEE/JIVE/ZOMBA	908 +282	4.197 35
24	18	12	LOST ONE JAY-Z FEATURING CHRISSETTE MICHELLE		ROC-A-FELLA/DEF JAM/IDJMG	883 -469	9.691 21
25	31	3	OUTTA MY SYSTEM BOW WOW		COLUMBIA	852 +270	3.710 38
26	22	17	AY CHICO (LENGUA AFUERA) PITBULL		FAMOUS ARTISTS/TVT	835 -174	7.375 24
27	33	4	KNOW WHAT I'M DOIN' BIRDMAN & LIL WAYNE FEAT. RICK ROSS & T-PAIN		CASH MONEY/UNIVERSAL MOTOWN	723 +223	4.137 36
28	26	4	I'M A FLIRT BOW WOW FEATURING R. KELLY		COLUMBIA	720 +63	10.837 19
29	27	5	GHETTO MINDSTATE (CAN'T GET AWAY) LIL FLIP FEATURING LYFE JENNINGS		ASYLUM/WARNER BROS.	663 +18	3.086 -
30	25	10	STUCK WITH YOU LIL ROB		UPSTAIRS	644 -100	3.101 -
31	35	3	DIME (TELL ME) PITBULL FEATURING KEN-Y		FAMOUS ARTISTS/TVT	641 +155	4.202 34
32	NEW		HOLLYWOOD JAY-Z FEATURING BEYONCÉ		ROC-A-FELLA/DEF JAM/IDJMG	609 +230	4.612 31
33	30	5	CAN'T FORGET ABOUT YOU NAS FEATURING CHRISSETTE MICHELLE		DEF JAM/COLUMBIA/IDJMG	606 +68	5.832 28
34	34	2	MAGIC CITY 2XL		TOMMY BOY	579 +119	1.729 -
35	29	2	RECOGNIZE A PLAYA BOSS HOGG OUTLAWZ FEATURING SLIM THUG		KOCH	556 -35	2.251 -
36	32	6	OH YEAH (WORK) LIL SCRAPPY FEATURING SEAN P. & E-40		BME/REPRISE/WARNER BROS.	543 +52	3.740 37
37	NEW		NOT A CRIMINAL CHAMILLIONAIRE		CHAM/UNIVERSAL MOTOWN	534 +147	4.268 32
38	39	5	LIES MC MAGIC FEATURING KRISTAL MELODY		NASTYBOY	528 +66	2.175 -
39	NEW		MR. JONES MIKE JONES		SWISHHOUSE/ASYLUM/WARNER BROS.	454 +146	3.640 40
40	38	8	THE GAME BELONGS TO ME UGK		JIVE/ZOMBA	421 -7	2.439 -

FOR WEEK ENDING FEBRUARY 4, 2007

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► DONALD LAWRENCE PRESENTS THE TRI-CITY SINGERS BREAKS INTO THE TOP 10 WITH "ENCOURAGE YOURSELF" (11-9).



THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE ARTIST	NIelsen BDS CERTIFICATIONS IMPRINT / PROMOTION LABEL	PLAYS TW +/-	AUDIENCE MILLIONS RANK
1	1	22	UM GOOD SMOKIE NORFUL	NO. 1 (7 WKS) EMI GOSPEL	812 +4	3.377 1
2	2	32	HEALING KELLY PRICE	GOSPO CENTRIC/ZOMBA	687 -12	2.925 4
3	5	43	IMAGINE ME KIRK FRANKLIN	FO YO SOUL/GOSPO CENTRIC/ZOMBA	661 +66	3.113 2
4	3	23	HEAVEN KNOWS DETRICK HADDON	TYSCOT/VERITY/ZOMBA	625 -62	2.696 5
5	6	22	HALLELUJAH TROY SNEED	EMTRO GOSPEL	600 +69	1.908 10
6	4	41	THE STRUGGLE IS OVER YOUTH FOR CHRIST	EMTRO GOSPEL	599 -54	2.966 3
7	7	20	BROKEN BUT I'M HEALED BYRON CAGE	GOSPO CENTRIC/ZOMBA	537 +42	1.643 12
8	8	40	INCREDIBLE GOD YOUTHFUL PRAISE	EVIDENCE GOSPEL/LIGHT	442 -8	2.320 6
9	11	9	ENCOURAGE YOURSELF DONALD LAWRENCE PRESENTS THE TRI-CITY SINGERS	EMI GOSPEL	404 +21	1.487 14
10	10	20	HE'S HERE NIYOKI	DZG	402 +11	1.662 11
11	12	22	REMEMBER ME THE CARAVANS	MALACO	392 +27	1.928 9
12	16	12	FAITHFUL IS OUR GOD HEZEKIAH WALKER & LFC	VERITY/ZOMBA	384 +53	1.546 13
13	9	40	FOLLOW ME VIRTUE	DARKCHILD GOSPEL/INTEGRITY GOSPEL/COLUMBIA	384 -31	2.049 8
14	13	33	WHY ME? KIERRA KIKI SHEARD	EMI GOSPEL	361 +6	2.120 7
15	14	40	THANK YA JESUS DARREL PETTIES & STRENGTH IN PRAISE	EMI GOSPEL	352 -1	1.485 15
16	15	10	I'M STILL STANDING BISHOP PAUL S. MORTON	TEHILLAH/LIGHT	343 +6	1.112 19
17	18	16	THIS IS THE DAY FRED HAMMOND	VERITY/ZOMBA	330 +30	1.008 22
18	17	16	GREAT PRAISE (THE WAR CRY) STEPHEN HURD	INTEGRITY GOSPEL/COLUMBIA	312 +9	0.725 30
19	20	18	OPERATOR J MOSS	GOSPO CENTRIC/ZOMBA	297 +22	0.945 24
20	19	13	LET GO DEWAYNE WOODS & WHEN SINGERS MEET	QUIET WATER/VERITY/ZOMBA	289 +3	1.047 21
21	22	9	WALK AROUND HEAVEN PATTI LABELLE	UMBRELLA	272 +21	1.086 20
22	21	9	HIGH PRAISE ANointed PACE SISTERS	TYSCOT	272 +17	1.144 18
23	23	18	IN AWE OF YOU IZZY	VGR/JEG/KOCH	258 +14	1.315 16
24	25	6	EVERY BODY EVERY BODY! KENNY LEWIS & ONE VOICE	ICEE INSPIRATIONAL/ICEE	249 +26	0.796 29
25	24	11	WE PRAISE YOU THE MCLURKIN PROJECT	GOSPO CENTRIC/ZOMBA	241 +9	1.157 17
26	28	7	YOU SHOWED ME KAREN CLARK-SHEARD	WORD-CURB	200 +28	0.930 25
27	26	7	ONE NIGHT WITH THE KING JUANITA BYNUM & JONATHAN BUTLER	FLOW/MARANATHA!	199 +3	0.976 23
28	27	2	SO GOOD TO ME VANESSA BELL ARMSTRONG	EMI GOSPEL	188 +15	0.560 -
29	29	12	IS MY LIVING IN VAIN ZIE' L	LIGHT	167 +8	0.809 28
30	RE-ENTRY		WON'T IT BE SEAN SIMMONDS	XIST/ALLIANT	162 +14	0.822 27

MOST ADDED

TITLE ARTIST / LABEL	NEW STATIONS
BROKEN BUT I'M HEALED Byron Cage (GOSPO CENTRIC/ZOMBA) WJYD, WNNL	2
EVERY BODY EVERY BODY! Kenny Lewis & One Voice (ICEE INSPIRATIONAL/ICEE) WPZZ, WPZZ	2
I'VE SEEN HIM WORK Benita Washington (REDAPPLE SEED) WBBP, WEUP	2
FALLING IN LOVE WITH JESUS Kirk Whalum Feat. Jonathan Butler (WARNER BROS.) KHLR	1
I'M STILL STANDING Bishop Paul S. Morton (LIGHT) WLOU	1
LET GO DeWayne Woods & When Singers Meet (QUIET WATER/VERITY/ZOMBA) WLOU	1
IN AWE OF YOU Izzy (VGR/JEG/KOCH) WDAS	1
JESUS, JESUS, JESUS Rev. Timothy Wright (MGM/JEG/KOCH) WJNI	1
SO GOOD TO ME Vanessa Bell Armstrong (EMI GOSPEL) WLOU	1

ADDED AT...
WLOU
Louisville, KY
PD/MO: Bill Price
Bishop Paul S. Morton, I'm Still Standing, 7
DeWayne Woods, Let Go, 9
Vanessa Bell Armstrong, So Good To Me, 0

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NEW AND ACTIVE

TITLE ARTIST / LABEL	PLAYS /GAIN	TITLE ARTIST / LABEL	PLAYS /GAIN
YOU'VE BEEN SO GOOD Martha Munizzi (MARTHA MU-JIZZI/COLUMBIA/INTEGRITY)	145/3	ALL THINGS WORKING LaShun Pace (EMI GOSPEL)	130/0
TOTAL STATIONS: 17		TOTAL STATIONS: 14	
GOD IS IN CONTROL (IT'S NOT OVER) Wilmington Chester Mass Choir (EMTRO GOSPEL)	142/54	NO OTHER CHOICE Tye Tribbett & G.A. (INTEGRITY GOSPEL/COLUMBIA)	107/10
TOTAL STATIONS: 15		TOTAL STATIONS: 14	
LET IT BE ME Pastor Chris Harris, Sr. & David G. Evans (ABUNDANT HARVEST)	139/8	JESUS IS LOVE Melvin Williams (BLACKBERRY/MALACO)	101/20
TOTAL STATIONS: 13		TOTAL STATIONS: 13	
WORLD WIDE GOD Preneine Williams (MOTOR CITY PRAISE)	136/26	I'LL TRUST YOU Richard Smallwood (VERITY/ZOMBA)	96/22
TOTAL STATIONS: 17		TOTAL STATIONS: 16	
THIS KIND BY FASTING & PRAYER Jimmy Hicks & The Voices Of Integrity (WORLD WIDE GOSPEL)	130/24	SEPTEMBER Kirk Franklin (STAX/CONCORD)	90/2
TOTAL STATIONS: 14		TOTAL STATIONS: 13	

MOST INCREASED PLAYS

+69	HALLELUJAH Troy Sneed (Emtro Gospel) WOAD +41, WPZZ +17, WTLC +12, WXTC +11, WXOK +6, WLOU +6, WHLW +5, WXEZ +5, KHLR +3, WJNI +2
+54	GOD IS IN CONTROL (IT'S NOT OVER) Wilmington Chester Mass Choir (Emtro Gospel) WOAD +16, WXTC +9, WXVI +6, KOKA +6, WLOU +5, WFLT +3, KHLR +3, WCAO +2, WBBP +2, WTHE +2
+53	FAITHFUL IS OUR GOD Hezekiah Walker & LFC (Verity/Zomba) WGRB +33, WXTC +23, WFLT +5, KATZ +4, WCAO +4, WXEZ +3, WHLW +3, WNOO +3, WEUP +2, WXOK +1
+42	BROKEN BUT I'M HEALED Byron Cage (Gospo Centric/Zomba) WOAD +6, WSOK +4, WPZZ +3, WREAL +2, WFLT +2
+40	PRAYIN' 4 U 7 Sons Of Soul (Soul World/Verity/Zomba) WELP +1, WXEZ +12, WXTC +7, WREAL +5, WTHE +2, WNOO +2, WLOU +1

FOR WEEK ENDING FEBRUARY 4, 2007
LEGEND: See legend to charts in charts section for rules and symbol explanations.
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RECURRENTS

THIS WEEK	TITLE ARTIST / IMPRINT / PROMOTION LABEL	PLAYS TW LW
1	I MADE IT KEITH WONDERBOY, JOHNSON & THE SPIRITUAL VOICES (WORLDWIDE/VERITY/ZOMBA)	312 333
2	VICTORY TYE TRIBBETT & G.A. (INTEGRITY GOSPEL/COLUMBIA)	285 286
3	MIGHTY LONG WAY JOE PACE (INTEGRITY GOSPEL/COLUMBIA)	231 228
4	THE BLESSING OF ABRAHAM DONALD LAWRENCE PRESENTS THE TRI-CITY SINGERS (EMI GOSPEL)	216 185
5	BE THERE THE WILLIAMS BROTHERS (BLACKBERRY/MALACO)	214 198

THIS WEEK	TITLE ARTIST / IMPRINT / PROMOTION LABEL	PLAYS TW LW
6	TURN IT AROUND ISRAEL & NEW BREED (INTEGRITY GOSPEL/INTEGRITY)	206 207
7	PRESSURE INTO PRAISE LUCINDA MOORE (TYSCOT)	205 188
8	I WILL BLESS THE LORD BYRON CAGE (GOSPO CENTRIC/ZOMBA)	203 176
9	SET ME FREE MYRON BUTLER & LEVI (EMI GOSPEL)	183 175
10	A MOVE OF GOD IS ON THE WAY NORMAN HUTCHINS (JDI)	171 189

GOSPEL REPORTERS

- WPZE/Atlanta, GA***
OM: Al Payne
PD: Frank Johnson
MD: Connie Flint
- WTHB/Augusta, GA**
OM/PD: Ron Thomas
APD: Sister Mary Kingcannon
- WCAO/Baltimore, MD***
PD: Lee Michaels
APD/MD: Danielle Brown
- WWIN/Baltimore, MD**
PD: Jeff Majors
MD: Jean Alston
- WXOK/Baton Rouge, LA***
OM: LeBron "LBJ" Joseph
PD/MD: J'Michael Francois
- WUFO/Buffalo, NY***
OM: Carol M. Salter
- WJNI/Charleston, SC***
OM: Michael Baynard
PD: Belinda Parker
MD: Anthony Baxter
- WXTG/Charleston, SC***
OM: Terry Base
PD: Edwin "Chief" Wright
APD: James Wallace
- WPZS/Charlotte, NC***
OM: Alvin Stowe
MD: Tonya Rivers
- WNOO/Chattanooga, TN***
PD/MD: Sam Terry
- WGRB/Chicago, IL***
OM: Elroy Smith
PD: Sonya M. Blakey
APD/MD: Effie Rolfe
- WJMO/Cleveland, OH***
OM/PD: Kim Johnson
- WFMV/Columbia, SC***
PD: Tony "Gee" Green
APD/MD: Monica Washington
- WEAM/Columbus, GA**
OM: Carl Conner, Jr.
PD: Pam Dixon
- WAJV/Columbus, MS**
OM: Rocky Love
PD: Steve Poston
APD: Sebastian Riley
- WJYD/Columbus, OH***
OM: Jerry Smith
PD: Dawn Mosby
- KHVN/Dallas, TX**
PD: Carmina Barnett
- WCHB/Detroit, MI**
PD: Spudd
- WFLT/Flint, MI***
OM/PD: Sammie L. Jordan, Jr.
MD: Anna Johnson
- WEAL/Greensboro, NC***
- WDJL/Huntsville, AL***
PD: Pastor Fred Ollie
- WEUP/Huntsville, AL***
OM: Hundley Batts
PD: Steve Murry
MD: Ricky Sykes
- WTLC/Indianapolis, IN***
OM: Brian Wallace
PD: Paul Robinson
MD: Donovan Hartwell
- WHLH/Jackson, MS***
OM: Steve Kelly
PD: Jeneil Roberts
MD: Lance Fuller
- WOAD/Jackson, MS***
OM: Stan Branson
PD/MD: Percy Davis
- KPRT/Kansas City, MO**
OM: Andre Carson
PD: Myron Fears
APD: Freddie Bell
MD: Debbie Dee Johnson
- KHLR/Little Rock, AR***
OM: Sonny Victory
PD: Torrez Harris
- KPZK/Little Rock, AR**
OM: Mark Dylan
PD/MD: Billy St. James
- WLOU/Louisville, KY***
PD: Bill Price
- WBBP/Memphis, TN***
MD: Doreen Graves
- WHAL/Memphis, TN***
PD: Eileen Collier
APD/MD: Tracy Bethea
- WLOK/Memphis, TN***
PD/MD: Kim Harper
- WMBM/Miami, FL**
OM: E. Claudette Freeman
PD/MD: Greg Cooper
- WHLW/Montgomery, AL***
OM: Michael Long
PD/MD: Kenny J.
- WXVI/Montgomery, AL***
PD: Glinda Perkins
- WTHE/Nassau, NY***
PD: Darren K. Greggs
- WPRF/New Orleans, LA**
PD: Kris "Cap'n Kris" McCoy
- WYLD/New Orleans, LA***
APD/MD: Loretta Petit
- WXEZ/Norfolk, VA***
OM: John Shomby
PD: Dale Murray
- WDAS/Philadelphia, PA***
OM: Thea Mitchem
PD: Joe Tamburro
APD/MD: Jo Gamble
- WPZZ/Philadelphia, PA***
OM/PD: Daisy Davis
MD: MoShay LaRen
- WNNL/Raleigh, NC***
OM/PD: Jerry Smith
MD: Melissa Wade
- WPZZ/Richmond, VA***
OM: Jerry Smith
PD: Reggie Baker
- Rejoice/Satellite**
PD: Willie Mae Mcclver
- Sheridan Gospel Network/Satellite**
PD: Michael Gamble
APD: Morgan Dukes
MD: Ace Alexander
- XM The Spirit/Satellite**
PD/MD: Jay Bryant
- WSOK/Savannah, GA***
OM: Brad Kelly
PD: E. Larry McDuffie
- KOKA/Shreveport, LA***
PD: Eddie Giles
APD/MD: Sharon Flournoy
- KATZ/St. Louis, MO***
PD: Terrence Bibb
MD: Dwight Stone
- WIMG/Trenton, NJ**
OM/PD: Felicia Brannon
APD/MD: Robyn McCollum
- WTSK/Tuscaloosa, AL**
OM: Greg Tomascello
PD/AMD: Charles Anthony
- WPGC/Washington, DC***
PD/MD: Cheryl Jackson
- WYCB/Washington, DC**
PD: Ron Thompson
- WFAI/Wilmington, DE**
OM: Melvin Brittingham
PD/MD: Manuel Mena

* Monitored Reporters



CHRISTIAN



Star 99.1's Ed Abels offers perspective from markets large and small

Sales Fundamentals

Kevin Peterson

KPeterson@RadioandRecords.com

from the smallest towns to the largest radio market, there are certain fundamentals for selling Christian radio. ■ Pillar of Fire's Christian AC WAWZ (Star 99.1) has experience on both ends of the market-size spectrum. Licensed to Zarephath, N.J., but home to Arbitron's Middlesex-Somerset-Union, N.J. market, the station has a signal that reaches into New York; the Monmouth-Ocean, Morristown, Sussex and Trenton markets in New Jersey; and the Philadelphia and Allentown markets in Pennsylvania.

Trying to sell advertising in all those markets would be a daunting task, but WAWZ director of advertising Ed Abels chooses to keep it simple. "Right now we have five and a half salespeople, a national rep firm and a national sales manager," he says. "Our audience-

delivery concentration is in New Jersey, and that's the easiest place to put the sales staff."

With years of experience as an account executive and sales manager in markets of every size, Abels brought a wealth of knowledge—especially knowledge of the market—with him when he came to Star 99.1 two years ago. He spent 12 years at WWDJ-AM/New York before Salem bought it, first as sales manager under Joe Battaglia and then as station manager when Battaglia left. His most recent stop before Star 99.1 was at legendary talk station WOR/New York as an account executive.

Asked what he considers to be five fundamentals that every sales manager should use regardless of market size, Abels says, "After years of doing this, I'm still learning, but I'd say the five things are to recruit and assess the best people you can find, train them in your sales process, coach them in their activities and provide encouragement so they can become

'There is no end to the number of people who are possibly qualified candidates for advertising on most Christian radio stations in America.'

—Ed Abels



successful." Abels also says sales managers need to communicate well with their account executives and with the managers above them.

"Sales managers also need to work with their people to find out what really motivates them," he notes, pointing out that what motivates one person may not motivate another.

Shifting the focus from sales managers to account executives, Abels says, "First of all, they need to find a sales manager in an organization that has a definitive sales process and the training that goes with that." He adds that radio in general has a tendency to put people in jobs and then not train or develop them.

Abels advises radio rookies to look for mentors who will take them under their wing, not just for a week or two, but on an ongoing basis. He continues, "Once you've found that opportunity, commit yourself to success through monitoring your own attitude, your own behavior and your own techniques, and measure them against high standards."

One piece of advice Abels has for Christian radio is not to underestimate the format. He says, "Don't think, as you're working for a station like ours, that you're any different from anybody else. There's no reason in the world that you can't talk to as many qualified people as you can." He also believes that Christian radio sellers don't have any apologies to make. As a matter of fact, they bring a positive message into the marketplace that is sorely needed.

Abels says, "There's no reason you can't call on anyone, as long as they fit your business model, but I dare say that for most Christian radio stations in America, there is no end to the number of people who are possibly qualified candidates for advertising on the radio station.

"We have the most responsive audiences in this format. Everywhere you go there's a church, there's a constituency of people who are embracing what we have and the fact that it's markedly different than some of the garbage that's on the radio. And guess what? Some of them want to advertise."

Abels is quick to point out that a great PD is important to sales, too. "Before you even think about sales, make sure that what comes out of the speakers makes a splash, strikes a chord and is really good radio," he says. "Then you put as many qualified people on the street to sell as you can."

Once you find them, have a plan to make them successful, not just when you're starting out, but as the station grows, he says. Then spend the majority of your time developing business by meeting and exceeding customer expectations, and build the business one customer at a time. **R&R**

Christian Music Research Returns

Christian music research returns to R&R, effective with this issue. Online survey results for Christian CHR titles, conducted by Hit Music Research, can be found below the Christian AC Indicator chart on page 42. Online research results for Christian AC, conducted by Troy Research, will return in the Feb. 16 issue. CHR and AC research results will rotate every other week.

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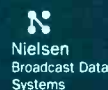


CHRISTIAN AC

► **THE FRAY**
ARRIVES AT NO. 24
WITH ITS NO. 1 HOT AC
HIT "HOW TO SAVE A
LIFE."



POWERED BY



THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE ARTIST	NIELSEN BDS CERTIFICATIONS	HITPREDICTOR STATUS	IMPRINT / PROMOTION LABEL	PLAYS		AUDIENCE	
							TW	+/-	MILLIONS	RANK
1	2	18	DOES ANYBODY HEAR HER CASTING CROWNS	NO. 1 (1 WK)		BEACH STREET/REUNION/PLG	1198	+26	3.843	1
2	1	21	WHAT IT MEANS JEREMY CAMP			BEC/TOOTH & NAIL	1147	-39	3.650	2
3	4	20	HOLD FAST MERCYME			INO	991	-14	3.052	6
4	5	30	MADE TO WORSHIP CHRIS TOMLIN			SIXSTEPS/SPARROW/EMI CMG	960	-73	3.176	4
5	6	22	YOU ALONE ECHOING ANGELS			INO	874	-19	2.583	7
6	3	29	SHINE SALVADOR			WORD-CURB	827	-185	3.064	5
7	9	12	EVERLASTING GOD LINCOLN BREWSTER	MOST INCREASED PLAYS/MOST ADDED		VERTICAL/INTEGRITY	81	+169	3.222	3
8	7	23	I WILL LIFT MY EYES BEBE NORMAN			ESSENTIAL/PLG	754	-2	2.090	9
9	8	18	SHINE ON NEEDTOBREATHE			SPARROW/LAVA/EMI CMG	580	-125	2.136	8
10	12	16	GIVE IT ALL AWAY AARON SHUST			BRASH	562	+32	0.801	19
11	14	12	MADE TO LOVE TOBYMAC			FOREFRONT/EMI CMG	552	+82	1.354	13
12	11	23	YOUR NAME PHILLIPS, CRAIG & DEAN			INO	538	-38	1.782	10
13	10	23	ENOUGH BARLOWGIRL			FERVENT/WORD-CURB	533	-66	1.381	12
14	15	12	BIG ENOUGH AYIESHA WOODS			COTEE	441	+16	0.623	28
15	19	3	WALKING HER HOME MARK SCHULTZ			WORD-CURB	417	+60	0.917	17
16	18	6	AWAKEN NATALIE GRANT			CURB	401	+41	0.660	25
17	21	5	BY HIS WOUNDS GLORY REVEALED FEAT. MAC POWELL, MARK HALL, STEVEN CURTIS CHAPMAN			REUNION/PLG	388	+68	0.622	29
18	20	15	DRIFTER DECEMBERADID			SLANTED/SPRING HILL	375	+5	0.515	-
19	22	4	UNDO RUSH OF FOOLS			MIDAS	308	+20	0.521	-
20	16	13	I BELIEVE BUILDING 429			WORD-CURB	307	-74	1.110	15
21	27	2	HOW CAN I KEEP FROM SINGING CHRIS TOMLIN			SIXSTEPS/SPARROW/EMI CMG	296	+70	0.820	18
22	30	2	THE BLESSING JOHN WALLER			BEACH STREET/REUNION/PLG	287	+78	0.641	27
23	26	3	SUNRISE NICHOLE NORDEMAN			SPARROW/EMI CMG	278	+46	0.715	20
24	NEW		HOW TO SAVE A LIFE THE FRAY			EPIC	266	+100	1.747	11
25	29	5	WISH YOU WERE HERE MARK HARRIS			INO	259	+44	0.520	-
26	25	4	FOREVER AND EVER, ETC. DAVID CROWDER BAND			SIXSTEPS/SPARROW/EMI CMG	244	+14	0.327	-
27	24	17	DEAD MAN (CARRY ME) JARS OF CLAY			ESSENTIAL/PLG	227	-13	0.713	21
28	23	6	WHEREVER THE WIND BLOWS PILLAR			FLICKER/PLG	226	-26	1.036	16
29	NEW		WHAT COULD BE BETTER (THE DAYS AHEAD) 33MILES			INO	197	+32	0.374	-
30	28	6	NO MORE NO LESS MERCYME			INO	190	-26	1.295	14



MOST ADDED

TITLE ARTIST / LABEL	NEW STATIONS
EVERLASTING GOD Lincoln Brewster (Vertical/Integrity) KSBJ, KWND, WFSH, WLPJ	4
HOW CAN I KEEP FROM SINGING Chris Tomlin (SixSteps/Sparrow/EMI CMG) KTIS, WCQR, WFZH, WPAR	4
UNDO Rush Of Fools (Midas) KTIS, WFFH, WLPJ, WMUZ	4
HOW TO SAVE A LIFE The Fray (Epic) KFIS, WAWZ, WFFH, WLPJ	4
WALKING HER HOME Mark Schultz (Word-Curb) KLVA, KWND, WLPJ	3
THE BLESSING John Waller (Beach Street/Reunion/PLG) KKCM, KLVA, KXOJ	3
SUNRISE Nichole Nordeman (Sparrow/EMI CMG) KWND, WDJC, WRCI	3
WHAT COULD BE BETTER (THE DAYS AHEAD) 33Miles (INO) KLJC, WDJC, WLPJ	3

**ADDED AT...
KLJC**
Kansas City, MO
PD/MD: Michael Grimm
33Miles, What Could Be Better, 2
Joel Engle, I Believe In You, 2

**CALVARY
88.5**

FOR MORE STATIONS GO TO:
www.RadioandRecords.com

NEW AND ACTIVE

TITLE ARTIST / LABEL	PLAYS /GAIN	TITLE ARTIST / LABEL	PLAYS /GAIN
SHINE Matt Redman (SixSteps/Sparrow/EMI CMG) TOTAL STATIONS: 13	179/12	SUFFICIENT Adie Camp (Bec/Tooth & Nail) TOTAL STATIONS: 10	128/4
THE BEAUTY OF GRACE Krystal Meyers (Essential/PLG) TOTAL STATIONS: 11	178/7	YOU KNOW MY NAME Detour 180 (Slanted/Spring Hill) TOTAL STATIONS: 6	127/76
JOIN THE SONG Vicky Beeching (Sparrow/EMI CMG) TOTAL STATIONS: 15	175/46	ME AND JESUS Stellar Kart (Word-Curb) TOTAL STATIONS: 10	117/6
LITTLE IS MUCH Dawnhere (Centricity) TOTAL STATIONS: 9	162/14	OCEANS FROM THE RAIN Seventh Day Slumber (Bec/Tooth & Nail) TOTAL STATIONS: 12	106/2
YOU ALONE Casting Pearls (Inspire) TOTAL STATIONS: 5	131/58	EVERYDAY Jessie Daniels (Midas) TOTAL STATIONS: 10	96/60



MOST INCREASED PLAYS

+169	EVERLASTING GOD Lincoln Brewster (Vertical/Integrity) KF5H +30, WFSH +24, KWND +19, KBIQ +18, KSBJ +18, WCRJ +17, WAWZ +15, KGBI +10, WMSJ +9, WFHM +8
+100	HOW TO SAVE A LIFE The Fray (Epic) KF5H +26, KGBI +25, WFSH +22, KKFS +18, KLTY +15, WFHM +15, WFZH +15, KBIQ +13, KBNJ +11, KVMV +1
+82	MADE TO LOVE tobyMac (ForeFront/EMI CMG) KSBJ +24, WAWZ +19, WCRJ +16, WMSJ +10, WFHM +9, WJQK +8, WAKW +4, WDJC +2, WMCU +2, KVMV +1
+78	THE BLESSING John Waller (Beach Street/Reunion/PLG) KFZR +25, WJIE +17, KKCM +12, KVMV +8, WRCI +7, WJQK +5, WBDX +3, WVEJ +3, WDJC +2, KTIS +2
	YOU KNOW MY NAME Detour 180 (Slanted/Spring Hill) KF5H +35, KBIQ +27, WMSJ +9, WFZH +3, KFIS +2

FOR WEEK ENDING FEBRUARY 4, 2007
LEGEND: See legend to charts in charts section for rules and symbol explanations.
46 Christian AC stations are electronically monitored by Nielsen Broadcast Data Systems 24 hours a day, 7 days a week. Christian AC Indicator chart compiled of 38 reporters, Christian CHR 28, Christian rock 33 and Inspo 19. © 2007 Nielsen Business Media, Inc. All rights reserved.

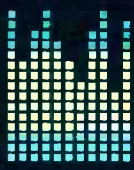
THIS WEEK	TITLE ARTIST / IMPRINT / PROMOTION LABEL	PLAYS		THIS WEEK	TITLE ARTIST / IMPRINT / PROMOTION LABEL	PLAYS	
		TW	LW			TW	LW
1	MOUNTAIN OF GOD THIRD DAY (Essential/PLG)	683	703	6	ALL WHO ARE THIRSTY KUTLESS (Bec/Tooth & Nail)	503	546
2	M^Y SAVIOR MY GOD AARON SHUST (BRASH)	658	736	7	LET IT RISE BIG DADDY WEAVE (Fervent/Word-Curb)	497	602
3	PFAISE YOU IN THIS STORM CASTING CROWNS (Beach Street/Reunion/PLG)	556	579	8	BLESSED BE YOUR NAME TREE63 (INSPiR)	489	459
4	HOW GREAT IS OUR GOD CHRIS TOMLIN (SixSteps/Sparrow/EMI CMG)	540	523	9	I AM MARK SCHULTZ (WORD-CURB)	456	438
5	STRONG TOWER KUTLESS (Bec/Tooth & Nail)	504	509	10	HOLY IS THE LORD CHRIS TOMLIN (SixSteps/Sparrow/EMI CMG)	448	409

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CHRISTIAN

► **FIREFLIGHT** TOPS THE CHRISTIAN ROCK CHART WITH "WAITING" (2-1).



POWERED BY

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THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE ARTIST	IMPRINT / PROMOTION LABEL	PLAYS TW +/-
1	1	13	MADE TO LOVE TOBYMAC	FOREFRONT/EMI CMG	1182 -9
2	2	19	TONIGHT JEREMY CAMP	BEC/TOOTH & NAIL	948 -131
3	3	24	STAND IN THE RAIN SUPERCHICK(S)	INPOP	898 -81
4	4	19	REBIRTHING SKILLET	ARDENT/SRE/INO	795 -35
5	9	8	HOLD ON STELLAR KART	WORD-CURB	778 +92
6	8	6	FORGIVEN RELIENT K	CAPITOL/GOTEE	763 +47
7	6	11	EVERYTHING IS BEAUTIFUL STARFIELD	SPARROW/EMI CMG	741 +11
8	17	5	DON'T GIVE UP SANCTUS REAL	SPARROW/EMI CMG	734 +169
9	12	10	THE SHOW HAWK NELSON	TOOTH & NAIL	665 +61
10	7	15	SHINE ON NEEDTOBREATHE	SPARROW/EMI CMG	661 -69
11	10	12	CRASHING DOWN MAT KEARNEY	INPOP	659 +12
12	5	19	DRIFTER DECEMBERADIO	SLANTED/SPRING HILL	657 -156
13	11	16	THE REAL NEVERTHELESS	FLICKER/PLG	593 -24
14	15	19	BIG ENOUGH AYIESHA WOODS	GOTEE	583 +7
15	14	28	BREATHE YOU IN THOUSAND FOOT KRUTCH	TOOTH & NAIL	575 -12
16	18	9	YES YOU HAVE LEELAND	ESSENTIAL/PLG	536 +5
17	19	12	OH! GRAVITY SWITCHFOOT	SPARROW/COLUMBIA/EMI CMG	517 -14
18	16	20	THE BEAUTY OF GRACE KRISTAL MEYERS	ESSENTIAL/PLG	493 -83
19	20	9	HOW TO SAVE A LIFE THE FRAY	EPIC	486 +13
20	21	14	WHEREVER THE WIND BLOWS PILLAR	FLICKER/PLG	485 +41
21	13	19	CUT PLUMB	CURB	405 -198
22	23	16	SOMEDAY THE AFTERS	SIMPLE/INO	364 -21
23	22	12	SET ME FREE CASTING CROWNS	BEACH STREET/REUNION/PLG	361 -54
24	27	2	FIND ME TONIGHT EVERYDAY SUNDAY	INPOP	355 +81
25	24	8	GIVE IT ALL AWAY AARON SHUST	BRASH	355 +23
26	28	4	REACH JILL PARR	WHIPLASH	308 +42
27	26	5	GIVE ME AMAZING GRACE JACKSON WATERS	WORD-CURB	294 +13
28	25	17	NO MORE NO LESS MERCYME	INO	286 -42
29	29	4	WHO CAN COMPARE FOOLISH THINGS	INPOP	282 +51
30	29	4	FOREVERANDEVER, ETC. DAVID CROWDER BAND	SIX STEPS/SPARROW/EMI CMG	250 +4

THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE ARTIST	IMPRINT / PROMOTION LABEL	PLAYS TW +/-
1	2	12	WAITING FIREFLIGHT	FLICKER/PLG	373 +33
2	1	13	GOING IN BLIND P.O.D.	WORD-CURB	338 -17
3	4	8	SEARCHLIGHTS FALLING UP	BEC/TOOTH & NAIL	321 +10
4	5	15	ALREADY OVER RED	ESSENTIAL/PLG	278 -33
5	3	14	THE SHOW HAWK NELSON	TOOTH & NAIL	268 -64
6	7	6	NOSTALGIATOPIA ELEVENTYSEVEN	FLICKER/PLG	267 +8
7	9	11	LOVE DAY OF FIRE	ESSENTIAL/PLG	263 +17
8	10	14	I'LL FOREVER SING RUN KID RUN	TOOTH & NAIL	248 +7
9	8	13	OH! GRAVITY SWITCHFOOT	SPARROW/COLUMBIA/EMI CMG	241 -8
10	11	4	NO LONGER DECYFER DOWN	SRE/INO	233 +5
11	19	5	LIVE LIKE WE'RE ALIVE NEVERTHELESS	FLICKER/PLG	230 +41
12	12	8	MORNING AIR WEDDING	BRAVE NEW WORLD	227 +1
13	13	8	MIDDLE OF IT ALL MANIC DRIVE	WHIPLASH	222 -2
14	6	18	SOMETHING WE CAN'T BE PROJECT 86	TOOTH & NAIL	221 -64
15	15	9	THE FIGHT CLASSIC CRIME	TOOTH & NAIL	216 +7
16	16	4	PROCRASTINATING STELLAR KART	WORD-CURB	209 +3
17	18	7	FORGIVEN RELIENT K	CAPITOL/GOTEE	207 +15
18	17	5	ROLE REMODELING MXPX	BEC/TOOTH & NAIL	193 -7
19	24	4	DEATH FINDS US BREATHING SHOWDOWN	MONO VS STEREO	192 +50
20	22	3	WAKE UP! WAKE UP! EVERYDAY SUNDAY	INPOP	189 +33
21	14	15	TONIGHT JEREMY CAMP	BEC/TOOTH & NAIL	189 -33
22	23	3	MISSING PAGES SEVENTH DAY SLUMBER	BEC/TOOTH & NAIL	166 +17
23	25	2	WHEN TOMORROW COMES PILLAR	FLICKER/PLG	162 +30
24	21	11	DANGEROUS DECEMBERADIO	SLANTED/SPRING HILL	142 -20
25	26	5	EVERYTHING IS BEAUTIFUL STARFIELD	SPARROW/EMI CMG	114 -6
26	29	2	AFTER THE WORLD DISCIPLE	SRE/INO	110 +9
27	27	19	GRAVITY THE FOLD	TOOTH & NAIL	110 -2
28	28	3	ALLELUJAH EVER STAYS RED	PAPER STREET	105 -1
29	29	4	THESE PAGES MAINSTAY	BEC/TOOTH & NAIL	100 +4
30	29	4	SLEEPWALKERS SPURSB	INDELIBLE	99 +6

THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE ARTIST	IMPRINT / PROMOTION LABEL	PLAYS TW +/-
1	1	17	GLORY SELAH	CURB	333 0
2	2	14	DOES ANYBODY HEAR HER CASTING CROWNS	BEACH STREET/REUNION/PLG	322 +2
3	3	10	HOLD FAST MERCYME	INO	274 -1
4	4	18	BEFORE THE DAY NEWSONG	INTEGRITY	251 -12
5	5	17	I WILL LIFT MY EYES BEBO NORMAN	ESSENTIAL/PLG	238 -2
6	8	8	WISH YOU WERE HERE MARK HARRIS	INO	231 +27
7	6	24	MADE TO WORSHIP CHRIS TOMLIN	SIX STEPS/SPARROW/EMI CMG	219 -10
8	7	11	EVERLASTING GOD BRENTON BROWN	SURVIVOR/SPARROW/EMI CMG	217 -11
9	10	6	WISH BRIAN LITRELL	REUNION/PLG	205 +22
10	9	11	HEAR US FROM HEAVEN JARED ANDERSON	INTEGRITY	202 +1

INSPO

THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE ARTIST	IMPRINT / PROMOTION LABEL	PLAYS TW +/-
11	11	3	GIVE ME JESUS JEREMY CAMP	BEC/TOOTH & NAIL	184 +7
12	13	5	IN CHRIST ALONE AVALON	SPARROW/EMI CMG	183 +17
13	13	5	WALKING HER HOME MARK SCHULTZ	WORD-CURB	168 +56
14	19	2	BY HIS WOUNDS GLORY REVEALED FEAT. MAC POWELL, MARK HALL, STEVEN CURTIS CHAPMAN, BRIAN LITRELL	REUNION/PLG	168 +46
15	14	4	GIVE IT ALL AWAY AARON SHUST	BRASH	166 +8
16	12	18	OUR GOD REIGNS BRANDON HEATH	REUNION/PLG	158 -14
17	15	11	KING OF MY SOUL CARL CARTEE	SPRING HILL	149 +2
18	16	3	I KNOW YOU'RE THERE CHANDLER	SPIN 360	147 +3
19	18	7	COME, LET US WORSHIP FERNANDO ORTEGA	CURB	142 +5
20	20	2	LIFT UP THE NAME JAIME JAMGOCHIAN FEAT. SCOTT KRIPPAYNE	CENTRICITY	128 +10

CHRISTIAN CHR REPORTERS

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MD: Joey Belville

KXWA/Denver, CO
PD: Scott Veigel

WAYK/Kalamazoo, MI
PD/MD: Mike Couchman

WJLZ/Norfolk, VA*
OM/PD: JP Mcrgan
APD: Anne Verabely

WPRJ/Saginaw, MI
OM: Gary Bugh
PD/MD: Aaron Dicer

WYSZ/Toledo, OH
PD/MD: Jeff Howe
APD: Craig Magrum

KAFC/Anchorage, AK
MD: Mike Carrier

KZZQ/Des Moines, IA
PD: Mike Schlote

WYLV/Knoxville, TN*
PD: Jonathan Unthank
MD: Danielle Hedges

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PD/MD: Tony Weir
APD: Jeremy Louis

KLFF/San Luis Obispo, CA*
PD: Matt Williams
MD: Noonie Fugler

KDUV/Visalia, CA*
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APD: Shannon Steele

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OM/PD: Tim Collins
APD/MD: Morgan Smith

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PD: David Pierce

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OM: David Baker
PD/MD: Kristine McClain

WCLQ/Wausau, WI
PD/MD: Matt Deane

KWOF/Cedar Rapids, IA
OM/PD: Jack Davis

KNMI/Farmington, NM
PD: Darren Nez
MD: Kenn Montano

WNAZ/Nashville, TN*
OM/PD: Dave Queen
APD: Jennifer Houchin
MD: Seth Routzahn

KFFR/Pullman, WA
OM/PD: Chris Gilbreth

WBVM/Tampa, FL*
PD: Johnny Vincent
MD: Olivia Paff

WONU/Chicago, IL*
OM: Justir Knight
PD: Johnathon Eltrevoog
MD: Malloy DeWees

WSCF/Ft. Pierce, FL
PD/MD: Paul Tipton

WORQ/Green Bay, WI
OM/PD: Jim Raider

KTPT/Rapid City, SD
OM: Tom Schonstedt
PD/MD: Joseph Standish

* Monitored Reports

CHRISTIAN

CHRISTIAN AC REPORTERS

KGZ/Abilene, TX
PD/MD: Gary Hill

WFSH/Atlanta, GA*
PD: Kevin Avery
MD: Mike Stouder

WVFJ/Atlanta, GA*
PD/MD: Don Schaeffer

WAFJ/Augusta, GA
PD: Steve Swanson

WDJC/Birmingham, AL*
APD/MD: Ronnie Bruce

KTSY/Boise, ID
PD: Jerry Woods
APD/MD: Travis Culver

WCVK/Bowling Green, KY
OM: Ken Burns
PD: Dale McCubbins
MD: Whitney Yule

WAYR/Brunswick, GA
PD: Bart Wagner

WRCM/Charlotte, NC*
PD: Dwayne Harrison

WBDX/Chattanooga, TN*
OM/PD: Jason McKay
APD/MD: Justin Wade

WAKW/Cincinnati, OH*
PD: Rob Lewis
MD: Daryl Pierce

WFHM/Cleveland, OH*
MD: Josh Booth

KGTS/College Place, WA
PD: Elizabeth Nelson

KBIQ/Colorado Springs, CO*
PD: Bret Stevens
MD: Jack Hamilton

KCVO/Columbia, MO
OM/PD: James McDermott

WMHK/Columbia, SC*
PD: Steve Sunshine

WCVO/Columbus, OH*
OM/PD: Tate Luck
APD/MD: Mike Russell

KBNJ/Corpus Christi, TX*
PD: Joe Fahf

KLTY/Dallas, TX*
PD: Chuck Finney
APD/MD: Michael Prendergast

WMUZ/Detroit, MI*
PD: Miranda Belcher
APD: Randi Myles
MD: Jon Culbert

WWIB/Eau Claire, WI
OM: Paul Anthony
PD/MD: Greg Steward

WCTL/Erie, PA
OM: Ronald Raymond
PD/MD: Adam Frase

KHPE/Eugene, OR
OM: Jeff McMahon
MD: Paul Hernandez

KYTT/Eugene, OR
PD/MD: Rick Stevens

KLRC/Fayetteville, AR
PD/MD: Mark Michaels

WCLN/Fayetteville, NC
OM/PD: Dan DeBruler
APD: Syndi Long
MD: Steve Turley

KGCB/Flagstaff, AZ
OM: Brian Letendre
PD/MD: Mike Medlin

WPER/Fredericksburg, VA
PD: Frankie Morea
APD: Eric Summers

KZKZ/Ft. Smith, AR
OM/PD: Dave Burdue

WPSM/Ft. Walton Beach, FL
PD: Terry Thorne
MD: Jennifer Poage

WLAB/Ft. Wayne, IN
PD: Don Buettner
MD: Melissa Montana

WCSG/Grand Rapids, MI*
OM: Don Michael
PD/MD: Chris Lemke
APD: John Balyo

WJQK/Grand Rapids, MI*
OM/PD: Troy West
MD: Brian Nelson

WBFJ/Greensboro, NC
PD/MD: Wally Decker
APD: Darren Stevens

WLFJ/Greenville, SC*
PD/MD: Rob Dempsey
APD: Gary Miller

KAIM/Honolulu, HI
PD: Corry Reynolds
MD: Kim Harper

KSBJ/Houston, TX*
PD: Chuck Pryor
MD: Jim Beeler

WCRJ/Jacksonville, FL*
PD: Roger Henderson
MD: Theresa Ross

WCQR/Johnson City, TN*
PD/MD: Jason Sharp
APD: Chalmer Harper

KOBC/Joplin, MO
OM/PD: Lisa Davis

KLJC/Kansas City, MO*
PD/MD: Michael Grimm

WJTL/Lancaster, PA
PD: John Shirk
MD: Phil Smith

WLGH/Lansing, MI

KFSH/Los Angeles, CA*
OM: Jim Tinker
PD: Chuck Tyler
APD/MD: Bob Shaw

WJIE/Louisville, KY*
PD: Jim Galipeau
APD/MD: Chris Crain

WRVI/Louisville, KY
OM/PD: Gregg Kramer
APD: Dave Reichel

KSWP/Lufkin, TX
OM/PD: Al Ross
MD: Michelle Calvert

KVMV/McAllen, TX*
PD: James Gambelin
MD: Bob Malone

KJIL/Meade, KS
PD: Michael Luskey

WMCU/Miami, FL*
OM/PD: Dwight Taylor

WFZH/Milwaukee, WI*
PD/MD: Danny Clayton

KTIS/Minneapolis, MN*
PD: Reid Holsen
APD/MD: Paul Perrault

KBMQ/Monroe, LA
PD: Phillip Brooks
MD: Melissa Rawls

WFFH/Nashville, TN*
PD: Vance Dillard
MD: Scott Thunder

WBSN/New Orleans, LA*
OM: Julie Headrick
PD: Tom Krimsier
MD: Libby Krimsier

WAWZ/New York, NY*
OM: Scott Taylor
PD: Johnny Stone
MD: Keith Stevens

KGBI/Omaha, NE*
PD: Melody Miller
MD: Jeff Devereaux

WPOZ/Orlando, FL*
OM/PD: Dean O'Neal
APD: Jeff Cruz
MD: Scott Smith

KLVA/Phoenix, AZ*

WMSJ/Portland, ME*
PD: Paula K.
APD: Joe Polek

KFIS/Portland, OR*
PD: Dave Arthur
MD: Kat Taylor

KSLT/Rapid City, SD
OM: Tom Schoensted
PD: Jon Anderson
MD: Jennifer Walker

KSGN/Riverside, CA*
PD/MD: Bryan O'Neal

WPAR/Roanoke, VA*
OM/MD: Jackie Howard

WRCI/Rochester, NY*
PD: Mark Shuttleworth
MD: Kelly McKay

WQFL/Rockford, IL
OM: Ralph Trentadue
PD/MD: Rick Hall

KKFS/Sacramento, CA*
PD: Laurie Larson
APD/MD: Mark Standriff

New Life Media Network/Satellite
PD/MD: Joe Buchanan

Sirius Spirit 66/Satellite
PD/MD: Doug Hannah

XM The Message/Satellite
PD: Jon Zellner
MD: Jim Epperlein

KCMS/Seattle, WA*
PD: Scott Valentine
MD: Sarah Taylor

WFRN/South Bend, IN
PD: Jim Carter
MD: Doug Moore

WHPZ/South Bend, IN
PD/MD: Tom Scott

KTSL/Spokane, WA*
PD/MD: Beau Tyler

KWND/Springfield, MO*
PD/MD: Jeremy Morris

KKJM/St. Cloud, MN
OM/PD: Diana Madsen

KHZR/St. Louis, MO*
OM: Sandi Brown
PD/MD: Greg Cassidy

WLPJ/Tampa, FL*
PD: Carmen Brown
APD: Dave Cruse
MD: Jeff MacFarlane

KJTY/Topeka, KS
OM/PD: Rita C. Adams

KKCM/Tulsa, OK*
OM: Steve Hunter
PD: Chris Kelly
APD: Dale Christopher

KXOJ/Tulsa, OK*
PD: Bob Thornton
APD: Dave Gordon

WGTS/Washington, DC*
PD: Ty McFarland
MD: Rob Conway

WGRC/Williamsport, PA
PD/MD: Larry Weidman

WXHL/Wilmington, DE
OM: Dan Edwards
PD/MD: Dave Kirby
APD: Sal April

* Monitored Reporters



▶ **MARK SCHULTZ STORMS**
CHRISTIAN AC INDICATOR AT NO.
17 WITH "WALKING HER HOME."

THIS WEEK	LAST WEEK	WEEKS ON CHART	CHRISTIAN AC INDICATOR			PLAYS TW +/-
			TITLE ARTIST	IMPRINT / PROMOTION LABEL		
1	1	16	DOES ANYBODY HEAR HER CASTING CROWNS	BEACH STREET/REUNION/PLG	1055	-30
2	2	19	HOLD FAST MERCYME	INO	960	-60
3	3	19	WHAT IT MEANS JEREMY CAMP	BEC/TOOTH & NAIL	897	-81
4	4	15	GIVE IT ALL AWAY AARON SHUST	BRASH	785	+5
5	5	20	ENOUGH BARLOWGIRL	EERVENT/WORD-CURB	690	-29
6	7	20	I WILL LIFT MY EYES BEBO NORMAN	ESSENTIAL/PLG	682	-10
7	9	13	AWAKEN NATALIE GRANT	CURB	671	+1
8	8	21	YOU ALONE ECHOING ANGELS	INO	656	-33
9	6	28	MADE TO WORSHIP CHRIS TOMLIN	SIXSTEPS/SPARROW/EMI CMG	623	-82
10	10	13	BIG ENOUGH AYESHA WOODS	GOTEE	589	-5
11	11	5	EVERLASTING GOD LINCOLN BREWSTER	INTEGRITY	561	+7
12	16	6	MADE TO LOVE TOBYMAC	FOREFRONT/EMI CMG	527	+61
13	14	14	ALL WHO ARE THIRSTY KUTLESS	BEC/TOOTH & NAIL	504	+2
14	13	18	NOTHING BUT THE BLOOD THE SWIFT	ROCKETOWN	481	-9
15	17	10	LITTLE IS MUCH DOWNHERE	CENTRICITY	461	+8
16	18	19	STAND IN THE RAIN SUPERCHIC(K)	INPOP	398	-43
17	NEW		WALKING HER HOME MARK SCHULTZ	WORD-CURB	378	+147
18	22	6	WISH YOU WERE HERE MARK HARRIS	INO	362	-15
19	24	12	SHINE ON NEEDTOBREATHE	SPARROW/EMI CMG	354	+20
20	28	2	UNDO RUSH OF FOOLS	MIDAS	318	+61
21	23	12	I BELIEVE BUILDING 429	WORD-CURB	311	-29
22	21	17	YES YOU HAVE LEELEAND	ESSENTIAL/PLG	311	-71
23	28	2	BY HIS WOUNDS GLORY REVEALED FEAT. MAC POWELL, MARK HALL, STEVEN CURTIS CHAPMAN, BRIAN LITTELL	REUNION/PLG	309	+53
24	29	15	DRIFTER DECEMBERADIO	SLANTED/SPRING HILL	308	-15
25	20	20	COME TO THE CROSS MICHAEL W. SMITH	REUNION/PLG	308	-115
26	NEW		HOW CAN I KEEP FROM SINGING CHRIS TOMLIN	SIXSTEPS/SPARROW/EMI CMG	299	+123
27	26	10	FOREVERANDEVER, ETC. DAVID CROWDER BAND	SIXSTEPS/SPARROW/EMI CMG	273	-29
28	27	2	GIVE ME AMAZING GRACE JACKSON WATERS	WORD-CURB	272	+11
29	30	3	THE BLESSING JOHN WALLER	BEACH STREET/REUNION/PLG	268	+18
30	NEW		SHINE MATT REDMAN	SIXSTEPS/SPARROW/EMI CMG	257	+11



CHRISTIAN CHR MUSIC RESEARCH

TITLE ARTIST	IMPRINT / PROMOTION LABEL	TOTAL	FAM%	BURN%	18-24	25-34	18-34
REBIRTHING SKILLET	ARDENT/SRE/INO	4.30	93%	16%	4.50	4.25	4.37
MADE TO LOVE TOBYMAC	FOREFRONT/EMI CMG	4.29	96%	15%	4.22	4.39	4.30
STAND IN THE RAIN SUPERCHIC(K)	INPOP	4.21	98%	25%	4.18	4.15	4.16
BREATHE YOU IN THOUSAND FOOT KRUTCH	TOOTH & NAIL	4.11	95%	17%	4.16	4.05	4.10
TONIGHT JEREMY CAMP	BEC/TOOTH & NAIL	4.11	94%	19%	4.16	4.11	4.14
HOW TO SAVE A LIFE THE FRAY	EPIC	4.09	94%	24%	4.21	4.10	4.16
WHEREVER WE GO NEWSBOYS	INPOP	4.05	96%	21%	4.02	3.90	3.96
BIG ENOUGH AYESHA WOODS	GOTEE	4.02	90%	19%	3.96	4.02	3.99
DOES ANYBODY HEAR HER CASTING CROWNS	BEACH STREET/REUNION/PLG	4.01	96%	25%	4.12	4.16	4.14
FOREVERANDEVER, ETC. DAVID CROWDER BAND	SIXSTEPS/SPARROW/EMI CMG	4.01	76%	13%	4.34	3.81	4.06
SOMEDAY THE AFTERS	SIMPLE/INO	4.01	96%	16%	4.24	3.74	3.96
THE SHOW HAWK NELSON	TOOTH & NAIL	4.00	81%	12%	3.93	3.87	3.89
SET ME FREE CASTING CROWNS	BEACH STREET/REUNION/PLG	3.97	83%	16%	3.85	4.12	4.01
SEARCH LIGHTS FALLING UP	BEC/TOOTH & NAIL	3.95	82%	10%	4.14	3.33	3.81
THE REAL NEVERTHELESS	FLICKER/PLG	3.95	87%	19%	3.85	3.96	3.90
HOLD ON STELLAR KART	WORD-CURB	3.91	84%	16%	3.99	3.83	3.91
I BELIEVE BUILDING 429	WORD-CURB	3.89	85%	14%	3.98	3.86	3.91
OHI GRAVITY SWITCHFOOT	SPARROW/COLUMBIA/EMI CMG	3.88	79%	18%	3.72	3.82	3.77
DON'T GIVE UP SANCTUS REAL	SPARROW/EMI CMG	3.87	61%	11%	4.04	3.54	3.80
FORGIVEN RELIENT K	CAPITOL/GOTEE	3.87	67%	16%	3.85	3.70	3.78

This report is a cumulative sample of current online music surveys conducted by Christian CHR stations across the country. Total sample size is 962 respondents. Total average favorability estimates are based on a scale of 1-5. (1= don't like it at all, 5 = love it). Total familiarity represents the percentage of respondents who recognized the song. Total burn represents the number of respondents who said they are tired of hearing the song. Sample composition is based on persons 12+. Persons are screened via the internet. Once passed, they can take the music test when invited to do so by their local radio station. When comparing this data with what is happening at your station please keep in mind that number of spins, percentage of familiarity, and other factors must be considered, and that your results may vary accordingly. HitMusicResearch.com results are intended to show opinions of participants on the internet only. Hit Music Research is a registered trademark of HitMusicResearch.com. The HMR system is available exclusively for local Christian radio stations by contacting Ken Farley at (615) 331-0736 or Ken@hitmusicresearch.com

COUNTRY



Play what you want, but listen to everything

Radio, Your Fly Is Open

R.J. Curtis

RCurtis@RadioandRecords.com

this personal experience may border on “TMI,” but I share it to make a point, so bear with me. Standing at a bar with some buddies a couple of years ago, my friend Tom discreetly pulled me aside and said, helpfully, “Dude, your fly is open.” Just as discreetly, I remedied this potential faux pas, and the evening continued without incident. Tom’s method of delivery has always been appreciated. He didn’t see the need for ridicule from the group, thus allowing my dignity to remain intact.

It is in that spirit that I share information gleaned from a recent pilgrimage to Music Row. I wound up being a fly on the wall, and now I feel compelled to tell radio its fly is open. Like my good friend Tom, I want to convey this message in a way that is helpful, not judgmental. After wrestling with whether to even bring it up, I finally decided—much like the scenario in the bar—that this is something I need to say and radio needs to hear.

Before I spill the beans, I hope those in radio receive this intelligence as they would new data about their station. When we see perceptual results or watch focus groups from behind the glass, we don’t always like the news, but we remove the emotion and come up with a sound, strategic plan to correct our vulnerabilities—or at least change the perception that they exist.

Remember, I’m just the conduit.

Right now record labels don’t believe country programmers are listening to music with the kind of regular diligence that inspires a healthy, productive dialogue. It’s not a universal condemnation, and yes, there are major exceptions, but net it down and that’s the perception radio faces right now.

There’s a subset to this perception, too—that radio is impossible to communicate with, because programmers won’t return calls or respond to e-mails. These two issues have created a chasm between radio and the

record communities that threatens their long-term relationship.

Lest you think I went to Nashville and drank the Kool-Aid, let me counter with what I believe to be a fair and accurate portrayal of a PD’s world today and say that, to some degree, radio deserves the benefit of the doubt. A programmer’s job has morphed dramatically in the last five to seven years. Many are juggling more than one station, staff and format. They’re expected to focus on sales-related issues to help achieve revenue goals. Many are responsible not only for executing their budget, but formulating it as well, a process that can take months.

Today’s programmers are bombarded with new technology they either don’t entirely understand or that has a steep learning curve. Lost in all this administrative detail is attention to many product aspects of the radio station. Jocks don’t get the coaching they desperately need, and there’s little or no time for moments of creativity, inspiration or reflection. Forget about managing down. Nowadays, PDs manage up and laterally just to stay above water. Everybody’s slammed beyond comprehension. There’s no time to strive for great, so we’re getting by with good.

Add this dynamic to the mix: Most PDs have strong belief systems. Their instincts tell them to dig in their heels on certain issues but they have more personal responsibilities at this point in their lives than ever

Right now record labels don’t believe country programmers are listening to music with the kind of regular diligence that inspires a healthy, productive dialogue.



George Strait would still have more than 50 No. 1s, but ‘The Chair’ might not be one of them if programmers listened to music in 1985 the way they do in 2007.

Play music that gives you the best chance to win, but remember that sometimes to find the best songs, you need to listen to a lot of them.

before. Today’s PD struggles with the idea of compromising those beliefs, but has slowly relinquished many of them in the interest of survival.

Listen Like A Listener

This new world order notwithstanding, music—the content that accounts for the majority of the broadcast day—is collateral damage. Many PDs now make music decisions on the run, instead of blocking out a specific time each week for a proper music meeting, where decision-makers sit down, shut the door, turn off all electronic devices, put seat backs and tray tables in their upright and locked positions and listen to songs in their entirety. Yes, in their entirety. It takes a while, but it delivers the same full-length experience listeners have.

An anecdote relayed to me by Bill Mackey from Category 5 adds historical context. In 1985, George Strait released a single called “The Chair,” which became one of his 50-plus No. 1 records. It has no real hook and you don’t know the payoff until the very last lyric is sung. In the current environment, that song probably wouldn’t even get added. With no hook, it’ll never test, programmers would argue. Many wouldn’t hear the last lyric either, opting out of the listening experience after one verse and chorus.

Whether it’s an issue of time management or recalibration of priorities, radio faces a confidence crisis with labels right now. Simply restated, they don’t think radio listens to music and doesn’t reciprocate efforts to communicate well. Some of this is real and some is perceived. But I want my radio friends to rest assured not one person at a record company suggested that I write this column. These concerns were expressed to me anecdotally and consistently by every label I met with. What programmers choose to do with this information is totally up to them.

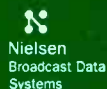
To that point, after hearing multiple listeners in focus groups several years ago feed back the complete opposite message we were trying to communicate on the radio station, I was ready to fly through the glass and beat them senseless. Calmly grabbing my arm, my GM told me, “That’s not their problem, it’s our problem. Looks like we have some work to do.”

Different radio stations have various music philosophies based on the needs and desires of specific markets, and no one—not even label execs—is suggesting that should change in a way that compromises your strategy or your ability to compete.

At the end of the day, play music that gives you the best chance to win, but remember that sometimes to find the best songs you need to listen to a lot of them.

If your fly is open, you can choose to ignore it. Then again, there’s always a chance that after a while you could end up getting caught with your pants down. **R&R**

► **CARRIE UNDERWOOD**
ACHIEVES AIRPOWER WITH
"WASTED" (21-14).



THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE	ARTIST	NIelsen BDS CERTIFICATIONS	HITPREDICTOR STATUS	AUDIENCE (IN MILLIONS)	PLAYS	RANK
1	1	21	WATCHING YOU	RODNEY ATKINS	NO. 1 (4 WKS)	☆	37.696	-0.719	4723
2	2	19	IT JUST COMES NATURAL	GEORGE STRAIT		☆	35.462	+0.031	4483
3	3	24	SHE'S EVERYTHING	BRAD PAISLEY		☆	28.225	-2.729	3431
4	5	22	LADIES LOVE COUNTRY BOYS	TRACE ADKINS		☆	27.779	+1.822	3794
5	4	32	AMARILLO SKY	JASON ALDEAN		☆	25.901	-2.943	3516
6	6	12	STUPID BOY	KEITH URBAN		☆	25.288	+0.579	3383
7	9	27	LITTLE BIT OF LIFE	CRAIG MORGAN		☆	23.571	+1.723	3282
8	7	20	ALYSSA LIES	JASON MICHAEL CARROLL		☆	23.355	+1.267	3046
9	8	13	ANYWAY	MARTINA MCBRIDE		☆	23.236	+1.208	3014
10	11	8	BEER IN MEXICO	KENNY CHESNEY		☆	21.319	+2.526	2692
11	12	35	ONE WING IN THE FIRE	TRENT TOMLINSON		☆	19.050	+0.262	2691
12	13	6	LAST DOLLAR (FLY AWAY)	TIM MCGRAW		☆	18.473	+3.092	2414
13	14	27	I'LL WAIT FOR YOU	JOE NICHOLS		☆	16.167	+0.883	2629
14	21	11	WASTED	CARRIE UNDERWOOD	AIRPOWER	☆	16.056	+3.899	1947
15	17	6	SETTLIN'	SUGARLAND		☆	14.568	+1.603	1989
16	15	25	YOU'LL ALWAYS BE MY BABY	SARA EVANS		☆	13.941	-0.534	2118
17	16	14	HILLBILLY DELUXE	BROOKS & DUNN		☆	13.610	+0.589	2082
18	19	21	I JUST CAME BACK FROM A WAR	DARRYL WORLEY		☆	12.619	+0.114	1812
19	22	12	LONG TRIP ALONE	DIERKS BENTLEY		☆	12.143	+1.053	1728
20	20	21	GOOD AS GONE	LITTLE BIG TOWN		☆	12.007	-0.206	1730
21	23	16	A FEELIN' LIKE THAT	GARY ALLAN		☆	11.790	+0.758	1817
22	26	5	STAND	RASCAL FLATTS	MOST INCREASED AUDIENCE	☆	11.058	+3.985	1555
23	24	12	LIPS OF AN ANGEL	JACK INGRAM		☆	11.035	+0.375	1486
24	27	7	A WOMAN'S LOVE	ALAN JACKSON		☆	8.660	+1.734	1350
25	25	21	'FORE SHE WAS MAMA	CLAY WALKER		☆	8.233	+0.655	1187
26	29	18	GOOD DIRECTIONS	BILLY CURRINGTON		☆	7.489	+0.979	1289
27	28	13	ME AND GOD	JOSH TURNER		☆	7.055	+0.530	1129
28	31	8	MOMENTS	EMERSON DRIVE		☆	5.342	+0.787	918
29	33	15	DON'T MAKE ME	BLAKE SHELTON		☆	4.919	+0.544	859
30	30	17	I KEEP COMING BACK	JOSH GRACIN		☆	4.730	+0.129	735

THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE	ARTIST	NIelsen BDS CERTIFICATIONS	HITPREDICTOR STATUS	AUDIENCE (IN MILLIONS)	PLAYS	RANK
31	34	18	STARTIN' WITH ME	JAKE OWEN		☆	4.640	+0.340	796
32	32	23	FIND OUT WHO YOUR FRIENDS ARE	TRACY LAWRENCE		☆	4.596	+0.196	653
33	35	17	DIXIE LULLABY	PAT GREEN		☆	4.236	+0.570	607
34	36	14	ISN'T THAT EVERYTHING	DANIELLE PECK		☆	3.731	+0.780	598
35	37	8	MISSING YOU 2007	AISON KRAUSS AND JOHN WAITE		☆	2.951	+0.198	295
36	38	13	COME TO BED	CRETCHEN WILSON		☆	2.624	-0.027	420
37	NEW		HIGH MAINTENANCE WOMAN	TOBY KEITH	HOT SHOT DEBUT/MOST ADDED	☆	2.604	+2.609	276
38	39	10	COME ON RAIN	STEVE HOLY		☆	2.19E	+0.250	491
39	53	2	LUCKY MAN	MONTGOMERY GENTRY		☆	2.064	+1.504	250
40	40	7	ISN'T SHE	CAROLINA RAIN		☆	1.752	+0.083	320
41	45	4	A DIFFERENT WORLD	BUCKY COVINGTON		☆	1.745	+0.679	359
42	43	3	GUYS LIKE ME	ERIC CHURCH		☆	1.52E	+0.425	292
43	46	3	I GOT MORE	COLE DEEGS AND THE LONESOME		☆	1.370	+0.385	268
44	NEW		JOHNNY CASH	JASON ALDEAN		☆	1.305	+1.227	135
45	42	10	BACPIPES CRYIN'	RUSHLOW HARRIS		☆	1.27E	-0.001	278
46	44	5	HOUSE LIKE THAT	DONOVAN CHAPMAN		☆	1.013	-0.055	256
47	51	2	SAY YES	DUSTY DRAKE		☆	0.88E	+0.281	182
48	54	5	SPOKEN LIKE A MAN	BLAINE LARSEN		☆	0.857	+0.303	188
49	41	13	OUR COUNTRY	JOHN MELLENCAMP		☆	0.857	-0.581	174
50	48	3	TAKE IT ALL OUT ON ME	MARK WILLS		☆	0.847	-0.054	212
51	50	3	WHAT I DID LAST NIGHT	CATHERINE BRITT		☆	0.814	+0.200	166
52	60	2	BOMSHEL STOMP	BOMSHEL		☆	0.700	+0.375	38
53	49	13	MORE	ROCKIE LYNN		☆	0.694	-0.145	60
54	59	2	ALL MY FRIENDS SAY	LUKE BRYAN		☆	0.609	+0.266	100
55	52	5	I GET TO	BLUE COUNTY		☆	0.540	-0.058	169
56	56	7	MISSING MISSOURI	SARA EVANS		☆	0.42E	-0.030	36
57	55	19	STEALING KISSES	FAITH HILL		☆	0.413	-0.099	44
58	RE-ENTRY		BUILT TO LAST	HEARTLAND		☆	0.402	+0.088	67
59	NEW		THAT KINDA DAY	SARAH BUXTON		☆	0.343	+0.226	98
60	NEW		I WONDER	KELLIE PICKLER		☆	0.28E	+0.159	56

MOST INCREASED AUDIENCE (IN MILLIONS)
+3.985 STAND

Rascal Flatts (Lyric Street)
KPLX +0.242, WGH +0.226, WCOL +0.216, WCTK +0.192, WUSN +0.190, WGAR +0.182, WLBZ +0.145, KFRG +0.140, KSD +0.131, WKIS +0.122

+3.899 WASTED

Carrie Underwood (Arista/Arista Nashville)
WUSN +0.477, WCTK +0.303, WFM5 +0.293, KKBQ +0.272, WIL +0.206, WCOL +0.198, WGAR +0.156, KWLJ +0.152, KMLE +0.137, WDSY +0.116

+3.092 LAST DOLLAR (FLY AWAY)

Tim McGraw (Curb)
KKBQ +0.541, WDAF +0.259, WUSN +0.246, KMP5 +0.240, KWLJ +0.176, WDSY +0.159, WBEE +0.157, KUSS +0.155, WYYZ +0.153, WESC +0.123

+2.526 BEER IN MEXICO

Kenny Chesney (BNA)
WUSN +0.627, WXTU +0.229, KKWF +0.156, WCTK +0.159, WGGY +0.139, KWNR +0.107, WDSY +0.086, WKIS +0.078, KTST +0.078, KAJA +0.073

Trace Adkins (Capitol Nashville)
KSD +0.290, KMLE +0.192, KFRG +0.176, WGH +0.152, WFM5 +0.151, WYCD +0.117, KSCS +0.110, WKLB +0.100, KWNR +0.095, KTEX +0.093

TITLE	ARTIST / LABEL	AUD / GAIN	TITLE	ARTIST / LABEL	AUD / GAIN	TITLE	ARTIST / LABEL	AUD / GAIN
RIGHT ABOUT NOW	Ty Herndon (JACKSON DANIEL/NYPYRAMID/QUARTERBACK)	0.274/0.020	I LOVE WOMEN (MY MOMMA CAN'T STAND)	Jerrod Niemann (CATEGORY 5)	0.219/0.102	TEARDROPS ON MY GUITAR	Taylor Swift (BIG MACHINE)	0.205/0.097
MISSING YEARS	Little Texas (MONTAGIE)	0.225/0.120	YOU DON'T KNOW MY LOVE	Ronnie Milsap (RCA)	0.213/0.084	I'M TRYING TO FIND IT	Pat Green (BNA)	0.185/0.150
TOTAL STATIONS:	8		TOTAL STATIONS:	12		TOTAL STATIONS:	7	
TOTAL STATIONS:	36		TOTAL STATIONS:	2		TOTAL STATIONS:	1	

TITLE	ARTIST / LABEL	AUD / GAIN	TITLE	ARTIST / LABEL	AUD / GAIN
HIGH MAINTENANCE WOMAN	Toby Keith (SHOW DOG NASHVILLE)	32	STAND	Rascal Flatts (LYRIC STREET)	24
WASTED	Carrie Underwood (ARISTA/ARISTA NASHVILLE)	12	LUCKY MAN	Montgomery Gentry (COLUMBIA)	14
JOHNNY CASH	Jason Aldean	11	GUYS LIKE ME	Eric Church (CAPITOL NASHVILLE)	9

FOR WEEK ENDING FEBRUARY 4, 2007
LEGEND: See legend to charts in charts section for rules and symbol explanations.
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COUNTRY

COUNTRY MONITORED REPORTERS

WGNA/Albany, NY OM: Buzz Brindle PD: Bill Earley	KJZY/Des Moines, IA OM: Jack O'Brien PD: Andy Elliott MD: Eddie Hatfield	WAMZ/Louisville, KY PD: Coyote Calhoun MD: Night Train Lane	WBEE/Rochester, NY PD: Billy Kidd MD: Weslea Neas
KBQI/Albuquerque, NM OM: Bill May PD: Tim Jones APD/MD: Jeff Jay	WYCD/Detroit, MI PD: Tim Roberts APD/MD: Ron Chatman	WWQM/Madison, WI MD: Mel McKenzie	KNCI/Sacramento, CA PD: Mark Evans APD: Greg Cole
KRST/Albuquerque, NM OM/MD: Eddie Haskell MD: Paul Bailey	KHEY/El Paso, TX PD: Steve Gramzay MD: Marty Austin	KTEX/McAllen, TX OM: Billy Santiago PD: JoJo Cerda APD: Frankie Dee MD: Patches	WKQC/Saginaw, MI OM/MD: Mike Skot APD: Kevin Proffitt MD: John Richards
WCTO/Allentown, PA OM/MD: Shelly Easton APD/MD: Jerry Padden	WFBE/Flint, MI PD: Coyote Collins APD/MD: Dave Germino	WGXX/Memphis, TN PD: Lance Tidwell APD/MD: Trapper John	KSOP/Salt Lake City, UT APD/MD: Debby Turpin
WKSF/Asheville, NC OM/MD: Jeff Davis APD/MD: Brian Hatfield	KSKS/Fresno, CA PD: Steve Pleshe MD: Jody Jo Mize	WKIS/Miami, FL PD: Bob Barnett APD: Billy Brown MD: Darlene Evans	KUBL/Salt Lake City, UT PD: Ed Hill MD: Pat Garrett
WKHX/Atlanta, GA OM/MD: Mark Richards MD: Mike Macho	WKCT/Ft. Myers, FL PD: Mark Wilson	WMIL/Milwaukee, WI OM/MD: Kerry Wolfe APD: Scott Jolpfin MD: Mitch Morgan	KAJA/San Antonio, TX OM: George King PD: Clayton Allen MD: Kactus Lou
WPUR/Atlantic City, NJ PD: Joe Kelly	WWGR/Ft. Myers, FL PD: Mark Phillips APD: Steve Hart	KESY/Minneapolis, MN OM/MD: Gregg Swedberg APD/MD: Travis Moon	KSON/San Diego, CA PD: John Marks MD: Wes Poe
WKXC/Augusta, GA PD: T Gentry	WOGK/Gainesville, FL PD: Mr. Bob MD: Big Red	KTOM/Monterey, CA OM: Sam Diggedy APD: Jim Pearson	KUSS/San Diego, CA PD: Mike O'Brian MD: Cindy Spicer
KUZZ/Bakersfield, CA PD: Evan Bridwell MD: Donna James	WBCT/Grand Rapids, MI OM/MD: Doug Montgomery APD/MD: Dave Taft	WKDF/Nashville, TN OM: Dave Kelly PD: Bud Ford APD/MD: Justin Cole	KRTY/San Jose, CA PD: Mike Stevens
WYPY/Baton Rouge, LA PD: Dave Dunaway APD/MD: Jimmy Brooks	WNKY/Green Bay, WI OM: Jeff McCarthy	WQDF/Nashville, TN OM: Dave Kelly PD: Bud Ford APD/MD: Justin Cole	WCTQ/Sarasota, FL OM: Ron White PD: Sammy Cruise APD/MD: Heidi Decker
WDXB/Birmingham, AL OM: Tom Hanrahan PD: Todd Berry	WRNS/Greenville, NC PD: Wayne Carlye MD: Jeff Hackett	WSIX/Nashville, TN PD/MD: Keith Kaufman	KKWF/Seattle, WA PD: Scott Mahalik APD: Rob Walker MD: Valerie Hart
WKLW/Boston, MA OM: Don Kelley PD: Mike Brophrey APD/MD: Ginny Rogers	WESC/Greenville, SC PD: Steve Gefferies APD/MD: John Landrum	WSM/Nashville, TN PD: Buddy Jan Arsdale MD: Frank Seres	KMPS/Seattle, WA PD: Becky Brenner MD: Tony Thomas
WYRK/Buffalo, NY PD: Wendy Lynn	WSSL/Greenville, SC PD: Steve Gefferies APD/MD: Kix Laylor	WGH/Norfolk, VA OM/MD: John Shomby APD/MD: Mark McKay	KRMD/Shreveport, LA PD: Wes McShay APD/MD: James Anthony
WOKO/Burlington, VT OM/MD: Steve Pelkey MD: Chris Reed	WRBT/Harrisburg, PA PD: Joe Kelly APD/MD: Newmar	KTST/Oklahoma City, OK OM/MD: Tom Travis	KDRK/Spokane, WA OM/MD: Cary Rolfe MD: Ryan Dokke
WNKT/Charleston, SC PD: Brian Driver	WVYZ/Hartford, CT PD: Pete Salant	KXKT/Omaha, NE PD: Tom Giddwin MD: Craig Allen	KTTS/Springfield, MO OM/MD: Chris Cannon APD/MD: Curly Clark
WQBE/Charleston, WV OM: Jeff Whitehead PD: Ed Roberts MD: Bill Hagy	KILT/Houston, TX OM: Jeff Garrison MD: Greg Frey	KHAY/Oxnard, CA PD: Jim Hayes	KSD/St. Louis, MO PD: Billy Greenwood
WKKI/Charlotte, NC OM: Bruce Logan PD/MD: John Roberts	KKBQ/Houston, TX OM/MD: Johnny Chiang MD: Christi Brooks	WXBM/Pensacola, FL PD/MD: Lynn West	WIL/St. Louis, MO PD: Greg Mazingo APD/MD: Danny Montana
WSOC/Charlotte, NC PD: D.J. Stout APD/MD: Rick McCracken	WFMS/Indianapolis, IN MD: J.D. Cannon	WXTU/Philadelphia, PA OM/MD: Roy Land PD: Bob McKay	WQYK/Tampa, FL OM/MD: Mike Culotta APD: Beecher Martin MD: Jay Roberts
WUSY/Chattanooga, TN PD: Kris Van Dyke MD: Bill Poindexter	WMSI/Jackson, MS OM: Steve Kelly PD: Rick Adams APD/MD: Kim Allen	KMLE/Phoenix, AZ PD: Jay McCarthy APD/MD: Dave Collins	WKKO/Toledo, OH PD/MD: Gary Shores APD: Harvey Steele
WUSN/Chicago, IL PD: Mike Peterson MD: Marci Braun	WGNE/Jacksonville, FL PD/MD: Jeff Davis	KNIX/Phoenix, AZ PD: Ray Masie MD: Gwen Foster	KIIM/Tucson, AZ OM: Herb Crowe PD/MD: Buzz Jackson
WUBE/Cincinnati, OH OM/MD: Marty Thompson APD: Kathy O'Connor MD: Duke Hamilton	WXBQ/Johnson City, TN PD/MD: Bill Hagy	WDSY/Pittsburgh, PA OM/MD: Keith Clark APD/MD: Stoney Richards	KVOO/Tulsa, OK PD/MD: Ric Hampton
WGAR/Cleveland, OH MD: Chuck Collier	KBEQ/Kansas City, MO PD: Mike Kennedy MD: T.J. McEntire	WOGI/Pittsburgh, PA OM: Frank Bell PD: Mark Lindow	WIRK/West Palm Beach, FL PD: Mitch Mahan MD: JR Jackson
WVUU/Columbia, SC MD: Tyler On The Radio	KFKF/Kansas City, MO OM/MD: Dale Carter APD/MD: Tony Stevens	KUPL/Portland, OR PD: John Pajal APD/MD: Rick Taylor	KFDI/Wichita, KS OM/MD: Beverlee Brannigan APD/MD: Carol Hughes
WCOL/Columbus, OH PD: John Crenshaw APD/MD: Dan E. Zuko	WDAF/Kansas City, MO OM: Thom McGinty PD: Michael Cruise APD/MD: Jesse Garcia	KWJJ/Portland, OR OM: Clark Ryan PD: Mike Moore APD/MD: Savannah Jones	WGGY/Wilkes Barre, PA OM: Jim Rising PD: Doc Medek MD: Carolyn Drosey
KRYS/Corpus Christi, TX OM: Paula Newell PD: Frank Edwards	WVWK/Knoxville, TN OM/MD: Mike Hammond MD: Colleen Addair	WOKQ/Portsmouth, NH OM: Mark Edson PD: Mark Jennings MD: Dan Lunnie	WXYC/Wilmington, DE PD/MD: Dave Hovel
KPLX/Dallas, TX PD: John Cook MD: Cody Alan	KXKC/Lafayette, LA PD: Casey Carter APD/MD: Sean Riley	WCTK/Providence, RI PD: Stephen Cuittari APD/MD: Sam Stevens	WGTY/York, PA PD: Brad Austin MD: Scott Donato
KSCS/Dallas, TX OM/MD: Tom Hunter APD/MD: Chris Huff	WPCV/Lakeland, FL OM/MD: Mike James MD: Jeni Taylor	WQDR/Raleigh, NC OM: Paul Michaels PD: Lisa McKay APD: Mike Maddewg Biddle	WQXK/Youngstown, OH PD: Dave Steele APD: Doug James MD: Burton Lee
KYGO/Denver, CO PD: Joel Burke MD: Garrett Doll	KWNR/Las Vegas, NV PD: Brooks O'Brian MD: Jason Steiner	KFRG/Riverside, CA OM: Lee Douglas PD/MD: Don Jeffrey	
KHKI/Des Moines, IA OM: Jack O'Brien PD/MD: Andy Elliott	WLXX/Lexington, KY OM: Robert Lindsey PD/MD: Marshall Stewart	WSLC/Roanoke, VA PD: Brett Sharp MD: Robyn Jaymes	
	KSSN/Little Rock, AR PD/MD: Chad Heritage		



► **KEITH URBAN'S**
"STUPID BOY" JUMPS TO
NO. 1 ON THE CANADA
COUNTRY CHART TO BECOME
HIS 10TH TO TOP THAT LIST.

THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE	ARTIST	IMPRINT / PROMOTION LABEL	PLAYS		TOTAL AUD.
						TW	+/-	
1	17	17	IT JUST COMES NATURAL	GEORGE STRAIT	MCA NASHVILLE	3903	-1	8.929
2	18	18	LADIES LOVE COUNTRY BOYS	TRACE ADKINS	CAPITOL NASHVILLE	3768	+221	8.458
3	18	9	WATCHING YOU	RODNEY ATKINS	CURB	3571	-247	8.303
4	9	9	STUPID BOY	KEITH URBAN	CAPITOL NASHVILLE	3378	+148	7.678
5	6	13	ALYSSA LIES	JASON MICHAEL CARROLL	ARISTA NASHVILLE	3227	+155	7.479
6	5	21	LITTLE BIT OF LIFE	CRAIG MORGAN	BROKEN BOW	3119	-65	7.109
7	8	10	ANYWAY	MARTINA MCBRIDE	RCA	2959	+158	6.866
8	12	5	BEER IN MEXICO	KENNY CHESNEY	BNA	2838	+365	6.699
9	33	1	ONE WING IN THE FIRE	TRENT DOMINSON	LYRIC STREET	2758	+8	6.322
10	11	25	I'LL WAIT FOR YOU	JOE NICHOLS	UNIVERSAL SOUTH	2633	+79	5.773
11	14	5	LAST DOLLAR (FLY AWAY)	TIM MCGRAW	CURB	2519	+385	5.895
12	7	19	MY, OH MY	THE WRECKERS	MAVERICK/WARNER BROS./WRN	2394	-473	5.312
13	11	11	HILLBILLY DELUXE	BROOKS & DUNN	ARISTA NASHVILLE	2231	+59	5.053
14	17	19	YOU'LL ALWAYS BE MY BABY	SARA EVANS	RCA	2071	+112	4.686
15	21	5	SETTLIN'	SUGARLAND	MERCURY	2021	+369	4.671
16	15	14	I JUST CAME BACK FROM A WAR	DARRYL WORLEY	903 MUSIC	2004	+35	4.593
17	22	5	WASTED	CARRIE UNDERWOOD	ARISTA/ARISTA NASHVILLE	1970	+325	4.753
18	18	11	A FEELIN' LIKE THAT	GARY ALLAN	MCA NASHVILLE	1888	-2	4.224
19	19	9	LONG TRIP ALONE	DIERKS BENTLEY	CAPITOL NASHVILLE	1873	+135	4.253
20	12	12	GOOD DIRECTIONS	BILLY CURRINGTON	MERCURY	1760	+104	4.000
21	26	3	STAND	RASCAL FLATTS	LYRIC STREET	1754	+324	4.193
22	24	7	LIPS OF AN ANGEL	JACK INGRAM	BIG MACHINE	1592	+56	3.748
23	25	12	FORE SHE WAS MAMA	CLAY WALKER	ASYLUM-CURB	1547	+115	3.503
24	27	5	A WOMAN'S LOVE	ALAN JACKSON	ARISTA NASHVILLE	1492	+73	3.403
25	23	17	GOOD AS GONE	LITTLE BIG TOWN	EQUITY	1431	-205	3.033
26	28	8	ME AND GOD	JOSH TURNER	MCA NASHVILLE	1238	+100	2.957
27	16	16	RED HIGH HEELS	KELLIE PICKLER	BNA	1140	-822	2.647
28	29	10	DON'T MAKE ME	BLAKE SHELTON	WARNER BROS./WRN	1135	+80	2.546
29	30	5	MOMENTS	EMERSON DRIVE	MIDAS/NEW REVOLUTION	993	+115	2.153
30	31	7	I KEEP COMING BACK	JOSH GRACIN	LYRIC STREET	826	+56	1.834
31	33	3	FIND OUT WHO YOUR FRIENDS ARE	TRACY LAWRENCE	ROCKY COMFORT/COS	774	+184	1.682
32	32	6	STARTIN' WITH ME	JAKE OWEN	RCA	644	-14	1.542
33	35	4	ISN'T THAT EVERYTHING	DAN ELLE PECK	BIG MACHINE	534	-14	1.312
34	36	5	COME ON RAIN	STEVE HOLY	CURB	532	+22	1.074
35	HEW	HEW	GUYS LIKE ME	ERIC CHURCH	CAPITOL NASHVILLE	446	+128	0.904
36	HEW	HEW	A DIFFERENT WORLD	BUCKY CUVINGTON	LYRIC STREET	433	+98	1.128
37	37	3	DIXIE LULLABY	PAT GREEN	BNA	432	+24	1.100
38	HEW	HEW	HIGH MAINTENANCE WOMAN	TOBY KEITH	SHOW DOG NASHVILLE	405	+405	1.056
39	38	3	COME TO BED	GRETCHEN WILSON	COLUMBIA	364	-27	0.956
40	HEW	HEW	I GOT MORE	COLE DECOS & THE LONESOME	COLUMBIA	343	+106	0.813

THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE	ARTIST	IMPRINT / PROMOTION LABEL	PLAYS	
						TW	+/-
1	2	10	STUPID BOY	KEITH URBAN	CAPITOL NASHVILLE/EMI	537	-2
2	16	16	IT JUST COMES NATURAL	GEORGE STRAIT	MCA NASHVILLE/UNIVERSAL	515	-29
3	5	15	WATCHING YOU	RODNEY ATKINS	CURB/EMI	513	+24
4	14	14	TRYING TO GET BACK TO YOU	DOC WALKER	OPEN ROAD/UNIVERSAL	494	-14
5	6	4	BEER IN MEXICO	KENNY CHESNEY	BNA/SONY BMG	490	+160
6	11	4	LAST DOLLAR (FLY AWAY)	TIM MCGRAW	CURB/EMI	478	+89
7	12	12	ALYSSA LIES	JASON MICHAEL CARROLL	ARISTA NASHVILLE/SONY BMG	459	+45
8	6	15	I'M NOT RUNNING ANYMORE	JASON MCCOY	MAPLEMUSIC	423	+8
9	14	5	MOMENTS	EMERSON DRIVE	MONTAGE/MIDAS/UNIVERSAL	417	+56
10	12	9	LONG TRIP ALONE	DIERKS BENTLEY	CAPITOL NASHVILLE/EMI	391	+6
11	3	21	SHE'S EVERYTHING	BRAD PAISLEY	ARISTA NASHVILLE/SONY BMG	390	-132
12	8	15	THE LONG WAY AROUND	DIXIE CHICKS	OPEN WIDE/COLUMBIA/SONY BMG	389	-22
13	18	3	STAND	RASCAL FLATTS	LYRIC STREET/UNIVERSAL	385	+60
14	9	19	MY, OH MY	THE WRECKERS	MAVERICK/WARNER BROS./WARNER	374	-22
15	13	11	ANYWAY	MARTINA MCBRIDE	RCA/SONY BMG	370	-7
16	16	16	TIM MCGRAW	TAYLOR SWIFT	BIG MACHINE/UNIVERSAL	368	-26
17	19	11	LADIES LOVE COUNTRY BOYS	TRACE ADKINS	CAPITOL NASHVILLE/EMI	362	+37
18	25	3	WASTED	CARRIE UNDERWOOD	ARISTA/ARISTA NASHVILLE/SONY BMG	353	+74
19	22	12	FOR THE MUSIC	CHRIS CUMMINGS	KOCH	347	+31
20	20	20	TAKING BACK MY BRAVE	CAROLYN DAWN JOHNSON	ANGELINE/UNIVERSAL	315	-30
21	24	10	HILLBILLY DELUXE	BROOKS & DUNN	ARISTA NASHVILLE/SONY BMG	308	+15
22	20	13	GHOST TOWN	DUANE STEELE	ICON	307	-14
23	32	2	THE WEIGHT	AARON PRITCHETT	OPM	296	+74
24	44	2	SETTLIN'	SUGARLAND	MERCURY/UNIVERSAL	288	+142
25	17	18	WARM SAFE PLACE	AARON PRITCHETT	OPM	287	-42
26	26	15	WHAT I CAN'T FORGET	JASON BLAINE	ICON	273	+12
27	21	21	MY WISH	RASCAL FLATTS	LYRIC STREET/UNIVERSAL	268	-52
28	8	8	BUILT TO LAST	OAMIAN MARSHALL	BUSY MUSIC	260	+11
29	23	25	WANT TO	SUGARLAND	MERCURY/UNIVERSAL	248	-49
30	33	8	LITTLE BIT OF LIFE	CRAIG MORGAN	BROKEN BOW/SONY BMG	245	+30

AC/HOT AC



Heritage AC celebrates slew of superlatives over record-setting history

WMJX: A Quarter-Century Of Boston Magic

Chuck Taylor

CTaylor@RadioandRecords.com

46

Imagine a restaurant whose reviews are consistently over-the-top in terms of cuisine, service and atmosphere, and a chef who maintains definitive standards over time. Now translate that to the airwaves during the course of 25 years. Menu magic, huh? Indeed, and literally as full-flavored. The list of superlatives achieved by AC WMJX (Magic 106.7)/Boston, which celebrated a quarter-century on the air Jan. 6, bears a modicum of absurdity, it's so deliciously long.

Here goes: Magic is the oldest major-market FM AC in the nation, is second only to rocker WBCN for the longest-running music format in Beantown radio history and—how's this for a rarity—has been owned by a single entity, Greater Media, since it came on the air in 1982.

It has also ranked No. 1 25-54 more times than any other Boston outlet—22 Arbitron quarters in the '90s and 15 so far in the new millennium.

And personnel? Two full-time air talents have been with Magic since day one: midday host Nancy Quill, the longest-tenured female on the same station in the history of Boston radio, and evening "Bedtime Magic" host David Allen Boucher. Both rank No. 1 12+ and 25-54 in the market. In addition, VP/GM Phil Redo, the previous PD (and one of only three programmers during the course of time), has been with the station all 25 years; current PD/Greater Media director of programming Don Kelley has logged 18 years; MD Mark Laurence is in year 17; and APD Candy O'Terry is a mere rookie... at 16 years (that's a joke).

It's a hefty catalog of accomplishments for a station that came on the air with an automated rock format in a broom closet, alongside its bustling WBZ-AM sister in the early 1970s.

In a spirited conference call with station vets Kelley, Laurence and O'Terry, it's apparent that Magic's trifecta of leaders are more than longtime co-workers. They are family—a dynasty—having guided the station into its prime while understanding that not a moment can be taken for granted, that the format's audience "window" is ever evolving. At the same time, they acknowledge the benchmark of heritage.

"There's a comfort zone with familiarity," Kelley says. "People are slow to accept change in this town."

O'Terry adds, "Boston is funny that way. We depend on our baseball and football teams, along with flipping on the radio and hearing people we grew up listening to. That relationship is tremendous."

And, Laurence says, "In so many big cities, everyone is from somewhere else. But a lot of people who grew up in Boston stayed here, so they remember the '60s and '70s. The audience wants the radio station to sound local, hearing our general feeling about things, talking about the fact that it's 72 degrees in January."

But the station's own temperature wasn't always as toasty. The caveat to Magic's success now is its inauspicious first several years—as a solid washout.

Kelley says, "We came on the air commercial-free for the first 90 days, so people noticed it. In our first book in 1982, we had a 5.3 share, the biggest debut for any station in Boston. We shook things up."

But with five competing ACs in the market, ratings tanked to a 2.0. "We spent five years driving in second gear in the mud. Our nickname was 'Tragic Magic,'" he says.

With the end of the '80s, the station went through a major musical transformation, dumping its soft AC template—Anne Murray, Barbra Streisand, Neil Diamond and Barry Manilow. In their place, WMJX pumped up contemporary titles from the likes of Don Henley, Rod Stewart and Bonnie Raitt.

In the summer of 1990, the station regained its 5 share and then a 4.9. In hand, the market's competition began to retreat en masse and the days of wine and roses began, with its multitude

'We spent five years driving in second gear in the mud. Our nickname was "Tragic Magic."

—Don Kelley

of No. 1 adult books in a row.

These days, the team recognizes that it must constantly synthesize with a core audience that is forever growing younger. "Remaining relevant is high on the spindle," Kelley says. "Every new year there is a new class of 24-year-old females moving into the demo. If you look at our first music test in 1982, we've passed through an entire demo."

"We've always made a point to remember the 'C' part—contemporary. Older listeners don't necessarily go away, since we remain Magic after all of these years, but we always have to keep an eye on today," he says.

Laurence adds, "Every quarter, we tear everything down to ground zero, using in-depth music testing and focus groups as if we're building the radio station from the beginning. Selector may pick out the songs, but we move every one around to make sure it sounds like Magic."

O'Terry says, "Every seg, every word we say, every promotion has a vision. We look at every word people use to describe us, how women have

changed in the work force, how women have changed in general over the years."

Like most ACs, today's playlist at Magic is much hipper than it was even a decade ago. "The pace of the 25-year-old woman today is the Fray and Snow Patrol," Kelley says. "We share our audience with [CHR/top 40 WXKS] Kiss 108 and [rhythmic WJMN] Jammin."



From left, Laurence, Kelley and O'Terry

In every hour, Kelley says the station plays three songs from the '60s and '70s, three from the '80s, three from the '90s and three from the new millennium. "It's interesting that the songs we now play from the '80s are 'Tainted Love,' 'I'll Melt With You,' Naked Eyes and John Mellencamp—tracks that weren't necessarily AC back then, because the audience's life experience is different."

O'Terry says, "I never thought I'd see a day when we weren't playing the Supremes or Temptations, but the window now doesn't give a shit about them."

And so Magic is ever moving forward after all these years, with its leadership team consistently on the same page.

"I can read the facial expressions on Don's face like nobody else," O'Terry says with a laugh. "If he hates a promo I write, it takes one glance."

Laurence adds, "Don will say, 'What exactly was that?' And it's obvious he doesn't like a song I've added."

And, Kelley says, "The great thing is that despite constant evolution, we're still Magic after all these years, familiar and comfortable for listeners. As long as we can stay relevant, then hopefully we'll all remain in the right place at the right time."

R-R

► **TIM MCGRAW**
CROSSES OVER WITH HIS
RECENT NO. 3 COUNTRY
HIT AS "MY LITTLE GIRL"
DEBUTS AT NO. 29.



THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE ARTIST	NIelsen B3S CERTIFICATION	HITPREDICTOR STATUS	PLAYS TW +/-	AUDIENCE MILLIONS	RANK
1	2	49	UNWRITTEN NATASHA BEDINGFIELD	NO. 1 (10 WKS)	★	1512 +30	11.458	2
2	3	23	WAITING ON THE WORLD TO CHANGE JOHN MAYER		★	1502 +151	11.512	1
3	1	41	WHAT HURTS THE MOST RASCAL FLATTS		★	1469 -105	8.787	6
4	5	58	BAD DAY DANIEL POWTER		★	1359 +75	10.056	3
5	4	38	THE RIDDLE FIVE FOP FIGHTING		★	1309 +10	9.900	4
6	9	17	CHASING CARS SNOW PATROL		★	1040 +124	8.098	7
7	7	24	HAVE YOU EVER SEEN THE RAIN ROD STEWART		★	1006 +9	7.007	10
8	8	33	PUT YOUR RECORDS ON CORINNE BAILEY RAE		★	1000 +16	6.860	11
9	12	16	HOW TO SAVE A LIFE THE FRAY	MOST INCREASED PLAYS/MOST ADDED	★	989 +154	9.739	5
10	6	40	BLACK HORSE & THE CHERRY TREE KT TUNSTALL		★	984 -40	7.278	8
11	11	28	CRAZY CHARLES BARKLEY		★	845 0	7.136	9
12	10	21	YOU ARE LOVED (DON'T GIVE UP) JOSH GROBAN		★	796 -50	6.667	12
13	17	17	HURT CHRISTINA AGUILERA		★	685 +58	6.571	13
14	15	23	FAR AWAY NICKELBACK		★	589 +17	6.096	14
15	16	18	STREETCORNER SYMPHONY ROB THOMAS		★	557 +77	4.516	15
16	17	5	OUR COUNTRY JOHN MELLENCAMP		★	362 +45	3.151	16
17	18	5	SUDDENLY I SEE KT TUNSTALL		★	245 +53	2.333	18
18	20	9	LIPS OF AN ANGEL HINDER		★	156 -1	0.645	23
19	23	3	CHANGE KIMBERLEY LOCKE		★	129 +20	0.161	-
20	26	2	RAINCOAT KELLY SWEET		★	116 +35	0.349	-
21	24	6	NOTHING LEFT TO LOSE MAT KEARNEY		★	115 +23	0.495	26
22	21	5	TOO LITTLE TOO LATE JOJO		★	111 -5	0.529	24
23	22	4	IRREPLACEABLE BEYONCE		★	109 0	2.723	17
24	28	2	ORDINARY MIRACLE SARAH MCLACHLAN		★	101 +31	0.217	-
25	25	11	HIPS DON'T LIE SHAKIRA FEATURING WYCLEF JEAN		★	87 +3	1.696	19
26	NEW	NEW	SO NOT OVER YOU SIMPLY RED		★	84 +19	0.378	30
27	27	4	KEEP HOLDING ON AVRIL LAVIGNE		★	78 +3	0.307	-
28	30	3	A THOUSAND DAYS CLAY AIKEN		★	74 +6	0.333	-
29	NEW	NEW	MY LITTLE GIRL TIM MCGRAW		★	62 +52	0.130	-
30	29	5	LET LOVE IN GODDARD DOLLS		★	58 -12	0.183	-

THIS WEEK	TITLE ARTIST / IMPRINT / PROMOTION LABEL	PLAYS TW LW	THIS WEEK	TITLE ARTIST / IMPRINT / PROMOTION LABEL	PLAYS TW LW
1	EVER THE SAME ROB THOMAS (MELISMA/ATLANTIC)	919 861	6	DRIFT AWAY UNCLE KRACKER FEAT. DOBIE GRAY (LAVA)	645 582
2	YOU AND ME LIFEHOUSE (GEFFEN)	913 880	7	HEAVEN LOS LONELY BOYS (OR/EPIC)	639 530
3	YOU'RE BEAUTIFUL JAMES BLUNT (CUSTARD/ATLANTIC)	906 908	8	WHO SAYS YOU CAN'T GO HOME BON JOVI (ISLAND/IDJMG)	632 665
4	BECAUSE OF YOU KELLY CLARKSON (RCA/RMG)	819 824	9	BREAKAWAY KELLY CLARKSON (WALT DISNEY/HOLLYWOOD)	609 662
5	HOME MICHAEL BUBLE (143/REPRISE)	660 583	10	WHAT'S LEFT OF ME NICK LACHEY (JIVE/ZOMBA)	606 619

MOST ADDED

TITLE ARTIST / LABEL	NEW STATIONS
HOW TO SAVE A LIFE The Fray (Epic)	7
OUR COUNTRY John Mellencamp (Universal Republic/UME)	7
JUST TO FEEL THAT WAY Taylor Hicks (Arista/RMG)	7
HURT Christina Aguilera (RCA/RMG)	6
RAINCOAT Kelly Sweet (Razor & Tie)	6
CHASING CARS Snow Patrol (Polydor/A&M/Interscope)	5
MY LITTLE GIRL Tim McGraw (Curb/Reprise)	5
WAITING ON THE WORLD TO CHANGE John Mayer (Aware/Columbia)	4

ADDED AT... WMAS
Springfield, MA
OM/PD: Paul Cannon
APD/MD: Rob Anthony
Billy Joel, All My Life. 1

FOR MORE STATIONS GO TO:
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NEW AND ACTIVE

TITLE ARTIST / LABEL	PLAYS /GAIN	TITLE ARTIST / LABEL	PLAYS /GAIN
RED, WHITE, AND BLUE Brian McKnight With Rascal Flatts (Warner Bros.)	49/9	THINKING ABOUT YOU Norah Jones (Blue Note/BMG)	36/19
YOU DON'T KNOW ME Eddie Money (Big Deal/Warrior)	43/18	NEVER ALONE Jim Brickman Feat. Lady Antebellum (SLG)	35/21
BOSTON Augustana (Epic)	37/0	IT'S NOT OVER Daughtry (RCA/RMG)	26/4

MOST INCREASED PLAYS

+154	HOW TO SAVE A LIFE The Fray (Epic) WVAF +15, WSPA +14, KOSI +12, WHOM +12, WWDE +12, WRVF +11, WFPQ +10, WCRZ +8, KSNE +8, KGBY +8
+151	WAITING ON THE WORLD TO CHANGE John Mayer (Aware/Columbia) WRRM +12, KQIS +10, KOST +8, WZLD +7, WMAS +7, KBEE +7, WDEF +6, WMGS +6, WLWG +6, WSHH +6
+124	CHASING CARS Snow Patrol (Polydor/A&M/Interscope) WMXS +22, WJJK -11, WRVF +10, WVAF +9, KMGA +8, KOST +8, KBEE +7, KSNE +7, WTVR +6, WAHR +6
+77	STREETCORNER SYMPHONY Rob Thomas (Melisma/Atlantic) KCKC +13, WRRM +11, KYMX +11, KSOF +9, KGBY +7, KSNE +6, KESZ +5, WDEF +5, WJBR +4, KWAV +4
+58	HURT Christina Aguilera (RCA/RMG) WOBM +9, WRRM +8, KSNE +8, KGBY +8, WYSF +6, KSOF +5, KESZ +5, WJBR +4, WRVF +3, WWLJ +3

FOR WEEK ENDING FEBRUARY 4, 2007
LEGEND: See legend to charts in charts section for rules and symbol explanations.
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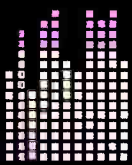
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HOT AC

► **AVRIL LAVIGNE'S** "KEEP HOLDING ON" JUMPS 11-9 TO BECOME HER FIFTH TOP 10. SINCE DEBUTING IN APRIL 2002, SHE IS TIED WITH SHERYL CROW AND KELLY CLARKSON FOR MOST TOP 10s AMONG SOLO FEMALEs.



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THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE ARTIST	NIELSEN BDS CERTIFICATIONS	HITPREDICTOR STATUS IMPRINT / PROMOTION LABEL	PLAYS TW +/-	AUDIENCE MILLIONS RANK
1	2	35	CHASING CARS SNOW PATROL	NO. 1 (1 WK)	N2 POLYDOR/A&M/INTERSCOPE	2699 -43	16.078 1
2	1	34	HOW TO SAVE A LIFE THE FRAY	N2	EPIC	2684 -75	15.675 2
3	3	33	WAITING ON THE WORLD TO CHANGE JOHN MAYER	N2	AWARE/COLUMBIA	2446 -66	13.901 3
4	28	10	LIPS OF AN ANGEL HINDER	N3	UNIVERSAL REPUBLIC	2336 -9	13.410 5
5	8	10	IT'S NOT OVER DAUGHTRY	N2	RCA/RMG	2257 +269	13.433 4
6	4	35	FAR AWAY NICKELBACK	N2	ROADRUNNER/J&M	2227 -187	12.095 7
7	7	25	SUDDENLY I SEE KT TUNSTALL	N2	RELENTLESS/VIRGIN	2157 +122	12.942 6
8	6	21	STREETCORNER SYMPHONY ROB THOMAS	N2	MELISMA/ATLANTIC	1963 -126	11.584 8
9	11	11	KEEP HOLDING ON AVRIL LAVIGNE	N2	FOX/RCA/RMG	1691 +171	8.503 10
10	9	41	NOTHING LEFT TO LOSE MAT KEARNEY	N2	AWARE/COLUMBIA	1598 -131	9.180 9
11	10	18	LET LOVE IN GOO GOO DOLLS	N2	WARNER BROS.	1594 -87	8.380 11
12	14	13	IT ENDS TONIGHT THE ALL-AMERICAN REJECTS	N2	DOGHOUSE/INTERSCOPE	1541 +129	7.199 12
13	12	17	THROUGH GLASS STONE SOUR	N2	ROADRUNNER/LAVA	1467 +13	6.094 17
14	13	35	BOSTON AUGUSTANA	N2	EPIC	1363 -89	6.792 13
15	17	15	INTO THE OCEAN BLUE OCTOBER	N2	UNIVERSAL MOTOWN	1318 +181	6.434 16
16	15	12	WORLD FIVE FOR FIGHTING	N2	AWARE/COLUMBIA	1300 +32	6.514 15
17	18	8	SAY IT RIGHT NELLY FURTADO	N2	MOSLEY/GEFFEN	1154 +138	5.062 19
18	21	7	IF EVERYONE CARED NICKELBACK	AIRPOWER	ROADRUNNER/LAVA	1120 +271	6.093 18
19	16	18	HURT CHRISTINA AGUILERA	N2	RCA/RMG	1037 -135	6.652 14
20	20	9	IRREPLACEABLE BEYONCÉ	AIRPOWER	COLUMBIA	956 +103	4.525 20
21	21	21	HERE IT GOES AGAIN OK GO	N2	CAPITOL	838 +7	4.475 21
22	19	20	TOO LITTLE TOO LATE JOJO	N2	DA FAMILY/BLACKGROUND/UNIVERSAL MOTOWN	769 -147	4.218 22
23	23	10	SNOW ((HEY OH)) RED HOT CHILI PEPPERS	N2	WARNER BROS.	646 +24	2.940 23
24	24	13	LEAVE THE PIECES THE WRECKERS	N2	MAVERICK/WARNER BROS.	622 +64	2.804 24
25	25	9	WELCOME TO THE BLACK PARADE MY CHEMICAL ROMANCE	N2	REPRISE	535 +37	2.517 25
26	26	8	BEFORE HE CHEATS CARRIE UNDERWOOD	N2	ARISTA/ARISTA NASHVILLE/RMG	443 +37	2.228 27
27	27	2	LOOK AFTER YOU THE FRAY	N2	EPIC	428 +96	1.929 29
28	NEW		LITTLE WONDERS ROB THOMAS	MOST INCREASED PLAYS/MOST ADDED	MELISMA/ATLANTIC	415 +301	2.347 26
29	30	2	GRAVITY JOHN MAYER	N2	AWARE/COLUMBIA	413 +109	1.489 33
30	28	12	U + UR HAND PINK	N2	LAFACE/ZOMBA	408 +32	1.786 30
31	27	14	MY LOVE JUSTIN TIMBERLAKE FEATURING T.I.	N3	JIVE/ZOMBA	391 0	1.759 31
32	34	4	THE SWEET ESCAPE GWEN STEFANI FEATURING AKON	N2	INTERSCOPE	368 +120	2.033 28
33	37	6	THIS AIN'T A SCENE, IT'S AN ARMS RACE FALL OUT BOY	N2	FUELED BY RAMEN/ISLAND/IDJMG	314 +76	0.908 -
34	32	4	COLORFUL ROCCO DELUCA & THE BURDEN	N2	IRONWORKS	288 +14	1.471 34
35	35	3	HERE (IN YOUR ARMS) HELLOGOODBYE	N2	DRIVE-THRU/SANCTUARY	286 +38	0.882 -
36	33	5	LIKE A STAR CORINNE BAILEY RAE	N2	CAPITOL	282 +16	0.934 38
37	36	3	WHAT GOES AROUND...COMES AROUND JUSTIN TIMBERLAKE	N2	JIVE/ZOMBA	276 +36	1.028 37
38	31	12	WINDOW IN THE SKIES UZ	N2	ISLAND/INTERSCOPE	252 -37	0.592 -
39	38	12	ROCKSTAR NICKELBACK	N2	ROADRUNNER/LAVA	228 -4	1.566 32
40	NEW		NEW SHOES PAOLO NUTINI	N2	ATLANTIC	215 +40	1.222 35

MOST ADDED

LITTLE WONDERS 16
Rob Thomas (Melisma/Atlantic)
KDMX, KPEK, KPLZ, KQKQ, KRUI, KSII, KVUU, KYIS, WAVV, WCDA, WINK, WKTI, WMJC, WMMX, WPTE, XM Flight 26

LOOK AFTER YOU 11
The Fray (Epic)
KAMX, KBBY, KMXB, KQKQ, KURB, Sirius The Pulse, WBNS, WKDD, WPTE, WWWW, XM Flight 26

GRAVITY 10
John Mayer (Aware/Columbia)
KPLZ, KSRZ, KUDD, KURB, WBMX, WINK, WMMX, WQLH, WWWW, WXLO

YOU GIVE ME SOMETHING 9
James Morrison (Polydor/Interscope)
KLTG, KUDD, KURB, KYKY, WAVV, WBMX, WCDA, WJLK, WTIC

SAY IT RIGHT 7
Nelly Furtado (Mosley/Geffen)
KIMN, KQKQ, WDVD, WLNK, WMCX, WMJC, WPTE

IF EVERYONE CARED 6
Nickelback (Roadrunner/Lava)
KALZ, KAMX, KDMX, KIMN, KUDD, WZPT

FIDELITY 5
Regina Spektor (Sire/Warner Bros.)
KPEK, KPLZ, KYKY, WTIC, XM Flight 26

IT ENDS TONIGHT 4
The All-American Rejects (Doghouse/Interscope)
KFBZ, KYIS, WMMX, WWWW

INTO THE OCEAN 4
Blue October (Universal Motown)
KRSK, KYIS, KYKY, WMMX

WELCOME TO THE BLACK PARADE 4
My Chemical Romance (Reprise)
KAMX, KZZU, WJLK, WZPT

NEW AND ACTIVE

GRACE KELLY 196/8
Mika (Casablanca/Universal Republic)
TOTAL STATIONS: 20

OVER IT 147/48
Katharine McPhee (RCA/RMG)
TOTAL STATIONS: 16

READ MY MIND 193/23
The Killers (Island/IDJMG)
TOTAL STATIONS: 13

SHINE ON 94/9
Jet (Atlantic)
TOTAL STATIONS: 12

STOLEN 185/1
Dashboard Confessional (Vagrant/Interscope)
TOTAL STATIONS: 13

MUST HAVE DONE SOMETHING RIGHT 90/38
Relient K (Gotee/Capitol)
TOTAL STATIONS: 11

FIDELITY 180/73
Regina Spektor (Sire/Warner Bros.)
TOTAL STATIONS: 21

YOU GIVE ME SOMETHING 84/64
James Morrison (Polydor/Interscope)
TOTAL STATIONS: 12

BETTER THAN ME 164/12
Hinder (Universal Republic)
TOTAL STATIONS: 8

THE KILL (BURY ME) 72/0
30 Seconds To Mars (Immortal/Virgin)
TOTAL STATIONS: 4

MOST INCREASED PLAYS

+301
LITTLE WONDERS
Rob Thomas (Melisma/Atlantic)
KSTZ +28, KLLY +21, KVUU +21, WINK +20, WMCX +17, WPLJ +17, SPTL +15, WXMA +15, KPEK +13, WMMX +13

+271
IF EVERYONE CARED
Nickelback (Roadrunner/Lava)
WDVD +23, KAMX +23, WMJC +20, WZPL +19, WBNS +17, KRSK +17, KALC +13, KDMX +13, WJLK +11, WPLJ +10

+269
IT'S NOT OVER
Daughtry (RCA/RMG)
KPEK +19, KAMX +19, KSTZ +18, WQAL +16, WMYX +12, KCDA +11, KIMN +11, WMC +11, WPTE +10, KSTP +10

+181
INTO THE OCEAN
Blue October (Universal Motown)
WZPL +20, KMXB +18, KYSA +15, KPEK +15, WPLJ +14, KYKY +13, KLZR +12, WMMX +11, KYIS +10, KRUI +9

+171
KEEP HOLDING ON
Avril Lavigne (Fox/RCA/RMG)
KRSK +29, KRUI +29, KYKY +18, WPTE +17, WAVV +14, WJLK +13, KLLY +12, KQKQ +11, WTSS +11, KYIS +6

ADDED AT... KYIS
Oklahoma City, OK
OM/PD: Chris Baker
MD: Phil Inzinga
The All-American Rejects, It Ends Tonight, 25
Blue October, Into The Ocean, 10
Rob Thomas, Little Wonders, 5
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FOR WEEK ENDING FEBRUARY 4, 2007
LEGEND: See legend to charts in charts section for rules and symbol explanations.
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MD: Steve Hamilton

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PD: Lori Bennett
MD: Jon Ray

WNIC/Detroit, MI*
PD: Don Gosselin
APD/MD: Theresa Lucas

WOOF/Dothan, AL
PD/MD: Leigh Simpson

KTSM/El Paso, TX*
PD/MD: Bill Tole
APD: Sam Cassiano

WXXC/Erie, PA
OM: Adam Reese
PD: Ron Arlen

WKY/Evansville, IN
PD: Rusty James

KEZA/Fayetteville, AR
PD: Jim Harvill
MD: Rich Higdon

WCRZ/Flint, MI*
OM/PD: Jay Patrick
APD/MD: George McIntyre

WQLT/Florence, AL
OM/PD: Charlie Ross

WDAR/Florence, SC
PD/MD: Wil Nichols

WAFY/Frederick, MD
PD: Chris Puorro
APD/MD: Marc Richards

KSOF/Fresno, CA*
OM: E. Curtis Johnson
PD: Mike Brady
MD: Kristen Kelley

KTRR/Ft. Collins, CO
OM/PD: Mark Callaghan

WHLG/Ft. Pierce, FL
PD/MD: George Coles

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OM/PD: Bill Bailey
MD: Kim Carson

WOOD/Grand Rapids, MI*
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WMAG/Greensboro, NC*
OM: Tim Satterfield
PD/MD: Scott Keith

WMGV/Greenville, NC*
PD: Colleen Jacksor

WMYI/Greenville, SC*
OM/PD: Steve Geoferies

WSPA/Greenville, SC*
OM: Mark Hamlin
PD/MD: Mike McKeel

WRCH/Hartford, CT*
PD: Allan Camp
MD: Joe Hann

KSSK/Honolulu, HI*
PD/MD: Paul Wilson
APD: Adam Carr

KUMU/Honolulu, HI
OM/PD: Ed Kanoi
MD: Lee Kirk

WAHR/Huntsville, AL*
PD: Chris Calloway

WRSA/Huntsville, AL*
PD: John Malone
MD: Nate Cholevik

WYXB/Indianapolis, IN*
OM/PD: David Edgar
APD: Scott Wheeler

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PD/MD: John Anthony

WTFM/Johnson City, TN*
VP/Pgm: Mark McKinney

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MD: Luke Jensen

KUDL/Kansas City, MO*
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WJXB/Knoxville, TN*
PD: Jeff Jarnigan

KQIS/Lafayette, LA*
PD: Hans "Fast Eddie" Nelson
MD: Ed "Big Tuna" Perkins

KTDY/Lafayette, LA*
PD: Lori Bennett
MD: Jon Ray

WFMK/Lansing, MI
OM: Ray Marshall
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KSNE/Las Vegas, NV*
PD: Tom Chase
MD: John Berry

KOST/Los Angeles, CA*
PD/MD: Stella Schwartz

WMCN/Madison, WI*
PD: Pat O'Neill
MD: Amy Abbott

WZID/Manchester, NH*
OM/PD: Bob Bronson

KVLY/McAllen, TX*
PD: Alex Duran

WRVR/Memphis, TN*
OM/PD: Jerry Dean
MD: Larry Wheeler

WMGQ/Middlesex, NJ
PD: Tim Tefft

WMXC/Mobile, AL*
OM: Steve Powers
PD: Dan Mason
MD: Mary Booth

WOBM/Monmouth, NJ*
PD: Steve Ardolina
MD: Brian Moore

KWAV/Monterey, CA*
PD/MD: Bernie Moody

WMXS/Montgomery, AL*
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WKJY/Nassau, NY
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OM: Ken White
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APD: Ian Horne
MD: Pat McCrueden

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PD: Rick Everett
APD: Chris Eagan
MD: David O'Leary

WWLI/Providence, RI*
OM/PD: Tony Bristol
APD: Mike Rovin

WRAL/Raleigh, NC*
PD/MD: Jim Kelly

KNEV/Reno, NV
PD: Nick Elliott

KRNO/Reno, NV
PD/MD: Dan Fritz

WTVR/Richmond, VA*
OM/PD: Bill Cahill
APD: Adam Stubbs
MD: Kat Simons

WSLQ/Roanoke, VA*
PD: Jim Murphy
MD: Dick Daniels

WGFB/Rockford, IL
OM: Jim Stone
PD: Justin Kase

KGBY/Sacramento, CA*
PD: Mike Berlak

KYMX/Sacramento, CA*
PD: Bryan Jackson
APD/MD: Jennifer Wood

WGER/Saginaw, MI
OM: Dave Maurer
PD: Tommy Frank
APD: Michelle Langely

KBEE/Salt Lake City, UT*
PD: Rusty Keys

KSFI/Salt Lake City, UT*
PD: Bill West
MD: Brian deGeus

KBAY/San Jose, CA*
PD: Dana Jang
APD/MD: Mike Ohling

KSBL/Santa Barbara, CA
OM/PD: Keith Royer
MD: Peter Bie

XM The Blend/Satellite*
PD: Mike Abrams

KRWM/Seattle, WA*
PD: Laura Dane

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OM/PD: Paul Kelley
APD/MD: Dave Roberts

KEZK/St. Louis, MO*
PD: Mark Edwards
APD: Bob London

WMTX/Tampa, FL*
OM/PD: Doug Hamand

WRVF/Toledo, OH*
OM: Bill Michaels
PD: Tom Cook

KONA/Tri-Cities, WA
OM: Rusty Faust
MD: Bob Guerra

KMBZ/Tulsa, OK*
PD/MD: Keith Marlow

KOOI/Tyler, TX
PD: Paul Moore
MD: Rodd Wayne

WLZW/Utica, NY
OM: Tom Jacobsen
PD: Eric Miller
MD: Mark Richards

WASH/Washington, DC*
PD: Bill Hess

KRBB/Wichita, KS*
OM/PD: Lyman James
MD: Dave Wilson

WMGS/Wilkes Barre, PA*
PD: Stan Phillips
MD: Brian Hughes

WJBR/Wilmington, DE*
OM/PD: Michael Waite
MD: Catey Hill

WARM/York, PA*
PD: Dave Anthony

* Monitored Reporters



► **JANN ARDEN'S "AT SEVENTEEN" HAS THE TOP DEBU** ON THE CANADA AC CHART, ENTERING AT NO. 26.

THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE ARTIST	IMPRINT / PROMOTION LABEL	CANADA AC	
					PLAYS TW	+/-
1	26	1	HAVE YOU EVER SEEN THE RAIN	ROD STEWART	J/SONY BMG	398 -10
2	29	6	WHAT HURTS THE MOST	RASCAL FLATTS	LYRIC STREET/UNIVERSAL	346 +22
3	20	7	YOU ARE LOVED (DON'T GIVE UP)	JOSH GROBAN	143/REPRISE/WARNER	337 +13
4	19	3	LOVE YOU LATELY	DANIEL POWTER	WARNER BROS./WARNER	332 +9
5	34	8	THE RIDDLE	FIVE FOR FIGHTING	AWARE/COLUMBIA/SONY BMG	327 +24
6	20	2	MEANT TO FLY	EVA AVILA	SONY BMG	318 -13
7	34	9	BLACK HORSE & THE CHERRY TREE	KT LUNSTALL	RELENTLESS/VIRGIN/EMI	314 +8
8	27	4	WAITING ON THE WORLD TO CHANGE	JOHN MAYER	AWARE/COLUMBIA/SONY BMG	312 +5
9	34	5	CRAZY	GNARLS BARKLEY	DOWNTOWN/ATLANTIC/WARNER	306 -21
10	30	10	I CALL IT LOVE	LIONEL RICHIE	ISLAND/UNIVERSAL	271 -28
11	11	14	HURT	CHRISTINA AGUILERA	RCA/SONY BMG	263 +14
12	11	11	ALL I CAN DO	CHANTAL KREVIKZUK	COLUMBIA/SONY BMG	262 -34
13	28	12	EASY	BARENAKED LADIES	DESPERATION/NETTWERK/WARNER	253 -33
14	26	13	PULL ME THROUGH	JIM CUDDY	WARNER	236 -23
15	34	16	PUT YOUR RECORDS ON	DORINNE BAILEY RAE	CAPITOL/EMI	217 -2
16	6	22	GOOD MORNING STARSHINE	SERENA RYDER	EMI	213 +66
17	9	17	CHASING CARS	SNOW PATROL	POLYDORA/A&M/INTERSCOPE/UNIVERSAL	208 +29
18	22	15	LAKE OF FIRE	SHAYE	EMI	196 -31
19	12	19	HOW TO SAVE A LIFE	THE FRAY	EPIC/SONY BMG	194 +29
20	22	18	FAR AWAY	NICKELBACK	EMI	184 +13
21	14	20	STREETCORNER SYMPHONY	ROB THOMAS	MELISMA/ATLANTIC/WARNER	165 +24
22	21	21	IF YOU NEED ME	COLIN JAMES & THE LITTLE BIG BAND	MAPLEMUSIC	162 -4
23	4	24	ORDINARY MIRACLE	SARA-M McLACHLAN	NETTWERK	156 +40
24	35	23	I THINK OF YOU	GREGORY CHARLES	NBW/SONY BMG	145 +21
25	7	25	KEEP HOLDING ON	AVRIL LAVIGNE	FOX/RCA/SONY BMG	105 +21
26	NEW	26	AT SEVENTEEN	JANN ARDEN	UNIVERSAL	100 +73
27	13	27	I DON'T FEEL LIKE DANCIN'	SCISSOR SISTERS	UNIVERSAL MOTOWN/UNIVERSAL	92 +21
28	10	29	HIPS DON'T LIE	SHAKIRA FEAT J'RING WYCLEF JEAN	EPIC/SONY BMG	76 +20
29	24	26	NINE MILLION BICYCLES	KATIE MELUA	DRAMATICO/UNIVERSAL	66 -12
30	12	30	JE L'AI JAMAIS DIT A PERSONNE	ETIENNE DRAPEAU	PRODUCTIONS DRAPEAU/SELECT	60 -4

THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE ARTIST	IMPRINT / PROMOTION LABEL	CANADA HOT AC	
					PLAYS TW	+/-
2	11	2	KEEP HOLDING ON	AVRIL LAVIGNE	FOX/RCA/SONY BMG	732 +43
1	10	1	SAY IT RIGHT	NELLY FURTADO	MOSLEY/GEFFEN/UNIVERSAL	700 +18
3	19	3	HOW TO SAVE A LIFE	THE FRAY	EPIC/SONY BMG	615 -73
4	12	4	IRREPLACEABLE	BEYONCE	COLUMBIA/SONY BMG	546 -28
2	7	2	IT'S NOT OVER	DAUCHTRY	RCA/SONY BMG	517 +102
8	14	8	U + UR HAND	PINK	LAFACE/SONY BMG	514 +37
7	11	7	INTO THE OCEAN	BLUE OCTOBER	UNIVERSAL MOTOWN/UNIVERSAL	511 +30
9	17	9	LOVE YOU LATELY	DANIEL POWTER	WARNER BROS./WARNER	471 -17
11	13	11	WONDERFUL (TOO LATE)	CHANTAL KREVIKZUK	COLUMBIA/SONY BMG	467 +6
15	7	15	WHAT GOES AROUND...COMES AROUND	JUSTIN TIMBERLAKE	JIVE/SONY BMG	460 +104
10	21	10	LIPS OF AN ANGEL	HINDER	UNIVERSAL REPUBLIC/UNIVERSAL	458 -12
5	16	5	LET LOVE IN	COO GOO DOLLS	WARNER BROS./WARNER	451 -50
6	18	6	STREETCORNER SYMPHONY	ROB THOMAS	MELISMA/ATLANTIC/WARNER	436 -77
21	3	21	IF EVERYONE CARED	NICKELBACK	EMI	422 +137
13	25	13	CHASING CARS	SNOW PATROL	POLYDORA/A&M/INTERSCOPE/UNIVERSAL	397 -34
13	4	13	THE SWEET ESCAPE	GWEN STEFANI FEATURING AKON	INTERSCOPE/UNIVERSAL	393 +89
19	9	19	2U	KESHIA CHANTE	SONY BMG	346 +47
17	9	17	SNOW ((HEY OH))	RED HOT CHILI PEPPERS	WARNER BROS./WARNER	327 +21
19	31	19	WAITING ON THE WORLD TO CHANGE	JOHN MAYER	AWARE/COLUMBIA/SONY BMG	314 -43
20	25	20	GRACE KELLY	MIKA	CASABLANCA/UNIVERSAL	306 +38
21	18	21	HURT	CHRISTINA AGUILERA	RCA/SONY BMG	306 -58
22	13	22	SORRY AGAIN	TOM SWICK	WARNER	299 +1
23	8	23	I OWE IT ALL TO YOU	EVA AVILA	SONY BMG	292 +37
24	6	24	IT ENDS TONIGHT	THE ALL-AMERICAN REJECTS	DOGHOUSE/INTERSCOPE/UNIVERSAL	289 +47
25	11	25	NOTHING LEFT TO LOSE	MAT KEARNEY	AWARE/COLUMBIA/SONY BMG	282 -5
26	24	26	I DON'T FEEL LIKE DANCIN'	SCISSOR SISTERS	UNIVERSAL MOTOWN/UNIVERSAL	277 +5
27	9	27	THROUGH GLASS	STONE SOUR	ROADRUNNER/WARNER	263 +6
28	39	28	THE MUSIC	DAVID USHER	MAPLEMUSIC	257 +80
29	11	29	WINDOW IN THE SKIES	U2	ISLAND/INTERSCOPE/UNIVERSAL	246 -29
30	9	30	WIND IT UP	BARENAKED LADIES	DESPERATION/WARNER	236 +13

SMOOTH JAZZ



Quantum shift in mornings, our Achilles heel

McKnight's Auspicious Radio Debut

Carol Archer

CArcher@RadioandRecords.com

On Jan. 15, the national holiday that celebrates the birth of Dr. Martin Luther King Jr., crossover vocalist Brian McKnight bowed as KTWV (the Wave)/Los Angeles' new morning host. CBS Radio simultaneously handed mornings at smooth jazz sister KHJZ (the Wave)/Houston to the multiplatinum superstar. McKnight joins a list of celebrities from other areas of the entertainment industry who have added new chapters to their careers as morning radio personalities: Danny Bonaduce, Jay Thomas, Isaac Hayes, Whoopi Goldberg, Steve Harvey and former bodyguard Big Boy, among others.

The tradition was established in this format by Paul Goldstein, a member of the team who launched the first full-time smooth jazz station, the Wave in 1987, and the station's PD for the last five years.

Talk about keen instincts. As Sony SW Networks Smooth FM VP of programming, Goldstein inaugurated Dave Koz's radio career with "Personal Notes With Dave Koz." Koz spent almost six years in mornings at the Wave before recently joining Broadcast Architecture's Smooth Jazz Network in afternoon drive.

Goldstein's next call was hiring local-hero jazz pianist Ramsey Lewis for mornings at WNUA/Chicago when Goldstein programmed the station. With WNUA as his flagship, Lewis is now also heard in mornings on the Smooth Jazz Network.

A light went off in Goldstein's head one Sunday evening when McKnight appeared on KTWV's celebrity guest DJ show, which during the past two years has included Stevie Wonder, Burt Bacharach, Natalie Cole and actor Jason Alexander. After hearing McKnight, Goldstein recalls making a mental note: "Wow, he's really good."

When Koz gave notice, McKnight was one of several candidates Goldstein spoke to about the morning opening. "I was so excited that a bona fide mass-appeal superstar was interested," Goldstein says. McKnight has sold more than 17 million albums and had hits at AC, top 40, urban and urban AC.

"It's exciting to have someone of his stature host our morning show," Goldstein says. "He is so articulate, has a great sense of humor and is versatile. He plays 10 instruments by ear, including trumpet, guitar, piano, and obviously [he's] one of the world's best singers. He's amazing."

For several mornings around the holidays McKnight auditioned on-air with Wave morning co-host and veteran radio personality Pat Prescott.

While still in the formative stages, McKnight's new morning show is off to a promising start, Goldstein says. "Especially given that he sounds as good as he sounds now. This guy has a really strong future in radio."

McKnight is continuing a popular benchmark of the show, the daily "Sunrise Serenade," where he sings a listener's phone request. It could be anything, a Beatles song, Simon & Garfunkel, "Over the Rainbow"—you name it.

"He just dazzles people and is incredibly charming with listeners," Goldstein says.

Prescott and McKnight have the kind of rapport that can't be faked, he adds. "It's so easy to hear how naturally they relate, and you have a real sense that they obviously like each other a lot. It was immediate. She's a wonderful coach, so he's getting a lot of good direction from Pat, from me and from [executive producer] Rosemary Jimenez.

Jimenez says McKnight is a quick study—professional, with a keen desire to win, open to direction and extremely well-read.



► WALTER BEASLEY IS PREPARED FOR A SMASH, AS THE FIRST SINGLE FROM THE NEW ALBUM OF THE SAME NAME, "READY FOR LOVE," IS THE CHART'S TOP DEBUT AT NO. 25.

THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE ARTIST	IMPRINT / PROMOTION LABEL	PLAYS	
					TW	W/-
1	1	13	GIVE ME THE REASON KIRK WHALUM	RENDEZVOUS	329	+29
2	19	MORNIN' GEORGE BENSON & AL JARREAU	MONSTER/CONCORD	234	-2	
3	23	THE TOTAL EXPERIENCE BONEY JAMES FEAT. GEORGE DUKE	CONCORD	215	-2	
4	33	DRESSED TO CHILL MARION MEADOWS	HEADS UP	207	+3	
5	7	YOU'RE BEAUTIFUL KENNY G	ARISTA/RMG	200	0	
6	10	BLOOM MINDI ABAIR	GRP/VERVE	198	-5	
7	34	BEAT STREET DAVID BENOIT	PEAK/CONCORD	197	-1	
8	8	MISTER MAGIC PETER WHITE	LEGACY/COLUMBIA	195	+17	
9	22	IF I AIN'T GOT YOU ERIC DARIUS	NARADA JAZZ/BLG	185	+6	
10	13	WAY UP WAYMAN TISDALE	RENDEZVOUS	159	-5	
11	38	FORWARD EMOTION PIECES OF A DREAM	HEADS UP	158	0	
12	7	THINKING ABOUT YOU NORAH JONES	BLUE NOTE/BLG	158	-2	
13	3	GOOD TO GO CHUCK LOEB	HEADS UP	143	+24	
14	29	FREE AS THE WIND JAZZMASTERS	TRIPPIN' N' RHYTHM	141	+9	
15	4	SO AMAZING PATTI AUSTIN	RENDEZVOUS	137	+19	
16	4	LUCKY KEN NAVARRO	POSITIVE	137	-3	
17	5	NOW KYLE EASTWOOD	RENDEZVOUS	131	+1	
18	8	OH, WHAT A BEAUTIFUL MORNING RAY CHARLES + THE COUNT BASIE ORCHESTRA	HEAR/CONCORD	127	-3	
19	16	HEART OF THE MATTER INDIA.ARIE	UNIVERSAL MOTOWN	127	-8	
20	3	READY TO PLAY NILS	BAJA/TSR	124	+8	
21	3	AT THE MODERN JOYCE COOLING	NARADA JAZZ/BLG	124	-5	
22	7	IT MIGHT BE YOU DAVE KOZ FEAT. INDIA.ARIE	CAPITOL	120	+9	
23	3	SLICK ERIC DARIUS	NARADA JAZZ/BLG	118	+2	
24	3	COOL TO THE TOUCH GREG ADAMS	RIPA	113	+7	
25	NEW	READY FOR LOVE WALTER BEASLEY	HEADS UP	111	+30	
26	2	STRAWBERRY LETTER #23 DAVID WELLS	DAVID WELLS	106	+6	
27	NEW	RHYTHM METHOD PAUL BROWN	PEAK/CONCORD	105	+25	
28	NEW	FEELING GOOD RANDY CRAWFORD & JOE SAMPLE	PRA	102	+16	
29	14	ESCAPE JIM BRICKMAN FEAT. MARC ANTOINE	SLG	95	-15	
30	NEW	CANTALOUPE ISLAND BRIAN BROMBERG	ARTISTRY	94	+35	

FOR WEEK ENDING FEBRUARY 4, 2007

'Do we really want him to sound like a typical air personality? Absolutely not. He's an artist first, and we wanted Brian McKnight, not Brian trying to be a radio personality.'

—Maxine Todd



McKnight

KHJZ PD Maxine Todd says the primary goal she and Goldstein agreed on for their new show in its developmental phase was to allow as much local content as possible, while leaving plenty of room for McKnight to showcase his unique gifts as a singer and entertainer. "Do we really want him to sound like a typical air personality?" Todd asks. "Absolutely not. He's an artist first, and we wanted Brian McKnight, not Brian trying to be a radio personality. He's got some great stories about his experiences in the music biz, TV and film experiences and celebrity associations. And let's not forget he is a huge fan of the format with passion for the music—an artist that really cuts through."

Todd believes listeners will stick around through the commercials if the content is compelling. She says a recent listening experience underscored this for her. Flipping through the dial one morning, "There was the 'Battle of the Sexes' bit, the 'best variety' drop going into a Celine Dion song and commercials," she says. "Then there was KHJZ, where Brian McKnight was singing a 'Sunrise Serenade' to a listener whose husband had dedicated the beautiful song to her. Her sincere happiness was real, and it made for some great radio."

"Programmers have to create experiences that are real and impressionable, sticky audio that lasts and makes people want to come back. We're trying to create something real, make a real connection with our audience and give them something they can't get anywhere else on the dial in morning radio."

In the Portable People Meter world, Todd says, "we are seeing that we have to work harder for even more TSL and AQH from our core loyalists. Given Brian's passion for the music and his mass-appeal popularity as an artist, who better to champion this great format to our PIs? What an endorsement. We've received nothing but positive response from our audience."

"Plus, he's a sexy man. Two women showed up asking to speak to Brian to invite him to lunch. I can't remember when listeners showed up at the radio station wanting to take our morning show out to lunch. How cool is that?"

And how cool is it that listeners believe McKnight lives in Houston?

R&R



SMOOTH JAZZ

▶ **JOHN LEGEND** ACHIEVES AIRPOWER STATUS IN ONLY HIS FOURTH CHART WEEK AS "SAVE ROOM" MOVES 26-19.



POWERED BY
Nielsen
Broadcast Data
Systems

THIS WEEK	LAST WEEK	TITLE	ARTIST	NIELSEN BDS CERTIFICATIONS MPRINT / PROMOTION LABEL	PLAYS TW +/-	AUDIENCE MILLIONS RANK
1	15	GIVE ME THE REASON	KIRK WILMUM	RENEZVOUS	583 -4	7.101 1
2	23	MORNING	GEORGE BENSON & AL JARREAU	MONSTER/CONCORD	476 +8	6.379 2
3	4	BLOOM	MINDI ABAIR	CRP/VERVE	463 +46	5.209 7
4	5	GIRL IN THE RED DRESS	GREGG KARUKAS	TRIPPIN' N' RHYTHM	446 +33	5.301 5
5	3	YOU'RE BEAUTIFUL	KENNY J	ARISTA/RMG	433 -9	6.325 3
6	9	WAY UP!	WAYMAN TRISDALE	RENEZVOUS	392 +25	6.184 4
7	10	THINKING ABOUT YOU	NORRAH JONES	BLUE NOTE/BLC	360 +27	4.491 8
8	7	DRESSED TO CHILL	MARIOT MEADOWS	HEADS UP	357 -24	4.241 10
9	8	THE TOTAL EXPERIENCE	BONEY JAMES FEATURING GEORGE DUKE	CONCORD	351 -21	5.268 6
10	6	BEAT STREET	DAVID BENOIT	PEAK/CONCORD	329 -57	3.467 13
11	14	MISTER MAGIC	PETER WHITE	LEGACY/COLUMBIA	315 +31	3.941 11
12	12	HEART OF THE MATTER	INDIA ARIE	UNIVERSAL MOTOWN	311 -2	4.439 9
13	11	FREE AS THE WIND	JAZZ STERS	TRIPPIN' N' RHYTHM	298 -26	3.589 12
14	13	FORWARD EMOTION	PIECES OF A DREAM	HEADS UP	260 -46	2.638 16
15	16	SO AMAZING	PATTI AUSTIN	RENEZVOUS	256 +28	3.288 14
16	17	GOOJ GO	CHUCK LOEB	HEADS UP	205 +11	1.773 20
17	21	SO NOT OVER YOU	SIMPLY RED	SIMPLYRED.COM	189 +37	2.867 15
18	24	SLICK	ERIC DARIUS	NARADA JAZZ/BLC	144 +14	2.438 17
19	26	SAVE ROOM	JOHN LEGEND	G.O.O.D./COLUMBIA	143 +30	2.125 18
20	25	READY FOR LOVE	WALTER BEASLEY	HEADS UP	142 +17	1.138 24
21	23	LOVELY DAY	PHILIPPE SAISSE TRIO	G&N/RENEZVOUS	140 +5	2.056 19
22	22	IF YOU ASK ME	NICK CILIONNE	NARADA JAZZ/BLC	140 -3	1.044 27
23	20	ESCAPE	JIM BRCKMAN FEATURING MARC ANTOINE	SLG	139 -19	1.240 23
24	19	IT MIGHT BE YOU	DAVE KOZ FEATURING INDIA ARIE	CAPITOL	135 -28	1.256 22
25	18	OH, WHAT A BEAUTIFUL MORNING	RAY CHARLES & THE COUNT BASIE ORCHESTRA	HEAR/CONCORD	110 -62	0.796 30
26	28	READY TO PLAY	NILS	BAJA/TSR	105 +18	1.481 21
27	17	MY TEISHA	PAOL RUSTICHELLI	NEXT AGE	95 +1	1.122 25
28	NEW	RHYTHM METHOD	PAUL BROWN	PEAK/CONCORD	74 +20	0.723 -
29	NEW	HYPNOTIC	BONEY JAMES	CONCORD	67 +33	1.080 26
30	30	GOT TO GIVE IT UP	KIM WATERS	SHANACHIE	62 +4	0.857 29

RECURRENTS

THIS WEEK	TITLE	ARTIST / IMPRINT / PROMOTION LABEL	PLAYS TW	LW	THIS WEEK	TITLE	ARTIST / IMPRINT / PROMOTION LABEL	PLAYS TW	LW
1	I CALL IT LOVE	LIONEL RICHIE (ISLAND/DJMG)	245	253	6	SATURDAY COOL	BRIAN SIMPSON (RENEZVOUS)	174	178
2	IF I AIN'T GOT YOU	ERIC DARIUS (NARADA JAZZ/BLC)	235	232	7	CHILLAXIN	EUGE GROOVE (NARADA JAZZ/BLC)	164	160
3	IT'S TOO LATE	MICHAEL LINGTON (RENEZVOUS)	233	242	8	ALWAYS THINKING OF YOU	NICK COLIONNE (NARADA JAZZ/BLC)	158	158
4	MISMALOYA EACH	RAY PARKER JR. (RA-DIO)	210	211	9	SAY IT'S SO	RICHARD ELLIOT (ARTIZEN)	155	161
5	WHAT DOES IT TAKE (TO WIN YOUR LOVE)	PETER WHITE (LEGACY/COLUMBIA)	178	178	10	LET'S GET STARTED	BRIAN CULBERTSON (CRP/VERVE)	148	156

MOST ADDED

TITLE	ARTIST / LABEL	NEW STATIONS
IT MIGHT BE YOU	Dave Koz Feat. India Arie (CAPITOL)	4
HYPNOTIC	Boney James (CONCORD)	4
SAVE ROOM	John Legend (G.O.O.D./COLUMBIA)	3
SO NOT OVER YOU	Simply Red (SIMPLYRED.COM)	3
RHYTHM METHOD	Paul Brown (PEAK/CONCORD)	3
MISTER MAGIC	Peter White (LEGACY/COLUMBIA)	2
SLICK	Eric Darius (NARADA JAZZ/BLC)	2
TWENTY	The Rippingtons (PEAK/CONCORD)	2
BEAT STREET	David Benoit (PEAK/CONCORD)	1

ADDED AT... WYJZ

Indianapolis, IN
PD: Carl Frye

Dave Koz, It Might Be You, 4
Eric Darius, Slick, 4
Wayman Tisdale, Way Up!, 4

FOR MORE STATIONS GO TO:
www.RadioandRecords.com

NEW AND ACTIVE

TITLE	ARTIST / LABEL	PLAYS /GAIN	TITLE	ARTIST / LABEL	PLAYS /GAIN
JUST FEELIN' IT	Michael Manson With Brian Culbertson (215 ENTERTAINMENT)	55/2	LUCKY	Ken Navarro (POSITIVE)	35/0
COOL TO THE TOUCH	Greg Adams (RIPA)	41/6	THE PINK PANTHER	Dave Koz (CAPITOL)	30/12
LIKE A STAR	Corinne Bailey Rae (CAPITOL)	38/1	CANDIE	Lin Rountree (NUMILLENNIUM/BDK)	27/1

MOST INCREASED PLAYS

+46	BLOOM Mindi Abair (CRP/Verve) WNWV +8, WYJZ +12, WJZZ +12, WLVE +6, WQCD +4, KKSJ +4, WJZW +2, WSMJ +1, SJJC +1, WJZA +1
+37	SO NOT OVER YOU Simply Red (simplyred.com) KKSJ +1, WLVE +13, KYOT +7, WJZW +6, KBZN +2, WLOQ +2, WDSJ +2, KJCD +1, WJZA +1, KIFM +1
+33	GIRL IN THE RED DRESS Gregg Karukas (Trippin' n' Rhythm) WNWV +18, WJZW +13, WLVE +8, WYJZ +5, KOAS +4, KIFM +3, KSSJ +2, KHJZ +2, WNUA +2, WJST +1
+33	HYPNOTIC Boney James (Concord) KWJZ +9, WNWV +7, WQCD +6, KIFM +5, WVMV +3, KYOT +2, WJZZ +1, KHJZ +1, WJSJ +1
+31	MISTER MAGIC Peter White (Legacy/Columbia) WQCD +15, KHJZ +5, KJCD +4, KTWV +4, KBZN +3, WVMV +3, WYJZ +2, WJSJ +2, WNUA +1, JSJ +1

FOR WEEK ENDING FEBRUARY 4, 2007
LEGEND: See legend to charts in charts section for rules and symbol explanations.
29 smooth jazz stations are electronically monitored by Nielsen Broadcast Data Systems 24 hours a day, 7 days a week. Indicator chart comprised of 21 reporters.
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SMOOTH JAZZ REPORTERS

- WJZZ/Atlanta, GA*
PJ/M/D: Dave Kosh
- WFSB/Baltimore, MD
PJ: Sandi Mallory
APD/M/D: Marcellus "Bassman" Steppard
- WSMJ/Baltimore, MD*
PD/M/D: Lori Lewis
- WVSU/Birmingham, AL
CM/PD: Andy Parrish
- WNJA/Chicago, IL*
CM/PD: Darren Davis
ND: Rick O'Dell
- WNWV/Cleveland, OH*
CM/PD: Bernie Kimble
- WJZA/Columbus, OH*
FD/M/D: Bill Harman
- WDSJ/Dayton, OH*
PD: Sandy Collins
MD: Skip Porter
- KJCD/Denver, CO*
PD/M/D: Michael Fischer
- WVMV/Detroit, MI*
OM/PD: Tom Sleeker
MD: Sandy Kovach
- WZJZ/Ft. Myers, FL
MD: Randi Bachman
- WSBZ/Ft. Walton Beach, FL
PD: Mark Carter
MD: Mark Edwards
- WSJW/Harrisburg, PA
OM: Tom Shannon
PD/M/D: Paul Scott
- WQTQ/Hartford, CT
PD/M/D: Stewart Stone
- KHJZ/Houston, TX*
PD: Maxine Todd
APD/M/D: Greg Morgan
- KPVU/Houston, TX
PD: Wayne Turner
- WYJZ/Indianapolis, IN*
OM/PD: Carl Frye
- WJSJ/Jacksonville, FL*
OM/PD: Joel Wittows
- KJLU/Jefferson City, MO
PD/M/D: Dan Turner
- KOAS/Las Vegas, NV*
PD: Samantha Pascual
MD: Lynn Briggs
- KUAP/Little Rock, AR
PD/M/D: Michael Nellums
- KSBR/Los Angeles, CA
PD: Terry Wedel
MD: Vienna Yip
- KTWV/Los Angeles, CA*
PD: Paul Goldstein
APD/M/D: Ricci Filar
- WGRV/Melbourne, FL
OM: C.J. Sampson
PD/M/D: Randy Bennett
- WLVE/Miami, FL*
OM/PD: Rich McMillan
- WJZI/Milwaukee, WI*
PD: Stan Atkinson
- KRVR/Modesto, CA
OM/M/D: Doug Wulff
PD: James Bryan
- WVAV/Montgomery, AL
OM: Candy Capel
MD: Jay Holcay
- WQCD/New York, NY*
PD: Blake Lawrence
MD: Carolyn Bednarski
- WHOV/Norfolk, VA
PD: Kevin "The Moose" Anderson
- WLOQ/Orlando, FL*
PD/M/D: Brian Morgan
- KYOT/Phoenix, AZ*
PD: Smokey Rivers
APD/M/D: Angie Handa
- KIJZ/Portland, OR*
OM/PD: Tony Coles
- KJZS/Reno, NV
PD: Jay Davis
- KSSJ/Sacramento, CA*
PD/M/D: Lee Hansen
- KBZN/Salt Lake City, UT*
OM/PD: Dar Jessop
- KIFM/San Diego, CA*
PD: Mike Vasquez
APD: J. Wiedenheimer
MD: Kelly Ccle
- KKSF/San Francisco, CA*
PD/M/D: Ker Jones
- KJZY/Santa Rosa, CA
PD: Gordon Zlot
APD/M/D: Rob Singleton
- DMX Jazz Vocal Blend/Satellite
PD/M/D: Rochelle Matthews
- DMX Smooth Jazz/Satellite
PD/M/D: Rochelle Matthews
- Jones Radio Networks/Satellite*
OM/PD: Steve Hibbard
APD/M/D: Laurie Cobb
- Music Choice Smooth Jazz/Satellite
APD: Will Kinnally
- Sirius Jazz Cafe/Satellite*
PD: Shirley Maldonado
MD: Rick Laboy
- XM Watercolors/Satellite*
PD/M/D: Shirilita Colon
- KWJZ/Seattle, WA*
PD: Carol Handley
MD: Dianna Rose
- KCOZ/Springfield, MO
OM: Joe Jones
PD/M/D: Jarrett Grogan
- WSJT/Tampa, FL*
PD: Ross Block
MD: Kathy Curtis
- KMYT/Temecula, CA
OM: Bill George
APD: Jessie Wesley
- WJZW/Washington, DC*
OM/PD: Kenny King

* Monitored Reporters



Despite some resistance, rock formats embrace 'American Idol' contestant's debut

'Idol' To Rock Crossover

Mike Boyle

MBoyle@RadioandRecords.com

52

With all due respect to "American Idol" season five winner Taylor Hicks, many viewers of the top-rated TV show were shocked when contestant Chris Daughtry lacked the votes to survive the final rounds of last year's competition. Even Entertainment Weekly referred to the rocker's performances in the weeks leading up to his ouster as "the surest thing in 'Idol' history." Undeterred by his elimination, Daughtry used the worldwide exposure to his advantage, writing a batch of songs with the help of new friends from such bands as Hinder, Shinedown, 3 Doors Down and former Guns N' Roses ax-slinger Slash. Putting together an ass-kickin' band dubbed Daughtry, he released his debut 19 Recordings/RCA Records album late last year.

"Daughtry" shot to No. 1 on The Billboard 200 chart dated Feb. 3. As Billboard director of charts/senior analyst Geoff Mayfield notes, it is the first No. 1 for an "Idol" contestant who was not among a season's top two finalists.

First single "It's Not Over" is not only top five on R&R's CHR/Top 40 and Hot AC charts, but top 15 at Active Rock, top 20 at Rock and top 30 at Alternative (see sidebar)—but not without some trepidation from rock programmers who perceive "American Idol" as a pop platform with zero rock credibility.

"I was the biggest skeptic of anybody," RCA Records VP of rock promotion Bill Burrs says. "I thought there is no way anybody was going to buy into this. But as time went on, and Chris proved that he was true to his rock roots, 'American Idol' just became his vehicle of getting a deal and getting himself noticed."

Burrs says he always knew it would come down to the music.

"If he made a strong enough record, because he has a great voice, I knew we were going to at least get a shot at rock radio. I didn't know if everybody would play it or how far it would go, but it was all going to come down to the record he made. What he did was make a straight-ahead rock record, which is as competitive as anything similar in sound out there today."

Overall, Burrs says he's happy with the way rock radio has embraced Daughtry, but there are still some programmers who aren't buying in: "The credibility issue still lingers at alternative radio, where the track has charted. I think we're making believers out of people as each day passes."

'Pop Culture Icon'

One of those believers is Clear Channel alternative WRZX/Indianapolis PD Lenny Diana. "I took my station's ratings and wrote it down on a sheet of paper," Diana says. "Then I took 'American Idol's' ratings for Indianapolis and wrote it down right next to my station's ratings. Fuck it all if that didn't wake me up a little bit."

"We're getting a lot of requests . . . I mean a lot," Diana adds. "This is the only guy on America's biggest television show in five seasons that actually acknowledges that rock music exists."

Another fan from the alternative ranks is Clear Channel WEND/Charlotte PD Jack Daniel.

"We recently announced his show, and it sold out in about four days. I think alternatives are worried about him being an American Idol, which is ridiculous. Ever see the ratings for 'Idol'? It's a pop-culture icon far bigger than the alternative genre and shouldn't be ignored.

'Radio should stop overthinking it and just put the record in.'

—Bill Burrs

Here's a rare chance for rock radio to embrace and play a good track from one of the most popular Idols ever."

Rock and active rock PDs appear largely enthusiastic, though some have reservations.

Cox Radio active rock KISS/San Antonio PD L.A. Lloyd says, "As far as his future at rock radio, if the songs are good and they research well, he will not be a one-hit wonder for the format. For all of the naysayers who say, 'It's pop, crossover,' etc., let me remind everyone that Evanescence and Nickelback have done OK so far."

Pressed for specifics on research results for "It's Not Over," Lloyd reports that the song has been through only one wave of research so far. Out of 30 songs tested, it debuted at 19, not bad for a song with slightly more than 100 total spins.

NextMedia active rock WIII/Kenosha, Wis., PD John Perry says, "We're a pretty conservative active rock station. I listened to this just



Daughtry

once and knew I was going to play it. It may be a little on the light end, but I know it will do well."

In the not-yet-convinced category is Greater Media active rock WMMR/Philadelphia PD Bill Weston.

"Honestly, there is some aversion to this song and artist because of the 'Idol' TV origins," Weston says. "Now, it's certainly not enough to keep the song off the air, but it is an extra hurdle in evaluating its potential. Music fans' awareness that the song's initial exposure is a result of a prime-time circus talent show versus a more traditional route—like paying dues on the club circuit or breaking out organically from some Midwestern city—add an additional hurdle to its success. That said, we are still actively considering this song. The sales picture is impressive, and we never want to give up a true rock act to CHR."

Burrs says radio has a tendency to sometimes "overthink" when making music decisions. "I understand some of the harder-edged stations not being enthusiastic, but my only line is, 'Put it on the radio and if you get negatives I understand.' I can tell you, though, that the majority of the programmers that put it on got just the opposite."

And how does the artist himself feel about his acceptance at the rock formats?

Daughtry says, "It was my biggest fear that rock radio wouldn't embrace my music, and it was such an honor to have it turn out to be such a positive and an honor to be the first one to come off of 'American Idol' and be played at rock radio."

R&R

Daughtry's R&R Chart Action

Rock: 18-16

Active Rock: 13-11

Alternative: 35-30

CHR/Top 40: 9-5

Hot AC: 8-5

For the week ending

Feb. 4

'This is the only guy on America's biggest television show in five seasons that actually acknowledges that rock music exists.'

—Lenny Diana

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— *The New York Times*

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ALTERNATIVE

► THE KAISER CHIEFS RIDE A 28% SPIN INCREASE TO A NO. 36 DEBUT WITH "RUBY."



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WEEKS ON CHART	TITLE	ARTIST	NIELSEN BDS CERTIFICATIONS	HITPREDICTOR STATUS	IMPRINT / PROMOTION LABEL	PLAYS TW +/-	AUDIENCE MILLIONS	RANK
1	15	SNOW ((HEY OH))	NO. 1(4 WKS)	☆	WARNER BROS.	1876 -51	8.529	1
2	15	PAIN		☆	JIVE/ZOMBA	1736 +17	6.880	2
4	29	FACE DOWN		☆	VIRGIN	1574 +16	6.210	6
4	18	ANNA-MOLLY		☆	IMMORTAL/EPIC	1527 -150	6.744	4
5	16	FROM YESTERDAY		☆	IMMORTAL/VIRGIN	1510 +85	6.155	7
6	15	STARLIGHT		☆	WARNER BROS.	1486 +28	6.831	3
10	9	FAMOUS LAST WORDS		☆	REPRISE	1367 +158	5.685	8
8	5	DASHBOARD		☆	EPIC	1287 +46	4.882	11
9	22	WELCOME TO THE BLACK PARADE		☆	REPRISE	1261 -148	5.556	9
10	11	THIS AIN'T A SCENE, IT'S AN ARMS RACE		☆	FUELED BY RAMEN/ISLAND/DJMG	1224 +26	5.113	10
11	20	LOVE LIKE WINTER		☆	TINY EVIL/INTERSCOPE	1153 -213	3.996	15
12	35	THROUGH GLASS		☆	ROADRUNNER	1061 -87	4.258	14
13	5	READ MY MIND		☆	ISLAND/DJMG	1060 +102	6.361	5
14	10	PRAYER OF THE REFUGEE		☆	CEFFEN	933 +87	3.743	17
15	35	THE DIARY OF JANE		☆	HOLLYWOOD	924 -98	3.890	16
16	4	DIG	AIRPOWER	☆	IMMORTAL/EPIC	900 +164	4.586	12
17	4	BREATH	AIRPOWER	☆	HOLLYWOOD	883 +178	2.935	19
18	51	THE KILL (BURY ME)		☆	IMMORTAL/VIRGIN	807 -32	4.262	13
19	9	PHANTOM LIMB		☆	SUB POP	753 -7	3.108	18
20	3	FOREVER		☆	EL TONAL/CEFFEN	738 +128	1.934	23
21	18	GOODBYE		☆	FIRM	665 -37	1.501	32
22	17	LIAR (IT TAKES ONE TO KNOW ONE)		☆	WARNER BROS.	565 -40	1.933	24
23	9	THINK I'M IN LOVE		☆	INTERSCOPE	559 +67	1.874	25
24	4	NAIVE		☆	ASTRALWERKS	558 +45	2.218	21
25	8	VOICES		☆	CAPITOL	546 +18	1.416	35
26	12	TAKING BACK CONTROL		☆	HOLLYWOOD	518 -88	1.091	40
27	3	SILLYWORLD		☆	ROADRUNNER	513 +72	1.687	29
28	4	LAZY EYE		☆	DANGEROUS	508 +53	2.493	20
29	6	LADIES AND GENTLEMEN		☆	ISLAND/DJMG	505 +41	0.968	-
30	7	IT'S NOT OVER		☆	RCA/RMG	466 +72	1.454	34
31	19	WHEN YOUR HEART STOPS BEATING		☆	INTERSCOPE	459 -274	1.676	30
32	17	LE DISKO		☆	SHINY TOY GUNS	414 -81	1.468	33
33	NEW	WELL ENOUGH ALONE	MOST INCREASED PLAYS/MOST ADDED	☆	CHEVELLE	406 +342	1.788	26
34	8	FULLY ALIVE		☆	FLYLEAF	394 +51	1.265	37
35	3	I STILL REMEMBER		☆	BLOC PARTY	381 +21	1.197	39
36	NEW	RUBY		☆	KAISER CHIEFS	359 +79	0.976	-
37	2	LITHIUM		☆	EVANESCENCE	355 +24	1.207	38
38	2	EVERYTHING		☆	BUCKCHERRY	339 +31	1.641	31
39	NEW	TEN THOUSAND FISTS		☆	DISTURBED	328 +39	1.054	-
40	NEW	JANE FONDA		☆	MICKEY AVOLON	293 +41	1.715	28



MOST ADDED

TITLE	ARTIST / LABEL	NEW STATIONS
WELL ENOUGH ALONE	Chevelle (EPIC)	14
FREAK ON A LEASH (UNPLUGGED)	Korn Feat. Amy Lee (VIRGIN)	10
DIG	Incubus (IMMORTAL/EPIC)	9
SILLYWORLD	Stone Sour (ROADRUNNER)	7
BREATH	Breaking Benjamin (HOLLYWOOD)	7
BETTER THAN ME	Hinder (UNIVERSAL REPUBLIC)	7
ALL THESE THINGS I HATE (REVOLVE AROUND ME)	Bullet For My Valentine (JIVE/ZOMBA)	7
LAZY EYE	Silversun Pickups (DANGEROUS)	6
FOREVER	Papa Roach (EL TONAL/CEFFEN)	5
RUBY	Kaiser Chiefs (B-UNIQUE/UNIVERSAL MOTOWN)	5

ADDED AT... KNDD
Seattle, WA
PD: Lazio
MD: Andrew Harms
Fratellis, Flathead, 1 (+44), Baby Come On, 0 Damien Rice, Rootless Tree, 0

THE END
SEATTLE 107.7
KINGSTON 107.7

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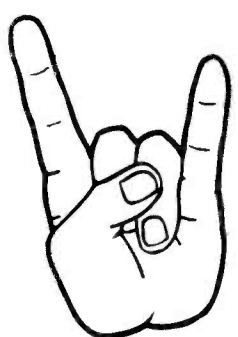
NEW AND ACTIVE

TITLE	ARTIST / LABEL	PLAYS /GAIN	TITLE	ARTIST / LABEL	PLAYS /GAIN
YOU'RE ALL I HAVE	Snow Patrol (POLYDOR/AS/W/INTERSCOPE)	287/72	THE ENEMY	Godsmack (UNIVERSAL REPUBLIC)	238/6
FREAK ON A LEASH (UNPLUGGED)	Korn Feat. Amy Lee (VIRGIN)	275/218	SOWING SEASON (YEAH)	Brand New (INTERSCOPE)	235/21
HANG ME UP TO DRY	Cold War Kids (DOWNTOWN/ATLANTIC/LAVA)	263/49	WOLF LIKE ME	TV On The Radio (INTERSCOPE)	226/27
SATELLITE	Guster (REPRISE)	256/22	ALL THE SAME	Sick Puppies (ADRENALINE)	218/76
ALL THESE THINGS I HATE (REVOLVE AROUND ME)	Bullet For My Valentine (JIVE/ZOMBA)	242/74	BLACK MIRROR	The Arcade Fire (MERCE)	200/5



TITLE	ARTIST / LABEL	PLAYS /GAIN
WELL ENOUGH ALONE	Chevelle (Epic)	26
FREAK ON A LEASH (UNPLUGGED)	Korn Feat. Amy Lee (Virgin)	10
BREATH	Breaking Benjamin (Hollywood)	7
DIG	Incubus (Immortal/Epic)	9
FAMOUS LAST WORDS	My Chemical Romance (Reprise)	8

FOR WEEK ENDING FEBRUARY 4, 2007
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ACTIVE ROCK

► **THREE DAYS GRACE'S "PAIN"** SPENDS ITS NINTH CONSECUTIVE WEEK ATOP THE CHART, WHICH EQUALS ITS BEST NO. 1 RUN.



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THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE ARTIST	NIelsen BDS CERTIFICATIONS (IMPRINT / PROMOTION LABEL)	PLAYS TV*	+/-	AUDIENCE MILLIONS	RANK
1	1	20	PAIN THREE DAYS GRACE	NQ. 1(9 WKS) JIVE/ZOMBA	1613	-23	6.523	1
2	2	15	LADIES AND GENTLEMEN SALIVA	ISLAND/IDJMG	1553	+54	5.961	2
3	3	14	SNOW ((HEY OH)) RED HOT CHILI PEPPERS	WARNER BROS.	1303	+57	4.952	3
4	5	15	THE ENEMY GODSMACK	UNIVERSAL REPUBLIC	1176	-4	4.255	4
5	7	12	SILLY WORLD STONE ISOUR	ROADRUNNER	1105	-60	3.765	5
6	4	18	ANNA-MOLLY INCUBUS	IMMORTAL/EPIC	1093	-111	3.605	6
7	10	5	BREATH BREAKING BENJAMIN	HOLLYWOOD	1038	-85	3.629	6
8	9	9	TEN THOUSAND FISTS DISTURBED	REPRISE	1026	-72	3.455	9
9	6	17	HOW LONG HINDER	UNIVERSAL REPUBLIC	1014	-68	3.513	8
10	8	24	GOODBYE ARMY OF ANYONE	FIRM	821	-206	2.803	13
11	13	10	IT'S NOT OVER DAUGHTRY	RCA/RMG	806	+105	2.825	12
12	11	29	THE POT TOOL	TOOL DISSECTIONAL/VOLCANO/ZOMBA	778	-25	3.026	10
13	14	4	FOREVER PAPA ROACH	EL TONAL/GEFFEN	772	+156	2.186	15
14	17	10	FROM YESTERDAY 30 SECONDS TO MARS	AIRPOWER IMMORTAL/VIRGIN	712	+85	1.709	20
15	14	32	LAND OF CONFUSION DISTURBED	REPRISE	615	-49	2.664	15
16	15	36	THROUGH GLASS STONE ISOUR	ROADRUNNER	605	-41	2.933	11
17	21	14	MY CURSE KILLSWITCH ENGAGE	ROADRUNNER	594	-4	1.401	22
18	8	36	THE DIARY OF JANE BREAKING BENJAMIN	HOLLYWOOD	578	-35	2.241	16
19	9	52	HEROES SHINEDOWN	ATLANTIC	564	-34	2.705	14
20	22	4	ALL THESE THINGS I HATE (REVOLVE AROUND ME) BULLET FOR MY VALENTINE	JIVE/ZOMBA	550	+35	1.127	26
21	15	4	EVERYTHING BUCKCHERRY	ELEVEN SEVEN/ATLANTIC/LAVA	505	+78	1.388	23
22	14	8	REVELATIONS AUDIOSLAVE	INTERSCOPE/EPIC	481	-240	1.902	18
23	13	3	STAND UP JET	ATLANTIC	475	+26	1.462	21
24	NEW		WELL ENOUGH ALONE CHEVELLE	EPIC	431	+419	1.752	19
25	7	7	TAKING BACK CONTROL SPARTA	HOLLYWOOD	409	-45	1.020	27
26	3	3	DRIVEN SEVENDUST	7BROS/ASYLUM	399	+68	0.824	30
27	5	5	JAMBI TOOL	TOOL DISSECTIONAL/VOLCANO/ZOMBA	382	+148	1.200	24
28	6	5	PARALYZER FINGER ELEVEN	WIND-UP	342	+69	0.895	28
29	3	3	TELL ME DROPPING DAYLIGHT	OCTONE	326	+10	0.464	-
30	8	8	BLOOD IS THICKER THAN WATER BLACK LABEL SOCIETY	ROADRUNNER	288	-5	0.733	32
31	9	9	THE WHITE UNICORN WOLFMOTHER	MODULAR/INTERSCOPE	286	-12	0.760	31
32	12	12	DEVIL'S GOT A HOLDA ME THE COLOUR	RETHINK/EMR	263	-53	0.488	-
33	23	23	DROWN YOU OUT CROSSFADE	COLUMBIA	263	-83	0.710	33
34	NEW		FREAK ON A LEASH (UNPLUGGED) KORN FEAT. AMY LEE	VIRGIN	262	+223	1.198	25
35	16	16	WELCOME TO THE BLACK PARADE MY CHEMICAL ROMANCE	REPRISE	257	-1	0.865	29
36	NEW		FAMOUS LAST WORDS MY CHEMICAL ROMANCE	REPRISE	254	+77	0.622	34
37	33	33	COLONY OF BIRCHMEN MASTODON	RELAPSE/REPRISE	240	-24	0.434	-
38	34	14	HELL AND HIGH WATER BLACK STONE CHERRY	IN DE GROOT/ROADRUNNER	227	-2	0.359	-
39	NEW		DIG INCUBUS	IMMORTAL/EPIC	226	+78	0.598	36
40	35	12	TALK TO HER PRIESTESS	RCA/RED	219	-30	0.515	-

MOST ADDED

TITLE ARTIST / LABEL	NEW STATIONS
WELL ENOUGH ALONE Chevelle (EPIC)	19
JAMBI Tool (TOOL DISSECTIONAL/VOLCANO/ZOMBA)	18
FREAK ON A LEASH (UNPLUGGED) Korn Feat. Amy Lee (VIRGIN)	13
THE OLDER I GET Skillet (ARDENT/ATLANTIC/LAVA)	13
FAMOUS LAST WORDS My Chemical Romance (REPRISE)	7
DRIVEN Sevendust (7BROS/ASYLUM)	6
BREATHE INTO ME Red (ESSENTIAL/RED)	6
BETTER THAN ME Hinder (UNIVERSAL REPUBLIC)	5
DIG Incubus (IMMORTAL/EPIC)	5
FOREVER Papa Roach (EL TONAL/GEFFEN)	3

ADDED AT... **KICT**
Wichita, KS
PD: Ray Michaels
MD: Rick Thomas
Tool, Jambii, 5
Chevelle, Well Enough Alone, 4

FOR MORE STATIONS GO TO:
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NEW AND ACTIVE

TITLE ARTIST / LABEL	PLAYS /GAIN	TITLE ARTIST / LABEL	PLAYS /GAIN
LITHIUM Evanescence (WIND-UP)	217/16	PRAYER OF THE REFUGEE Rise Against (GEFFEN)	83/12
THE RISING Trivium (ROADRUNNER)	146/42	IF EVERYONE CARED Nickelback (ROADRUNNER)	78/3
BETTER THAN ME Hinder (UNIVERSAL REPUBLIC)	133/49	THE FIGHT The Classic Crime (TOOTH & NAIL/EMR)	74/29
LOVE REIGN O'ER ME Pearl Jam (COLUMBIA)	101/26	FEARLESS Neurosonic (BODOG)	71/0
BEER! Psychostick (ROCK RIDGE)	91/15	HOMECOMING QUEEN Hinder (UNIVERSAL REPUBLIC)	61/17

MOST INCREASED PLAYS

+419	WELL ENOUGH ALONE Chevelle (Epic) KATT +26, WZOR +24, KILD +21, KISW +20, KUPD +20, KXXR +19, WXQR +18, WIL +17, WRIF +16, WWIZ +15
+223	FREAK ON A LEASH (UNPLUGGED) Korn Featuring Amy Lee (Virgin) KZQR +19, WRAT +16, WKLQ +16, KATT +14, WXQR +13, WRIF +13, KISW +12, WTPT +12, WQXA +12, KHTB +9
+156	FOREVER Papa Roach (El Tonal/Geffen) KRAB +21, KILD +15, WBLZ +13, WRZK +13, WTFX +11, KNCN +10, KXXR +9, KICT +8, WYBB +7, WYIY +6
+148	JAMBI Tool (Tool Dissectional/Volcano/Zomba) WZOR +23, KUPD +21, WCHZ +19, WXQR +16, KNCN +10, WRXW +10, KXXR +10, WBSX +9, KHTQ +6, KICT +5
+105	IT'S NOT OVER Daughtry (RCA/RMG) KFRQ +17, WYBB +17, KTEG +12, KLAQ +8, WYIY +8, WBSX +8, KICT +7, KNCN +7, KATT +6, WBLZ +5

FOR WEEK ENDING FEBRUARY 4, 2007
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▶ **BUCKCHERRY** LANDS ITS THIRD STRAIGHT TOP 20 AS "EVERYTHING" MOVES 21-19.



THIS WEEK	LAST WEEK	TITLE	ARTIST	NIELSEN BDS CERTIFICATIONS	IMPRINT / PROMOTION LABEL	PLAYS TW	+/-	AUDIENCE MILLIONS	RANK
1	1	PAIN	THREE DAYS GRACE	NO. 1 (3 WKS)	JIVE/ZOMBA	332	+8	1.160	2
2	4	SNOW ((HEY OH))	RED HOT CHILI PEPPERS		WARNER BROS.	278	+23	0.865	6
3	3	HEROES	SHINEDOWN		ATLANTIC	269	-3	0.949	5
4	2	THROUGH GLASS	STONE SOUR		ROADRUNNER	260	-43	1.116	3
5	5	LAND OF CONFUSION	DISTURBED		REPRISE	239	-4	1.209	1
6	8	LADIES AND GENTLEMEN	SALIVA		ISLAND/BJMC	235	+14	0.728	8
7	12	THE ENEMY	GODSMACK		UNIVERSAL REPUBLIC	226	+1	0.714	9
8	6	THE POT	TOOL		TOOL DISSECTIONAL/VOLCANO/ZOMBA	223	-8	0.811	7
9	30	ROCKSTAR	NICKELBACK		ROADRUNNER	203	-10	0.710	10
10	44	ANIMAL I HAVE BECOME	THREE DAYS GRACE		JIVE/ZOMBA	199	-14	1.065	4
11	13	HOW LONG	HINDER		UNIVERSAL REPUBLIC	195	-6	0.487	13
12	16	SILLYWORLD	STONE SOUR	MOST INCREASED PLAYS	ROADRUNNER	189	+42	0.628	11
13	13	CALL ME WHEN YOU'RE SOBER	EVANESCENCE		WIND-UP	161	+2	0.594	12
14	12	REVELATIONS	AUDIOSLAVE		INTERSCOPE/EPIC	146	-39	0.474	16
15	14	GOODBYE	ARMY OF ANYONE		FIRM	144	-9	0.296	19
16	18	IT'S NOT OVER	DAUGHTRY		RCA/RMG	134	+4	0.406	17
17	17	ANNA-MOLLY	INCUBUS		IMMORTAL/EPIC	131	-8	0.266	21
18	19	BREATH	BREAKING BENJAMIN	MOST ADDED	HOLLYWOOD	130	+12	0.474	15
19	21	EVERYTHING	BUCKCHERRY		ELEVEN SEVEN/ATLANTIC/LAVA	123	+29	0.476	14
20	20	TEN THOUSAND FISTS	DISTURBED		REPRISE	102	-1	0.282	20
21	22	STAND UP	JET		ATLANTIC	87	+6	0.179	25
22	27	FOREVER	PAPA ROACH		EL TONAL/GEFFEN	74	+25	0.261	22
23	4	SIDE OF A BULLET	NICKELBACK		ROADRUNNER	64	+1	0.298	18
24	30	IF EVERYONE CARED	NICKELBACK		ROADRUNNER	53	+14	0.208	24
25	26	HELL AND HIGH WATER	BLACK STONE CHERRY		IN DE COOT/ROADRUNNER	50	-2	0.044	-
26	NEW	DIG	INCUBUS		IMMORTAL/EPIC	41	+13	0.134	29
27	NEW	WELL ENOUGH ALONE	CHEVELLE		EPIC	38	+38	0.237	23
28	29	THE WHITE UNICORN	WOLFMOTHER		MODULAR/INTERSCOPE	35	-5	0.135	28
29	28	RIDE THE RIVER	J.J. CALE & ERIC CLAPTON		DUCK/REPRISE	34	-8	0.141	27
30	NEW	PARALYZER	FINGER ELEVEN		WIND-UP	32	+7	0.034	-

RECURRENTS

THIS WEEK	TITLE	ARTIST	IMPRINT / PROMOTION LABEL	PLAYS TW	LW
1	CRAZY BITCH	BUCKCHERRY	(ELEVEN SEVEN/ATLANTIC/LAVA)	158	161
2	THE DIARY OF JANE	BREAKING BENJAMIN	(HOLLYWOOD)	133	153
3	COMING UNDONE	KORN	(VIRGIN)	118	134
4	LIPS OF AN ANGEL	HINDER	(UNIVERSAL REPUBLIC)	106	122
5	TOM SAWYER	RUSH	(MERCURY/UMG)	104	99

THIS WEEK	TITLE	ARTIST	IMPRINT / PROMOTION LABEL	PLAYS TW	LW
6	SWEET CHILD O' MINE	GUNS N' ROSES	(GEFFEN)	101	91
7	ANOTHER BRICK IN THE WALL (PART II)	PINK FLOYD	(COLUMBIA)	97	99
8	REMEDY	SEETHER	(WIND-UP)	94	93
9	SWEET EMOTION	AEROSMITH	(COLUMBIA)	93	90
10	GIRLS, GIRLS, GIRLS	MOTLEY CRUE	(ELEKTRA/ATLANTIC)	90	84

MOST ADDED

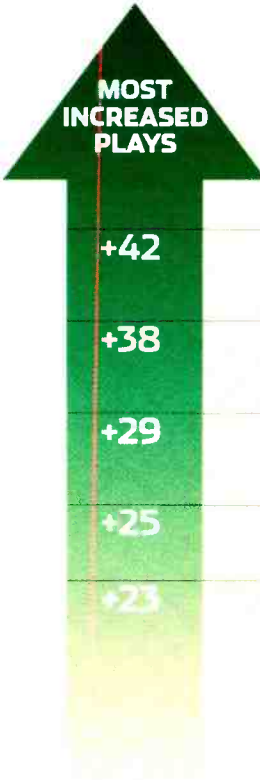
TITLE	ARTIST / LABEL	NEW STATIONS
BREATH	Breaking Benjamin (HOLLYWOOD)	4
THE OLDER I GET	Skillet (ARDENT/ATLANTIC/LAVA)	4
FOREVER	Papa Roach (EL TONAL/GEFFEN)	3
WELL ENOUGH ALONE	Chevelle (EPIC)	3
TEN THOUSAND FISTS	Disturbed (REPRISE)	2
JAMBI	Tool (TOOL DISSECTIONAL/VOLCANO/ZOMBA)	2
WELCOME TO THE BLACK PARADE	My Chemical Romance (REPRISE)	1
SNOW ((HEY OH))	Red Hot Chili Peppers (WARNER BROS.)	1
IF EVERYONE CARED	Nickelback (ROADRUNNER)	1

ADDED AT... KAZR
Des Moines, IA
PD: Ryan Patrick
MD: Andy Hall
Chevelle, Well Enough Alone, 1
Skillet, The Older I Get, 0

FOR MORE STATIONS GO TO:
www.RadioandRecords.com

NEW AND ACTIVE

TITLE	ARTIST / LABEL	PLAYS /GAIN	TITLE	ARTIST / LABEL	PLAYS /GAIN
EVERYBODY IS EASY (WE SINK/WE SWIM)	The Burden Brothers (KIRTLAND)	32/1	FREAK ON A LEASH (UNPLUGGED)	Korn Featuring Amy Lee (VIRGIN)	23/10
GOING IN BLIND	P.O.D. (RHINO/ATLANTIC)	30/5	ALL THESE THINGS I HATE (REVOLVE AROUND ME)	Bullet For My Valentine (JIVE/ZOMBA)	23/3
THE KILL (BURY ME)	30 Seconds To Mars (IMMORTAL/VIRGIN)	28/3	WELCOME TO THE BLACK PARADE	My Chemical Romance (REPRISE)	18/4



+42	SILLYWORLD Stone Sour (Roadrunner) WZZO +1, WRKZ +1, WMMS +6, WXMM +6, KMCD +5, KBER +4, WKLC +3, KSHE +2, WEBN +1
+38	WELL ENOUGH ALONE Chevelle (Epic) WEBN +22, WNOR +6, KMCD +3, WAQX +2, KAZR +1, KBER +1, WGIR +1, WHLY +1, WAFX +1
+29	EVERYTHING Buckcherry (Eleven Seven/Atlantic/Lava) KMCD +7, WZZO +6, KUFO +4, WEBN +4, WDHA +3, KAZR +2, KBER +1, WKLC +1, WONE +1
+25	FOREVER Papa Roach (El Tonal/Geffen) WZZO +5, WEBN +10, KMCD +3, KBER +2
+23	SNOW ((HEY OH)) Red Hot Chili Peppers (Warner Bros.) WRKZ +1, WZZO +9, WHLY +5, KBER +4, WGIR +3, WAQX +3, KMCD +2, WVRK +1, WMMS +1

FOR WEEK ENDING FEBRUARY 4, 2007
LEGEND: See legend to charts in charts section for rules and symbol explanations.
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ROCK REPORTERS

- WONE/Akron, OH***
OM: Nick Anthony
PD: T.K. O'Grady
APD/MD: Tim Daugherty
- WPTQ/Bowling Green, KY**
OM/PD: Alex "Axe" Parocai
APD/MD: Monty Foster
- WMMS/Cleveland, OH***
PD: Bo Matthews
- WGIR/Manchester, NH***
APD: Becky Pohotsky
- KCLB/Palm Springs, CA**
PD: Anthony "Antdog" Quiroz
MD: Jenn Brewski
- WXRX/Rockford, IL**
PD: Jim Stone
MD: Jon Schulz
- WAQX/Syracuse, NY***
OM: Tom Mitchell
PD: Alexis
APD/MD: Don "Stone" Kelley
- KZRR/Albuquerque, NM***
OM: Bill May
PD: Phil Mahoney
MD: Rob Brothers
- WPXC/Cape Cod, MA**
OM: Steve McVie
PD: Suzanne Tonaire
APD/MD: James Gallagher
- WVRK/Columbus, GA***
OM: Brian Waters
PD: Michael Steele
- WXFX/Montgomery, AL***
PD: Rick Hendrick
- WRKZ/Pittsburgh, PA***
OM: Keith Clark
PD: Ryan Mill
- KBER/Salt Lake City, UT***
PD: Kelly Hammer
APD/MD: Darby Wilcox
- KMOD/Tulsa, OK***
OM/PD: Don Cristi
- WZZO/Allentown, PA***
PD: Tori Thomas
MD: Keith Moyer
- WKLC/Charleston, WV***
OM: Bill Knight
PD: Jay Nunley
APD: Brian Thompson
MD: Dawn Cox
- KAZR/Des Moines, IA***
OM: Jim Schaefer
PD: Ryan Patrick
MD: Andy Hall
- WDHA/Morristown, NJ***
PD: Tony Paige
APD/MD: Curtis Kay
- KUFO/Portland, OR***
PD: Mike Tierney
APD/MD: Dan Bozyk
- KBZS/Wichita Falls, TX**
PD: Liz Ryan
- KWHL/Anchorage, AK**
PD: Jen Shevlin
APD/MD: Brad Stennett
- WEBN/Cincinnati, OH***
OM/PD: Scott Reinhart
MD: Dave Fritz
- WNOR/Norfolk, VA***
PD: Harvey Kojan
APD/MD: Tim Parker
- WHJY/Providence, RI***
PD: Scott Laudani
MD: Mike Brangiforte
- WTOS/Augusta, ME**
OM/PD: Steve Smith
APD: Chris Rush
- WRVC/Huntington, WV**
PD: Reeves Kintner
MD: Rick Kline
- WXMM/Norfolk, VA***
OM/PD: John Shomby
APD/MD: Zak Tyler
- KCAL/Riverside, CA***
PD: Steve Hoffman
APD/MD: Daryl Noursell
- KSHE/St. Louis, MO***
OM: Rick Bals
APD: Katy Kruze
MD: Guy Favazza

* Monitored Reporters



ROCK

ALTERNATIVE & ACTIVE REPORTERS

ALTERNATIVE

WEQX/Albany, NY*
PD: Willobee
MD: Nikki Alexander

WHRL/Albany, NY*
OM: John Cooper
PD: Capone
APD/MD: Gabby

WNNX/Atlanta, GA*
OM: Rob Roberts
PD: Leslie Fram
APD: Steve Craig

WJSE/Atlantic City, NJ
OM/MD: Nick Giorno
APD/MD: Shawn Castelluccio

WAEG/Augusta, GA
OM: Ron Thomas
PD: J.D. Kunes

KROX/Austin, TX*
OM: Chase
PD: Lynn Barstow
MD: Toby Ryan

KNXX/Baton Rouge, LA*
OM/MD: Dave Dunaway
APD: Phillip Kish
MD: Darren Gauthier

WBGN/Boston, MA*
PD: Dave Wellington
MD: Dan O'Brien

WFNX/Boston, MA*
OM/MD: Max Tolkoff
PD: Keith Dakin
MD: Paul Driscoll

WBTZ/Burlington, VT*
OM/MD: Matt Grasso
APD/MD: Kevin Mays

WAVF/Charleston, SC*
PD: Bryan Taylor
MD: Wendy Rollins

WZJO/Charleston, WV*
PD/MD: Bruce Clark

WEND/Charlotte, NC*
OM: Bruce Logan
PD/MD: Jack Daniel

WKQX/Chicago, IL*
PD: Mike Stern
APD: Brett "Spike" Eskin

WSWD/Cincinnati, OH*
OM: Patti Marshal
PD: Tommy Bodean
APD: Julie Evans

WXRK/Cleveland, OH*
PD: Dominic Nardella

WARQ/Columbia, SC*
PD: Dave Stewart
MD: Matt Lee

WWCD/Columbus, OH*
OM: Randy Malloy
PD: Andy "Andyman" Davis

KDGE/Dallas, TX*
PD: Duane Doherty
APD: Chris Ryan
MD: Josh Venable

WXEG/Dayton, OH*
OM: Tony Tifford
PD: Steve Kramer
APD/MD: Boomer

KTCL/Denver, CO*
PD: Nerf
MD: Eric "Boney" Clouse

CIMX/Detroit, MI*
PD: Vince Cannova

KXNA/Fayetteville, AR
PD/MD: Dave Jackson

WYSK/Fredericksburg, VA
OM/MD: Paul Johnson

KFRF/Fresno, CA*
PD: Jason Squires
MD: Ryan Oldfield

KKPL/Ft. Collins, CO
OM/MD: Mark Callaghan
MD: Beano

WJBX/Ft. Myers, FL*
PD: John Rozz
APD: Anthony "Reach" Proffitt
MD: Jeff Zito

WGRD/Grand Rapids, MI*
PD: Jerry Tarrants

WXNR/Greenville, NC*
OM: Bruce Simel
APD/MD: Greg Brady

KUCD/Honolulu, HI*
OM: Paul Wilson
PD: Leslie Fram
MD: Chris Sampano

KTBT/Houston, TX*
PD: Vince Richards
MD: Don Jantzen

WRZX/Indianapolis, IN*
PD: Lenny Diana

WTZR/Johnson City, TN*
OM/MD: Bruce Clark
APD: LoKi

KRBZ/Kansas City, MO*
OM: Bob Edwards
OM/MD: Dave Dunaway
APD: Phillip Kish
MD: Darren Gauthier

WNFZ/Knoxville, TN*
OM: Terry Gillingham
PD: Dave Wellington
APD/MD: Valerie Hale

KFTE/Lafayette, LA*
PD: Scott Perrin
APD/MD: Roger Pride

KXTE/Las Vegas, NV*
PD: Chris Ripley
MD: Home Pooser

KROQ/Los Angeles, CA*
PD: Kevin Weatherly
APD: Gene Sandblom
MD: Lisa Worden

WLRS/Louisville, KY*
OM: J.D. Kunes
APD/MD: Joe Stamm

WMFS/Memphis, TN*
OM/MD: Rob Cressman
MD: Sydney Nabors

WLUM/Milwaukee, WI*
PD: Jacent Jackson
MD: Chris Calef

WGVS/Minneapolis, MN*
OM: Dave Hamilton
PD: Chris Rahn

WHTG/Monmouth, NJ*
APD/MD: Brian Phillips

WKZQ/Myrtle Beach, SC
PD: Mark McKinney
MD: Mase

WROX/Norfolk, VA*
OM: Jay Michaels
PD: Michele Diamond
MD: Mike Powers

KQRX/Odessa, TX
PD: Michael Todd
APD: Dre

KHBZ/Oklahoma City, OK*
OM: Tom Travis
PD: Corbin Pierce
MD: Crystal Clements

WJRR/Orlando, FL*
PD: Rick Everett
MD: Brian Dickerman

WOCL/Orlando, FL*
PD: Bobby Smith

KMRJ/Palm Springs, CA
OM/MD: Thomas Mitchell
APD/MD: Dwight Arnold

KEDJ/Phoenix, AZ*
PD: Bruce St. James
APD/MD: Tim Virgin

WXDX/Pittsburgh, PA*
OM/MD: John Moschitta
MD: Vinnie Ferguson

WCYY/Portland, ME*
PD: Herb Ivy
MD: Brian James

KNRK/Portland, OR*
PD: Mark Hamilton
APD: Jaime Cooley

WBRU/Providence, RI*
PD: Chris Novello
APD: Zach Harnett
MD: Noah Chevalier

KRZQ/Reno, NV
OM: Rob Brooks
PD: Melanie Flores
MD: Chris Payne

WDYL/Richmond, VA*
PD: Eric Kristensen
MD: Jessica Lee

WRXL/Richmond, VA*
OM: Bill Cahill
PD/MD: Casey Krukowski

KCXX/Riverside, CA*
PD: John DeSantis
APD/MD: Bobby Sato

WZNE/Rochester, NY*
OM/MD: Stan Mann

KWOD/Sacramento, CA*
OM: Steve King
PD/MD: Danny Spinks
APD: Jared Mann

KXRX/Salt Lake City, UT*
OM: Alan Hague
PD: Todd Noker
APD: Corey O'Brien
MD: Artie Fufkin

KBZT/San Diego, CA*
PD: Garrett Michaels
APD: Mike Hansen
MD: Mike Halloran

XETRA/San Diego, CA*
PD: Phil Manning
MD: Stephen Kallao

KITS/San Francisco, CA*
PD: Dave Numme
APD/MD: Aaron Axelsen

KJEE/Santa Barbara, CA*
PD: Eddie Gutierrez
MD: Dave Hanacek

**Music Choice
Alternative/Satellite**
PD: Justin Prager
MD: Gary Susalis

Sirius Alt Nation/Satellite*
OM: Gary Schoenwetter
PD: Rich McLaughlin
APD: Khaled Elsebaï
MD: Zach Brooks

XM Ethel/Satellite*
PD: Steve Kingston
MD: Erik Range

WFXH/Savannah, GA*
OM: Susan Groves
PD: Dustin Matthews
MD: Leslie Scott

KNDD/Seattle, WA*
PD: Lazlo
APD: Jim Keller
MD: Andrew Harms

KQRA/Springfield, MO*
PD: Kristen Bergman
MD: Shadow Williams

KPNT/St. Louis, MO*
PD: Tommy Mattern
APD: Kyle Guderian
MD: Scott Rizzuto

WKRL/Syracuse, NY*
PD: Scott Petibone
APD: Tim Noble
MD: Ty

WSUN/Tampa, FL*
PD: Shark

WRWK/Toledo, OH*
PD: Dan McClintock
APD/MD: Carolyn Stone

KFMA/Tucson, AZ*
PD: Matt Spry
MD: Greg Rampage

KMYZ/Tulsa, OK*
PD: Ken Wall
MD: Amber Fiedler

WWDC/Washington, DC*
PD: Chris Cruze
APD/MD: Danielle Flynn

WPBZ/West Palm Beach, FL*
PD: John O'Connell
MD: Nik Rivers

WSFM/Wilmington, NC
PD/MD: Mike Kennedy

ACTIVE

KEYJ/Abilene, TX
OM: Randy Jones
PD/MD: Frank Pain

KTEG/Albuquerque, NM*
OM/MD: Bill May
MD: Aaron "Buck" Burnett

WWXX/Appleton, WI*
PD/MD: Guy Dark

WCHZ/Augusta, GA*
OM: Harley Drew
PD: Chuck Williams

KRAB/Bakersfield, CA*
OM: Steve King
PD/MD: Danny Spinks
APD: Jared Mann

WIYY/Baltimore, MD*
PD: Dave Hill
APD/MD: Rob Heckman

WCPR/Biloxi, MS
OM: Kenny Vest
APD/MD: Maynard

WKGB/Binghamton, NY
OM/MD: Jim Free
APD/MD: Tim Boland

WAAF/Boston, MA*
PD: Ron Valeri
MD: Mistress Carrie

WEDG/Buffalo, NY*
PD/MD: Evil Jim

WYBB/Charleston, SC*
OM/MD: Mike Allen

WRXR/Chattanooga, TN*
OM: Kris Van Dyke
PD: Boner

WIL/Chicago, IL*
OM/MD: John Perry
PD: Tom Kief
MD: Sam Martin

KRQR/Chico, CA
OM: Chad Perry
PD: Neil Randall

KILO/Colorado Springs, CO*
PD: Ross Ford

WBZX/Columbus, OH*
PD: Hai Fish
APD/MD: Ronni Hunter

KNCN/Corpus Christi, TX*
OM/MD: Paula Newell
APD/MD: Monte Montana

KBPI/Denver, CO*
PD: Willie B.
APD/MD: Aaron "Double A" Montell

WRIF/Detroit, MI*
OM/MD: Doug Podell
APD/MD: Mark Pennington

KRBR/Duluth, MN
OM/MD: Mark Fleischer

KLAQ/EI Paso, TX*
OM/MD: Courtney Nelson
APD/MD: Glenn Garza

WGBF/Evansville, IN
OM/MD: Mike Sanders
APD/MD: Slick Nick

WWBN/Flint, MI*
OM: Jay Patrick
PD: Brian Beddoe
APD/MD: Tony LaBrie

KRZR/Fresno, CA*
OM/MD: E. Curtis Johnson
APD/MD: Rev



► **THE KILLERS'** "READ MY MIND," THE FOLLOW-UP TO THE NO. 1 "WHEN YOU WERE YOUNG," IS THE BIG MOVER ON THE CANADA ROCK CHART (37-20).

POWERED BY



THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE	ARTIST	IMPRINT / PROMOTION LABEL	PLAYS	
						TW	+/-
1	8	8	PARALYZER	FINGER ELEVEN	WIND-UP	619	+38
2	18	18	ANNA-MOLLY	INCUBUS	IMMORTAL/EPIC/SONY BMG	517	+14
3	17	17	SNOW ((HEY OH))	RED HOT CHILI PEPPERS	WARNER BROS./WARNER	497	-47
4	20	20	WELCOME TO THE BLACK PARADE	MY CHEMICAL ROMANCE	REPRISE/WARNER	431	-20
5	14	14	FALLEN LEAVES	BILLY TALENT	ATLANTIC/WARNER	413	-19
6	12	12	THE LONELY END OF THE RINK	THE TRAGICALLY HIP	UNIVERSAL	402	+4
7	25	25	PAIN	THREE DAYS GRACE	JIVE/SONY BMG	395	-1
8	18	18	LEVEL	THE RACONTEURS	THIRD MAN/V2	363	+6
9	21	21	REVELATIONS	AUDIOSLAVE	INTERSCOPE/EPIC/SONY BMG	315	-25
10	12	12	HOW LONG	HINDER	UNIVERSAL REPUBLIC/UNIVERSAL	308	+12
11	11	11	SILLYWORLD	STONE SOUR	ROADRUNNER/WARNER	267	+28
12	11	11	THIS AIN'T A SCENE, IT'S AN ARMS RACE	FALL OUT BOY	FUELED BY RAMEN/ISLAND/UNIVERSAL	257	+36
13	16	16	WHEN YOUR HEART STOPS BEATING	(+44)	INTERSCOPE/UNIVERSAL	256	-18
14	21	21	CHASING CARS	SNOW PATROL	POLYDOR/A&M/INTERSCOPE/UNIVERSAL	229	+8
15	16	16	LAY DOWN	PIRIESTESS	INDICA	220	+9
16	13	13	WITH A BULLET	SAM ROBERTS	UNIVERSAL	215	-16
17	22	22	JOKER AND THE THIEF	WOLFMOTHER	MODULAR/INTERSCOPE/UNIVERSAL	210	+25
18	4	4	DASHBOARD	MODEST MOUSE	EPIC/SONY BMG	191	+10
19	8	8	FROM YESTERDAY	30 SECONDS TO MARS	IMMORTAL/VIRGIN/EMI	185	-2
20	3	3	READ MY MIND	THE KILLERS	ISLAND/UNIVERSAL	181	+81
21	13	13	STARLIGHT	MUSE	WARNER BROS./WARNER	172	+12
22	11	11	LADIES AND GENTLEMEN	SALIVA	ISLAND/UNIVERSAL	163	+10
23	29	29	THE POT	TOOL	TOOL DISSECTIONAL/VOLCANO/SONY BMG	158	-7
24	12	12	WINDOW IN THE SKIES	U2	ISLAND/INTERSCOPE/UNIVERSAL	155	-34
25	2	2	EVERYTHING	BUCKCHERRY	ELEVEN SEVEN/ATLANTIC/WARNER	136	+41
26	4	4	BABY HATES ME	DANKO JONES	AQUARIUS/EMI	132	+28
27	30	30	LAND OF CONFUSION	DISTURBED	REPRISE/WARNER	132	-4
28	30	30	WHEN YOU WERE YOUNG	THE KILLERS	ISLAND/UNIVERSAL	132	-12
29	2	2	FAMOUS LAST WORDS	MY CHEMICAL ROMANCE	REPRISE/WARNER	129	+45
30	8	8	ILL PLACED TRUST	SLOAN	MURDERRECORDS/SONY BMG	124	-1

FOR WEEK ENDING FEBRUARY 4, 2007

WBVR/Ft. Wayne, IN
MD: Stiller

WRUF/Gainesville, FL
OM/MD: Harry Guscott
APD: Monica Rix
MD: Matt Lehtola

WKLQ/Grand Rapids, MI*
OM: Brent Alberts
PD: Michael Grey
MD: Splatz

WZOR/Green Bay, WI*
OM/MD: Michael Steele
APD: Cutter

WXQR/Greenville, NC*
OM: Rolf Pepple
PD/MD: Dave Tripp

WTPT/Greenville, SC*
OM/MD: Mark Hendrix

WQXA/Harrisburg, PA*
OM/MD: Ken Carson
MD: Nixon

WCCC/Hartford, CT*
PD: Michael Picozzi
APD/MD: Mike Karolyi

WAMX/Huntington, WV
PD/MD: Erik Raines
APD: Robin Wilds

WRTT/Huntsville, AL*
OM: Rob Harder

WRXW/Jackson, MS*
PD: Johnny Maze
APD/MD: Brad Stevens

WRZK/Johnson City, TN*
PD/MD: Scott Onks

KQRC/Kansas City, MO*
OM/MD: Bob Edwards
MD: Paul Marshall

WJXQ/Lansing, MI
PD: Sheri Vegas
MD: Darcy

KOMP/Las Vegas, NV*
PD: John Griffin
MD: Carlota

KZCD/Lawton, OK
PD: Don "Crittter" Brown

WXZZ/Lexington, KY*
OM: Robert Lindsey
PD: Kevin King
APD: Twitch

KDJE/Little Rock, AR*
OM: Sonny Victory
PD/MD: Jeff Petterson

WTFX/Louisville, KY*
PD: Charlie Steele
MD: Frank Webb

KFMX/Lubbock, TX
OM/MD: Wes Nessmann

WJJO/Madison, WI*
PD: Randy Hawke
APD/MD: Blake Patton

KFRQ/McAllen, TX*
PD/MD: Mike Quinn

KBRE/Merced, CA
PD/MD: Mikey Martinez
APD: Jason LaChance

WHDR/Miami, FL*
OM: David Israel
PD: Kevin Vargas
MD: Dave Hanson

KXXR/Minneapolis, MN*
OM: Dave Hamilton
PD: Wade Linder
APD/MD: Pablo

WRAT/Monmouth, NJ*
OM/MD: Carl Craft
APD/MD: Robyn Lane

WCLG/Morgantown, WV
OM/MD: Jeff Miller
MD: Dave Murdock

WBUZ/Nashville, TN*
OM: Jim Patrick
PD/MD: Russ Schenck

KATT/Oklahoma City, OK*
OM/MD: Chris Baker
MD: Jake Daniels

WYYX/Panama City, FL
PD: Jo Valentine
MD: Stroke

WTKX/Pensacola, FL*
PD: Joel Sampson
APD/MD: Mark The Shark

WIXO/Peoria, IL
OM: Ric Morgan
PD/MD: Matt Bahan

WMMR/Philadelphia, PA*
PD: Bill Weston
APD: Chuck Damico
MD: Sean "The Rabbi" Tysler

WYSP/Philadelphia, PA*
PD: Gil Edwards
MD: Jeff Sottolano

KUPD/Phoenix, AZ*
PD/MD: Larry McFeele

KDOT/Reno, NV
OM: Jim McClain
PD/MD: Jave Patterson

KRXQ/Sacramento, CA*
OM/MD: Jim Fox
PD: Pat Martin

WKQZ/Saginaw, MI
PD: Hoser
APD: Matt Bingham

WZBH/Salisbury, MD
OM: Sue Timmons
PD: Sean McHugh
APD: Julie McDonnell
MD: Chris Steele

KHTB/Salt Lake City, UT*
PD: Kayvon Motiee
APD/MD: Roger Orton

KISS/San Antonio, TX*
PD/MD: LA Lloyd

KIOZ/San Diego, CA*
OM: Jim Richards
PD/MD: Shauna Moran-Brown

KURQ/San Luis Obispo, CA
OM/MD: Andy Winford
APD/MD: Stephanie Bell

KXFX/Santa Rosa, CA
OM: Jeff Blazy
MD: Scott Less

Music Choice Rock/Satellite
PD: Justin Prager
MD: Gary Susalis

Sirius Octane/Satellite*
PD: Jose Mangin
MD: Tom Wilkinson

XM Squizz/Satellite*
PD: Bodhi

KISW/Seattle, WA*
OM/MD: Dave Richards
APD: Ryan Castie

WHBZ/Sheboygan, WI
PD: Ron Simonet

WRBR/South Bend, IN
OM/MD: Ron Stryker

KHTQ/Spokane, WA*
PD/MD: Barry Bennett
APD: Kris Siebers

TRIPLE A



Triple A attracts quality adult audience

World Class Listeners

John Schoenberger

JSchoenberger@RadioandRecords.com

any triple A stations describe their music as “world class,” “quality” or “the finest,” but these descriptors are just as accurate in defining the format’s audience. For sure, triple A stations generate solid target-demo ratings in the markets they serve, but most of the format’s sales departments focus more on the qualitative aspects of the audience it attracts. The highly affluent and active adults triple A reaches are a true calling card for any sales rep reaching out to a potential client.

Several indicators demonstrate the format has fared well with this approach, such as Miller, Kaplan, Arase and Co.’s annual power ratio chart. In the most recent rankings, triple A’s ability to convert audience share into revenue was especially high with a power ratio of 1.58, third among 29 formats tracked, trailing only all-news and hot AC.

After 35 years in the market, Sean Smith, marketing director for CBS Radio’s WXRT/Chicago, says the issue isn’t convincing local advertisers that there is a desirable audience the station appeals to. The real challenge is with national agencies, many which make decisions based purely on quantitative Arbitron ratings. This is where sellers usually shift their pitches to the station’s strong qualitative profile.



Smith

“We point out Media Audit and Qaulitap indexing information to the buyers to demonstrate what makes the triple A listener unique,” Smith says. “Another way is simply by pointing out the kinds of clients we have—financial institutions versus tattoo parlors, for example. This serves to spotlight the caliber of listeners we draw.”

Triple A is also a successful format on the noncommercial end of the dial. While Santa Monica College’s KCRW/Los Angeles offers a mix of news/talk and music, the audience it draws parallels its commercial counterparts.

“When an underwriter comes to us they have a specific type of audience they wish to reach, and they already have a sense of what the station represents and who it attracts,” KCRW GM Ruth Seymour says. “Generally we don’t need to quote numbers and rankings to close the deal, but I will say that it takes time and persistence to establish a station that has that kind of reputation.”

Fit is a key factor. Some of triple A’s most successful outlets occasionally decline a time buy if they feel the product being advertised doesn’t belong on the radio station.

“We like to call it ‘smart radio.’” Clear Channel KBCO/Denver sales manager Danna Keefe says. “Frankly, sometimes that means that someone who wants to advertise with us simply doesn’t fit the brand of the station. In that case, we’d direct them to another one of our stations that is better-suited for their needs.

“The integrity of the station is very important to us. But having integrity in terms of dealing with a client is equally important. We want it to work for them, too. It is the right way to deal with them, and we feel that honesty will pay off for us in the long run,” she adds.

New Frontiers

Nontraditional revenue has been the big buzzword for several years now, and triple A stations have heeded the call by developing sponsorship partners for their many benchmark events.



▶ MADELEINE PEYROUX’S “A LITTLE BIT” CLIMBS ONTO THE CHART AT NO. 28.

		TRIPLE A INDICATOR		PLAYS	
THIS WEEK	LAST WEEK	TITLE ARTIST	IMPRINT / PROMOTION LABEL	TW	+/-
1	1	9 THINKING ABOUT YOU NORAH JONES	BLUE NOTE/BIG	670	+28
2	2	15 NEW SHOES PAOLO NUTINI	ATLANTIC	601	+1
3	3	10 WINDOW IN THE SKIES U2	ISLAND/INTERSCOPE	538	-35
4	4	11 SNOW ((HEY OH)) RED HOT CHILI PEPPERS	WARNER BROS.	514	-2
5	5	18 SEE THE WORLD GOMEZ	ATO/RED	475	13
6	7	10 THINK I'M IN LOVE BECK	INTERSCOPE	448	+22
7	6	19 OTHER SIDE OF THE WORLD KT TUNSTALL	RELENTLESS/VIRGIN	421	-12
8	9	4 SLY THE CAT EMPIRE	VELOUR	386	+36
9	12	6 PHANTOM LIMB THE SHINS	SUB POP	344	+26
10	17	3 YOU'RE ALL I HAVE SNOW PATROL	POLYDOR/J&M/INTERSCOPE	327	+35
11	15	2 DANGER J.J. CALE & ERIC CLAPTON	DUCK/REPRISE	323	+15
12	18	3 ARE YOU ALRIGHT? LUCINDA WILLIAMS	LOST HIGHWAY	318	+27
13	10	12 O VALENCIA! THE DECEMBERISTS	CAPITOL	314	-27
14	14	17 SATELLITE GUSTER	REPRISE	312	-3
15	23	2 LOOK AFTER YOU THE FRAY	EPIC	311	+68
16	11	10 NOTHING IN MY WAY KEANE	INTERSCOPE	310	-13
17	13	6 TUFF KID SHAWN COLVIN	NONESUCH/REPRISE	309	-8
18	8	11 LET IT BE SUNG JACK JOHNSON WITH MATT COSTA & ZACH GILL	BRUSHFIRE/UNIVERSAL REPUBLIC	296	-58
19	21	2 DASHBOARD MOESET MOUSE	EPIC	289	+24
20	19	5 ONE STEP CLOSER TO YOU MICHAEL FRANTI AND SPEARHEAD	ANTI-/EPITAPH	288	-3
21	16	9 WIND IT UP BARENAKED LADIES	DESPERATION/NETTWERK	262	-35
22	25	5 BELIEF JOHN MAYER	AWARE/COLUMBIA	237	0
23	22	14 WHO DIVIDED JOAN OSBORNE	VANGUARD	220	-43
24	26	2 HEAVENLY DAY PATTY GRIFFIN	ATO/RED	216	+17
25	20	15 FLIRTING WITH TIME TOM PETTY	AMERICAN/WARNER BROS.	216	-55
26	28	3 PLEASE STAY MINDY SMITH	VANGUARD	213	+23
27	24	17 MY WAY LOS LONELY BOYS	ONE HAVEN/OR/EPIC	211	32
28	NEW	A LITTLE BIT MADELEINE PEYROUX	ROUNDER	203	+26
29	2	AIN'T NOTHING WRONG WITH THAT ROBERT RANDOLPH & THE FAMILY BAND	WARNER BROS.	203	+15
30	NEW	LIFE KELLER WILLIAMS	SCIFIDELITY	200	+14

FOR WEEK ENDING FEBRUARY 4, 2007

Who Listens?

Top Demos

1. Adults 35-44
2. Adults 25-34
3. Adults 45-54

Annual Income

1. \$100,000-plus
2. \$75,000-plus
3. \$50,000-plus

Occupation

1. Professional/technical
2. Proprietor/managerial

Education

1. College graduate
2. Advanced college degree

Marital Status

1. Married
2. Divorced/separated

Household Type

1. Affluent full nesters
2. Affluent empty nester

Top Dayparts

1. 3 p.m.-7 p.m.
2. 5 a.m.-10 a.m.

Source: The Media Audit

“On-air spots are just one of many options clients can avail themselves of today to reach the extremely loyal WXRT listener,” Smith says. “There is a reason that literally every Chicago street fair, festival and neighborhood event wants us involved. They know our audience is the kind that goes out, volunteers their time and supports the community and its businesses.”

Clients looking to align their products and services with XRT-branded events often want exclusivity when committing dollars. Many strategic alliances are between the station and only one sponsor. The key is ensuring the marriage offers value for both partners.

Much has been said about Clear Channel’s “Less Is More” clutter-reduction initiative. Keefe says the first year has been an evolution, but thinks the station is now gaining good traction with the program. “If you look at a station like KBCO, the rates we get were prohibitive for a certain level of client to afford the station. Now they have a menu that allows them to get on the air and still remain within their budget.

“The approach is somewhat different when you are selling 60s, 30s, 15s, five-second adlets and even one-second blinks,” she says. “It takes a while for the client to realize they are still reaching the same audience regardless of how long the spot is. The adlets are actually proving to get great results for the right type of client.”

Flat radio industry revenue coupled with the fact that there are only so many large-scale events a station can pull off in a year has forced broadcasters to seek out growth in other areas. Online initiatives are beginning to pay off. While more clients are becoming more cognizant of what radio has to offer on the Web, the sales reps are the ones who still have to bring it up, more often than not.

Keefe says, “The more specific products we have to offer them on our Web site, the more they are willing to give one a try. Things like video-on-demand or streaming-channel spots are definitely growing, in addition to the standard banners and links.

“Our advertisers want us to think outside of the box and come up with new ways to reach our listeners, so it isn’t a hard sell in that respect. But they also want to be assured of getting results. No matter what way they choose to work with us, it is still our desirable audience that closes the deal.”

R&R

▶ REGINA SPEKTOR'S "FIDELITY" USES A 41% INCREASE TO SCORE THE CHART'S LONGEST POSITION JUMP (28-20).



THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE ARTIST	NIelsen BDS CERTIFICATIONS IMPRINT / PROMOTION LABEL	PLAYS TW +/-	AUDIENCE MILLIONS RANK
1	1	19	SEE THE WORLD COMEZ	NO. 1 (4 WKS) ATO/RED	41E -20	1.670 2
2	3	14	NEW SHOES PAOLO NUTINI	ATLANTIC	38S +6	1.408 3
3	2	13	WINDOW IN THE SKIES UZ	ISLAND/INTERSCOPE	37I -15	1.741 4
4	4	18	SNOW ((HEY OH)) RED HOT CHILI PEPPERS	WARNER BROS.	34C -23	1.406 4
5	5	11	THINKING ABOUT YOU NORAH JONES	BLUE NOTE/BIG	317 -12	1.378 5
6	6	15	THINK I'M IN LOVE BECK	INTERSCOPE	316 +3	1.219 7
7	8	21	SATELLITE CUSTER	REPRISE	293 +18	1.273 6
8	7	19	OTHER SIDE OF THE WORLD KT TUNSTALL	RELENTLESS/VIRGIN	283 -12	0.898 13
9	1	12	NOTHING IN MY WAY KEANE	INTERSCOPE	261 +16	1.129 9
10	2	7	YOU'RE ALL I HAVE SNOW PATROL	POLYDOR/A&M/INTERSCOPE	247 +5	1.052 10
11	10	24	I WILL FOLLOW YOU INTO THE DARK DEATH CAB FOR CUTIE	ATLANTIC	242 -7	1.162 8
12	13	8	PHANTOM LIMB THE SHINE	SUB POP	238 +9	0.927 11
13	9	11	BELIEF JOHN MAYER	AWARE/COLUMBIA	220 -30	0.914 12
14	16	3	DANGER J.J. CALE & ERIC CLAPTON	DUCK/REPRISE	196 +54	0.773 15
15	15	14	O VALENCIA! THE DECEMBERISTS	CAPITOL	194 -2	0.581 19
16	17	4	DASHBOARD MODEST MOUSE	EPIC	188 +20	0.788 14
17	16	3	LOOK AFTER YOU THE FRAY	EPIC	180 +10	0.585 18
18	20	5	SLY THE CAT EMPIRE	VELOUR	131 -4	0.503 22
19	19	15	MY WAY LOS LONELY BOYS	ONE HAVEN/OR/EPIC	118 -22	0.483 23
20	2E	2	FIDELITY REGINA SPEKTOR	SIRE/WARNER BROS.	117 +34	0.457 25
21	24	5	TAMACUN RODRIGO Y SABRIELA	ATO/RED	109 +E	0.615 16
22	21	13	FLIRTING WITH TIME TOM PETTY	AMERICAN/WARNER BROS.	107 -1C	0.386 28
23	23	4	AIN'T NOTHING WRONG WITH THAT ROBERT RANDOLPH & THE FAMILY BAND	WARNER BROS.	106 +2	0.440 26
24	NEW		READ MY MIND THE KILLERS	ISLAND/IDJMG	103 +3E	0.518 21
25	22	19	RIDE THE RIVER J.J. CALE & ERIC CLAPTON	DUCK/REPRISE	97 -12	0.605 17
26	NEW		GRACE KELLY MIKA	CASA BLANCA/UNIVERSAL REPUBLIC	95 +25	0.218 -
27	NEW		TELL ME 'BOUT IT JOSS STONE	VIRGIN	89 +58	0.228 -
28	NEW		GRAVITY JOHN MAYER	AWARE/COLUMBIA	87 +27	0.534 20
29	RE-ENTRY		THUNDER ON THE MOUNTAIN BOB DYLAN	COLUMBIA	87 +9	0.256 -
30	29	2	HEAVENLY DAY PATTY GRIFFIN	ATO/RED	87 +5	0.480 24

THIS WEEK	TITLE ARTIST / IMPRINT / PROMOTION LABEL	PLAYS TW LW
1	WAITING ON THE WORLD TO CHANGE JIMMY MAYER (AWARE/COLUMBIA)	204 202
2	CHASING CARS SNOW PATROL (POLYDOR/A&M/INTERSCOPE)	189 200
3	HOW TO SAVE A LIFE THE FRAY (EPIC)	162 155
4	WHEN YOU WERE YOUNG THE KILLERS (ISLAND/IDJMG)	145 157
5	THEE MORE DAYS RAY LA MONTAGNE (RCA/RMG)	128 168

THIS WEEK	TITLE ARTIST / IMPRINT / PROMOTION LABEL	PLAYS TW LW
6	SUDDENLY I SEE KT TUNSTALL (RELENTLESS/VIRGIN)	117 131
7	SHOUT OUT LOUD AMOS LEE (BLUE NOTE/BIG)	101 124
8	CRAZY GNARL S BARKLEY (DOWNTOWN/ATLANTIC/LAVA)	100 97
9	NOTHING LEFT TO LOSE MAT KEARNEY (AWARE/COLUMBIA)	100 111
10	FOR US PETE DORN (RED INK/COLUMBIA)	97 131

MOST ADDED

TITLE ARTIST / LABEL	NEW STATIONS
TELL ME 'BOUT IT Joss Stone (VIRGIN) KPRI, WBOS, WCLZ, WNCS, WXRV, WZEW, WZGC	7
STARS AND BOULEVARDS Augustana (EPIC) KINK, WBOS, WOOD, WTTS	4
READ MY MIND The Killers (ISLAND/IDJMG) WDOO, WZEW	2
GRAVITY John Mayer (AWARE/COLUMBIA) WCLZ, WZEW	2
YOU CAN BRING ME FLOWERS Ray LaMontagne (RCA/RMG) WCLZ, WXRV	2
YOU GIVE ME SOMETHING James Morrison (POLYDOR/INTERSCOPE) WBOS, WRLT	2
SOMEDAY John Mellencamp (UNIVERSAL REPUBLIC/UME) KPRI, WXRV	2
UNDENIABLE Mat Kearney (AWARE/COLUMBIA) WBOS	1
LIKE A STAR Corinne Bailey Rae (CAPITOL) WNCS	1

ADDED AT... WZEW

Mobile, AL
PD: Gene Murrell
MD: Leeann Konik-Camp
The Killers, Read My Mind, 13
John Mayer, Gravity, 11
Mika, Grace Kelly, 6
Joss Stone, Tell Me 'Bout It, 2
FOR MORE STATIONS GO TO:
www.RadioandRecords.com

NEW AND ACTIVE

TITLE ARTIST / LABEL	PLAYS /GAIN	TITLE ARTIST / LABEL	PLAYS /GAIN
ARE YOU ALRIGHT? Lucinda Williams (LOST HIGHWAY) TOTAL STATIONS: 14	82/8	TUFF KID Shawn Colvin (NONESUCH/REPRISE) TOTAL STATIONS: 6	49/0
PRESSURE SUIT Aqualung (COLUMBIA) TOTAL STATIONS: 11	68/15	YOU CAN BRING ME FLOWERS Ray LaMontagne (RCA/RMG) TOTAL STATIONS: 5	45/9
SOMEDAY John Mellencamp (UNIVERSAL REPUBLIC/UME) TOTAL STATIONS: 5	65/7	9 CRIMES Damien Rice (HEFFA/VECTOR/WARNER BROS.) TOTAL STATIONS: 8	45/4
NAIVE The Kooks (ASTRALWERKS) TOTAL STATIONS: 9	63/20	BOUND BY LOVE Gran Bel Fisher (HOLLYWOOD) TOTAL STATIONS: 7	44/7
STARS AND BOULEVARDS Augustana (EPIC) TOTAL STATIONS: 6	53/20	WORLD Five For Fighting (AWARE/COLUMBIA) TOTAL STATIONS: 3	42/0

MOST INCREASED PLAYS

+58 TELL ME 'BOUT IT Joss Stone (Virgin) SISP +13, WRNR +12, WZGC +9, WRLT +9, WBOS +6, WDOO +5, WTTS +3, KINK +2
+54 DANGER J.J. Cale & Eric Clapton (Duck/Reprise) KMTT +6, SISP +13, WBOS +9, WRLT +7, WDOO +7, KPRI +4, WXRV +3, KGSR +1, KFOG +1
+38 READ MY MIND The Killers (Island/IDJMG) WTTS +16, WZEW +9, WRNR +8, KENZ +4, WBOS +2, WDOO +2, KMTT +1
+34 FIDELITY Regina Spektor (Sire/Warner Bros.) WZEW +1, WBOS +8, WXRV +7, WTTS +7, KMTT +3, KPRI +3, KENZ +2, WNCS +2, WRNR +1
+29 YOU GIVE ME SOMETHING James Morrison (Polydor/Interscope) WXRV +13, WDOO +10, WZGC +3, WBOS +2, KMTT +1

FOR WEEK ENDING FEBRUARY 4, 2007
LEGEND: See legend to charts in charts section for rules and symbol explanations.
23 Triple A stations are electronically monitored by Nielsen Broadcast Data Systems 24 hours a day, 7 days a week. Indicator chart comprised of 53 reporters.
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the alternate Routes
MYSACE FEATURED ARTIST

MOST ADDED!
ALREADY ON WBOS, WTTS, WXRV, WNCS & OVER A DOZEN MORE!
EARLY SPINS AT KTCZ, KFOG, KBCO, KINK, & KMTT!

FILM/TV PLACEMENTS ALREADY ON LAGUNA BEACH, THE HILLS, & VAN WILDER 2
MOVIE & SOUNDTRACK

NEW VIDEO FOR "TIME IS A RUNAWAY" DIRECTED BY LISA CHOLODENKO
(LAUREL CANYON, HIGH ART, PLUS EPISODES OF SIX FEET UNDER, THE L WORD, HOMICIDE: LIFE ON THE STREETS) IN STORES MARCH 13



AMERICANA

TRIPLE A

THIS WEEK	LAST WEEK	TITLE ARTIST	IMPRINT / PROMOTION LABEL	PLAYS		
				TW	+/-	CUMULATIVE
1	3	ENDLESS HIGHWAY THE MUSIC OF THE BAND VARIOUS	429/SLG	413	+29	1265
2	2	PRETTY LITTLE STRANGER JOAN OSBORNE	VANGUARD	379	-4	4277
3	10	WEST LUCINDA WILLIAMS	LOST HIGHWAY	331	+142	742
4	5	STATE OF GRACE THE HOLMES BROTHERS	ALLIGATOR	326	+11	1116
5	4	HORSESHOES AND HAND GRENADES TRENT SUMMAR AND THE NEW ROW MOB	PALO DURO	300	-16	3455
6	6	NASHVILLE SOLOMON BURKE	SHOUT! FACTORY	288	-25	7748
7	9	HAMMER OF THE HONKY TONK GODS BILL KIRCHEN	PROPER AMERICAN	280	+25	1013
8	3	SONGBIRD WILLIE NELSON	LOST HIGHWAY	277	-41	4036
9	7	HEARTBREAKERS HALL OF FAME SUNNY SWEENEY	SUNNY SWEENEY	262	-12	2797
10	7	THE ROAD TO ESCONDIDO J.J. CALE & ERIC CLAPTON	DUCK/REPRISE	258	-30	2647
11	33	VIRIDIAN GREENCARDS	DUALTONE	225	+95	373
12	10	DEATH SONGS FOR THE LIVING GOB IRON	TRANSMIT SOUND/LEGACY	213	-29	2572
13	12	WORKBENCH SONGS GUY CLARK	DUALTONE	212	-10	7559
14	11	RUBY'S TORCH NANCI GRIFFITH	ROUNDER	208	-31	2093
15	6	THIRTEEN TONY FURTADO	FUNZALO	203	-4	1935
15	26	THE SHOE BOX JAY BOY ADAMS	ROCKIN' HEART/SMITH	199	+53	594
17	3	LONG ISLAND SHORES MINDY SMITH	VANGUARD	196	-16	4974
18	38	NOT TOO LATE NORAH JONES	BLUE NOTE/BLG	187	+54	708
19	14	BIG IRON WORLD OLO CROW MEDICINE SHOW	NETTWERK	184	-23	8390
20	16	MODERN TIMES BOB DYLAN	COLUMBIA	178	-23	7286
21	40	BLIND MAN WALKING CADILLAC SKY	SKACCS FAMILY	173	+49	474
22	20	COLD BEER & HOT TAMALES THE MCKAY BROTHERS	MEDINA RIVER	170	-4	3249
23	21	ENOUGH ROPE CHRIS KNIGHT	DRIFTER'S CHURCH PRODUCTIONS	167	-7	7440
24	22	VIVA! TERILINGUA! NEUVO! - SONGS OF LUCKENBACH VARIOUS	PALO DURO	165	-7	1260
25	33	QUARTET PETER ROWAN & TONY RICE	ROUNDER	161	+125	197
26	17	ORPHANS: BRAWLERS, BAWLERS AND BASTARDS TOM WAITS	ANTI-/EPITAPH	156	-38	1968
27	23	HAIR IN MY EYES LIKE A HIGHLAND STEER CORB LUND	STONY PLAIN	156	0	4123
28	24	BOUNDARY COUNTY EILEEN JEWELL	SIGNATURE SOUNDS	156	+2	1887
29	9	LOVE LIKE A MULE STOLL VAUGHAN	SHADOWDOG	149	-30	4351
30	64	PUSH COMES TO SHOVE JOHN HAMMOND	BACK PORCH/BLG	149	+73	266

TRIPLE A REPORTERS

- WAPS/Akron, OH**
OM: Andrew James
PD/MD: Bill Gruber
- WXRT/Chicago, IL***
OM/MD: John Farneda
PD: Norm Winer
- WBJB/Monmouth, NJ**
OM: Tom Brennan
PD: Rich Robinson
APD: Leo Zaccari
MD: Jeff Raspe
- KRSH/Santa Rosa, CA**
PD/MD: Pam Long
- KNBA/Anchorage, AK**
OM/MD: Loren Dixon
MD: Danny Preston
- WCBE/Columbus, OH**
OM: Tammy Allen
PD: Dan Mushalko
MD: Maggie Brennan
- KPIG/Monterey, CA**
OM: Frank Caprista
PD/MD: Laura Ellen Hopper
APD: Aileen MacNeary
- Music Choice Adult Alternative/Satellite**
OM: Leanne Vince
MD: Dave Sloan
- WQKL/Ann Arbor, MI**
MD: Mark Copeland
- WMWV/Conway, NH**
PD/MD: Mark Johnson
- WRLT/Nashville, TN***
OM/MD: David Hall
APD/MD: Rev. Keith Coes
- Music Choice Adult Alternative/Satellite***
PD: Justin Prager
MD: Tiffany Sinder
- KSPN/Aspen, CO**
PD: Sara Guttman
- KHUM/Eureka, CA**
OM: Cliff Berkowitz
PD/MD: Mike Dronkers
APD: Larry Trask
- Sirius Spectrum/Satellite***
PD: Gary Schoenwetter
MD: Sean Mascoll
- WZGC/Atlanta, GA***
PD: Michelle Engel
APD: Chris Brannen
MD: Margot Smith
- WFUV/New York, NY**
PD: Chuck Singleton
MD: Rita Houston
- XM Cafe/Satellite**
PD: Bill Evans
MD: Brian Chamberlain
- KGSR/Austin, TX***
OM: Chase
PD: Jody Denberg
APD: Jyl Hershman-Ross
MD: Susan Castle
- WRSI/Northampton, MA**
PD: Sean O'Mealy
MD: Johnny Memphis
- KEXP/Seattle, WA**
OM: Tom Mara
PD: Kevin Cole
APD: John Richards
MD: Don Yates
- KUT/Austin, TX**
PD: Hawk Mendenhall
MD: Jeff McCord
- KDBB/Park Hills, MO**
OM/MD: Greg Camp
APD: Glenn Berry
- KMTT/Seattle, WA***
PD: Shawn Stewart
APD/MD: Haley Jones
- WRNR/Baltimore, MD***
OM/MD: Bob Waugh
APD/MD: Alex Cortright
- WEHM/Hamptons, NY**
PD: Brian Cosgrove
MD: Lauren Stone
- WKZE/Sharon, CT**
OM: Will Stanley
PD: Tim Schaefer
MD: Will Bailies
- WTMD/Baltimore, MD**
PD/MD: Mike "Matthews" Vasilikos
- KSUT/Ignacio, CO**
PD: Steve Rauworth
MD: Stasia Lanier
- WYEP/Pittsburgh, PA**
PD: Rosemary Welsh
MD: Mike Sauter
- WNCW/Spindale, NC**
APD/MD: Martin Anderson
- KLRR/Bend, OR**
OM/MD: Doug Donoho
APD: Dori Donoho
- WTTTS/Indianapolis, IN***
PD: Brad Holtz
APD/MD: Laura Duncan
- KCLC/St. Louis, MO**
PD: Rich Reighard
MD: Will Baker
- KRVB/Boise, ID**
OM/MD: Dan McColly
MD: Tim Johnstone
- KMTN/Jackson, WY**
PD/MD: Mark "Fish" Fishman
- KFMU/Steamboat Springs, CO**
PD/MD: John Johnston
- WBOS/Boston, MA***
OM: Buzz Knight
PD: David Ginsburg
MD: Dana Marshall
- KTBC/Kansas City, MO**
PD: Jon Hart
MD: Byron Johnson
- KTAO/Taos, NM**
OM: Dave Noll
PD/MD: Brad Hockmeyer
- WXR/VBoston, MA***
APD: Tom Wilber
- KOHO/Leavenworth, WA**
PD: Sue Meyers
MD: Carl Widing
- KWMT/Tucson, AZ***
OM: Tim Richards
PD: Blake Rogers
- KMMS/Bozeman, MT**
OM/MD: Michelle Wolfe
- KOHL/Leesville, LA**
OM: Rick Barnickel
PD/MD: Sandy Blackwell
- WVOD/Wanchese, NC**
PD: John Mathews
- KYSL/Breckenridge, CO**
PD: Tom Fricke
MD: TJ Sanders
- KROK/Leesville, LA**
OM: Rick Barnickel
PD/MD: Sandy Blackwell
- WXP/K/White Plains, NY**
PD: Chris Herrmann
APD/MD: Rob Lipshutz
- WNCS/Burlington, VT***
PD: Zeb Norris
APD/MD: Jamie Canfield
- WFPK/Louisville, KY**
OM: Brian Conn
PD: Stacy Owen
APD: Laura Shine
- KPRI/San Diego, CA***
OM: Bob Burch
APD: Sean Smith
- WMVY/Cape Cod, MA**
PD: PJ Finn
- WMMM/Madison, WI***
PD: Pat Gallagher
MD: Gabby Parsons
- WUIN/Wilmington, NC**
PD: Beau Gunn
MD: Michelle Daniel
- WCOO/Charleston, SC***
OM: Mike Allen
PD: Ron Bowen
- KTCZ/Minneapolis, MN***
PD: Lauren MacLeash
MD: Thorn
- KFOG/San Francisco, CA***
PD: David Benson
MD: Kelly Ransford
- WNRN/Charlottesville, VA**
OM: Jeff Reynolds
PD: Michael Friend
MD: Jaz Tupelo
- WZEW/Mobile, AL***
OM: Tim Camp
PD: Gene Murrell
MD: Lee Ann Konik-Camp
- WDDO/Chattanooga, TN***
OM/MD: Danny Howard
MD: Brad Steiner
- KBAC/Santa Fe, NM**
PD/MD: Ira Gordon

* Monitored Reporters

60



- WEST 20**
Lucinda Williams (LOST HIGHWAY)
- QUARTET 12**
Peter Rowan & Tony Rice (ROUNDER)
- VIRIDIAN 11**
Greencards (DUALTONE)
- PUSH COMES TO SHOVE 13**
John Hammond (BACK PORCH/BLG)
- THE WEST WAS BURNING 11**
Martha Scanlan (SUGAR HILL)
- SPEND IT ALL 10**
Bow Thayer (CROOKED ROOT)

FOF WEEK ENDING FEBRUARY 4, 2007

The Americana 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. © 2007 Americana Music Association.

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LATIN



Luis Jiménez on reaching mega-success and making big bucks

Million-Dollar Advice

Jackie Madrigal

JMadrigal@RadioandRecords.com

Luis Jiménez knows a thing or two about being a superstar radio personality. Until late last year he was the host of New York's No. 1 morning show, "El Vacilón de la Mañana," on Spanish Broadcasting System's WSKQ (Mega). Then, after contract negotiations with SBS failed, he joined radio giant Univision Radio. Jiménez is one of only three Latin radio personalities who can claim mega-star status and command a huge salary. The others are Eddie "Piolín" Sotelo, also a Univision family member, whose show "Piolín por la Mañana" originates at KSCA (La Nueva)/Los Angeles and is syndicated in 20 markets, and Renán Almendárez Coello (El Cucuy), host of SBS KLAX/Los Angeles' "El Cucuy de la Mañana."

But why is this list so short? How did Jiménez, Sotelo and Almendárez Coello reach national recognition and success? Jiménez says it's a mix of "talent and luck," and he goes on to share some valuable advice.

Why are there so few superstar radio personalities in the Latin market compared with the English-language market?

Piolín, Cucuy and I were lucky enough to develop our shows at a time when our stations were owned by small companies and allowed talent to experiment without so many restrictions. Today, DJs are limited to doing "risk-free radio," and that style of radio is boring. We were able to explore and develop our own style, which attracted millions of listeners, and we were able to create our own bold, risky and unpredictable formula. Only a few of us survived the Janet Jackson breast incident. That boob changed radio's history.

Besides working hard, having talent and the desire to make it, what would you say is the secret of on-air success?

Passion for what you do to the point that it becomes your life. Many will call you crazy and antisocial, but you have to live for your show.

How can radio develop more great personalities? And should companies invest more time and resources in that development?

Many companies prefer not to develop "stars" because they fear depending too much on one person and they would rather the station be the star. But you also have to realize that it can take a DJ years to develop a great show, and many companies don't have the patience to wait for a show that may never grow. Only those that take risks succeed.

What do you think is lacking in the Latin market?

More entertaining people in radio, and not these "robots" who always say the same thing. Then, of course, there is a problem with how little Hispanic radio stations pay their talent. Very few Latin DJs are compensated as much as their counterparts at Anglo radio, even if [the Latin DJs] have more ratings.

Your new salary per year is estimated to be in the millions. Do you think having received such compensation will help other DJs fight for a better paycheck?

Yes. In fact, several colleagues have already thanked me for setting a precedent and for demanding what we are worth. If stations make millions from what we create, we should make a lot of money, too.

Univision Radio now has two superstar personalities, Piolín and you. Some would say it's a perfect rivalry. What would you say to that?

One of the first people who called me when I signed with Univision was Piolín, who



► FROM ITS NEW CD/DVD "AMANTES SUNT AMENTES," EMO-ROCK QUARTET **PANDA** CHARGES ONTO THE ROCK/ALTERNATIVE CHART AT NO. 3 WITH "NARCISISTA POR EXCELENCIA."

ROCK/ALTERNATIVE

THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE	ARTIST	IMPRINT / PROMOTION LABEL
1	1	15	COMPLEMENTO	ATERCIDPELADOS	NACIONAL
2	2	20	A DONDE VAN LOS MUERTOS	KINKY	NETTWERK
3	NEW		NARCISISTA POR EXCELENCIA	PANDA	WARNER MUSIC LATINA
4	3	12	FRAGIL	ALLISON	SONY BMG NORTE
5	4	17	LA EXEPCION	GUSTAVO CERA TI	SONY BMG NORTE
6	5	5	HOUDINI 2	ENANITOS VERDES	UNIVERSAL LATINO
7	9	16	EL COLMO	BABASONICOS	UNIVERSAL LATINO
8	7	7	SISMO	DIVISION MINUSCULA	UNIVERSAL LATINO
9	8	8	ME PUEDES	LA GUSANA CIEGA	UNIVERSAL LATINO
10	13	20	EL DEJADO	INSPECTOR	UNIVERSAL LATINO
11	15	20	UNA FAMILIA	OHIRA	UNIVERSAL LATINO
12	14	15	SNAKE	LOS BURBANKS	INFIDEL/V&J
13	11	14	LA PARTE DE ADELANTE	LOS FABULOSOS CADILLACS	SONY BMG NORTE
14	6	6	A LA MODE	LOS ABANDONED	VAPOR/SANCTUARY
15	NEW		TE VISTES Y TE VAS	LOS BUNKERS	NACIONAL
16	19	8	AHORA QUE NO ESTAS	LOS BUNKERS	NACIONAL
17	17	9	NO	DELASONICA	DAK MUSIC/V&J
18	16	10	BENDITA TU LUZ	MANA	WARNER LATINA
19	NEW		NI FREUD NI TU MAMA	BELINDA	EMI TELEVISIA
20	NEW		NO ME DESTRUYAS	ZOE	EMI TELEVISIA

RECORD POOL

THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE	ARTIST	IMPRINT / PROMOTION LABEL
1	1	10	NO HAY MANERA	EL GRAN COMBO DE PUERTO RICO	DISCOS 605/SONY BMG NORTE
2	4	9	VALE LA PENA	YOSKAR SARANTE	J & N
3	7	7	MUEVETE	DON DINERO FEAT. N.O.R.E	UNIVERSAL LATINO
4	5	6	MONEY MONEY	RBD	VIRGIN/EMI TELEVISIA
5	8	4	SHORTY SHORTY	XTREME	LA CALLE/UNIVISION
6	9	2	TOMA NENA (MANOPLASO)	BABY RASTA	CBM/UNIVERSAL LATINO
7	6	14	ELLA VOLVIO	N'KL ABE	SONY BMG NORTE
8	11	13	EN EL AMOR	JOE VERAS	J & N
9	10	6	PEGAO	WISIN & YANDEL FEAT. LOS VAQUEROS	MACHETE
10	16	5	VUELVO A CALI	SONORA CARRUSELES	FUENTES/MIAMI
11	2	13	LAS SOLTERAS	MACH & DADDY	UNIVERSAL LATINO
12	13	9	LA BOTELLA	LOS NUEVOS SABROSO	M.P.
13	12	14	NOCHE DE ENTIERRO (NUESTRO AMOR)	LUNY TUNES FEAT. WISIN & YANDEL, DADDY YANKEE, HECTOR "EL FATHER", TONNY TUNTUN	MASFLOW/MACHETE
14	3	13	LA OTRA	ILEGALES FEAT. MONCHY & ALEXANDRA	UNIVERSAL LATINO
15	14	5	QUIEN LO HARIA POR TI	ALEX BUENO	J & N
16	RE-ENTRY		HAZME EL AMOR	OTN FEAT. PAQUITO GUZMAN	SILVA
17	NEW		IMAGINATE	GALLEGO	MACHETE
18	18	11	MIA	TITO "EL BAMBINO" FEAT. DADDY YANKEE	EMI TELEVISIA
19	17	2	SOLA	HECTOR "EL FATHER"	VII/MACHETE
20	15	11	YO NO SE	LOS AMIGOS INVISIBLES	GOZADERA



Jiménez

very kindly welcomed me to the company. It hasn't even crossed my mind that he and I can be at odds.

What are your plans, short and long term? What about your return to the New York market in 2008?

I'm working on my new show, "El Show de Luis Jiménez"—I used my name so that way no one can take it away from me. I'm not sure in how many markets the show will launch, but I think in the beginning it'll be five or six. As far as 2008 in New York, I can guarantee that it will be the biggest comeback in radio's history.

Does competition intimidate, scare, motivate or inspire you?

All of the above. Fear is part of surviving. Never underestimate competition. And, ironically, you should pay more attention to those who criticize you rather than those around you who tell you, "You're the best," because the day you believe those words, you will no longer be the best.

What's the best, most sincere, no-bull advice you can give DJs out there dreaming of having the success you have?

Don't kill yourself looking for new ideas. Everything you could ever do at radio has already been done. The secret is not in the joke, but in who tells it. The key is finding your own way, your own style.

R&R

REGIONAL MEXICAN

▶ **CONJUNTO PRIMAVERA'S "ESE" EARNS MOST INCREASED PLAYS HONORS FOR THE THIRD TIME IN FIVE WEEKS AND SPENDS A SECOND WEEK AT NO. 1.**



R&R

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THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE ARTIST	NIELSEN BDS CERTIFICATIONS IMPRINT / PROMOTION LABEL	PLAYS TW +/-	AUDIENCE MILLIONS RANK
1	5	5	ESE CONJUNTO PRIMAVERA	NO. 1 (2 WKS)/MOST INCREASED PLAYS FONOVISIA	1488 +255	12.654 1
2	21	2	DIME QUIEN ES LOS RIELEROS DEL NORTE	FONOVISIA	1239 +8	12.026 2
3	11	3	LE COMPRE LA MUERTE A MI HIJO LOS TIGRES DEL NORTE	FONOVISIA	1073 -8	7.707 4
4	8	4	CUANDO BAJA LA MAREA DIANA REYES	MUSIMEX/UNIVERSAL LATINO	1028 +54	6.425 7
5	13	7	LA NOCHE PERFECTA EL CHAPO DE SINALOA	DISA	1005 +173	8.837 3
6	4	4	CADA VEZ QUE PIENSO EN TI LOS CREADORES DEL PASITO DURAGUENSE DE ALFREDO RAMIREZ	DISA/EDIMONSA	946 +158	7.241 5
7	20	7	POR TU AMOR ALACRANES MUSICAL	UNIVISION	939 +62	5.956 10
8	11	8	TUS PALABRAS BANDA EL RECODO	FONOVISIA	864 +75	6.936 6
9	4	4	LOBO DOMESTICADO VALENTIN ELIZALDE	UNIVERSAL LATINO	819 +79	5.737 12
10	3	3	Y SI VOLVIERA A NACER ALEGRES DE LA SIERRA	EDIMAL/VIVA	805 +128	5.996 9
11	34	3	DE RODILLAS TE PIDO ALEGRES DE LA SIERRA	VIVA	745 -79	6.353 8
12	19	5	POR ELLA INTOCABLE	EMI TELEVISIA	745 -121	4.938 15
13	29	5	ANTES DE QUE TE VAYAS MARCO ANTONIO SOLIS	FONOVISIA	710 +5	4.222 22
14	4	4	QUE VUELVA GRUPO MONTEZ DE DURANGO	DISA	662 -45	5.131 14
15	21	12	MI AMOR POR TI LOS HOROSCOPOS DE DURANGO	DISA/EDIMONSA	624 -100	4.328 20
16	13	3	MAS ALLA DEL SOL JOAN SEBASTIAN	MUSART/BALBOA	618 -99	5.763 11
17	54	4	ALIADO DEL TIEMPO MARIANO BARBA	THREE SOUND	615 -8	5.189 13
18	17	2	CHIQUILLA A.B. QUINTANILLA III PRESENTS KUMBIA ALL STARZ	EMI TELEVISIA	599 -53	4.870 16
19	8	2	ME ENCANTARIA BANDA PEQUENOS MUSICAL	FONOVISIA	580 +7	4.172 23
20	19	2	COMO ME HACES FALTA PATRULLA B1	DISA	537 -82	4.829 17
21	14	2	SE TERMINO EL AMOR BETO Y SUS CANARIOS	DISA/EDIMONSA	529 -44	3.624 26
22	23	6	PARA IMPRESIONARTE EL COYOTE Y SU BANDA TIERRA SANTA	UNIVISION	513 -7	4.302 21
23	20	2	EL HOMBRE QUE MAS TE AMO LALO MORA	DISA/EDIMONSA	506 -73	4.344 19
24	4	4	EL HOMBRE DE NEGRO LOS HURACANES DEL NORTE	UNIVISION	466 -24	2.682 30
25	15	2	ENTREGAME COSTUMBRE	FONOVISIA	441 +22	1.493 -
26	3	2	TE ME VAS LA AUTORIDAD DE LA SIERRA	DISA	426 +1	1.503 -
27	37	2	UN IDIOTA COMO YO DUELO	MOST ADDED UNIVISION	422 +127	4.117 24
28	2	2	TAL VEZ LOS PRIMOS DE DURANGO	MAR INTERNACIONAL	372 +90	1.846 39
29	34	3	SOBREVIVIRE LA ARROLLADORA BANDA EL LIMON	DISA/EDIMONSA	365 +19	2.287 32
30	35	2	EL PAPA DE LOS POLLITOS (BANDA) LOS TUCANES DE TIJUANA	UNIVISION	363 +34	2.754 29
31	12	3	QUE NO DARIA CARDENALES DE NUEVO LEON	DISA	345 -35	1.692 -
32	10	2	PROCURO OLVIDARTE K-PAZ DE LA SIERRA	DISA/EDIMONSA	339 -94	1.459 -
33	NEW	1	LA MAESTRA SERGIO VEGA	SONY BMG NORTE	336 +87	4.362 18
34	14	2	CIERTAS TEORIAS CUISILLOS	MUSART/BALBOA	335 -59	1.580 -
35	16	2	REFLEXIONES DE ESTE GALLO JOAN SEBASTIAN	MUSART/BALBOA	331 -136	1.626 -
36	14	2	LA TRAGEDIA DEL VAQUERO VICENTE FERNANDEZ	SONY BMG NORTE	305 -126	2.201 34
37	6	2	LOS CHIQUINARCOS EL TIGRILLO PALMA	UNIVISION	304 +2	2.566 31
38	17	2	YA LO SABIA PESADO	WARNER LATINA	279 -74	1.182 -
39	NEW	1	DAME UN BESO INTOCABLE	EMI TELEVISIA	271 +82	2.235 33
40	14	2	CUATRO VIDAS LOS MORROS DEL NORTE	DISA	269 -77	0.865 -

MOST ADDED

TITLE ARTIST / LABEL	NEW STATIONS
UN IDIOTA COMO YO Duelo (UNIVISION) KDUT, KGDQ, KLTN, KLVO, KMYX, KSEA, KSTN, KTTA, KXLM, KXSB	10
Y AQUI ESTOY K-Paz De La Sierra (DISA/EDIMONSA) KES, KJFA, KLEY, KLVO, KMYX, KSEA, KTJM, WLEY, XHTY	9
COMO TE VA MI AMOR Los Horoscpos De Durango (DISA) KES, KGBT, KJFA, KMYX, KSEA, KTJM, WLEY, XHTY	8
ME DUELE ESCUCHAR TU NOMBRE Grupo Montez De Durango (DISA) KDUT, KGDQ, KMYX, KOQO, KRAY, KSEA, WOJO, XHNZ	8
TE ME VAS La Autoridad De La Sierra (DISA) KIWI, KJFA, KLVO, KTJM, WOJO, WYMY	6
COMO ENTENDER Jennifer Pena (UNIVISION) KDUT, KDX, KGDQ, KMYX, KSEA, WOJO	6
POR HABERTE AMADO TANTO Bronco (FONOVISIA) KBNO, KMYX, KSEA, KTTA, KXLM, KXSB	6
OTRAS VEREDAS Los Sierreros De Sinaloa (DISA) KJFA, KMYX, KOQO, KSEA, KXLM, KXSB	6
SOMOS IGUALES Los Razos (SONY BMG NORTE) KDUT, KGDQ, KMYX, KSEA, KXLM, KXSB	6
EL HOMBRE QUE YO AMO Yolanda Perez (FONOVISIA) KBUE, KMYX, KOQO, KSEA, KXLM, KXSB	6

ADDED AT... KLAX
Los Angeles, CA
PD: Juan Carlos Hidalgo
MD: Lupita Del Castillo
Intocable, Dame Un Beso, 21
Los Primos De Durango, Tal Vez, 9

FOR MORE STATIONS GO TO:
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NEW AND ACTIVE

TITLE ARTIST / LABEL	PLAYS /GAIN	TITLE ARTIST / LABEL	PLAYS /GAIN
CON ESTA PENA Zaino (FONOVISIA) TOTAL STATIONS: 17	247/0	EN LA INTIMID Relampagos Del Norte (PLATINO) TOTAL STATIONS: 20	211/12
ESO Y MAS Joan Sebastian (BALBOA) TOTAL STATIONS: 12	243/171	AMIGO MIO Grupo Liberacion Y Lalo Mora (DISA) TOTAL STATIONS: 15	203/107
COMO ENTENDER Jennifer Pena (UNIVISION) TOTAL STATIONS: 17	234/50	SIN TI El Guero Y Su Banda Centenario (ARC) TOTAL STATIONS: 15	195/70
LA CHICA DEL ESTE Grupo Bryndis (DISA) TOTAL STATIONS: 13	215/49	SI YO FUERA VARON Paquita La Del Barrio (BALBOA) TOTAL STATIONS: 8	185/114
SE VA EL CAIMAN Alameno De La Sierra (VIVA) TOTAL STATIONS: 14	211/31	HUMILLATE Pesado (WARNER LATINA) TOTAL STATIONS: 10	169/37

MOST INCREASED PLAYS

+255	ESE Conjunto Primavera (Fonovisa) KTJM +29, KLOK +18, KDUT +15, KXLM +15, KGDQ +14, KGMT +13, KXSB +13, KLAX +13, WLEY +12, KBUE +11
+173	LA NOCHE PERFECTA El Chapo De Sinaloa (Disa) KOQO +35, KGBT +18, KLEY +17, KRAY +14, KSTN +14, KSCA +14, WLEY +12, KDUT +11, KGDQ +11, KXLM +7
+171	ESO Y MAS Joan Sebastian (Balboa) KMYX +25, KSEA +24, KTTA +20, KDUT +19, KGDQ +17, KSTN +17, WLEY +14, KOQO +12, KIWI +11, KXLM +6
+158	CADA VEZ QUE PIENSO EN TI Los Creadores Del Pasito Duraguense De Alfredo Ramirez (Disa/Edimonsa) XHTY +17, KGBT +16, KBUE +14, KBNO +12, KGDQ +12, KDX +11, KDUT +11, KTJM +10, KRZZ +9, KES +8
	Y AQUI ESTOY K-Paz De La Sierra (Disa/Edimonsa) KES +17, WLEY +17, KLAX +14, KMYX +14, XHTY +14, KSEA +12, KTJM +10, KJFA +8, KLEY +7, KLVO +7

FOR WEEK ENDING FEBRUARY 4, 2007
LEGEND: See legend to charts in charts section for rules and symbol explanations.
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LATIN POP

► **JULIETA VENEGAS** SCORES A CAREER-HIGH DEBUT, AS "ERES PARA MI" CHARGES IN AT NO. 17 WITH MOST INCREASED PLAYS HONORS (UP 285).



POWERED BY



THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE ARTIST	NIELSEN BDS CERTIFICATIONS IMPRINT / PROMOTION LABEL	PLAYS TW +/-	AUDIENCE MILLIONS RANK
1	1	11	COMO YO NADIE TE HA AMADO YURIDIA	NO. 1 (2 WKS) SONY BMG NORTE	912 +2	8.992 4
2	2	73	INVIERNO REIK	SONY BMG NORTE	856 -51	7.529 9
3	3	19	TU RECUERDO RICKY MARTIN FEATURING LA MARI	SONY BMG NORTE	852 -35	11.591 1
4	4	73	ME MUERO LA SA ESTACION	SONY BMG NORTE	823 -33	9.502 2
5	5	15	SI TU NO ESTAS SIN BANDERA	SONY BMG NORTE	720 +8	8.431 5
6	10	3	TE LO AGRADEZCO, PERO NO ALEJANDRO SANZ FEATURING SHAKIRA	WARNER LATINA	702 +165	9.252 3
7	6	16	BENDITA TU LUZ MANA	WARNER LATINA	695 -2	8.420 6
8	11	4	NADA PUEDE CAMBIARME PAULINA RUBIO	UNIVERSAL LATINO	625 +100	7.754 8
9	13	3	MANDA UNA SENAL MANA	WARNER LATINA	619 +117	5.748 13
10	14	3	DAME RBD	EMI TELEVISION	578 +117	4.585 18
11	8	11	TU AMOR LUIS FONSI	UNIVERSAL LATINO	558 +5	8.255 7
12	7	18	SER O PARECER RBD	EMI TELEVISION	471 -93	4.890 15
13	9	17	ROSA PASTEL BELANOVA	UNIVERSAL LATINO	445 -102	2.502 34
14	17	23	CHIQUILLA A.B. QUINTANILLA III PRESENTS KUMBIA ALL STARZ	EMI TELEVISION	400 +6	1.963 39
15	15	30	LABIOS COMPARTIROS MANA	WARNER LATINA	375 -30	3.140 26
16	23	8	TODO SE DERRUMBO PEPE ACUILLAR	EMI TELEVISION	369 +97	4.823 17
17	NEW	NEW	ERES PARA MI JULIETA VENEGAS	MOST INCREASED PLAYS SONY BMG NORTE	367 +285	1.893 -
18	31	3	AMAR ES LO QUE QUIERO DAVID BISBAL	AIRPOWER/MOST ADDED UNIVERSAL LATINO	348 +130	5.998 12
19	19	26	NI UNA SOLA PALABRA PAULINA RUBIO	UNIVERSAL LATINO	347 -14	3.622 23
20	24	7	PEGATE RICKY MARTIN	AIRPOWER SONY BMG NORTE	334 +73	4.823 16
21	20	19	LIMON Y SAL JULIETA VENEGAS	SONY BMG NORTE	333 -5	1.815 -
22	38	3	QUE HICISTE JENNIFER LOPEZ	EPIC/SONY BMG NORTE	321 -55	3.184 25
23	22	32	NO SE POR QUE CHAYANNE	SONY BMG NORTE	320 +42	6.183 11
24	16	21	QUIEN ME IBA A DECIR DAVID BISBAL	VALE/UNIVERSAL LATINO	276 -124	3.875 20
25	28	2	SI TU ME QUISIERAS LU	WARNER LATINA	273 +49	2.602 32
26	21	5	DE VEZ EN MES RICARDO ARJONA	SONY BMG NORTE	271 -23	3.847 21
27	32	5	SI FUERA FACIL OBIE BERMUDEZ	EMI TELEVISION	262 +55	4.497 19
28	26	4	IRREEMPLAZABLE BEYONCE	COLUMBIA	241 -9	3.253 24
29	12	19	NI FREUD NI TU MAMA BELINDA	EMI TELEVISION	240 -276	2.362 38
30	33	6	HACE TIEMPO FONSECA	EMI TELEVISION	234 +35	2.796 29
31	27	22	ANTES DE QUE TE VAYAS MARCO ANTONIO SOLIS	FONOVISA	232 -17	6.843 10
32	NEW	NEW	LUZ SIN GRAVEDAD BELINDA	EMI TELEVISION	230 +116	1.471 -
33	25	17	A LA PRIMERA PERSONA ALEJANDRO SANZ	WARNER LATINA	205 -51	5.294 14
34	30	8	NO DIGAS OSE	MELODY/FONOVISA	198 -23	2.622 31
35	35	19	COLECCIONISTA DE CANCIONES CAMILA	SONY BMG NORTE	194 +20	0.794 -
36	NEW	NEW	DISPARAME DISPARA LAURA PAUSINI	WARNER LATINA	181 +69	0.843 -
37	34	18	DESILUSIONAME OLGA TANON	UNIVISION	180 +2	3.055 27
38	37	12	TU AMOR RBD	VIRGIN/EMI TELEVISION	170 +3	1.570 -
39	39	5	NINO BELANOVA	UNIVERSAL LATINO	165 -5	0.550 -
40	NEW	NEW	HOY TENGO GANAS DE TI RICARDO MONTANER	EMI TELEVISION	163 +27	1.882 -

MOST ADDED

TITLE ARTIST / LABEL	NEW STATIONS
AMAR ES LO QUE QUIERO David Bisbal (Universal Latino) KJMN, KQKQ, KRZY, KTCY, KVVA, KWIZ, KXSE, KYSE	8
PEGATE Ricky Martin (Sony BMG Norte) KJMN, KRZY, KSSE, KVVA, KXSE, KYSE, WAMR, WPAT	8
LUZ SIN GRAVEDAD Belinda (EMI Television) KJMN, KRIO, KRZY, KSSE, KTCY, KVVA, KXSE, KYSE	8
TE LO AGRADEZCO, PERO NO Alejandro Sanz Feat. Shakira (Warner Latina) KJMN, KPSP, KRZY, KSSE, KVVA, KXSE, KYSE	7
ERES PARA MI Julieta Venegas (Sony BMG Norte) KJMN, KQKQ, KRZY, KSSE, KVVA, KXSE, KYSE	7
SE ME VA LA VIDA Raymond Castellon (RCM) KJMN, KRZY, KSSE, KVVA, KXSE, KYSE	6
TU AMOR Luis Fonsi (Universal Latino) KPSP, WVVVA	2
DAME RBD (EMI Television) KPSP, KRIO	2
LA LLAVE DE MI CORAZON Juan Luis Guerra Y 4.40 (EMI Television) WIAC, WRMA	2
HOY TENGO GANAS DE TI Ricardo Montaner (EMI Television) WAMR, WPAT	2

ADDED AT... KSSE
Los Angeles, CA
OM: Elias Autran
PD: Nestor Rocha
APD: Andrea Becerra
Julieta Venegas, Eres Para Mi, 28
Alejandro Sanz Feat. Shakira, Te Lo Agradezco, Pero No, 16
Raymond Castellon, Se Me Va La Vida, 12
Ricky Martin, Pegate, 10
Belinda, Luz Sin Gravedad, 9
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NEW AND ACTIVE

TITLE ARTIST / LABEL	PLAYS /GAIN	TITLE ARTIST / LABEL	PLAYS /GAIN
ENAMORADO Gustavo Laureano (Universal Latino) TOTAL STATIONS: 5	151/12	OLVIDAME Motel (Warner Latina) TOTAL STATIONS: 3	115/81
FLACA O GORDITA Olga Tanon (Univision) TOTAL STATIONS: 7	149/5	ME GUSTAS TU Si Senor (Venemusic) TOTAL STATIONS: 4	87/8
LAS DE LA INTUICION Shakira (Epic/Sony BMG Norte) TOTAL STATIONS: 6	140/1	ME DUELE QUERERTE Servando Y Florentino (Venemusic) TOTAL STATIONS: 3	84/5
LA LLAVE DE MI CORAZON Juan Luis Guerra 4.40 (EMI Television) TOTAL STATIONS: 8	123/69	OON'T CRY Toby Love (Sony BMG Norte) TOTAL STATIONS: 3	78/31
COMO ENTEOER Jennifer Pena (Univision) TOTAL STATIONS: 6	116/17	MAS ALLA DEL SOL Joan Sebastian (Musart/Balboa) TOTAL STATIONS: 5	78/0

MOST INCREASED PLAYS

+285	ERES PARA MI Julieta Venegas (Sony BMG Norte) XAVO +30, KJMN +28, KRZY +28, KSSE +28, KXSE +28, KYSE +28, KRIO +27, KVVA +27, KXXS +25, XLTN +19
+165	TE LO AGRADEZCO, PERO NO Alejandro Sanz Feat. Shakira (Warner Latina) KPSP +25, KJMN +18, KVVA +18, KXSE +18, KRZY +17, KYSE +17, KLVE +14, KSSE +14, KQKQ +10, KNVO +9
+130	AMAR ES LO QUE QUIERO David Bisbal (Universal Latino) KTCY +20, KQKQ +17, WRMA +16, KVVA +12, KXSE +12, KYSE +12, WFID +11, KRZY +11, KJMN +10, KWIZ +6
+117	MANDA UNA SENAL Mana (Warner Latina) WIOA +28, KPSP +21, KQKQ +20, WKAQ +15, WXYX +11, WIAC +5, WVVVA +6, KVVA +4, KXSE +4, KYSE +3
+117	DAME RBD (EMI Television) KPSP +25, WFID +17, KTCY +15, KRIO +15, WIOA +12, KNVO +11, WIAC +10, KJMN +4, KRZY +3, KVVA +3

FOR WEEK ENDING FEBRUARY 4, 2007
LEGEND: See legend to charts in chart's section for rules and symbol explanations.
27 Latin pop, 12 tropical and 12 Latin rhythm stations are electronically monitored by Nielsen Broadcast Data Systems 24 hours a day, 7 days a week. © 2007 Nielsen Business Media, Inc. All rights reserved.

LATIN POP MONITORED REPORTERS

- KRZY/Albuquerque, NM PD: Edgar Pineda
- WWVA/Atlanta, GA OM: Cay Hunnicutt PD/MD: Robbie Ramirez
- KXKS/Austin, TX OM/PD: Romeo Herrera MD: Julieta Jil
- KPSL/Bakersfield, CA PD: Isidro Roman
- KTCY/Dallas, TX OM: Dean James PD: Javier Casanova
- KJMN/Denver, CO OM: Edgar Pineda PD: Nestor Rocha
- KYSE/El Paso, TX OM: Mike Preston PD/MD: Jojo Garcia
- KMMM/Fresno, CA PD/MD: Jose Berumen
- KQKQ/Houston, TX PD: Ezequiel Gonzalez MD: Raquenell Villarreal
- KLVE/Los Angeles, CA PD: Jose Santos
- KSSE/Los Angeles, CA OM: Elias Autran PD: Nestor Rocha APD: Andrea Becerra
- KWIZ/Los Angeles, CA PD: Eddie Leon
- KNVO/McAllen, TX PD: Robert Montalvo MD: Mando San Roman
- XAVO/McAllen, TX OM: Jeff Koch PD: Juan Facundo
- WRMA/Miami, FL PD: Rogelio Alfonso
- WPAT/New York, NY PD: Tony Luna
- KVVA/Phoenix, AZ PD: Edgar Pineda
- WFID/Puerto Rico PD: Lucy-Ann Ramos
- WIAC/Puerto Rico PD: Valerie Mejia
- WIOA/Puerto Rico PD: Fernando De Hostos
- WKAQ/Puerto Rico PD: Carlos Gonzalez APD: Natalia Cuevas
- WXYX/Puerto Rico PD/MD: Herman Davila
- KXSE/Sacramento, CA PD: Edgar Pineda
- KRIO/San Antonio, TX OM: Robin Flores PD/MD: Manny Herrera
- XLTN/San Diego, CA PD: Libia Sauza

▶ WITH A RECENTLY RELEASED LIVE VERSION OF "LOS INFIELES" GAINING TRACTION, **AVENTURA** TAKES MOST INCREASED PLAYS (UP 96) AT LATIN RHYTHM AND RETURNS TO THE TOP FIVE (9-5) FOR THE FIRST TIME SINCE DECEMBER.



THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE	ARTIST	NIelsen BDS CERTIFICATIONS (IMPRINT / PROMOTION LABEL)	PLAYS TW +/-	AUDIENCE MILLIONS RANK
1	4	20	NO VUELVO CONTIGO	FRANKIE NEGRON	LA CALLE/UNIVISION	221 -1	2.025 8
2	2	19	ELLA VOLVIO	N'KLABE	SONY BMG NORTE	221 -23	2.745 7
3	3	16	NO HAY MANERA	EL GRAN COMBO DE PUERTO RICO	DISCOS 605/SONY BMG NORTE	209 -33	1.817 10
4	5	35	QUE PRECIO TIENE EL CIELO	MARC ANTHONY	SONY BMG NORTE	203 -11	3.482 5
5	10	10	SHORTY SHORTY	XTREME	LA CALLE/UNIVISION	201 +26	4.085 1
6	7	21	NOCHE DE ENTIERRO (NUESTRO AMOR)	LOS BENJAMINS FEAT. WISIN & YANDEL, DADDY YANKEE, HECTOR "EL FATHER" & ZION	MAS FLOW/MACHETE	200 -3	1.423 17
7	1	17	LOS HOMBRES TIENEN LA CULPA	DON OMAR, GILBERTO SANTA ROSA	CMG/SRC/UNIVERSAL MOTOWN	200 -46	1.735 11
8	8	29	LOS INFIELES	AVENTURA	PREMIUM LATIN	191 0	1.105 23
9	9	11	SOLA	HECTOR "EL FATHER"	VI/MACHETE	187 +6	1.545 14
10	6	13	PEGAO	WISIN & YANDEL FEATURING LOS VAQUEROS	WY/MACHETE	187 -19	1.516 15
11	12	13	BENDITA TU LUZ	MANA	WARNER LATINA	172 +5	1.044 24
12	11	12	TU RECUERDO	RICKY MARTIN FEATURING LA MARI	SONY BMG NORTE	163 -7	0.927 26
13	18	12	LA OTRA	ILEGALES FEATURING MONCHY Y ALEXANDRA	UNIVERSAL LATINO	151 +39	1.918 9
14	15	34	PAM PAM	WISIN & YANDEL	MACHETE	140 -4	3.790 3
15	14	27	TENGO UN AMOR	TOBY LOVE FEATURING RAKIM & KEN-Y	SONY BMG NORTE	137 -9	0.729 33
16	17	5	IRREEMPLAZABLE	BEYONCE	COLUMBIA	130 -2	0.890 29
17	13	12	A QUIEN	MARLON	UNIVISION	125 -24	0.925 27
18	16	13	MIA	TITO "EL BAMBINO" FEATURING DADDY YANKEE	EMI TELEVISA	121 -11	1.276 20
19	22	8	VAMOS A TO' A	LIMI-TI	LA CALLE/UNIVISION	111 +20	1.644 13
20	27	2	MI CORAZONCITO	AVENTURA	AIRPOWER/PREMIUM LATIN	110 +44	3.959 2
21	21	5	HACE TIEMPO	FONSIEA	EMI TELEVISA	107 +10	0.908 28
22	20	15	ECHATE PA' CA	ELVIS CRESPO & GRUPO MANIA	OLE	105 +2	0.620 36
23	19	3	TU AMOR	LUIS FONSI	UNIVERSAL LATINO	105 -1	1.494 16
24	24	7	DON'T CRY	TOBY LOVE	SONY BMG NORTE	102 +25	1.137 22
25	23	22	VALE LA PENA	YOSKAR SARANTE	J & N	95 +8	3.751 4
26	26	3	IGUAL QUE AYER	RAKIM & KEN-Y	PINA/UNIVERSAL LATINO	82 +15	1.677 12
27	31	3	MIRA	FULANITO	CUTTING	71 +15	1.144 21
28	NEW		LA LLAVE DE MI CORAZON	JUAN LUIS GUERRA 440	EMI TELEVISA	70 +37	1.283 18
29	NEW		FLACA O GORDITA	OLGA TANON	UNIVISION	70 +33	0.747 32
30	28	6	NO ME PERDONES	NG2	SONY BMG NORTE	69 +7	0.683 34
31	25	14	FANTASMA	ZION	BABY	67 -4	0.460 -
32	37	2	NADA PUEDE CAMBIARME	PAULINA RIBJO	UNIVERSAL LATINO	60 +13	0.168 -
33	32	7	CHIQUILLA	A.B. QUINTANILLA III PRESENTS KUMBIA ALL STARZ	EMI TELEVISA	51 -5	0.282 -
34	36	2	EN EL AMOR	JOE VERAS	J & N	48 -5	1.004 25
35	34	14	LLORANDO	SON DE CALI	DISCOS 605/SONY BMG NORTE	47 -8	0.260 -
36	38	2	ME MUERO	LA SA ESTACION	SONY BMG NORTE	44 +2	0.192 -
37	35	2	QUE HICISTE	JENNIFER LOPEZ	EPIC/SONY BMG NORTE	44 -9	0.158 -
38	29	3	ANDA SOLA	DON OMAR	ALLSTAR/MACHETE	42 -15	0.170 -
39	RE-ENTRY		NO TE PIDO FLORES	FANNY LU	UNIVERSAL LATINO	41 +13	0.253 -
40	RE-ENTRY		IT'S OVER NOW	DOMENIC MARTE	J & N	41 +2	0.141 -

THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE	ARTIST	NIelsen BDS CERTIFICATIONS (IMPRINT / PROMOTION LABEL)	PLAYS TW +/-	AUDIENCE MILLIONS RANK
1	1	12	SOLA	HECTOR "EL FATHER"	VI/MACHETE	731 +43	13.088 1
2	2	38	PAM PAM	WISIN & YANDEL	MACHETE	576 -51	9.186 5
3	3	19	DIME (TELL ME)	PITBULL FEATURING KEN-Y	FAMOUS ARTISTS/TVT	536 -56	9.410 4
4	5	34	ME MATAS	RAKIM & KEN-Y	PINA/UNIVERSAL LATINO	516 +10	9.750 2
5	9	27	LOS INFIELES	AVENTURA	PREMIUM LATIN	487 +96	6.158 11
6	7	17	I WANNA LUV U	AKON FEATURING SNOOP DOGG	KONVICT/UPFRONT/SRC/UNIVERSAL MOTOWN	469 +57	7.290 9
7	4	9	IRREEMPLAZABLE	BEYONCE	COLUMBIA	463 -50	7.497 8
8	6	12	SHORTY SHORTY	XTREME	LA CALLE/UNIVISION	446 +8	9.655 3
9	8	15	PEGAO	WISIN & YANDEL FEATURING LOS VAQUEROS	WY/MACHETE	434 +40	8.807 6
10	10	13	DON'T CRY	TOBY LOVE	SONY BMG NORTE	432 +52	6.998 10
11	11	15	MIA	TITO "EL BAMBINO" FEATURING DADDY YANKEE	EMI TELEVISA	354 -4	5.129 14
12	18	7	IGUAL QUE AYER	RAKIM & KEN-Y	PINA/UNIVERSAL LATINO	287 +44	4.991 15
13	13	24	FANTASMA	ZION	BABY	286 -5	5.835 13
14	12	6	NO SE DE ELLA (MY SPACE)	DON OMAR FEATURING WISIN & YANDEL	VI/MACHETE	286 -29	7.598 7
15	14	21	NOCHE DE ENTIERRO (NUESTRO AMOR)	LOS BENJAMINS FEAT. WISIN & YANDEL, DADDY YANKEE, HECTOR "EL FATHER" & ZION	MAS FLOW/MACHETE	280 +4	3.196 18
16	17	14	ANDA SOLA	DON OMAR	ALLSTAR/MACHETE	240 -8	3.229 17
17	20	34	TENGO UN AMOR	TOBY LOVE FEATURING RAKIM & KEN-Y	SONY BMG NORTE	234 +33	2.723 24
18	19	23	ME QUIERE BESAR	ALEXIS & FIDO	SONY BMG NORTE	231 +20	6.017 12
19	21	13	SMACK THAT	AKON FEATURING EMINEM	KONVICT/UPFRONT/SRC/UNIVERSAL MOTOWN	208 +7	3.114 19
20	16	29	EL TELEFONO	WISIN & YANDEL & HECTOR "EL FATHER"	ROC-LA-FAMILIA/MACHETE/DEF JAM/IDJMG	208 -42	3.003 21
21	22	15	ATREVETE	WISIN & YANDEL FEATURING FRANCO EL GORILLA	CFEE/URBAN BOX OFFICE	202 +5	2.181 30
22	15	12	YA NO	KUKY	MACHETE	197 -73	1.656 39
23	27	4	WE FLY HIGH	JIM JONES	KOCH	191 +29	2.625 26
24	24	5	LA OTRA	ILEGALES FEATURING MONCHY Y ALEXANDRA	UNIVERSAL LATINO	187 +17	1.245 -
25	30	8	STUCK WITH YOU	LIL ROB	UPSTAIRS	163 +14	3.764 16
26	31	5	BENDITA TU LUZ	MANA	WARNER LATINA	156 +12	2.356 28
27	28	3	ADIOS	DON OMAR	MACHETE	150 -7	2.869 23
28	RE-ENTRY		SHORTIE LIKE MINE	BOW WOW FEATURING CHRIS BROWN & JOHNITA AUSTIN	COLUMBIA	144 +54	2.095 32
29	23	17	AY CHICO (LENGUA AFUERA)	PITBULL	FAMOUS ARTISTS/TVT	144 -45	1.586 -
30	35	5	SAY IT RIGHT	NELLY FURTADO	MOSLEY/GEFFEN	133 +27	1.094 -
31	29	4	NO HAY IGUAL	NELLY FURTADO	MOSLEY/GEFFEN/INTERSCOPE	133 -20	1.711 38
32	25	16	SER O PARECER	RBD	EMI TELEVISA	133 -34	1.496 -
33	33	20	ALOCATE	LUNY TUNES WITH ZION	MAS FLOW/VEREMUSIC	131 -2	2.945 22
34	NEW		FUEGO	PITBULL	FAMOUS ARTISTS/TVT	129 +62	1.383 -
35	36	16	FERGALICIOUS	FERGIE	WILLI AMIA&M/INTERSCOPE	118 +13	0.866 -
36	40	8	LA PERFECTA OCASION	LOS COMPADRES FEATURING GOCHO	VI/MACHETE	103 +9	1.284 -
37	39	2	NA NA	BABY BASH	ARISTA/RMG	102 +6	1.018 -
38	NEW		ICE BOX	OMARION	T.U.C./COLUMBIA	101 +43	3.059 20
39	38	10	TU RECUERDO	RICKY MARTIN FEATURING LA MARI	SONY BMG NORTE	101 0	2.151 31
40	26	15	CHILLIN'	TEGO CALDERON FEATURING DON OMAR	JIGGIRI/ATLANTIC	92 -71	0.573 -

TROPICAL & LATIN RHYTHM MONITORED REPORTERS

TROPICAL	WRUM/Orlando, FL PD: Raymond Torres	WZNT/Puerto Rico PD: Pedro Arroyo	KFZO/Dallas, TX OM: Andy Lockridge PD: Chayan Ortuno APD: Alejandro Covarrubias	KLOL/Houston, TX PD: Bobby Ramos	WODA/Puerto Rico OM: Jose Nelson PD/MD: Rogie Gallart
WLAT/Hartford, CT PD/MD: Nelson Brudys	WEMG/Philadelphia, PA PD: DJ Frankie	WYUU/Tampa, FL OM: Mike Culotta PD: Ricardo Blanco MD: Carlos Jose Peralta	KZZA/Dallas, TX PD: Domingo	KXOL/Los Angeles, CA OM: Pito Ferro PD: Jerry Pulles	WVOZ/Puerto Rico
WXDJ/Miami, FL PD: Ruddy Hernandez	WKKB/Providence, RI PD: Juan D. Gonzalez APD: Darwin Garcia	WLZL/Washington, DC PD: Aracely Rivera	KLLE/Fresno, CA PD: Tony Santos MD: Famona Rivera	WMGE/Miami, FL OM: Rod Phillips PD: Frank Walsh MD: Raymond Hernandez	KVVZ/San Francisco, CA PD: Bismarck Espinoza
WSKQ/New York, NY PD: Jorge Mer	WPMZ/Providence, RI PD: Zoilo Garcia MD: Dilson Mendez, Jr.	LATIN RHYTHM	WTLQ/Ft. Myers, FL PD: Al Sanchez	WCAA/New York, NY PD: Alix Quintero APD: Bryant Pino MD: DJ Kazanova	
WNUE/Orlando, FL PD: Rafael Guillon MD: Jose Martinez	WPRM/Puerto Rico PD: Jorge Pabon	WVIV/Chicago, IL OM/PD: Cesar Canales APD: Lucy Herrera MD: Armando Reyes			



NATIONAL



POWERED BY Nielsen Broadcast Data Systems
BILLBOARD CHARTS COMPILED BY Nielsen SoundScan

Billboard TOP ALBUMS

THIS WEEK	LAST WEEK	WEEKS ON CHART	ARTIST	Title	CERT.	PEAK POSITION
1	1	1	NORAH JONES	Not Too Late		1
2	NEW	1	KATHARINE MCPHEE	Katharine McPhee		2
3	3	11	DAUGHTRY	Daughtry		1
4	NEW	1	CELTIC WOMAN	A New Journey		4
5	1	2	PRETTY RICKY	Late Night Special		5
6	7	5	AKON	Konvicted		6
7	6	2	SOUNDTRACK	Dreamgirls		7
8	2	2	THE SHINS	Wincing The Night Away		8
9	8	18	GREATEST GAINER ROBIN THICKE	The Evolution Of Robin Thicke		8
10	4	2	VARIOUS ARTISTS	2007 Grammy Nominees		9
11	NEW	1	HARRY CONNICK, JR.	Oh, My Nola		31
12	NEW	1	JILL SCOTT	Jill Scott Collaborations		12
13	9	3	SOUNDTRACK	Jump In!		13
14	12	8	NICKELBACK	All The Right Reasons		5
15	NEW	1	MADONNA	The Confessions Tour		15
16	10	6	JUSTIN TIMBERLAKE	FutureSex/LoveSounds		2
17	11	4	CORINNE BAILEY RAE	Corinne Bailey Rae		4
18	NEW	1	VARIOUS ARTISTS	Totally Country 6		18
19	15	12	NELLY FURTADO	Loose		1
20	NEW	1	LILY ALLEN	Alright, Still...		20
21	NEW	1	VARIOUS ARTISTS	WOW Gospel 2007		21
22	17	13	RASCAL FLATTS	Me And My Gang		3
23	13	10	BEYONCE	B'Day		2
24	14	9	CARRIE UNDERWOOD	Some Hearts		5
25	16	7	VARIOUS ARTISTS	NOW 23		2

VIDEO CHANNELS

MTV
Exec. VP/Music: Tom Calderone
Sr. VP/Music & Talent: Amy Doyle
VP/Music & Talent: Elih Cola
Viacom 212-258-8000

	TW	LW	
1	Evanescence, <i>Lithium</i>	23	21
2	Fall Out Boy, <i>This Ain't A Scene, It's An Anthem</i>	21	21
3	Daughtry, <i>It's Not Over</i>	21	22
4	Korn, <i>Freak On A Leash (Unplugged)</i>	20	8
5	Lloyd, <i>You're In The Way</i>	20	5
6	Ludacris, <i>Runaway Love</i>	20	11
7	Lily Allen, <i>Smile</i>	20	20
8	Silversun Pickups, <i>Lazy Eye</i>	19	23
9	Mika, <i>Grace Kelly</i>	18	15
10	Beyonce, <i>Listen</i>	14	14
11	Gym Class Heroes, <i>Cupid's Chokehold</i>	14	14
12	Gwen Stefani, <i>The Sweet Escape</i>	12	13
13	Daughtry, <i>It's Not Over</i>	11	13
14	Nelly Furtado, <i>Say It Right</i>	11	13
15	My Chemical Romance, <i>Famous Last</i>	11	13
16	Pretty Ricky, <i>On The Hotline</i>	9	5
17	Paula DeAnda, <i>Just Came Back From A</i>	7	3
18	Fat Joe, <i>Make It Rain</i>	8	0
19	Omarion, <i>Ice Box</i>	8	0
20	30 Seconds To Mars, <i>From Yesterday</i>	7	8
21	Young Jeezy, <i>I Luv It</i>	7	0
22	Augustana, <i>Boston</i>	6	0
23	Helloradio, <i>Here (In Your Arms)</i>	6	8
24	JoJo, <i>How To Touch A Girl</i>	4	4
25	Wiz Khalifa, <i>On The Border</i>	3	0
26	Pete Dinklage, <i>With Me</i>	3	0
27	Red Hot Chili Peppers, <i>Snow (Hey Oh)</i>	3	7
28	Jay-Z, <i>Lost One</i>	3	8
29	Fantasia Barré, <i>Just Wanna Have Fun</i>	2	0
30	Greg Laswell, <i>Girls Just Wanna Have Fun</i>	2	0

++ Pretty Ricky, *On The Hotline* 9 5
 ++ Omarion, *Ice Box* 8 0
 ++ Fat Joe, *Make It Rain* 8 0

BET
VP/Music Prog: Stephen Hill
MD: Kelly G
Viacom 212-975-4055

	TW	LW	
1	Rich Boy, <i>Throw Some D's</i>	19	19
2	Lloyd, <i>You're In The Way</i>	17	16
3	Ludacris, <i>Runaway Love</i>	16	16
4	Young Jeezy, <i>I Luv It</i>	16	17
5	Pretty Ricky, <i>On The Hotline</i>	16	18
6	Omarion, <i>Ice Box</i>	15	9
7	Tim McGraw, <i>Last Dollar (Fly Away)</i>	15	11
8	Yung Joc, <i>1st Time</i>	14	7
9	Mims, <i>This Is Why I'm Hot</i>	12	12
10	Fantasia, <i>Hood Boy</i>	12	16
11	Tyrese, <i>Drive</i>	10	6
12	T.I., <i>Top Back</i>	8	6
13	Robin Thicke, <i>Lost Without U</i>	7	6
14	Akon, <i>I Wanna Love You</i>	6	5
15	Common, <i>A Dream</i>	5	11
16	Jim Jones, <i>We Fly High</i>	6	7
17	Fat Joe, <i>Make It Rain</i>	6	11
18	Snoop Dogg, <i>That's That</i>	6	19
19	Diddy, <i>Last One Standing</i>	5	11
20	The Game, <i>Wanida Get Far</i>	5	0
21	Tun Tun, <i>Caprice Music</i>	5	2
22	Bow Wow, <i>Shore Like Mine</i>	5	6
23	John Legend, <i>When Love Takes Over</i>	5	6
24	Justin Timberlake, <i>My Love</i>	5	6
25	Mary J. Blige, <i>We Ride (If See The Future)</i>	5	12
26	Huey, <i>Pop Lock And Drop</i>	4	0
27	Common, <i>A Dream</i>	4	3
28	Li Scragg, <i>Oh Yeah</i>	4	3
29	Lil Flip, <i>Chotto Mindstate (Can't Get Away)</i>	4	4
30	Beyonce, <i>Irreplaceable</i>	4	6

++ No Airplay Adds This Week

Great American Country
MD: Tony Trovato
Scipps 615-327-7525

	TW	LW	
1	Brad Paisley, <i>She's Everything</i>	31	31
2	Trace Adkins, <i>Ladies Love Country Boys</i>	30	33
3	Rodney Atkins, <i>Watching You</i>	29	35
4	Helloradio, <i>Here (In Your Arms)</i>	28	26
5	Kellie Pickler, <i>Red High Heels</i>	28	23
6	Keith Urban, <i>Stupid Boy</i>	28	28
7	Sugarland, <i>Want U Back</i>	26	25
8	The Weckers, <i>My, Oh My</i>	24	23
9	Jason Aldean, <i>Amarillo Sky</i>	24	30
10	Carrie Underwood, <i>Before He Cheats</i>	23	22
11	Brooks & Dunn, <i>Hillbilly Deluxe</i>	23	23
12	Tim McGraw, <i>Last Dollar (Fly Away)</i>	22	21
13	Craig Morgan, <i>Little Bit Of Life</i>	21	23
14	Blake Shelton, <i>Don't Make Me</i>	20	21
15	Sara Evans, <i>You'll Always Be My Baby</i>	19	18
16	Emerson Drive, <i>Moments</i>	19	18
17	Joe Nichols, <i>I'll Wait For You</i>	19	19
18	Jack Ingram, <i>Lips Of An Angel</i>	18	33
19	Alison Krauss & John White, <i>Missing You</i>	17	14
20	Rodney Atkins, <i>Your Favorite Going Through</i>	17	21
21	Little Big Town, <i>Good As Gone</i>	16	18
22	Gretchen Wilson, <i>Come To Bed</i>	16	34
23	Keith Anderson, <i>Podunk</i>	15	18
24	Fort Minor, <i>Remember The Name</i>	14	20
25	Clay Walker, <i>Forever Wasn't Meant</i>	14	13
26	Danielle Peck, <i>Isn't That Everything</i>	14	14
27	Brad Paisley, <i>The World</i>	13	1
28	Justin Timberlake, <i>My Love</i>	13	14
29	Heartland, <i>I Loved Her First</i>	13	14
30	Tim McGraw, <i>My Little Girl</i>	13	16

++ Kenny Chesney, *Summertime* 11 1
 ++ Dierks Bentley, *Long Trip Alone* 7 4
 ++ Clint Black, *Summer's Comin'* 6 0

MTV2
Exec. VP/Music: Tom Calderone
Sr. VP/Music & Talent: Amy Doyle
VP/Music & Talent: Elih Cola
Viacom 212-258-8000

	TW	LW	
1	Evanescence, <i>Lithium</i>	22	13
2	Fall Out Boy, <i>This Ain't A Scene, It's An Anthem</i>	22	20
3	30 Seconds To Mars, <i>From Yesterday</i>	22	20
4	Korn, <i>Freak On A Leash (Unplugged)</i>	21	2
5	My Chemical Romance, <i>Famous Last</i>	21	20
6	Rise Against, <i>Prayer Of The Refugee</i>	21	20
7	Rich Boy, <i>Throw Some D's</i>	21	21
8	Young Jeezy, <i>I Luv It</i>	20	21
9	Silversun Pickups, <i>Lazy Eye</i>	19	23
10	Gym Class Heroes, <i>Cupid's Chokehold</i>	15	23
11	Ludacris, <i>Runaway Love</i>	13	12
12	Birdman & Lil Wayne, <i>Leather So Soft</i>	12	7
13	Fat Joe, <i>Make It Rain</i>	12	13
14	Mims, <i>This Is Why I'm Hot</i>	12	12
15	Lloyd, <i>You're In The Way</i>	12	13
16	Baby Boy Da Prince, <i>The Way I Live</i>	11	0
17	JoJo, <i>How To Touch A Girl</i>	7	8
18	Red Hot Chili Peppers, <i>Snow (Hey Oh)</i>	10	13
19	Chiodos, <i>Baby You Wouldn't Last A Minute</i>	8	0
20	Fat Joe, <i>Make It Rain</i>	8	0
21	T.I., <i>Top Back</i>	8	8
22	The Pack, <i>I'm Shinn'</i>	7	0
23	Bullet For My Valentine, <i>All These Things</i>	7	0
24	Young Jeezy, <i>I Luv It</i>	7	8
25	Mistah F.A.B., <i>Ghost Ride It</i>	6	0
26	Jim Jones, <i>We Fly High</i>	4	2
27	Lloyd Banks, <i>Hands Up</i>	2	0
28	Pitbull, <i>Ay Di Co</i>	2	0
29	Mastodon, <i>Colony Of Birchmen</i>	2	1

++ Korn, *Freak On A Leash (Unplugged)* 21 2
 ++ Baby Boy Da Prince, *The Way I Live* 11 0
 ++ Chiodos, *Baby You Wouldn't Last A Minute On The*

VH1
Exec. VP/Talent & Music: Rick Kim
Sr. VP/Music & Talent: Bruce Gilmer
VP/Music & Talent: Sandy Alouette
Viacom 212-258-7800

	TW	LW	
1	Norah Jones, <i>Thinking About You</i>	51	37
2	Nelly Furtado, <i>Say It Right</i>	27	21
3	Daughtry, <i>It's Not Over</i>	26	29
4	The Fray, <i>How To Save A Life</i>	24	21
5	Gwen Stefani, <i>The Sweet Escape</i>	22	23
6	Fergie, <i>Fergalicious</i>	21	25
7	Red Hot Chili Peppers, <i>Snow (Hey Oh)</i>	20	20
8	Regina Spektor, <i>Fidelity</i>	19	19
9	Augustana, <i>Boston</i>	19	19
10	The All-American Rejects, <i>It Ends Tonight</i>	19	20
11	Nickelback, <i>If Everyone Cared</i>	19	20
12	Ludacris, <i>Runaway Love</i>	17	13
13	John Mayer, <i>Waiting On The World To</i>	16	20
14	Beyonce, <i>Irreplaceable</i>	15	17
15	Mat Kearney, <i>Nothing Left To Lose</i>	15	18
16	U2, <i>Window In The Skies</i>	14	14
17	Evanescence, <i>Lithium</i>	13	13
18	Robin Thicke, <i>Lost Without U</i>	13	5
19	Carinne Bailey Rae, <i>Like A Star</i>	13	11
20	Blue October, <i>Into The Ocean</i>	12	11
21	Go Go Dolls, <i>Back In The Day</i>	11	13
22	Mary J. Blige, <i>We Ride (If See The Future)</i>	10	8
23	Beyonce, <i>Listen</i>	10	9
24	Pete Yorn, <i>For Us</i>	10	9
25	Five For Fighting, <i>Wonder</i>	9	19
26	Rocco Deluca & The Burden, <i>Colorful</i>	9	8
27	John Legend, <i>Heaven</i>	9	9
28	KT Tunstall, <i>Suddenly I See</i>	9	14
29	30 Seconds To Mars, <i>From Yesterday</i>	8	10
30	The Fratellis, <i>Snow</i>	8	10

++ Robin Thicke, *Lost Without U* 13 5
 ++ 30 Seconds To Mars, *From Yesterday* 8 4
 ++ Rob Thomas, *Streetcorner Symphony* 8 5

CMT
VP/Music & Talent: Neil Chris Parr
Dir. Music: Patti, Evan Kroll
Viacom 615-335-6000

	TW	LW	
1	Brad Paisley, <i>She's Everything</i>	23	22
2	Rodney Atkins, <i>Watching You</i>	23	26
3	Trace Adkins, <i>Ladies Love Country Boys</i>	22	21
4	Jack Ingram, <i>Lips Of An Angel</i>	22	21
5	Kellie Pickler, <i>Red High Heels</i>	22	23
6	Keith Urban, <i>Stupid Boy</i>	22	23
7	Tim McGraw, <i>Last Dollar (Fly Away)</i>	21	23
8	Dierks Bentley, <i>Long Trip Alone</i>	20	19
9	Brooks & Dunn, <i>Hillbilly Deluxe</i>	20	22
10	Craig Morgan, <i>Little Bit Of Life</i>	20	22
11	Alison Krauss & John White, <i>Missing You</i>	19	13
12	Gretchen Wilson, <i>Come To Bed</i>	19	18
13	Sugarland, <i>Settin'</i>	19	20
14	Tim Swirl, <i>Tim McGraw</i>	19	21
15	Blake Shelton, <i>Don't Make Me</i>	19	21
16	Ashley Monroe, <i>With Ronnie Dunn, I Don't</i>	17	22
17	Jason Aldean, <i>Amarillo Sky</i>	17	22
18	Rascal Flatts, <i>Life Is A Highway</i>	11	9
19	Doc Walker, <i>Forever Wasn't Meant</i>	11	9
20	Hank Williams Jr., <i>A Country Boy Can</i>	10	0
21	Shooter Jennings, <i>It Ain't Easy</i>	10	9
22	Danny White, <i>I Just Came Back From A</i>	10	5
23	Rascal Flatts, <i>Isn't That Everything</i>	10	13
24	Joe Nichols, <i>I'll Wait For You</i>	9	8
25	John Mellencamp, <i>Our Country</i>	9	9
26	Alan Jackson, <i>Life Red On A Rose</i>	8	5
27	Carrie Underwood, <i>Before He Cheats</i>	8	5
28	Danielle Peck, <i>Isn't That Everything</i>	8	8
29	Carrie Underwood, <i>Before He Cheats</i>	8	11
30	Pat Green, <i>Dixie Lullaby</i>	7	6

++ Hank Williams Jr., *A Country Boy Can* 10 0

FUSE
Dir. Pmg: Janis Unterweiser
Rambow Media 212-324-3416

	TW	LW	
1	My Chemical Romance, <i>Famous Last</i>	44	36
2	Saoirse, <i>Voices</i>	26	24
3	Panic! At The Disco, <i>Lying Is the Most Fun</i>	25	26
4	Helloradio, <i>Here (In Your Arms)</i>	24	27
5	30 Seconds To Mars, <i>From Yesterday</i>	24	27
6	Red Hot Chili Peppers, <i>Snow (Hey Oh)</i>	23	24
7	The Fray, <i>How To Save A Life</i>	23	26
8	Taking Back Sunday, <i>Luv</i>	21	23
9	The Shins, <i>Phantoms</i>	22	17
10	Bow Wow, <i>Shore Like Mine</i>	22	19
11	Three Days Grace, <i>Fan</i>	22	25
12	Genesee, <i>Fail, Collide, All Stars</i>	21	23
13	The Red Jumpsuit Apparatus, <i>Face Down</i>	21	22
14	Muse, <i>Starlight</i>	20	20
15	Incupus, <i>Anna-Molly</i>	20	22
16	Lily Allen, <i>Smile</i>	19	15
17	Gym Class Heroes, <i>Cupid's Chokehold</i>	18	21
18	Switchfoot, <i>Oh! Gravity</i>	18	16
19	Alexis Fire, <i>This Could Be Anywhere</i>	18	20
20	Lupe Fiasco, <i>Witness (You Arms)</i>	17	13
21	Sparta, <i>Taking Back Control</i>	17	17
22	Bloc Party, <i>I Still Remember</i>	17	17
23	Dashbar Confessional, <i>Stolen</i>	17	19
24	Fort Minor, <i>Remember The Name</i>	16	19
25	Iron Robot, <i>Creeps Me Out</i>	16	20
26	Beyonce, <i>Irreplaceable</i>	15	20

OPPORTUNITIES

NATIONAL

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NORTHEAST NEWS

Respected Central Pennsylvania AM/FM has rare opening for anchor/reporter. Must be able to operate in a digital environment. EOE. T&R to:

Gordon Weise
WLBR/WQIC
PO Box 1270

Lebanon, PA 17042

Email to gweise@LebanonBroadcast.com

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Yale Broadcasting's heritage UAC WYBC-FM in New Haven, CT is looking for P/T adult communicators for evening and weekend live air shifts. You should have prior (professional) on-air experience, digital editing, and solid technology skills. Rush Package to Wayne Schmidt, WYBC-FM, 142 Temple street suite 203, New Haven CT 06510 No calls please EOE

NATIONAL

Product/Brand Manager

You see radio as a product and your station(s) as a brand. You have built a strategic plan to grow your brand, and you have worked your plan every day to make it happen. Employees, co-workers and other managers - everyone in the building is able to clearly articulate the goals and objectives for the brand because you lead from that perspective. You have a successful track record of developing on-air talent, and managing the on-air, online and marketing efforts of radio stations.

Does this sound like you? If leading the effort to create the future of two great brands in a PPM world sounds like a challenge you're up for, I'd like to hear from you.

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- GREAT communications skills
- Ability to strategically plan for the future with an equal amount of data and hands-on experience
- GREAT leadership skills (yes, it's that important)
- GREAT collaboration skills
- GREAT motivational skills

Other than that, you can be average . . .

Send a résumé and a list of past and current successes to: Radio & Records, 2049 Century Park East, 41st Floor, # 1172, Los Angeles, CA 90067 or hmowry@radioandrecords.com c/o job # 1172. EOE.

NORTHEAST

Production/Imaging Director

Attention Ear Candy Wizards: Adult Top 40 96.3 WDVD has an immediate opening for a Production/Imaging Director. The successful candidate will conceptualize, write and produce spot production and creative imaging. The ability to traverse the waters between sales and programming is important. Pro Tools, SAW, Cool Edit software expertise is needed. Hearing great radio in your head and then producing it for show-time is required. Send audio packages to "WDVD Programming," 3011 W. Grand Blvd. STE 800, Detroit, MI 48202 EOE.

SOUTH

WTPT/Greenville, SC. Music Director/PM Drive. Send T&R to Mark Hendrix, Operations Manager, 25 Garlington, Greenville, SC 29615. EOE. No calls please.

POSITIONS SOUGHT

I have 16 years in DETROIT and 2 years in Lansing. I am looking for a full-time gig. On-air talent, promotions and board op experience. E-mail me djmartin88@hotmail.com

Very excited, well-rounded broadcaster seeks to bring it up! Attentive, passionate and outgoing, all in one! Matthew Mullins 972-971-1389 mmullins1721@yahoo.com

AIR CHECKS

— AUDIO & VIDEO AIRCHECKS —

CURRENT # 317, KMVN/Rick Dees, KSTP-FM/Moon & Staci, WPRO-FM, WPLJ/Rocky Allen, KPWR/Yesi Ortiz, KRTH/Jim Carson, \$13 CD
Current # 316, WQGL/Big Ron O'Brien, WHFS/Don & Mike, KIIS/Suzy Tavares, Z100/Romeo, KXXY/Gene Knight, WZZN/John Landecker, WIHT/Toby Knapp \$13 CD
Personality Plus # PP-225, WSIX/Gerry House, WLNK/Bob & Sheri, KRTH/Gary Bryan, Z100/Elvis Duran & Z Zoo, \$13 CD
Personality Plus # PP-224, WKZL/Jack Murphy, WRDW/Chio, WXKS/Matt Siegel, WMZQ/Ben & Brian, \$13 CD
Personality Plus # PP-223, KMVN/Rick Dees, WBMX/John Lander, WROR/Loren & Wally, KSTP/Greg & Cheryl, \$13 CD
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All A/C # AC-150, WMAG, WBEB, KMXB, KBIG, \$13 CD
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Sweeper Vault # SV-52 - Sweeper & Legal ID samples, all formats, \$15.50 CD
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Classic # C-310, WAPE/Tom Murphy - Cleveland Wheeler - 1978, KIIS/Rick Dees - 1987, KJR/Bob Shannon - 1971, WLS/Larry Lukack - 1970, \$16.50 CD
Video # 107, San Diego's KXXY/Sonny & Susan, St Louis' KXKY/Phillips & Co., Atlanta's WYAY/Rhubarb & Dallas, Chicago's WLIT/Melissa Forman, Indy's WNOU/Rayne, WNTR/Willie B. 2 hrs. \$30 VHS, \$35 DVD

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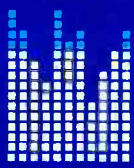
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CHR/TOP 40

THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE ARTIST	NIELSEN BDS CERTIFICATIONS	HITPREDICTOR STATUS	IMPRINT / PROMOTION LABEL
1	1	14	IRREPLACEABLE BEYONCE	NO. 1 (8 WKS)	☆	COLUMBIA
2	2	13	SAY IT RIGHT NELLY FURTADO		☆	MOSLEY/GEFFEN
3	3	9	WHAT GOES AROUND...COMES AROUND JUSTIN TIMBERLAKE		☆	JIVE/ZOMBA
4	5	15	WALK AWAY (REMEMBER ME) PAULA DEANDA FEATURING THE DEY		☆	ARISTA/RMG
5	9	9	IT'S NOT OVER DAUGHTRY		☆	RCA/RMG
6	4	14	I WANNA LOVE YOU AKON FEATURING SNOOP DOGG		☆	KONVICT/UPFRONT/SRC/UNIVERSAL MOTOWN
7	7	14	BREAK IT OFF RIHANNA & SEAN PAUL		☆	SRP/DEF JAM/DJMG
8	10	16	IT ENDS TONIGHT THE ALL-AMERICAN REJECTS		☆	DOGHOUSE/INTERSCOPE
9	8	22	HOW TO SAVE A LIFE THE FRAY		☆	EPIC
10	6	17	FERGALICIOUS FERGIE		☆	WILL I AM/A&M/INTERSCOPE

#1 MOST ADDED

GIVE IT TO ME Timbaland Feat. Nelly Furtado & Justin Timberlake (MOSLEY/BLACKGROUND/INTERSCOPE)

#1 MOST INCREASED PLAYS

GIVE IT TO ME Timbaland Feat. Nelly Furtado & Justin Timberlake (MOSLEY/BLACKGROUND/INTERSCOPE)

TOP 5 NEW AND ACTIVE

- DO NOT MATTER** Akon (KONVICT/UPFRONT/SRC/UNIVERSAL MOTOWN)
- BEFORE HE CHEATS** Carrie Underwood (ARISTA/ARISTA NASHVILLE/RMG)
- BETTER THAN ME** Hinder (UNIVERSAL REPUBLIC)
- OVER IT** Katharine McPhee (RCA/RMG)
- INTO THE OCEAN** Blue October (UNIVERSAL MOTOWN)

COMPLETE CHR/TOP 40 CHART ON PAGE 27

RHYTHMIC

THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE ARTIST	NIELSEN BDS CERTIFICATIONS	HITPREDICTOR STATUS	IMPRINT / PROMOTION LABEL
1	2	13	YOU LLOYD FEATURING LIL' WAYNE	NO. 1 (1 WK)	☆	THE INC./UNIVERSAL MOTOWN
2	1	15	IRREPLACEABLE BEYONCE		☆	COLUMBIA
3	4	13	RUNAWAY LOVE LUDACRIS FEATURING MARY J. BLIGE		☆	DTP/DEF JAM/DJMG
4	3	14	WE FLY HIGH JIM JONES		☆	KOCH
5	5	23	I WANNA LOVE YOU AKON FEATURING SNOOP DOGG		☆	KONVICT/UPFRONT/SRC/UNIVERSAL MOTOWN
6	8	11	ON THE HOTLINE PRETTY RICKY		☆	BLUESTAR/ATLANTIC
7	6	12	PROMISE CIARA		☆	LAFACE/ZOMBA
8	7	14	THAT'S THAT SNOOP DOGG FEATURING R. KELLY		☆	DOGGYSTYLE/GEFFEN/INTERSCOPE
9	12	11	THIS IS WHY I'M HOT MIMS		☆	CAPITOL
10	10	19	THE WAY I LIVE BABY BOY DA PRINCE FEATURING LIL' BOOSIE		☆	TAKE FO'/UNIVERSAL REPUBLIC

#1 MOST ADDED

GIVE IT TO ME Timbaland Feat. Nelly Furtado & Justin Timberlake (MOSLEY/BLACKGROUND/INTERSCOPE)

#1 MOST INCREASED PLAYS

DO NOT MATTER Akon (KONVICT/UPFRONT/SRC/UNIVERSAL MOTOWN)

TOP 5 NEW AND ACTIVE

- THE SWEET ESCAPE** Gwen Stefani Feat. Akon (INTERSCOPE)
- BUDDY** Musiq Soulchild (ATLANTIC)
- I JUST WANNA KNOW** Taio Cruz (UNIVERSAL REPUBLIC)
- MAGIC CITY 2XL** (TOMMY BOY)
- LOST WITHOUT U** Robin Thicke (STAR TRAK/INTERSCOPE)

COMPLETE RHYTHMIC CHART ON PAGE 30

URBAN

THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE ARTIST	NIELSEN BDS CERTIFICATIONS	HITPREDICTOR STATUS	IMPRINT / PROMOTION LABEL
1	1	15	YOU LLOYD FEATURING LIL' WAYNE	NO. 1 (2 WKS)	☆	THE INC./UNIVERSAL MOTOWN
2	2	15	PROMISE CIARA		☆	LAFACE/ZOMBA
3	3	13	RUNAWAY LOVE LUDACRIS FEATURING MARY J. BLIGE		☆	DTP/DEF JAM/DJMG
4	5	12	POPPIN' CHRIS BROWN FEATURING JAY BIZ		☆	JIVE/ZOMBA
5	6	12	ON THE HOTLINE PRETTY RICKY		☆	BLUESTAR/ATLANTIC
6	9	12	THROW SOME D'S RICH BOY FEATURING POLOW DA DON		☆	ZONE 4/INTERSCOPE
7	10	11	ICE BOX OMARION		☆	T.U.G./COLUMBIA
8	4	14	IRREPLACEABLE BEYONCE		☆	COLUMBIA
9	8	15	MAKE IT RAIN FAT JOE FEATURING LIL' WAYNE		☆	TERROR SQUAD/IMPERIAL/VIRGIN
10	13	9	LOST WITHOUT U ROBIN THICKE	MOST INCREASED PLAYS	☆	STAR TRAK/INTERSCOPE

#1 MOST ADDED

OH YEAH (WORK) Lil Scrappy Feat. Sean P. & E-40 (BME/REPRISE/WARNER BROS.)

#1 MOST INCREASED PLAYS

LOST WITHOUT U Robin Thicke (STAR TRAK/INTERSCOPE)

TOP 5 NEW AND ACTIVE

- AND I AM TELLING YOU I'M NOT GOING** Jennifer Hudson (MUSIC WORLD/COLUMBIA)
- I'M A FLIRT** Bow Wow Feat. R. Kelly (COLUMBIA)
- CAN'T FORGET ABOUT YOU** Nas Feat. Chrisette Michele (DEF JAM/COLUMBIA/DJMG)
- KNOW WHAT I'M DOIN'** Birdman & Lil Wayne Feat. Rick Ross & T-Pain (CASH MONEY/UNIVERSAL MOTOWN)
- GHETTO MINDSTATE (CAN'T GET AWAY)** Lil' Flip Feat. Lyfe Jennings (ASYLUM/WARNER BROS.)

COMPLETE URBAN CHART ON PAGE 34

URBAN AC

THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE ARTIST	NIELSEN BDS CERTIFICATIONS	HITPREDICTOR STATUS	IMPRINT / PROMOTION LABEL
1	1	16	LOST WITHOUT U ROBIN THICKE	NO. 1 (3 WKS)	☆	STAR TRAK/INTERSCOPE
2	2	28	CHANGE ME RUBEN STUDDARD		☆	J/RMG
3	3	25	TAKE ME AS I AM MARY J. BLIGE		☆	MATRIARCH/GEFFEN/INTERSCOPE
4	4	12	IRREPLACEABLE BEYONCE		☆	COLUMBIA
5	5	22	USED TO BE MY GIRL BRIAN MCKNIGHT		☆	WARNER BROS.
6	7	18	BE WITH YOU ELISABETH WITHERS		☆	BLUE NOTE/VIRGIN
7	8	20	CAN'T GET ENOUGH TAMIA		☆	PLUS I/IMAGE
8	14	5	IN MY SONGS GERALD LEVERT	MOST INCREASED PLAYS/MOST ADDED	☆	ATLANTIC
9	6	62	CAN'T LET GO ANTHONY HAMILTON		☆	SO SO DEF/ZOMBA
10	15	4	AND I AM TELLING YOU I'M NOT GOING JENNIFER HUDSON		☆	MUSIC WORLD/COLUMBIA

#1 MOST ADDED

IN MY SONGS Gerald Levert (ATLANTIC)

#1 MOST INCREASED PLAYS

IN MY SONGS Gerald Levert (ATLANTIC)

TOP 5 NEW AND ACTIVE

- BAGGAGE** Mary J. Blige (MATRIARCH/GEFFEN)
- WE RIDE ((I SEE THE FUTURE))** Mary J. Blige (MATRIARCH/GEFFEN)
- STRUGGLE NO MORE** Anthony Hamilton Feat. Jaheim (SO SO DEF/ZOMBA)
- BROKEN BUT I'M HEALED** Byron Cage (GOSPO CENTRIC/ZOMBA)
- LOVELY DAY** Victor Fields (REGINA)

COMPLETE URBAN AC CHART ON PAGE 36

COUNTRY

THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE ARTIST	NIELSEN BDS CERTIFICATIONS	HITPREDICTOR STATUS	IMPRINT / PROMOTION LABEL
1	1	21	WATCHING YOU RODNEY ATKINS	NO. 1 (4 WKS)	☆	CURB
2	2	19	IT JUST COMES NATURAL GEORGE STRAIT		☆	MCA NASHVILLE
3	3	24	SHE'S EVERYTHING BRAD PAISLEY		☆	ARISTA NASHVILLE
4	5	22	LADIES LOVE COUNTRY BOYS TRACE ADKINS		☆	CAPITOL NASHVILLE
5	4	32	AMARILLO SKY JASON ALDEAN		☆	BROKEN BOW
6	6	12	STUPID BOY KEITH URBAN		☆	CAPITOL NASHVILLE
7	9	27	LITTLE BIT OF LIFE CRAIG MORGAN		☆	BROKEN BOW
8	7	20	ALYSSA LIES JASON MICHAEL CARROLL		☆	ARISTA NASHVILLE
9	8	13	ANYWAY MARTINA MCBRIDE		☆	RCA
10	11	8	BEER IN MEXICO KENNY CHESNEY		☆	BNA

#1 MOST ADDED

HIGH MAINTENANCE WOMAN Toby Keith (SHOW DOG NASHVILLE)

#1 MOST INCREASED AUDIENCE

STAND Rascal Flatts (LYRIC STREET)

TOP 5 NEW AND ACTIVE

- RIGHT ABOUT NOW** Ty Herndon (JACKSON DANCE/TITAN/PYRAMID/QUARTERBACK)
- MISSING YEARS** Little Texas (MONTAGE)
- I LOVE WOMEN (MY MOMMA CAN'T STAND)** Jerrod Niemann (CATEGORY 5)
- YOU DON'T KNOW MY LOVE** Ronnie Milsap (RCA)
- TEARDROPS ON MY GUITAR** Taylor Swift (BIG MACHINE)

COMPLETE COUNTRY CHART ON PAGE 44

AC

THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE ARTIST	NIELSEN BDS CERTIFICATIONS	HITPREDICTOR STATUS	IMPRINT / PROMOTION LABEL
1	2	49	UNWRITTEN NATASHA BEDINGFIELD	NO. 1 (10 WKS)	☆	EPIC
2	3	23	WAITING ON THE WORLD TO CHANGE JOHN MAYER		☆	AWARE/COLUMBIA
3	1	41	WHAT HURTS THE MOST RASCAL FLATTS		☆	LYRIC STREET/HOLLYWOOD
4	5	58	BAD DAY DANIEL POWTER		☆	WARNER BROS.
5	4	38	THE RIDDLE FIVE FOR FIGHTING		☆	AWARE/COLUMBIA
6	9	17	CHASING CARS SNOW PATROL		☆	POLYDOR/A&M/INTERSCOPE
7	7	24	HAVE YOU EVER SEEN THE RAIN ROD STEWART		☆	J/RMG
8	8	33	PUT YOUR RECORDS ON CORINNE BAILEY RAE		☆	CAPITOL
9	12	16	HOW TO SAVE A LIFE THE FRAY	MOST INCREASED PLAYS/MOST ADDED	☆	EPIC
10	6	40	BLACK HORSE & THE CHERRY TREE KT TUNSTALL		☆	RELENTLESS/VIRGIN

#1 MOST ADDED

HOW TO SAVE A LIFE The Fray (EPIC)

#1 MOST INCREASED PLAYS

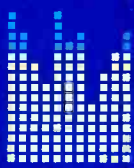
HOW TO SAVE A LIFE The Fray (EPIC)

TOP 5 NEW AND ACTIVE

- RED, WHITE, AND BLUE** Brian McKnight With Rascal Flatts (WARNER BROS.)
- YOU DON'T KNOW ME** Eddie Money (BIG DEAL/WARRIOR)
- BOSTON** Augustana (EPIC)
- THINKING ABOUT YOU** Norah Jones (BLUE NOTE/BLG)
- NEVER ALONE** Jim Brickman Feat. Lady Antebellum (SLG)

COMPLETE AC CHART ON PAGE 47

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HOT AC

THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE ARTIST	NIelsen BDS CERTIFICATIONS	HITPREDICTOR STATUS	IMPRINT / PROMOTION LABEL
1	2	35	CHASING CARS SNOW PATROL	NO. 1 (1 WK)	☆	POLYDOR/A&M/INTERSCOPE
2	1	34	HOW TO SAVE A LIFE THE FRAY	☆	☆	EPIC
3	3	33	WAITING ON THE WORLD TO CHANGE JOHN MAYER	☆	☆	AWARE/COLUMBIA
4	5	28	LIPS OF AN ANGEL HINDER	☆	☆	UNIVERSAL REPUBLIC
5	8	10	IT'S NOT OVER DAUGHTRY	☆	☆	RCA/RMG
6	4	35	FAR AWAY NICKELBACK	☆	☆	ROADRUNNER/IDJMG
7	7	25	SUDDENLY I SEE KT TUNSTALL	☆	☆	RELENTLESS/VIRGIN
8	6	21	STREETCORNER SYMPHONY ROB THOMAS	☆	☆	MELISMA/ATLANTIC
9	11	11	KEEP HOLDING ON AVRIL LAVIGNE	☆	☆	FOX/RCA/RMG
10	9	41	NOTHING LEFT TO LOSE MAT KEARNEY	☆	☆	AWARE/COLUMBIA

#1 MOST ADDED

LITTLE WONDERS Rob Thomas (MELISMA/ATLANTIC)

#1 MOST INCREASED PLAYS

LITTLE WONDERS Rob Thomas (MELISMA/ATLANTIC)

TOP 5 NEW AND ACTIVE

GRACE KELLY Mika (CASABLANCA/UNIVERSAL REPUBLIC)

READ MY MIND The Killers (ISLAND/IDJMG)

STOLEN Dashboard Confessional (VAGRANT/INTERSCOPE)

FIDELITY Regina Spektor (SIRE/WARNER BROS.)

BETTER THAN ME Hinder (UNIVERSAL REPUBLIC)

COMPLETE HOT AC CHART ON PAGE 48

SMOOTH JAZZ

THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE ARTIST	NIelsen BDS CERTIFICATIONS	IMPRINT / PROMOTION LABEL
1	1	15	GIVE ME THE REASON KIRK WHALUM	NO. 1 (4 WKS)	RENDEZVOUS
2	2	23	MORNIN' GEORGE BENSON & AL JARREAU	☆	MONSTER/CONCORD
3	4	16	BLOOM MINDI ABAIR	MOST INCREASED PLAYS	GRP/VERVE
4	5	24	GIRL IN THE RED DRESS GREGG KARUKAS	☆	TRIPPIN' N' RHYTHM
5	3	11	YOU'RE BEAUTIFUL KENNY G	☆	ARISTA/RMG
6	9	18	WAY UP! WAYMAN TISDALE	☆	RENDEZVOUS
7	10	11	THINKING ABOUT YOU NORAH JONES	☆	BLUE NOTE/BLG
8	7	32	DRESSED TO CHILL MARION MEADOWS	☆	HEADS UP
9	8	26	THE TOTAL EXPERIENCE BONEY JAMES FEATURING GEORGE DUKE	☆	CONCORD
10	6	36	BEAT STREET DAVID BENOIT	☆	PEAK/CONCORD

#1 MOST ADDED

IT MIGHT BE YOU Dave Koz Feat. India.Arie (CAPITOL)

#1 MOST INCREASED PLAYS

BLOOM Mindi Abair (GRP/VERVE)

TOP 5 NEW AND ACTIVE

JUST FEELIN' IT Michael Manson With Brian Culbertson (215 ENTERTAINMENT)

COOL TO THE TOUCH Greg Adams (RIPA)

LIKE A STAR Corinne Bailey Rae (CAPITOL)

LUCKY Ken Navarro (POSITIVE)

THE PINK PANTHER Dave Koz (CAPITOL)

COMPLETE SMOOTH JAZZ CHART ON PAGE 51

ALTERNATIVE

THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE ARTIST	NIelsen BDS CERTIFICATIONS	HITPREDICTOR STATUS	IMPRINT / PROMOTION LABEL
1	1	15	SNOW ((HEY OH)) RED HOT CHILI PEPPERS	NO. 1 (4 WKS)	☆	WARNER BROS.
2	2	15	PAIN THREE DAYS GRACE	☆	☆	JIVE/ZOMBA
3	4	29	FACE DOWN THE RED JUMPSUIT APPARATUS	☆	☆	VIRGIN
4	3	18	ANNA-MOLLY INCUBUS	☆	☆	IMMORTAL/EPIC
5	6	16	FROM YESTERDAY 30 SECONDS TO MARS	☆	☆	IMMORTAL/VIRGIN
6	5	15	STARLIGHT MUSE	☆	☆	WARNER BROS.
7	10	9	FAMOUS LAST WORDS MY CHEMICAL ROMANCE	☆	☆	REPRISE
8	9	5	DASHBOARD MODEST MOUSE	☆	☆	EPIC
9	7	22	WELCOME TO THE BLACK PARADE MY CHEMICAL ROMANCE	☆	☆	REPRISE
10	11	11	THIS AIN'T A SCENE, IT'S AN ARMS RACE FALL OUT BOY	☆	☆	FUELED BY RAMEN/ISLAND/IDJMG

#1 MOST ADDED

WELL ENOUGH ALONE Chevelle (EPIC)

#1 MOST INCREASED PLAYS

WELL ENOUGH ALONE Chevelle (EPIC)

TOP 5 NEW AND ACTIVE

YOU'RE ALL I HAVE Snow Patrol (POLYDOR/A&M/INTERSCOPE)

FREAK ON A LEASH (UNPLUGGED) Korn Feat. Amy Lee (VIRGIN)

HANG ME UP TO DRY Cold War Kids (DOWNTOWN/ATLANTIC/LAVA)

SATELLITE Guster (REPRISE)

ALL THESE THINGS I HATE (REVOLVE AROUND ME) Bullet For My Valentine (JIVE/ZOMBA)

COMPLETE ALTERNATIVE CHART ON PAGE 54

ACTIVE ROCK

THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE ARTIST	NIelsen BDS CERTIFICATIONS	IMPRINT / PROMOTION LABEL
1	1	20	PAIN THREE DAYS GRACE	NO. 1 (9 WKS)	JIVE/ZOMBA
2	2	15	LADIES AND GENTLEMEN SALIVA	☆	ISLAND/IDJMG
3	3	14	SNOW ((HEY OH)) RED HOT CHILI PEPPERS	☆	WARNER BROS.
4	5	15	THE ENEMY GODSMACK	☆	UNIVERSAL REPUBLIC
5	7	12	SILLYWORLD STONE SOUR	☆	ROADRUNNER
6	4	18	ANNA-MOLLY INCUBUS	☆	IMMORTAL/EPIC
7	10	5	BREATH BREAKING BENJAMIN	☆	HOLLYWOOD
8	9	9	TEN THOUSAND FISTS DISTURBED	☆	REPRISE
9	6	17	HOW LONG HINDER	☆	UNIVERSAL REPUBLIC
10	8	24	GOODBYE ARMY OF ANYONE	☆	FIRM

#1 MOST ADDED

WELL ENOUGH ALONE Chevelle (EPIC)

#1 MOST INCREASED PLAYS

WELL ENOUGH ALONE Chevelle (EPIC)

TOP 5 NEW AND ACTIVE

LITHIUM Evanescence (WIND-UP)

THE RISING Trivium (ROADRUNNER)

BETTER THAN ME Hinder (UNIVERSAL REPUBLIC)

LOVE REIGN O'ER ME Pearl Jam (COLUMBIA)

BEER! Psychostick (ROCK RIDGE)

COMPLETE ACTIVE ROCK CHART ON PAGE 55

ROCK

THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE ARTIST	NIelsen BDS CERTIFICATIONS	IMPRINT / PROMOTION LABEL
1	1	15	PAIN THREE DAYS GRACE	NO. 1 (3 WKS)	JIVE/ZOMBA
2	4	14	SNOW ((HEY OH)) RED HOT CHILI PEPPERS	☆	WARNER BROS.
3	3	30	HEROES SHINEDOWN	☆	ATLANTIC
4	2	35	THROUGH GLASS STONE SOUR	☆	ROADRUNNER
5	5	31	LAND OF CONFUSION DISTURBED	☆	REPRISE
6	8	12	LADIES AND GENTLEMEN SALIVA	☆	ISLAND/IDJMG
7	7	12	THE ENEMY GODSMACK	☆	UNIVERSAL REPUBLIC
8	6	27	THE POT TOOL	☆	TOOL DISSECTIONAL/VOLCANO/ZOMBA
9	9	30	ROCKSTAR NICKELBACK	☆	ROADRUNNER
10	10	44	ANIMAL I HAVE BECOME THREE DAYS GRACE	☆	JIVE/ZOMBA

#1 MOST ADDED

BREATH Breaking Benjamin (HOLLYWOOD)

#1 MOST INCREASED PLAYS

SILLYWORLD Stone Sour (ROADRUNNER)

TOP 5 NEW AND ACTIVE

EVERYBODY IS EASY (WE SINK/WE SWIM) The Burden Brothers (KIRTLAND)

GOING IN BLIND P.O.D. (RHINO/ATLANTIC)

THE KILL (BURY ME) 30 Seconds To Mars (IMMORTAL/VIRGIN)

FREAK ON A LEASH (UNPLUGGED) Korn Feat. Amy Lee (VIRGIN)

ALL THESE THINGS I HATE (REVOLVE AROUND ME) Bullet For My Valentine (JIVE/ZOMBA)

COMPLETE ROCK CHART ON PAGE 56

TRIPLE A

THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE ARTIST	NIelsen BDS CERTIFICATIONS	IMPRINT / PROMOTION LABEL
1	1	19	SEE THE WORLD GDMEZ	NO. 1 (4 WKS)	ATO/RED
2	3	14	NEW SHOES PAOLO NUTINI	☆	ATLANTIC
3	2	13	WINDOW IN THE SKIES U2	☆	ISLAND/INTERSCOPE
4	4	18	SNOW ((HEY OH)) RED HOT CHILI PEPPERS	☆	WARNER BROS.
5	5	11	THINKING ABOUT YOU NORAH JONES	☆	BLUE NOTE/BLG
6	6	15	THINK I'M IN LOVE BECK	☆	INTERSCOPE
7	8	21	SATELLITE GUSTER	☆	REPRISE
8	7	19	OTHER SIDE OF THE WORLD KT TUNSTALL	☆	RELENTLESS/VIRGIN
9	11	12	NOTHING IN MY WAY KEANE	☆	INTERSCOPE
10	12	7	YOU'RE ALL I HAVE SNOW PATROL	☆	POLYDOR/A&M/INTERSCOPE

#1 MOST ADDED

TELL ME 'BOUT IT Joss Stone (VIRGIN)

#1 MOST INCREASED PLAYS

TELL ME 'BOUT IT Joss Stone (VIRGIN)

TOP 5 NEW AND ACTIVE

ARE YOU ALRIGHT? Lucinda Williams (LOST HIGHWAY)

PRESSURE SUIT Aqualung (COLUMBIA)

SOMEODAY John Mellencamp (UNIVERSAL REPUBLIC/UMG)

NAIVE The Kooks (ASTRALWERKS)

STARS AND BOULEVARDS Augustana (EPIC)

COMPLETE TRIPLE A CHART ON PAGE 59

Veteran sales consultant says to forget about single-digit growth and focus on selling radio as an investment

Irwin Pollack

By Erica Farber

One of the most challenging jobs in the radio business is selling, and one of radio's most successful sellers is Irwin Pollack. President of his own company for the past 20 years, Pollack travels the country almost weekly, working with hundreds of stations, salespeople and their local clients. With energy, determination and a portfolio of winning ideas and concepts, Pollack has made a career of turning no's into yes's.

Getting into the business: "I was 14 and my parents moved us to St. Louis. They were out looking for homes and left us alone and I found the KXOK building and went to the back door. I had a love for radio and Craig Roberts, who was doing seven to midnight, took me under his wing. He's now one of my closest friends."

First job: "I went to the University of Arizona and was managing the Arizona Daily Wildcat, a college newspaper that was doing about \$400,000 a year. I hired 12 salespeople and we did over a million dollars our first year. We started competing commercially and called ourselves the third-largest morning paper in the state of Arizona. Then Mark Schwartz, who was managing Lotus' property in Tucson, hired me to sell, even though I didn't have a degree. After graduation, Bill Cunningham hired me in Omaha at Sweet 98, KQKQ. I later found out I was the third sales manager in six months because he just chewed them up and spit them out. But it was a great education. Then I joined First Media in Boston."

Founding the Irwin Pollack Co.: "We were hitting home runs here in Boston and I had a story to tell so I went out on my own as a consultant. I knew I had drive and a solid work ethic and I just did it."

Describe your company: "Forty percent to 50% of my consulting business is with the radio industry and the majority of that is for private companies. I get frustrated when I hear people talk about 2% increases. Single-digit growth is beyond me. The people I work with want 20, 30 and 40% growth. They don't pay attention to the radio industry. They take what works in sales and management

and focus on the principles of blocking and tackling, how to hire a staff and how to differentiate yourself. A lot of our clients don't even present radio as a medium; it is about an investment that will work. We believe in making salespeople owners, not employees. Having them manage their desk, manage their list and overachieve."

Long-range plans: "My long-range plans are contingent upon a supply of customers who want to continue to grow. If they're entrepreneurs and business people, not necessarily radio people,



who look at it as an investment with a viable return, they will be part of the long-term plan for my business."

Biggest challenge: "Mediocrity in the industry. Salespeople who say all the good accounts are taken. Sales managers who say you can't find good people anymore. General managers who say, 'We've had a great year: We're up 7% and the market is up 1.'"

Most common mistake salespeople make: "I'm a big proponent of tracking and accountability every day—focusing on the metrics of the business. But it can be a problem if salespeople take that to an extreme and allow the wild gyrations of an up-and-down day get the best of them. In a world of 16% or 20% closing rates, you are going to get rejected four out of five times. You can't let the 80% rejection beat you down. We're in the 'ask' business, not in the sales business."

State of radio: "Sad, because people are following everybody else. They're doing what radio people do. Take a city that has 12,000 service and retail businesses in a 20-mile radius. If they've had 610 clients on in the last year, they're coming 5% of the businesses; 95% aren't on the station."

Something about Irwin Pollack that would surprise our readers to learn: "I'm a lawyer and practice in Connecticut and Massachusetts. I'm a professor at a law school. I'm a family or domestic relations attorney and that's 90% of my practice."

Career highlight: "I'm proud of the people who were able to give me something and how I was able to take that and give it to 110,000 salespeople and managers over the years."

Career disappointment: "I wish consolidation and the public market didn't take away the heart, emotion and the love that a lot of people had for the industry."

Most influential individuals: "David Meszaros, who manages radio stations in Atlanta; Bill Cunningham, who has passed; and Craig Roberts. My clients. And I have a father and a son who mean the world to me."

Advice for broadcasters: "Look at your time as an asset. Airlines manage seats, hotels manage beds, traffic directors manage spotloads. Manage your time like I do when I'm involved in the law. If you have a 10-hour day, that's 100 units of time in six-minute increments. Manage every unit of time like it is a precious commodity." R&R

'You can't let the 80% rejection beat you down. We're in the "ask" business, not in the sales business.' —Irwin Pollack

Liener Notes

Profile: Irwin Pollack
Title: Irwin Pollack Co. president

Favorite radio format:

"Any of the law programs, news/talk and oldies."

Favorite TV show: "Early Today" on NBC

Favorite song: "Lady" by Styx

Favorite book: "Driven to Distraction" by Edward M. Hallowell

Favorite movie: "Anything by Nicholas Sparks. Right now, 'The Notebook' is my favorite. I love a romantic movie."

Favorite restaurant: Blue Ginger in Wellesley, Mass.

Beverage of choice: Hot tea

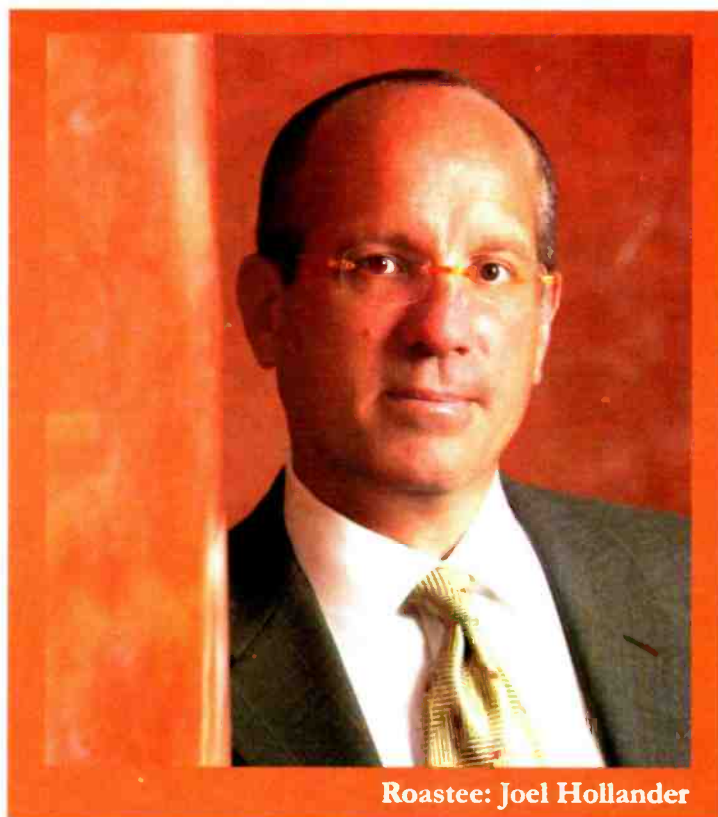
Hobbies: "Working out. Children and family-related activities. Anything family law-related. And I love analyzing the values of businesses."

E-mail address: irwin@massflg.com

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